As the Board Chair for the Sacramento Zoological Society, I am so very proud of the dedicated Board, staff and volunteers/docents who work tirelessly to make the 92-year-old Sacramento Zoo such an amazing community amenity.

2018 was a busy year for the Sacramento Zoo! We welcomed Jason Jacobs as the zoo's new CEO/Director. Under his direction zoo staff renovated an exhibit to house a mob of engaging meerkats, broke ground on a beautiful new exhibit for two Critically Endangered okapi, moved and updated our popular playground so that the zoo could add two portable education classrooms and expand our education outreach, zoo staff educated tens of thousands of school children, we welcomed more than 500,000 guests and so much more!

And of course, 2018 was also the year that the zoo’s Board voted unanimously to support an effort to relocate and expand the Sacramento Zoo! Since that time, all of us here at the zoo have been working with the City of Sacramento and our other partners (including each of you) to determine the best way to give our animals the home they deserve, and our community the zoo that it deserves.

On behalf of all of us at the Sacramento Zoo thank you, our most generous friends, for your continued support. With your help, we continue to work diligently to ensure that the Sacramento Zoo remains a dynamic and viable conservation education institution for people of all ages from throughout the greater Sacramento region and beyond.

Thank you.

Elizabeth Stallard
Board Chair
Sacramento Zoo
2018 was an exceptional year of growth and change for the Sacramento Zoo, and I am so pleased to have been a part of it after joining the zoo as Executive Director in January of 2018. My first year in Sacramento was marked by some incredible milestones including the introduction of new species, another record year of attendance and significant births for the Sacramento Zoo.

In 2018, the zoo saw 513,061 visitors during normal visiting hours and at special events such as the sellout Wine & Brew at the Zoo and the ever-popular Ice Cream Safari. For beer lovers, the inaugural Animals on Tap – a series of collaborations between the Sacramento Zoo and local breweries – brought brand-new beers to Sacramento including New Helvetia's Red Panda Red Session IPA, Yolo Brewing Company's Lemur Alone IPA and Sudwerk Brewing Co.’s Original Tall Boy Giraffe Lager. A portion of the proceeds from beer sales went directly to the Sacramento Zoo and conservation programs benefitting the animals featured.

Spring and summer births at the zoo included several Endangered and Critically Endangered species including most notably, the birth of a Critically Endangered snow leopard cub, Coconut.

Born on May 6th, Coconut, while healthy, exhibited some health conditions very early on in his life. Diagnosed with “swimmer’s syndrome” Coconut’s legs splayed outward and he required daily physical therapy from his dedicated team of zookeepers and veterinarians to correct his movement. The zoo’s close collaboration with UC Davis School of Veterinary Medicine allowed Coconut’s care to be monitored by a bevy of specialists, including a veterinary ophthalmologist who was able to correct Coconut’s other birth abnormality: eyelid coloboma, which causes a section of the eyelid to be missing and abnormally shaped leading to irritation and damage to the eye surface.

The Sacramento Zoo also welcomed several newcomers from other zoos, including meerkats, a male hawk-headed parrot and two Critically Endangered male okapis. Thanks to a generous partnership with Jiffy Lube, the zoo’s meerkats have been delighting visitors since their arrival in November. The meerkats, a mob of five females enjoy their exhibit, complete with a termite mound, on which the sentry will stand guard for the rest of the group. As a participant in the Association of Zoos & Aquariums (AZA) Species Survival Plan (SSP), the Sacramento Zoo works closely with zoos across the country to cooperatively manage species in human care, including the species the zoo acquired in 2018. SSPs cooperatively manage specific populations across multiple zoos and aquariums with the goal of sustaining a healthy, genetically diverse and demographically varied species well into the future.

Additional changes to the zoo included an expansion of the zoo’s playground to make space for an all-new Education Outpost. The playground, a family favorite for children of all ages, was not only
relocated but refreshed. Complete with brand-new fencing, additional animal climbing structures, an expanded picnic area, as well as shade structures to help beat the heat; the playground is now larger and more welcoming, allowing families to spend more time in the area, while the addition of the Education Outpost has allowed the zoo to expand education programming for all ages.

