



## **FRESNO COUNTY ZOO AUTHORITY**

### **MEETING AGENDA**

**9:00 AM, Wednesday, June 26, 2024**

**Fresno Chaffee Zoo**

**Tonle Classroom located inside of Kingdoms of Asia**

**894 West Belmont Avenue, Fresno, CA 93728**

**(559) 498-5910**

1. Call to Order
2. Roll Call
3. Approve Agenda
4. Public Comments  
This portion of the meeting is reserved for persons desiring to address the board on matters within the Board's jurisdiction that are not on the agenda. Attention is called to the fact that the Board is prohibited from taking any action on matters that are not on the agenda. Members of the public are limited to three minutes to speak during Public Comments as well as for each item on the agenda. Before beginning comments, please state for the record your name and affiliation, if any
5. Approve Consent Agenda Items  
These matters are routine in nature and are usually approved by a single vote. Prior to action by the Board, the public will be given the opportunity to remove any item from the Consent Calendar. Items removed from the Consent Calendar may be heard immediately following approval of the Consent Calendar:
  - a. Review and approve minutes of May 29, 2024
  - b. Review and approve payment of County of Fresno June 2024 invoice for Professional and Specialized Services in the amount of \$12,171.25 for services through June 2024
  - c. Receive Treasurer's Report for month ending May 2024
6. Receive Fresno Chaffee Zoo Director's report
7. Receive Fresno Chaffee Zoo Corporation's April 2024 Year-to-Date Financial Report and May 2024 Early Insights

8. Approve and authorize the Chairman to execute the African River Project Agreement for repayment of \$838,722.70 expended on the postponed exhibit, effective upon execution with quarterly payments of \$46,478.08 beginning January 2025 through October 2029, total not to exceed \$929,561.66
9. Review next meeting date and revise if necessary:
  - Wednesday, July 31, 2024
10. Receive staff reports
11. Chair's comments
12. Board Member comments
13. Adjourn

All supporting documentation is available for public review in the office of the Fresno County Zoo Authority, 2281 Tulare Street, Room 304, Fresno, 93721, during regular business hours.

For further information, please contact Ronald Alexander, Zoo Authority Coordinator, at 600-1710, email [zooauthority@co.fresno.ca.us](mailto:zooauthority@co.fresno.ca.us), or visit [www.zooauthority.org](http://www.zooauthority.org). Requests for disability-related modification or accommodation needed in order to participate in the meeting must be made to the Zoo Authority Coordinator no later than 9:00 a.m. on the day prior to the meeting.



## **AGENDA ITEM 5a**

### **FRESNO COUNTY ZOO AUTHORITY**

#### **ACTION SUMMARY MINUTES**

**9:00 AM, Wednesday, May 29, 2024**

**Fresno Chaffee Zoo**

**Tonle Classroom located inside of Kingdoms of Asia**

**894 West Belmont Avenue, Fresno, CA 93728**

**(559) 498-5910**

1. Call to Order  
**CHAIRMAN ROMAN CALLED THE MEETING TO ORDER AT 9:00AM.**
2. Roll Call  
**A QUORUM WAS PRESENT WITH MEMBERS ROMAN, GARABEDIAN, HERZOG, TOSTE, WATERHOUSE, WESTERLUND, AND ARIAS IN ATTENDANCE.**
3. Approve Agenda  
**MEMBER GARABEDIAN MOVED TO APPROVE THE AGENDA. SECONDED BY MEMBER ARIAS. THE MOTION PASSED UNANIMOUSLY.**
4. Public Comments  
This portion of the meeting is reserved for persons desiring to address the board on matters within the Board's jurisdiction that are not on the agenda. Attention is called to the fact that the Board is prohibited from taking any action on matters that are not on the agenda. Members of the public are limited to three minutes to speak during Public Comments as well as for each item on the agenda. Before beginning comments, please state for the record your name and affiliation, if any  
**HELD. NONE RECEIVED.**
5. Approve Consent Agenda Items  
These matters are routine in nature and are usually approved by a single vote. Prior to action by the Board, the public will be given the opportunity to remove any item from the Consent Calendar. Items removed from the Consent Calendar may be heard immediately following approval of the Consent Calendar:
  - a. Review and approve minutes of March 27, 2024
  - b. Review and approve payment of County of Fresno May 2024 invoice for Professional and Specialized Services in the amount of \$29,672.10 for services through April 2024
  - c. Receive Treasurer's Report for quarter ending March 2024 and month ending April 2024

