Dear Friends of the Sac Zoo,

To say that 2020 was a challenging year for the entire world, let alone the Sacramento Zoo, is an understatement.

Sacramento Zoo closed on two occasions, from March 14, 2020, until June 12, 2020, and then again from December 8, 2020, until January 15, 2021. As a nonprofit organization, we rely on admission, food and beverage and program revenue to support the zoo’s operation. We are also one of the very few public zoos that operate without a significant municipal subsidy. This all meant that we were faced with the reality of caring for nearly 500 animals without any source of income. The zoo had to make deep cuts to its operations to reduce costs, and a modified operation plan was created to protect the viability of the institution by focusing all existing resources on animal care, safety and business continuity. Fortunately, community members also rallied to support the zoo with donations that allowed us to continue to provide excellent care for the animals. In short, THANK YOU for your incredible generosity in supporting our mission during that truly unprecedented time.

MISSION STATEMENT:
The Sacramento Zoo inspires appreciation, respect and a connection with wildlife and nature through education, recreation and conservation.

The Sacramento Zoological Society is a 501(c)(3) nonprofit organization.

SACRAMENTO ZOOLOGICAL SOCIETY BOARD OF TRUSTEES
President: Elizabeth Stallard
Secretary: Susan Schoenig
Treasurer: Jason Russell, CPA
Executive Director: Jason Jacobs

Peter Colussy
Dr. Carrieann Drenten, MD
Nick Driver
Matt Graham
Walt Hess
Patricia Ingoglia
Lynn Matsuda
Jennifer Neal

Daniel Oney
Dr. B. Renu Rehal, MD
Art Scotland
Richard Stapler
Dr. Jancice Doucet Thompson
Jody Ulrich

The Sacramento Zoo is accredited by the Association of Zoos and Aquariums, www.aza.org

YEAR in REVIEW

The board and staff remain committed to relocating the zoo in order to provide better homes for our animals, support the zoo’s conservation and education efforts, and meet the rigorous standards of the Association of Zoos and Aquariums.
Despite these challenges, it is also important to remember that there were many bright spots over the past year as well. Sac Zoo leadership collaborated with both local and state officials to help create guidelines for the safe reopening of zoological parks within the State of California. When the zoo reopened in June 2020, our guests were greeted by a new habitat, a pond for American alligators. These large reptiles (with a toothy grin) serve as the official greeters of the zoo, as they are the first habitat that our guests encounter. In the Fall of 2020, the zoo also renovated an existing habitat in order to welcome a troop of squirrel monkeys. These energetic and gregarious primates have proven to be a popular addition to the zoo.

The board and staff remain committed to relocating the zoo in order to provide better homes for our animals, support the zoo’s conservation and education efforts, and meet the rigorous standards of the Association of Zoos and Aquariums. We hope to be able to share more information with you soon. In the meantime, we encourage you to come visit our new habitats as well as enjoy old favorites - and get reacquainted with the animals at the Sacramento Zoo!

Sincerely,

Liz Stallard
Board Chair
Sacramento Zoo

Jason Jacobs,
Director & CEO
Sacramento Zoo
2020
[BY THE NUMBERS]

Statement of Financial Position as of December 31, 2020

ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$3,293,175</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>$49,639</td>
</tr>
<tr>
<td>Prepaid expenses and other current assets</td>
<td>$66,810</td>
</tr>
<tr>
<td>Total current assets</td>
<td>$3,409,624</td>
</tr>
<tr>
<td>Investments</td>
<td>$6,671,977</td>
</tr>
<tr>
<td>Property and equipment – Net</td>
<td>$5,972,167</td>
</tr>
<tr>
<td>Charitable remainder trust assets</td>
<td>$753,794</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>$16,807,562</td>
</tr>
</tbody>
</table>

LIABILITIES AND NET ASSETS

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$162,517</td>
</tr>
<tr>
<td>Accrued and other liabilities</td>
<td>$455,058</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$462,077</td>
</tr>
<tr>
<td>Line of credit</td>
<td>$500,000</td>
</tr>
<tr>
<td>Payroll Protection Plan Loan</td>
<td>$923,397</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$2,512,049</td>
</tr>
<tr>
<td>Net assets</td>
<td>$8,617,794</td>
</tr>
<tr>
<td>Without donor restrictions</td>
<td>$5,677,719</td>
</tr>
<tr>
<td>With donor restrictions</td>
<td></td>
</tr>
<tr>
<td>Total net assets</td>
<td>$14,295,513</td>
</tr>
<tr>
<td>TOTAL LIABILITIES AND NET ASSETS</td>
<td>$16,807,562</td>
</tr>
</tbody>
</table>

REVENUE

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>41% Gate admissions</td>
<td>$2,603,448</td>
</tr>
<tr>
<td>18% Membership</td>
<td>$1,156,976</td>
</tr>
<tr>
<td>6% Concessions</td>
<td>$393,773</td>
</tr>
<tr>
<td>3% Visitor services &amp; group sales</td>
<td>$164,879</td>
</tr>
<tr>
<td>26% Contributions, grants, sponsorship</td>
<td>$1,657,858</td>
</tr>
<tr>
<td>0% Education</td>
<td>$40,023</td>
</tr>
<tr>
<td>0% Special events</td>
<td>$1,718</td>
</tr>
<tr>
<td>5% City of Sacramento</td>
<td>$322,578</td>
</tr>
<tr>
<td>1% Other Support</td>
<td>$44,700</td>
</tr>
<tr>
<td>TOTAL REVENUE</td>
<td>$7,605,479</td>
</tr>
</tbody>
</table>

EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>51% Animal care</td>
<td>$3,211,394</td>
</tr>
<tr>
<td>14% Visitor services</td>
<td>$879,148</td>
</tr>
<tr>
<td>10% Education</td>
<td>$641,884</td>
</tr>
<tr>
<td>5% Promotions and public relations</td>
<td>$318,804</td>
</tr>
<tr>
<td>6% Membership</td>
<td>$369,536</td>
</tr>
<tr>
<td>10% General and administrative</td>
<td>$630,224</td>
</tr>
<tr>
<td>4% Fundraising</td>
<td>$240,709</td>
</tr>
<tr>
<td>TOTAL EXPENSES</td>
<td>$7,605,479</td>
</tr>
</tbody>
</table>
The Sacramento Zoological Society greatly appreciates the generous donors who supported the zoo in 2020 through grants, sponsorships, bequests, corporate and individual contributions.

**GIFTS $50,000 AND ABOVE**

- U.S. Bank Foundation

**GIFTS $10,000-$24,999**

- Anonymous (2)
- 3D Technology Services
- Fast Break Tech, Inc.
- Estate of Edd Fong
- Jiffy Lube
- William McClaskey
- Jona Milo & Don Jarrell
- Reiner Family
- Rick & Christian Olson Family Fund
- Russell CPAs
- Sacramento Region Community Foundation
- Luci Smits
- Donald & Denise Timmons Fund of the Sacramento Region Community Foundation

**GIFTS $5,000 - $9,999**

- Anonymous (4)
- The Charles Family
- Roger & Taylor Conley
- Brent Cutler
- Sue & Frank Dale
- Downey Brand LLP
- Carrieann Drenten & Brendon O’Laughlin
- Barry & Patty French
- Thornton S. Glide, Jr. & Katrina D. Glide Foundation
- Victoria E. Jacobson
- Teresa M. Kahl
- Caryla J. Larsen & James White
- Lasher Automotive Group
- Shirley & Thomas Manning
- Pappas Family Trust
- Toni Ryan
- Jennifer K. Sallee
- Save Mart C.A.R.E.S. Foundation
- Celia & Robert Sertich
- Amy Turnipseed & Tad Mackey
- Benjamin Wagner
- Alan & Helen Yee
- Herbert K. Yee & Inez F. Yee Foundation
- Tair Zimmerman

**GIFTS $1,000 - $4,999**

- Jose & Liz Abad
- Steven & Joleen Allgood
- Samira Zara Al-Qazzaz
- Judith Alsop
- Amgen Foundation
- Anonymous (3)
- Cindy Apaka
- Sean Arnold
- Atlas Disposal
- David & Margot Bach
- Maria & Hal Baker
- William & Carla Bania
- Susan Baros
- Janice & Steve Barrilleaux
- Debra L. Bassett
- Sylvia Bender
- Richard Biddle
- Karen Binsacca
- Sharon & Steven Bogart
- Frances Boland
- Lyndie Boulton
- Delores Bousliman
- Mary Jane & Brian Boxer
- Linda Brandenburger
- Marianne Brigham
- Mary Ann Bristow
- Carol Brown & Carole Nutt
- Richard & Rosemarie Brown Irrevocable Trust
- Susan Burr
- Paul & Serena Bustamante
- Susan E. Carey
- Barbara Carr
- Dennis Cassano
- Anne R. Cavanagh
- CBA Site Services
- Michael & Kristen Cleary
- Darla & Scott Cofer
- Nancy & Daniel Cole
- Jeanne Coleman
- Carol & Richard Colombani
- Peter A. Colussy & Willie J. Recht
- Cynthia Connell
- Linda L. Copes
The above list represents supporters as of December 31, 2020. The Sacramento Zoological Society deeply regrets the omission of any individual, corporate or foundation names. Please inform the Development Department at 916-808-3713 or lclement@saczoo.org if there is an error or omission so we may update our records. Thank you for your support of the Sacramento Zoo.
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.

**WILDLIFE HERITAGE GUILD**

Anonymous (3)  Katharine & Roger Kingston
Steven & Sharon Bogart  Norma & Allan Lammers
Georgina L. Borton, PhD.  Chris Longrigg
Deborah Boychuk  Sheryl M. Longsworth
Pam & Lance Cantelmi-Lane  Shirley & Thomas Manning
Dr. David C. Coulson  Tim & Linda McKenna
Brent Cutler  Ellen & Peter Robinson
Donald Dorfman  Scott & Devonne Schmolke
Sally S. Dowdle  Donna Scotti
Pamela Galadrial  Robert & Mercedes Slakey
Roy & Maria Garrison  George H. Smith
Walter & Sharon Hess  Gloria & Dean Smith
Starr Walton Hurley  Linn A. Tyer
Don Jarrell & Jona Milo  Mike & Bobbie Voris
Teresa M. Khosh  Judith L. Walker
Penny & Terry Kastanis  Pam Williams & Rick Johnson
Bruce & Jean Kern

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