Most importantly in 2018, the board alongside zoo leadership looked at the long-term future of the zoo and unanimously voted to pursue relocation of the Sacramento Zoo. Over the past 30 years, many long-time zoo favorites such as tiger, hippopotamus, bear, cheetah and more have been moved to other zoos due to the lack of proper facilities within the Sacramento Zoo’s 14.7-acre Land Park campus.

In addition, the zoo faces the dilemma of finding more exhibit space for current species such as chimpanzee, orangutan and hoofed mammals. Simply stated, there is no room to grow at the zoo’s current site. A relocated and expanded Sacramento Zoo would enhance the quality of life for animals by providing new habitats and appropriate social groups for many species. Most important, by relocating the zoo would be better able to serve its mission of conservation by building capacity to further support populations of many rare and endangered species.

The road to relocation will take at least five years. During that time the Sacramento Zoo is committed to enhancing the current zoo location with traveling exhibits and new animals that could be relocated to a new site. We are confident that a new, expanded Sacramento Zoo with the return of iconic animals combined with many longtime zoo favorites would create an incredible educational and cultural destination for the entire region.

We look forward to you joining us on our journey to relocate and expand the Sacramento Zoo.

Jason Jacobs
Director and CEO
Sacramento Zoo
SAC Zoo
A Year in Review 2018

- 513,061 total visitors
- 21.4 tons mixed recycling collected (cardboard, glass, paper, tin, aluminum, plastic)
- 21.4 tons of food waste diverted from Kampala Cafe
- 46.8 tons of food waste
- 4 new species welcomed
- 27,620 giraffe encounters
- 56,120 carousel rides
- 600 gallons of paint and stain to detail okapi exhibit/barn
- 37.65 tons of concrete recycled (from exhibit demolition)
- 1,417 prescriptions filled for 333 animals
- 72,875 pounds of carbon offsets
- 219 animal births
- 10,769 memberships sold
- 513,061 total visitors
- 45 conservation projects in 18 countries
- 484 blood samples analyzed from 341 individual animals
- 195,449 dollars donated to local & global conservation efforts
- 22.48% overall diversion rate
- 1,417 prescriptions filled for 333 animals
- 45 conservation projects in 18 countries

Supported projects in 18 countries.
From camps and school visits to field trips and zoo overnights, the zoo's extensive learning opportunities offer something for everyone! A visit to the zoo is an immersive experience, connecting visitors with wildlife and nature. Educational programs are designed to comply with California Science Standards and incorporate education, recreation and the unique setting of the zoo. From the over 51,000 schoolchildren that visited the zoo on a field trip to the over 100,000 individuals engaged in a Wildlife Stage Show, Animal Encounter or Keeper Chat, messaging about animals and conservation of species and their habitats continues to be a key component to the visitor experience.
As a conservation organization, the Sacramento Zoo is committed to supporting wildlife conservation through financial and in-kind support. In 2018, the Sacramento Zoo contributed more than $165,000 to wildlife conservation. Funds support field conservationists, local population management, working with communities to mitigate their impact on species, and habitat protection and restoration.

In addition to the 2018 Quarters for Conservation program that supported Painted Dog Research Trust, Foothill Yellow-legged Frog Rock Creek-Cresta Technical Group and Wildtracks manatee rehabilitation, the Sacramento Zoo also provided funding for the following projects:

1. Anteaters & Highways, Brazil
2. AZA Giraffe SAFE, Tanzania
3. AZA Jaguar SSP, Belize
4. Bear stress research – Kurz and Mitchell, USA
5. CLAWS Conservancy, Botswana
6. Dharteek Development Society (DDS-Pakistan), Pakistan
7. Filidae Conservation Fund, USA
8. Grevy’s Zebra Trust, Kenya
9. Hornbill Research Foundation, Thailand
10. Landscape & Conservation Mentors Organization, Tanzania
11. Mabula Ground Hornbill, South Africa
12. New Nature Foundation, Uganda
13. Okapi Conservation Project, DRC
14. Pan African Sanctuary Alliance (PASA), Cameroon
15. Paso Pacifico, Costa Rica
16. Red Panda Network, Nepal
17. Red panda study - Dr. Wack – UC Davis, USA
18. Ringtail live-trapping census, USA
19. Sahara Conservation Fund, Niger
20. Smithsonian Conservation Biology Institute, USA
21. Snow Leopard Conservancy, Nepal
22. Sustainable Run for Development (SURUDEV), Cameroon
23. Tiger Conservation Campaign, Sumatra
24. Tropical Research and Conservation Centre, Nigeria
25. Tuleymo, USA
26. Turtle Survival Alliance (TSA), Madagascar
27. Vulpro, South Africa
28. Western pond turtle study - Dr. Wright – UC Davis, USA
29. Wild Conservation Society (WCS), DRC
30. Wild Nature Institute, Tanzania
31. Wildtracks, Belize
The Sacramento Zoo is home to 430 animals representing 123 species. Of that number, 38 species have been listed by the International Union for Conservation of Nature (IUCN) as Critically Endangered, Endangered or Vulnerable. Of the species that are housed at the zoo, 58 are managed cooperatively as part of the zoo’s participation in programs of the Association of Zoos and Aquariums.

faces

**AT THE ZOO**

mammals

- SPECIES: 33; INDIVIDUALS: 97

reptiles

- SPECIES: 41; INDIVIDUALS: 95

fish

- SPECIES: 2; INDIVIDUALS: 9

birds

- SPECIES: 32; INDIVIDUALS: 154

amphibians

- SPECIES: 12; INDIVIDUALS: 71

invertebrates

- SPECIES: 3; INDIVIDUALS: 4
## Operating and Program Revenues

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gate admissions</td>
<td>$3,634,900</td>
</tr>
<tr>
<td>Memberships</td>
<td>1,149,937</td>
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<tr>
<td>Concessions</td>
<td>650,807</td>
</tr>
<tr>
<td>Visitor services &amp; group sales</td>
<td>625,695</td>
</tr>
<tr>
<td>Contributions, grants, sponsorships</td>
<td>527,499</td>
</tr>
<tr>
<td>Education</td>
<td>397,734</td>
</tr>
<tr>
<td>Special events</td>
<td>385,240</td>
</tr>
<tr>
<td>City of Sacramento</td>
<td>332,482</td>
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<tr>
<td>Other support</td>
<td>275,076</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$7,979,370</strong></td>
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## Operating and Program Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Animal care</td>
<td>$3,846,116</td>
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<tr>
<td>Visitor services</td>
<td>887,232</td>
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<tr>
<td>Education</td>
<td>880,726</td>
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<tr>
<td>Promotions and public relations</td>
<td>635,904</td>
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<tr>
<td>Membership</td>
<td>434,579</td>
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<tr>
<td>General and administrative</td>
<td>841,109</td>
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<tr>
<td>Fundraising</td>
<td>430,999</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$7,956,665</strong></td>
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</tbody>
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## Statement of Financial Position as of December 31, 2018

### Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$2,160,093</td>
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<tr>
<td>Accounts receivable</td>
<td>228,381</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>104,563</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>2,493,037</strong></td>
</tr>
<tr>
<td>Investments</td>
<td>5,456,729</td>
</tr>
<tr>
<td>Property and Equipment - Net</td>
<td>6,346,644</td>
</tr>
<tr>
<td>Charitable Remainder Trust Assets</td>
<td>612,243</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$14,908,653</strong></td>
</tr>
</tbody>
</table>

### Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$227,596</td>
</tr>
<tr>
<td>Accrued and other liabilities</td>
<td>782,309</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>516,653</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>1,526,558</strong></td>
</tr>
<tr>
<td>Without donor restrictions</td>
<td>7,796,138</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td>5,585,957</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>13,382,095</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$14,908,653</strong></td>
</tr>
</tbody>
</table>
The Sacramento Zoological Society greatly appreciates the generous donors who supported the zoo in 2018 through grants, sponsorships, bequests, corporate contributions, in-kind donations, recurring donations and other gifts.