**MEMBER TOSTE MOVED TO APPROVE THE CONSENT ITEMS. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.**

6. Receive Fresno Chaffee Zoo Director's report  
**RECEIVED. CEO JON DOHLIN PROVIDED AN UPDATE ON KINGDOMS OF ASIA PHASE 2. INVITED ALL TO VIEW THE PROGRESS FOLLOWING THE MEETING. REPORTED ON VALLEY FARM EXHIBIT. MASTER PLAN UPDATE: WILL HAVE TO MOVE THE MAINTENANCE FACILITY.**
7. Receive Fresno Chaffee Zoo Corporation's March 2024 Year-to-Date Financial Report and April 2024 Early Insights  
**RECEIVED. CFO NORA CROW REPORTED ON MARCH ATTENDANCE, YEAR-TO-DATE SELF-GENERATED REVENUE, TOTAL EXPENSES, OPERATING DEFICIT, AND NET SURPLUS. REPORTED ON THE SAME INFORMATION FOR APRIL. REPORTED ON THE BALANCE SHEET. PROVIDED AN UPDATE ON THE AFRICAN RIVER REIMBURSEMENT AGREEMENT.**
8. Approve and authorize release of retention withheld on construction work provided by Durham Construction (\$59,670.86) and Harris Electric (\$17,709.50), related to the Conservation Action Center  
**MEMBER ARIAS MOVED TO APPROVE THE RELEASE OF RETENTION WITHHELD ON CONSTRUCTION WORK PROVIDED BY DURHAM CONSTRUCTION. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.**
9. Receive and approve request from Fresno's Chaffee Zoo Corporation to release remaining Measure Z budgeted funds from the SLC Biotank/Chillers in the total combined amount of \$46,286.50; this includes \$878.50 in remaining design funds and \$45,408.00 in remaining construction funds  
**MEMBER HERZOG MOVED TO APPROVE THE RELEASE OF REMAINING MEASURE Z FUNDS FROM THE SLC BIOTANK/CHILLERS. SECONDED BY MEMBER ARIAS. THE MOTION PASSED UNANIMOUSLY.**
10. Receive Zoo Authority Year Ended June 30, 2023 financial statements with independent auditor's report from Brown Armstrong Accountancy Corporation.  
**RECEIVED. ERIC XIN, PARTNER, BROWN ARMSTRONG ACCOUNTANCY, CORP., REPORTED ON THE FY 2022-23 AUDIT OF MEASURE Z FINANCIALS, WHICH HAS A CLEAN OPINION AND NO FINDINGS.**
11. Receive and approve Fiscal Year 2022-23 Annual Report  
**MEMBER WATERHOUSE NOTED THAT THE REPORT THEME IS KINGDOMS OF ASIA, YET THERE IS A PHOTO OF A LEMUR, WHICH IS FROM MADAGASCAR. MEMBER ARIAS MOVED TO APPROVE THE ANNUAL REPORT WITH THE LEMUR CORRECTION. SECONDED BY MEMBER WATERHOUSE. THE MOTION PASSED UNANIMOUSLY.**
12. Approve proposed amendments to the Fresno County Zoo Authority Procedures, sections VI, Authority Contract Policies and VII, Authority Financial Reporting and Audits  
**MEMBER ARIAS MADE A MOTION TO APPROVE THE AMENDMENTS TO THE ZOO AUTHORITY PROCEDURES. FOLLOWING DISCUSSION, THE BOARD PREFERRED TO MAINTAIN THE FLEXABILITY TO OBTAIN AUDIT SERVICES ON THEIR OWN IF DESIRED; THEREFORE, MEMBER ARIAS WITHDREW HIS ORIGINAL MOTION AND MOVED TABLE IT. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.**

13. Approve the Fiscal Year 2024-25 Administrative Budget  
**MEMBER WATERHOUSE MOVED TO APPROVE THE FY 2024-25 ADMINISTRATIVE BUDGET. SECONDED BY MEMBER ARIAS. THE MOTION PASSED UNANIMOUSLY.**
14. Review next meeting date and revise if necessary:
  - Wednesday, June 26, 2024  
**NO REVISIONS WERE MADE TO THE CALENDAR.**
15. Receive staff reports  
**NO FURTHER REPORTS RECEIVED.**
16. Chair's comments  
**CHAIRMAN THANKED ALL FOR BEING IN ATTENDANCE.**
17. Board Member comments  
**MEMBER WATERHOUSE RECOMMENDED ALL TO ATTEND THE BUTTERFLY EXHIBIT. MEMBER ARIAS PROVIDED INFO/UPDATE REGARDING PARKING. MEMBER GARABEDIAN PROVIDED INFO REGARDING SAFARI NIGHT.**
18. Adjourn  
**THERE BEING NO FURTHER BUSINESS BEFORE THE BOARD, CHAIRMAN ROMAN ADJOURNED THE MEETING AT 10:00AM.**

All supporting documentation is available for public review in the office of the Fresno County Zoo Authority, 2281 Tulare Street, Room 304, Fresno, 93721, during regular business hours.

For further information, please contact Ronald Alexander, Zoo Authority Coordinator, at 600-1710, email [zooauthority@co.fresno.ca.us](mailto:zooauthority@co.fresno.ca.us), or visit [www.zooauthority.org](http://www.zooauthority.org). Requests for disability-related modification or accommodation needed in order to participate in the meeting must be made to the Zoo Authority Coordinator no later than 9:00 a.m. on the day prior to the meeting.



Invoice for Professional Services in Support of the Zoo Authority  
Billing Hours and Expenses through June 2024

Invoice Number  
6-ZOO-62624

June 26, 2024

TO: Zoo Authority Board  
c/o County of Fresno  
2281 Tulare St. Room 304  
Fresno, CA 93721

Department / Title	Hours	Rates	Cost
<i>ACTTC FR&amp;A</i>			
<i>Accounting &amp; Finance Div Chief</i>	1.50	\$171.00	\$256.50
<i>Accounting &amp; Finance Manager</i>	6.50	\$137.60	\$894.40
<i>Accountant II</i>	24.00	\$110.60	\$2,654.40
<i>Accountant I</i>	0.00	\$98.20	\$0.00
<i>Account Clerk I</i>	0.83	\$68.50	\$56.86
<i>Account Clerk II</i>	19.22	\$94.60	\$1,818.21
<i>Supervising Account Clerk</i>	0.00	\$91.80	\$0.00
<i>County Counsel</i>			
<i>Deputy County Counsel</i>	0.60	\$159.00	\$95.40
<i>CAO</i>			
<i>Board Coordinator</i>	49.00	\$130.52	\$6,395.48
<b>Professional Services Total</b>	<b>101.65</b>		<b>\$12,171.25</b>

Office Expense Total

Invoice Total

\$12,171.25







**Fresno County  
Administrative Office**

**INVOICE**

2281 Tulare Street, Room 304  
Fresno, CA 93721  
559-600-1710

**DATE:** June 20, 2024  
**INVOICE #** 1019  
**FOR:** *Zoo Authority  
Administration*

**Bill To:**  
Zoo Authority

DESCRIPTION	AMOUNT
Zoo Authority Board Coordinator Services May and June 2024	\$ 6,395.48
<b>TOTAL</b>	\$ 6,395.48