**GIFTS OF $50,000 TO $250,000**
- Anonymous
- Jiffy Lube

**GIFTS OF $25,000 TO $49,999**
- Mercedes & Bob Slakey
- Denise & Donald Timmons
- U.S. Bank Foundation
- Welk Resorts Northstar Lodge
- Wells Fargo

**GIFTS OF $10,000 TO $24,999**
- Pamela Galadrial
- Shirley Lorraine George Rev Tr
- Admin Tr
- William F. McClaskey

**GIFTS OF $5,000 TO $9,999**
- Alice Suzanne Hamilton Charitable Foundation
- Association of Zoos & Aquariums
- Atlas Disposal
- Mary Ann Bristow
- Nick L. Camblin, Jr.
- Coconut’s Fish Café
- D. Jared Family Fund
- Bill Fleig Family
- Barry & Patty French
- William & Nancy Gilbert
- Java City
- Lasher Automotive Group
- Reiner Family
- Safari West Wildlife Preserve
- Susan L. Schoenig
- Laura D. Schwein
- Celia & Robert Sertich
- Service Systems Associates, Inc.
- Frank & Helen Wheeler
- Herbert K. Yee

**GIFTS OF $2,500 TO $4,999**
- Anonymous (3)
- Debra Bassett
- Linda Brandenburger
- Steven & Julie Bruce
- Barbara Carr
- Lisa J. Clement & Stephanie Hicklin
- Carieann Drenten & Brendan O’Laughlin
- Drobny Law Offices, Inc.
- Farm Fresh to You
- Erika & Stephen Fatula
- GTN California, LLC.
- Starr Walton Hurley
- Jesuit High School
- Ramsey Kubein & Craig Swaim
- Michael & Donna Lairmore
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- Samantha Maxwell
- Mike’s Camera, Inc.
- Kelly Owen & Brian Goshorn
- Jeff Raimundo & Becky LaVally
- David J. Rater
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- Richard J. Stapler
- Thornton S. Glide Jr. & Katrina D. Glide Foundation
- Alan & Helen Yee
- Yolo Brewing Company

**GIFTS OF $1,000 TO $2,499**
- Jose & Liz Abad
- Acupuncture Medical Center
- Allied Integrated Marketing
- Anonymous (4)
- Association of Zoological Horticulture
- David P. & Margot Shinnamon Bach
- The Benevity Community Impact Fund
- Karen Binsacca
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- Clavey Vineyard & Winery
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- Christina Driebe
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- Terri & Bill Ezaki
- Bridget Halvorson
- Michael & Virginia Hearne
- House Kitchen & Bar
- Patricia & Donald Ingoglia Family
- Marc & Karen Irish
- Jason Jacobs
- K12
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- The Lenhart Family
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- Patricia & George Lytal
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- Jona Milo & Don Jarrell
- Robert Morgan
- Martha & James Mott
- Kevin Murphy & Marcia Wiley
GIFTS OF $500 TO $999

Tair Zimmerman

Gloria & Donald Yost
Sharon Welsh & The Farley
UnitedHealth Group
Mike & Beth Testa
Sudwerk Brewery
Bruce & Nancy Stimson
Michael & Kim Stenson
Elizabeth & Tye Stallard
Art & Sue Scotland
Laura & Richard Schwab
Sacramento Tall Club
Sacramento River Cats
Sacramento Kings Foundation
Sacramento Region Community Foundation
Sacramento River Cats
Sacramento Tall Club
Pat McKown
Melisa McCampbell
Kyle Lassner
Paul & Nancy Frame
Jim & Janice Freeberg
Susan Gale
Girl Scouts Heart of Central California Troop 1290
Goldrush Getaways
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Pat McKown
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Eileen Navarro
Caroline & Kyle Nelson
J. Eric Noblet
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Suzette & Lance Olson
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Tera Pitman & Aaron Danielson
Michael Preiss
Linda L. & Tully Price
Renewal by Andersen of Sacramento
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Tracy Romo
M. Duane Rutledge
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Glenn Skankey
Stephen & Marilyn Skinner
Thea Stidum
Sutter Valley Hospitals
Sandra G. Talbott & Eric Walker
Christine & Ron Tibbs
Topgolf Roseville
Total Wine & More
Tri-Valley Recycling, Inc.
Matthew & Oriana Wehner
Muriel Wemmer
Caroline Wilkinson
Nancy & William Woodward
Robb & Lori Wright