# AGENDA ITEM 5c



## Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Month Ended May 31, 2024

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
	- Measure Z - Sales Tax Proceeds	\$	1,858,150.92
	Total Proceeds Received:	\$	1,858,150.92
Tax Proceeds Allocated:			
	- Allocation to Zoo Authority Fund (2%)	\$	37,163.02
	- Allocation to Trust Fund for Operations and Capital Projects (98%)		1,820,987.90
	Total Proceed Allocations	\$	1,858,150.92
Cash Balance by Fund			
<b>Zoo Authority Fund</b>	>> <b>Administrative Fund</b>	2%	
	Beginning Cash Balance	\$	3,226,020.75
Receipts:	- Measure Z Sales Tax Proceeds		37,163.02
Disbursements:	- PeopleSoft Financial Charges		(67.40)
	- ITSD Data Processing Charges		(478.84)
	Net Increase/(Decrease) to Cash		36,616.78
	<b>Ending Cash Balance - Zoo Authority Administrative Fund</b>	\$	<b>3,262,637.53</b>
Trust Fund for FCZC Operations and Capital Projects			
	Beginning Cash Balance	\$	38,420,437.70
	>>> <b>Operations Fund</b>	Beginning Cash Balance	7,046,428.57
Receipts:	- Measure Z Sales Tax Proceeds		606,995.97
Disbursements:	- FCZC Operations Claim #2024-03		(901,881.51)
	- Wire Fees		(20.00)
	Net Increase/(Decrease) to Cash		(294,905.54)
	<b>Ending Cash Balance - Available for Operations</b>	\$	<b>6,751,523.03</b>
	>>> <b>Capital Facilities Project Fund</b>	Beginning Cash Balance	31,374,009.13
Receipts:	- Measure Z Sales Tax Proceeds		1,213,991.93
Disbursements:	- FCZC Capital Claim #2024-03C		(562,798.53)
	Net Increase/(Decrease) to Cash		651,193.40
	<b>Ending Cash Balance - Available for Capital Projects</b>		<b>32,025,202.53</b>
	<b>Ending Balance Available for Operations and Capital Projects</b>	\$	<b>38,776,725.56</b>

By Staff \_\_\_\_\_

Date \_\_\_\_\_

Accepted \_\_\_\_\_

Date \_\_\_\_\_

\* Interest receipts are recorded in the month received rather than in the month earned and were calculated on an annual percentage rate of 2.776 as of March 31, 2024.



## Fresno County Zoo Authority

### SUMMARY OF MEASURE Z SALES TAX PROCEEDS

	Prior Fiscal Years			CURRENT FISCAL YEAR			
	2020-21	2021-22	2022-23	2023-24			
	ACTUAL	ACTUAL	ACTUAL	BUDGETED	ACTUAL	BUDGET TO ACTUAL	
	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	TAX RECEIPTS	VARIANCE	
July	1,493,025	2,124,574	2,050,253	\$ 2,052,303	\$ 1,995,098	\$ (57,205)	-2.79%
August	1,669,386	1,637,692	1,848,761	1,850,610	1,894,187	43,577	2.35%
September	1,417,789	1,638,799	1,702,532	1,704,235	1,704,489	254	0.01%
October	1,609,453	1,919,542	1,857,650	1,859,508	1,828,102	(31,406)	-1.69%
November	1,437,716	1,649,471	1,871,323	1,873,194	1,896,677	23,483	1.25%
December	1,302,722	1,573,898	1,739,869	1,741,609	1,653,448	(88,161)	-5.06%
January	1,388,858	1,555,927	1,599,634	1,601,234	1,608,374	7,140	0.45%
February	1,728,158	2,256,736	2,189,378	2,191,567	2,082,571	(108,996)	-4.97%
March	1,292,553	1,529,499	1,622,972	1,624,595	1,661,989	37,394	2.30%
April	1,513,199	1,542,639	1,518,282	1,519,800	1,519,602	(198)	-0.01%
May	1,632,214	1,972,403	1,807,486	2,014,828	1,858,151	(156,677)	-7.78%
June	1,682,042	1,712,649	1,679,730		-	-	
<b>Total</b>	<b>18,167,115</b>	<b>21,113,829</b>	<b>21,487,870</b>	<b>\$ 20,033,483</b>	<b>\$ 19,702,688</b>	<b>\$ (330,795)</b>	<b>-1.65%</b>

**TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 263,835,527**



**Fresno County Zoo Authority**  
**Treasurer's Report**  
**Unaudited Cash Basis**  
**For the Month Ended May 31, 2024**

Summary of Quarterly Interest Receipts											
Fund	Subclass	Description	1st Quarter		2nd Quarter		3rd Quarter		4th Quarter		Total Interest
			1st Alloc.	2nd Alloc.	1st Alloc.	2nd Alloc.	1st Alloc.	2nd Alloc.	1st Alloc.	2nd Alloc.	
<b>Date Received</b>			7/21/2023	9/27/2023	10/20/2023	Qtr 2-2nd Alloc received 1/2/24	1/24/2024	3/27/2024	4/19/2024		
4845	10000	Zoo Authority	593.77	18,475.88	643.11	18,946.56	663.57	19,694.86	667.18		\$ 59,684.93
4850	10000	FCZC - Operations	1,532.38	47,681.59	1,517.71	44,712.63	1,433.42	42,544.06	1,501.28		\$ 140,923.07
4850	42700	FCZC - CP	5,962.82	185,539.14	6,290.08	185,310.10	6,587.74	195,524.35	6,348.22		\$ 591,562.45
<b>Total</b>			\$ 8,088.97	\$ 251,696.61	\$ 8,450.90	\$ 248,969.29	\$ 8,684.73	\$ 257,763.27	\$ 8,516.68	\$ -	\$ 792,170.45

For Fiscal Year Ending June 30, 2024



**Fresno County Zoo Authority  
Capital Projects Fund Cash Flow  
For the Month Ended May 31, 2024**

**Cash Balance as of 5/31/2024** \$ 32,025,203

**ENCUMBRANCES (earmarked projects, FY23-24 expenditures paid through claim 2024-03C):**

Asia Construction -July 2020	21,980
African River - June 2016	2,830,343
Mixed Species Exhibit Design - June 2021	31,431
Mixed Species Exhibit Construction - July 2022/Nov 2022	902,526
Conservation Building - Construction - Sept 2022	421,734

**Total Encumbrances:** \$ (4,208,015)

**TOTAL:** \$ 27,817,188



**Fresno County Zoo Authority  
Operations Fund Cash Flow  
or the Month Ended May 31, 2024**

**Cash Balance as of 5/31/2024** \$ 6,751,523

**ENCUMBRANCES (Remaining budgets, paid through claim 2024-03):**

Animal	2,530,516
Veterinary	230,391
Utilities	405,569
Animal Feed	340,867
Interest/Bank Charges	60
Maintenance-General Equipment	29,485
Maint.-Water/Water Standby	45,378
Commissary	203,890
Maintenance	676,518
Medical, Dental & Lab Supplies	65,461

**Total Encumbrances:** \$ (4,528,135)

**TOTAL:** \$ 2,223,388



**Fresno County Zoo Authority  
Administration Fund Cash Flow  
For the Month Ended May 31, 2024**

**Cash Balance as of 5/31/2024** \$ 3,262,638

**ENCUMBRANCES**

(FY 23-24 Remaining budgets, ZA Claim paid through May 31, 2024):

Telephone Charges	250
Memberships	500
Office Expense	6,000
Postage	1,000
PeopleSoft Financials Charges	117
Professional & Specialized Ser	86,128
Data Processing Services	(2,810)
Publications & Legal Notices	500
Trans, Travel & Education	2,500

**Total Encumbrances:** \$ (94,185)

**TOTAL:** \$ 3,168,453



## AGENDA ITEM 6

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DATE: June 26, 2024

TO: Fresno County Zoo Authority Board

FROM: Jon Forrest Dohlin, Chief Executive Officer  
Fresno Chaffee Zoo Corporation

SUBJECT: Zoo Director's Report

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RECOMMENDED ACTION:

**Receive Fresno Chaffee Zoo Director's report.**





## AGENDA ITEM 7

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DATE: June 26, 2024

TO: Fresno County Zoo Authority Board

FROM: Nora Crow, Chief Financial Officer  
Fresno Chaffee Zoo Corporation

SUBJECT: April 2024 Year-to-Date Financial Report

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RECOMMENDED ACTION:

**Receive Fresno Chaffee Zoo Corporation's April 2024 Year-to-Date Financial Report and May 2024 Early Insights.**

ATTACHMENTS:

April 2024 Financial Report



## Financial Report

April 2024 YTD

May 2024 Early Insights

# Summary

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## April 2024

**Key Takeaway:** Attendance in April was below monthly budget; Butterfly and Big Bugs opened to visitors on April 15<sup>th</sup>; Notified of award for \$531K USFWS Recovery Grant Challenge to provide additional support for BNLL program

- \$5,425,086 self-generated revenue YTD (28% below budget)
- \$8,765,679 total expenses (8% below budget)
- \$3,340,593 operating deficit (more than budgeted deficit of \$1,969,832)
- **\$105,773 operating deficit with Measure Z support (budgeted surplus of \$1,510,100)**
- \$470,057 net surplus – MZ Capital Funds, Depreciation, Investment Income/Interest

## May 2024 Preliminary:

**Key Takeway:** Attendance in May was slightly below monthly budget; Margin loan fully paid off; Soft opening of KOA Phase II; Grand Opening of Conservation Action Center

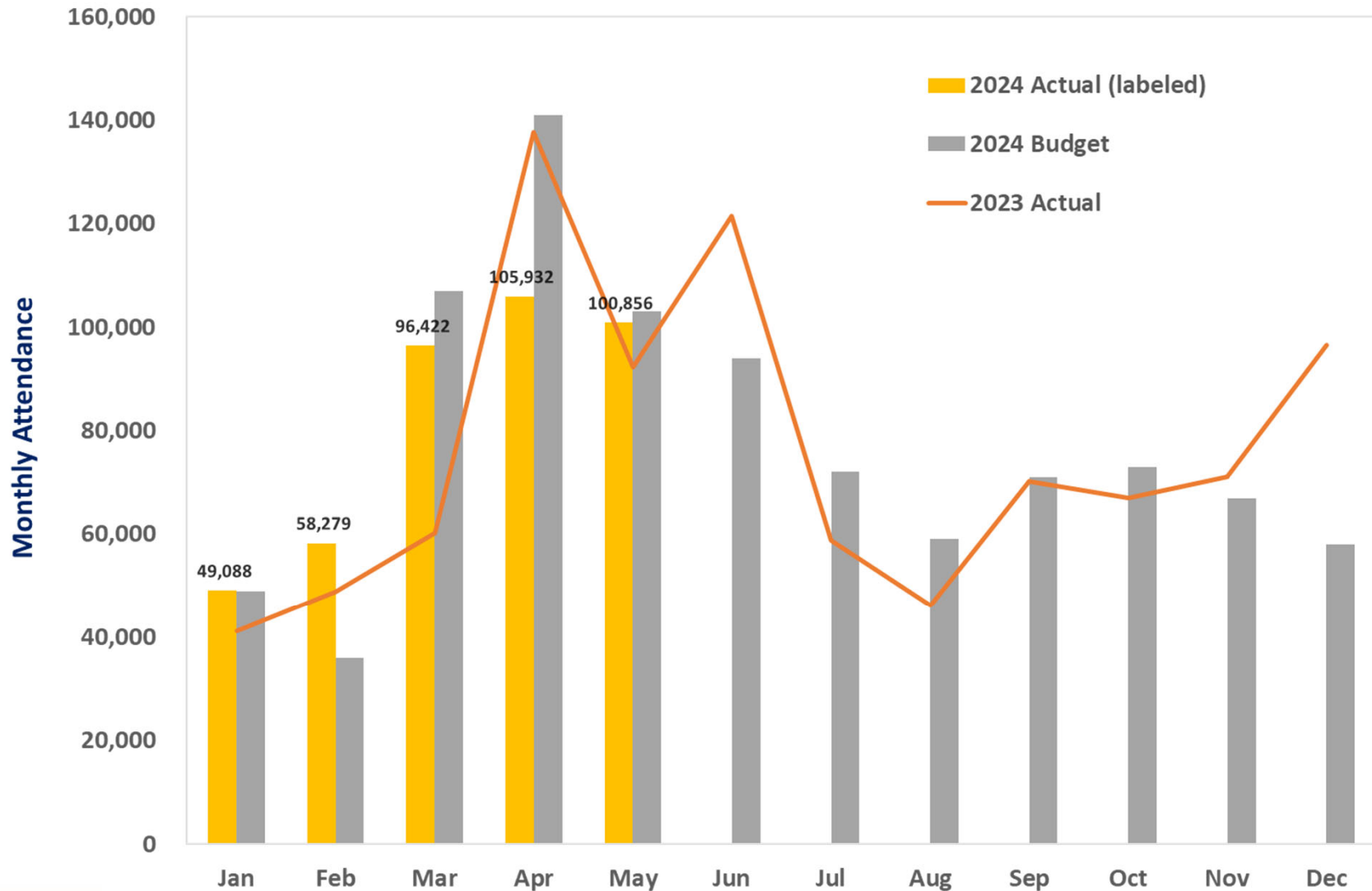
- \$7.3m self generated revenue YTD (24% below budget)
- \$11.7m total expenses (7% below budget)
- \$4.3m operating deficit (more than budgeted deficit of \$2.8m)
- \$200k operating surplus with Measure Z support (budgeted surplus of \$1.9m)