GIFTS OF $500 TO $999

Janice Adams
Gordon & Vida Adelman
Katherine & Jan Akins
Harri & Margaret Andersen
Rob & Mona Anderson
Anonymous
Joanne & Robert Arellanes
Sandy & Dave Argento
Emily & Ryan Autenrieth
Linda Avila
Andra & Eric Baker
Linda & Brian Baker
Marla & Hal Baker
Bartig Family Fund of the Sacramento Region Community Foundation
Charles & Ava Bauer
Marilee & Jim Bellotti
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Kenneth & Susan Blas
Sharon & Steven Bogart
Georgina Borton, Ph.D.
Cecilia Bouler
Mary Jane & Brian Boxer
Deborah & Adam Brazier
Linda C. Brown
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Debora & Bruce Brummett
Daniel Brunner
California Exposition & State Fair
Yuko & Glen Carson
Anne & Ed Chapuis
Charles B. Mitchell Vineyards Community Outreach Academy Elementary School
Dee Contreras
Martine & Bruce Cooper
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George P. Durnay
Shelley & James Eder
JoAnn & Mark Eitem
Donna Ellison & Charles Conley
Gregory & Jennifer Ertl
Marilyn Fitzgerald
Franklin Templeton Employee Engagement Fund
Theresa & Joseph Franks
Kieran Gaeta-Carrero
Chuck & Jerri Gard
Randolph & Patricia Getz
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Madelyn Heuser
Pat Hines
James Houpt
Jonathan Hunt
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Mayo K. Jack, DDS
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Leslie Jacob
Michele Jacobs
Gail Jenkins
Samuel Johnston
Russell & Kendra Jones
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Life Storage
Ruby Lim-Chin & Peter Chin
Lone Buffalo Vineyards
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Becky Van Nest & Suleyman Kurtuluş
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Ellen & Carlin Wiegner
Heidi & Douglas Wood
Vicki & John Wright
George & Joan Wulff
Zackary E. Yasonia & Courtney Arrieta

WILDLIFE HERITAGE GUILD
Anonymous (3)
Steven & Sharon Bogart
Georgina L. Borton, Ph.D.
Deborah Boychuk
Susan E. Carey
Barbara Carr
Dr. David C. Coulson
Donald Dorfman
Sally S. Dowdle
Pamela Galadrial
Roy & Marcia Garrison
Walter & Sharon Hess
Starr Walton Hurley
Don Jarrell & Jona Milo
Terese M. Kahl
Penny & Terry Kastanis
Bruce & Jean Kern
Katharine & Roger Kingston
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Sheryl Longsworth
Shirley & Thomas Manning
Tim & Linda McKenna
Ellen & Peter Robinson
Scott & Devonne Schmolke
Donna Scotti
Robert & Mercedes Slakey
George H. Smith
Gloria & Dean Smith
Linn A. Tyer
Mike & Bobbie Voris
Judith L. Walker
Pam Williams & Rick Johnson

All supporters as of December 31, 2018. The Sacramento Zoological Society deeply regrets the omission of any individual, corporate or foundation names. Please inform the Development Department at 916-808-8815 or acable@saczoo.org if there is an error or omission so we may update our records.
Leave a legacy that will make a difference in the future of the Sacramento Zoo.

The zoo’s Wildlife Heritage Guild is a group of generous individuals who have remembered the Sacramento Zoo in their estate plans. The nonprofit Sacramento Zoo relies on private contributions from those who value the zoo and its role in the community and beyond.

For more information about how you can support the future of the Sacramento Zoo, please call the Development Department at 916-808-3713.