# 2024 – Attendance

April 2024 = 105,932 (77% of 2023, 75% of budget)

April 2024 YTD attendance = 309,721 (108% of 2023, 93% of budget)

May 2024 YTD attendance = 401,698 (108% of 2023, 94% of budget)



# Apr '24 YTD – Variance Analysis vs. Budget

Summary	FY 24 Actual	FY 24 Budgeted	FY 24 Diff.	% Diff.	FY 23 Actual	FY 23 Diff.	% Diff.
Attendance	309,721	333,000	(23,279)	(7%)	90,122	219,599	244%
Revenue	\$5,425,086	\$7,532,534	(\$2,107,448)	(28%)	\$4,834,484	\$590,603	12%
Personnel Expenses	\$5,713,187	\$5,666,414	\$46,773	1%	\$4,811,925	\$901,263	19%
Other Expenses	\$3,052,492	\$3,835,952	(\$783,460)	(20%)	\$2,718,130	\$334,362	12%
Operations Surplus (Deficit)	(\$3,340,593)	(\$1,969,832)	(\$1,370,761)	(70%)	(\$2,695,571)	(\$645,022)	(24%)
Measure Z Operating	\$3,446,365	\$3,479,932	(\$33,567)	(1%)	\$2,897,589	\$548,776	19%
Operations + MZ Surplus (Deficit)	\$105,773	\$1,510,100	(\$1,404,327)	(93%)	\$202,019	(\$96,246)	(48%)
Other Non-Operating	\$364,284	\$672,667	(\$308,383)	nm	\$4,709,781	(\$4,345,496)	(92%)
Net Surplus (Deficit)	\$470,057	\$2,182,767	(\$1,712,710)	(78%)	\$4,911,799	(\$4,441,742)	(90%)

Revenue - Selected Detail	FY 24 Actual	FY 24 Budgeted	FY 24 Diff.	% Diff.	FY 23 Actual	FY 23 Diff.	% Diff.
Admissions	\$2,313,278	\$2,966,370	(\$653,092)	(22%)	\$1,843,185	\$470,093	26%
Membership	\$922,643	\$949,664	(\$27,021)	(3%)	\$922,660	(\$17)	(0%)
Food Services/Gift Shop	\$628,377	\$799,200	(\$170,823)	(21%)	\$593,210	\$35,167	6%
Special Exhibit	\$61,013	\$327,360	(\$266,347)	(81%)	\$115,987	(\$54,974)	(47%)
Grants/Fundraising, ex-bequest	\$49,731	\$398,640	(\$348,909)	(88%)	\$57,389	(\$7,658)	(13%)
Bequest - unrestricted	-	nm	nm	nm	nm	nm	nm
Other	\$1,450,044	\$2,091,300	(\$641,256)	(31%)	\$1,302,052	\$147,992	11%
<b>Revenue</b>	<b>\$5,425,086</b>	<b>\$7,532,534</b>	<b>(\$2,107,448)</b>	<b>(28%)</b>	<b>\$4,834,484</b>	<b>\$590,603</b>	<b>12%</b>

Expenses - Selected Detail	FY 24 Actual	FY 24 Budgeted	FY 24 Diff.	% Diff.	FY 23 Actual	FY 23 Diff.	% Diff.
Personnel - Animal/Vet.	\$2,008,272	\$1,967,767	\$40,505	2%	\$1,712,779	\$295,493	17%
Personnel - Education	\$400,062	\$393,798	\$6,264	2%	\$691,633	(\$291,571)	(42%)
Personnel - Maint./Hort.	\$633,461	\$637,700	(\$4,239)	(1%)	\$533,807	\$99,654	19%
Personnel - Other	\$2,671,393	\$2,667,149	\$4,244	0%	\$1,873,706	\$797,687	43%
Animal Services	\$191,256	\$206,553	(\$15,297)	(7%)	\$169,498	\$21,759	13%
Special Exhibit	\$69,814	\$101,926	(\$32,112)	(32%)	\$85,286	(\$15,473)	(18%)
Utilities	\$366,786	\$274,200	\$92,586	34%	\$284,931	\$81,855	29%
Repairs & Replacements	\$282,228	\$431,932	(\$149,704)	(35%)	\$261,165	\$21,062	8%
Contracted/Prof. Services	\$442,384	\$580,280	(\$137,896)	(24%)	\$366,831	\$75,553	21%
Conservation	\$85,180	\$96,793	(\$11,613)	(12%)	\$12,746	\$72,433	568%
Accumulated Op Ex - Other	\$1,614,845	\$2,144,268	(\$529,423)	(25%)	\$1,537,673	\$77,172	5%
<b>Operating Expenses</b>	<b>\$8,765,679</b>	<b>\$9,502,366</b>	<b>(\$736,687)</b>	<b>(8%)</b>	<b>\$7,530,054</b>	<b>\$1,235,624</b>	<b>16%</b>

# Per Capita Spending on Grounds (1 of 3)

## Price Reference

Selected Ticket Prices	Non-Member				Member			
	2024	2023	2022	2021	2024	2023	2022	2021
Adult Ticket County	\$16.95	\$14.95	\$14.95	\$14.95	-	-	-	-
Adult Ticket Out of County	\$19.95							
Child Ticket County	\$10.95	\$8.95	\$8.95	\$8.95	-	-	-	-
Child Ticket Out of County	\$13.95							
Giraffe Feeding	\$6.00	\$6.00	\$5.00	\$5.00	\$5.00	\$5.00	\$4.00	\$3.00
Stingray Bay Admission	\$5.00	\$5.00	\$4.00	\$4.00	-	-	-	-
Stingray Bay Feeding	\$3.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00
Adult Zoorassic Park			\$6.00	\$6.00			\$5.00	\$5.00
Child Zoorassic Park			\$5.00	\$5.00			\$4.00	\$4.00
Butterfly Garden	\$5.00	\$5.00			\$4.00	\$4.00		

Note: Additional prices/discounts offered for seniors, groups, admission premium, & admission plus ticketholders, etc. Free attendance includes babies, complimentary ticketholders, etc.

# Per Capita Spending on Grounds (2 of 3)

## Capture Rates & Average Revenue for Experiences

	Apr 2024	Mar 2024	Feb 2024	Apr 2023
<b>Attendance</b>	<b>105,932</b>	<b>96,422</b>	<b>58,279</b>	<b>137,723</b>
General Admission	48,695	49,526	25,460	77,506
Total Experience GA	15,509	16,920	7,314	31,756
Members	25,538	28,581	21,576	30,634
Programs & Events (P&E)	31,699	18,315	11,243	29,583
<b>Giraffe Feeding</b>				
Attendance	36,901	33,512	14,815	35,846
Total Experience	15,509	16,920	7,314	31,756
Revenue	\$132,864	\$137,130	\$65,383	\$204,391
Capture Rate	35%	35%	25%	26%
Capture Rate, ex. P&E	50%	43%	31%	33%
Average Revenue	\$3.60	\$4.09	\$4.41	\$5.70
<b>Stingray Bay</b>				
Attendance	36,264	32,768	15,380	39,104
Total Experience	15,509	16,920	7,314	31,756
Revenue	\$102,381	\$92,865	\$39,380	\$146,910
Capture Rate	34%	34%	26%	28%
Capture Rate, ex. P&E	49%	42%	33%	36%
Average Revenue	\$2.82	\$2.83	\$2.56	\$3.76
<b>Special Exhibit</b>				
Attendance	11,278	0	0	23,577
Total Experience	15,509	16,920	7,314	31,756
Revenue	\$60,468	\$530	\$0	\$105,927
Capture Rate	11%	0%	0%	17%
Capture Rate, ex. P&E	15%	0%	0%	22%
Average Revenue	\$5.36	\$0.00	\$0.00	\$4.49

NOTE: Butterflies & Big Bugs opened on 4/15. Capture rate during this period for all attendance was 18%.

# Per Capita Spending on Grounds (3 of 3)

	Apr 2024	Mar 2024	Feb 2024	Apr 2023
General Admission	48,695	49,526	25,460	77,506
Total Experience GA	15,509	16,920	7,314	31,756
	32%	34%	29%	41%
Members	25,538	28,581	21,576	30,634
Attendance ex P&E	74,233	78,107	47,036	108,140
Giraffe	36,901	33,512	14,815	35,846
Stingray	36,264	32,768	15,380	39,104
Special Exhibit	11,278	-	-	23,577
P&E attendance	31,699	18,315	11,243	29,583
Total attendance	105,932	96,422	58,279	137,723
Admissions	\$851,313	\$788,883	\$389,890	\$956,861
Food	\$149,487	\$143,142	\$139,352	\$189,210
Gift Shop	\$82,873	\$67,052	\$69,161	\$109,382
Giraffe	\$132,864	\$137,130	\$65,383	\$204,391
Stingray	\$102,381	\$92,865	\$39,380	\$146,910
Special Exhibit	\$60,468	\$530	\$0	\$105,927
Revenue sub-total	\$1,379,386	\$1,229,602	\$703,166	\$1,712,681
Admissions	\$11.47	\$10.10	\$8.29	\$8.85
Food	\$2.01	\$1.83	\$2.96	\$1.75
Gift	\$1.12	\$0.86	\$1.47	\$1.01
Giraffe	\$1.79	\$1.76	\$1.39	\$1.89
Stingray	\$1.38	\$1.19	\$0.84	\$1.36
Special Exhibit	\$0.81	\$0.01	-	\$0.98
Per capita (GA & members)	\$18.58	\$15.74	\$14.95	\$15.84
Admissions	\$8.04	\$8.18	\$6.69	\$6.95
Food	\$1.41	\$1.48	\$2.39	\$1.37
Gift	\$0.78	\$0.70	\$1.19	\$0.79
Giraffe	\$1.25	\$1.42	\$1.12	\$1.48
Stingray	\$0.97	\$0.96	\$0.68	\$1.07
Special Exhibit	\$0.57	\$0.01	-	\$0.77
Per capita (all attendance)	\$13.02	\$12.75	\$12.07	\$12.44



# FCZC Balance Sheet – April 2024

	April 2024	April 2023
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash	\$1,841,414	\$2,947,960
Short Term Investments-Retention	\$764,420	\$1,854,100
Accounts Receivable	\$3,682,445	\$6,944,984
Prepaid Expenses	\$615,383	\$577,003
<b>Total Current Assets</b>	<b>\$6,903,662</b>	<b>\$12,324,047</b>
<b>Other Assets</b>		
Long Term Investments	\$17,684,656	\$17,718,268
Buildings, Equipment, Vehicles, and Furniture (net)	\$4,734,401	\$4,233,771
Exhibits	\$105,524,598	\$64,862,254
Construction in Progress	\$12,395,394	\$46,022,291
Goodwill	\$54,798	\$65,374
Beneficial Use of Land	\$5,124,751	\$5,212,326
<b>Total Other Assets</b>	<b>\$145,518,599</b>	<b>\$138,114,283</b>
<b>TOTAL ASSETS</b>	<b>\$152,422,261</b>	<b>\$150,438,330</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts Payable and Accrued Liabilities	\$2,338,519	\$4,270,356
Deferred Revenue	\$1,953,590	\$2,529,306
Line of Credit/Loan Amount	\$1,013,980	\$1,521,490
Retention Payable	\$835,899	\$1,956,596
Long-Term Liabilities	\$180,815	\$182,435
<b>Total Liabilities</b>	<b>\$6,322,802</b>	<b>\$10,460,183</b>
<b>Net Assets (Equity)</b>		
Fund Balance-Without donor restriction	\$129,564,595	\$124,101,585
Fund Balance-With donor restriction	\$6,567,212	\$6,194,463
Fund Balance-Permanently Restricted	\$88,035	\$78,650
Fund Balance-Board Designated	\$9,879,617	\$9,603,448
<b>Total Net Assets (Equity)</b>	<b>\$146,099,459</b>	<b>\$139,978,147</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$152,422,261</b>	<b>\$150,438,330</b>

# FCZC Balance Sheet – May 2024

	May 2024	May 2023
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash	\$706,143	\$4,118,231
Short Term Investments-Retention	\$674,844	\$1,962,346
Accounts Receivable	\$1,961,075	\$4,476,795
Prepaid Expenses	\$619,594	\$556,462
<b>Total Current Assets</b>	<b><u>\$3,961,656</u></b>	<b><u>\$11,113,834</u></b>
<b>Other Assets</b>		
Long Term Investments	\$18,348,141	\$17,538,841
Buildings, Equipment, Vehicles, and Furniture (ne	\$4,627,579	\$4,304,896
Exhibits	\$104,372,234	\$64,456,408
Construction in Progress	\$12,495,133	\$47,348,400
Goodwill	\$52,876	\$64,412
Beneficial Use of Land	\$5,124,751	\$5,212,326
<b>Total Other Assets</b>	<b><u>\$145,020,714</u></b>	<b><u>\$138,925,284</u></b>
<b>TOTAL ASSETS</b>	<b><u>\$148,982,370</u></b>	<b><u>\$150,039,118</u></b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts Payable and Accrued Liabilities	\$1,639,217	\$4,100,499
Deferred Revenue	\$2,042,016	\$2,537,289
Line of Credit/Loan Amount	\$17,051	\$24,737
Retention Payable	\$695,435	\$2,044,747
Long-Term Liabilities	\$177,298	\$178,385
<b>Total Liabilities</b>	<b><u>\$4,571,017</u></b>	<b><u>\$8,885,657</u></b>
<b>Net Assets (Equity)</b>		
Fund Balance-Without donor restriction	\$127,604,672	\$125,365,920
Fund Balance-With donor restriction	\$6,544,019	\$6,195,893
Fund Balance-Permanently Restricted	\$91,250	\$78,113
Fund Balance-Board Designated	\$10,171,412	\$9,513,535
<b>Total Net Assets (Equity)</b>	<b><u>\$144,411,353</u></b>	<b><u>\$141,153,461</u></b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$148,982,370</u></b>	<b><u>\$150,039,118</u></b>

DRAFT – subject to  
final month-end  
adjustments



## AGENDA ITEM 8

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DATE: June 26, 2024  
TO: Fresno County Zoo Authority Board  
FROM: Ron Alexander, Zoo Authority Board Coordinator  
SUBJECT: African River Project Agreement for Repayment of Funds

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### RECOMMENDED ACTION:

**Approve and authorize the Chairman to execute the African River Project Agreement for repayment of \$838,722.70 expended on the postponed exhibit, effective upon execution with quarterly payments of \$46,478.08 beginning January 2025 through October 2029, total not to exceed \$929,561.66.**

### DISCUSSION:

Several years ago, the Fresno Chaffee Zoo Corporation (ZooCorp) proposed the construction of an African River exhibit, which was approved by the Fresno County Zoo Authority (Authority) to use Measure Z funds for the design and construction of the Exhibit. \$838,722.70 was released by the Authority and expended by ZooCorp.

Following various challenges and obstacles, ZooCorp postponed the construction of the Exhibit in favor of focusing on other planned exhibits. Given that Measure Z funds were expended, the Authority requested that ZooCorp repay the funds to the Measure Z capital projects account for use on other exhibits as requested by ZooCorp.

As detailed within the Agreement, ZooCorp shall repay the Authority the principal sum of \$838,722.70 with 20 quarterly payments of \$46,478.08, which includes an interest rate of four percent, beginning on January 2, 2025 through October 2, 2029. The total repayment with interest is \$929,561.66.

### ATTACHMENT(S):

African River Project Agreement

## **AFRICAN RIVER PROJECT AGREEMENT**

This AFRICAN RIVER PROJECT AGREEMENT (“Agreement”) is made effective immediately upon execution by and between the FRESNO COUNTY ZOO AUTHORITY (“Authority”) and FRESNO’S CHAFFEE ZOO CORPORATION (“ZooCorp”).

### Recitals

WHEREAS, several years ago, ZooCorp proposed the construction of an African River exhibit (“Exhibit”);

WHEREAS, the Authority approved the use of Measure Z funds for the design and construction of the Exhibit;

WHEREAS, the Authority released \$838,722.70 of Measure Z Funds (“Funds”) for the design of the Exhibit;

WHEREAS, the ZooCorp expended the Funds for the design of the Exhibit;

WHEREAS, due to various factors, challenges, and obstacles, ZooCorp postponed the construction of the Exhibit in favor of other exhibits;

WHEREAS, the Authority has asked ZooCorp to repay the Funds to the Measure Z capital projects account for use on other exhibits as requested by ZooCorp; and

WHEREAS, the Funds shall be repaid pursuant to the terms of this Agreement.

NOW, THEREFORE, the parties agree as follows:

### Terms

1. Repayment of Funds. ZooCorp shall repay the Authority the principal sum of Eight Hundred Thirty-Eight Thousand Seven Hundred Twenty-Two Dollars and Seventy Cents (\$838,722.70), with an interest rate of four percent (4%). Payment shall be made to the Authority for deposit into the Measure Z Capital Projects account. The payments shall be made to the Fresno County Zoo Authority, Auditor-Controller/Treasurer-Tax Collector. Once the payment is received, these funds shall be deposited into the capital projects fund for the Authority, and shall be available for projects in accordance with the Fresno County Zoo Authority Transactions and Use Tax Ordinance (known as “Measure Z”), all applicable Authority policies and procedures, and subject to all required approvals of the Authority.

2. Schedule for Repayment. ZooCorp shall begin the repayment of Funds on January 2, 2025, continuing through October 2, 2029. The Funds shall be repaid in 20 quarterly payments, scheduled for the second (2<sup>nd</sup>) day of January, April, July and October of each year, with an extension for payment to the next business day if the 2<sup>nd</sup> is a holiday, Saturday, or Sunday, until the Funds have been repaid in full. Each quarterly

payment will be \$46,478.08, as set forth in the Amortization Schedule set forth in Exhibit A to this Agreement.

3. Prepayment. ZooCorp shall have the right to prepay the principal and interest due at any time, without penalty.

4. Late Payment. A payment due hereunder shall be deemed late if it is not received by the Authority on or before 10 days after the due date of the payment and each late payment shall incur a late charge equal to two percent (2%) of the payment.

5. Entire Agreement. This Agreement states the entire agreement between the parties and supersedes any prior agreement, negotiation or understanding. Each party acknowledges and agrees that no party, nor its agents, have made any promise, representation or warranty, express or implied, not set forth in this Agreement. This Agreement constitutes the entire Agreement between the parties and there are no terms, conditions, representation except as set forth in this Agreement.

6. Modification of Agreement. This Agreement may not be altered, amended or modified, except in a writing executed by the authorized representative of both parties.

"ZooCorp"

Fresno County Zoo Authority

By: \_\_\_\_\_  
Jon Forrest Dohlin  
Chief Executive Officer

By: \_\_\_\_\_  
Michelle Roman  
Chairman

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Exhibit A  
Amortization Schedule

<u>Quarter</u>	<u>Payment</u>	<u>Principal Paid</u>	<u>Interest Paid</u>	<u>Remaining Balance</u>
<u>1/2025</u>	<u>\$46,478.08</u>	<u>\$ 38,090.85</u>	<u>\$ 8,387.23</u>	<u>\$ 800,631.85</u>
<u>4/2025</u>	<u>\$46,478.08</u>	<u>\$ 38,471.76</u>	<u>\$ 8,006.32</u>	<u>\$ 762,160.09</u>
<u>7/2025</u>	<u>\$46,478.08</u>	<u>\$ 38,856.48</u>	<u>\$ 7,621.60</u>	<u>\$ 723,303.61</u>
<u>10/2025</u>	<u>\$46,478.08</u>	<u>\$ 39,245.04</u>	<u>\$ 7,233.04</u>	<u>\$ 684,058.57</u>
<u>1/2026</u>	<u>\$ 46,478.08</u>	<u>\$ 39,637.49</u>	<u>\$ 6,840.59</u>	<u>\$ 644,421.08</u>
<u>4/2026</u>	<u>\$ 46,478.08</u>	<u>\$ 40,033.87</u>	<u>\$ 6,444.21</u>	<u>\$ 604,387.21</u>
<u>7/2026</u>	<u>\$46,478.08</u>	<u>\$ 40,434.21</u>	<u>\$ 6,043.87</u>	<u>\$ 563,953.00</u>
<u>10/2026</u>	<u>\$46,478.08</u>	<u>\$ 40,838.55</u>	<u>\$ 5,639.53</u>	<u>\$ 523,114.45</u>
<u>1/2027</u>	<u>\$46,478.08</u>	<u>\$ 41,246.94</u>	<u>\$ 5,231.14</u>	<u>\$481,867.51</u>
<u>4/2027</u>	<u>\$46,478.08</u>	<u>\$ 41,659.40</u>	<u>\$4,818.68</u>	<u>\$ 440,208.11</u>
<u>7/2027</u>	<u>\$46,478.08</u>	<u>\$42,076.00</u>	<u>\$4,402.08</u>	<u>\$398,132.11</u>
<u>10/2027</u>	<u>\$ 46,478.08</u>	<u>\$ 42,496.76</u>	<u>\$ 3,981.32</u>	<u>\$ 355,635.35</u>
<u>1/2028</u>	<u>\$46,478.08</u>	<u>\$42,921.73</u>	<u>\$ 3,556.35</u>	<u>\$ 312,713.62</u>
<u>4/2028</u>	<u>\$46,478.08</u>	<u>\$43,350.94</u>	<u>\$3,127.14</u>	<u>\$ 269,362.68</u>
<u>7/2028</u>	<u>\$46,478.08</u>	<u>\$ 43,784.45</u>	<u>\$ 2,693.63</u>	<u>\$ 225,578.23</u>
<u>10/2028</u>	<u>\$ 46,478.08</u>	<u>\$44,222.30</u>	<u>\$ 2,255.78</u>	<u>\$ 181,355.93</u>
<u>1/2029</u>	<u>\$46,478.08</u>	<u>\$44,664.52</u>	<u>\$1,813.56</u>	<u>\$ 136,691.41</u>
<u>4/2029</u>	<u>\$ 46,478.08</u>	<u>\$45,111.17</u>	<u>\$ 1,366.91</u>	<u>\$ 91,580.24</u>
<u>7/2029</u>	<u>\$ 46,478.08</u>	<u>\$45,562.28</u>	<u>\$ 915.80</u>	<u>\$46,017.96</u>
<u>10/2029</u>	<u>\$46,478.14</u>	<u>\$46,017.96</u>	<u>\$ 460.18</u>	<u>\$0</u>
<u>Totals</u>	<u>\$ 929,561.66</u>	<u>\$ 838,722.70</u>	<u>\$90,838.96</u>	