



## **FRESNO COUNTY ZOO AUTHORITY**

### **MEETING AGENDA**

**9:00 AM, Wednesday, November 29, 2023**

**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 October 25, 2023
  - b. Receive Treasurer's Report for month ending October 2023
6. Receive Fresno Chaffee Zoo Director's report
7. Receive Fresno Chaffee Zoo Corporation's September 2023 Year-to-Date Financial Report and October 2023 Early Insights
8. Approve Fresno's Chaffee Zoo Corporation's fiscal year 2024 Measure Z Operating funds totaling \$7,085,000, for reimbursement of Animal Care, Commissary, Veterinary, and

Maintenance & Horticulture Salaries and Benefits, Animal Feed, Animal Exhibit Supplies, Veterinary Supplies, Water Quality Supplies, Utilities and Bank Fees to wire reimbursement funds to the Zoo, and fiscal year 2024 Measure Z Capital funds totaling \$120, for reimbursement of Bank Fees to wire reimbursement funds to the Zoo

9. Approve and adopt the 2024 Zoo Authority regular board meeting calendar as outlined in Attachment A
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.



**FRESNO COUNTY ZOO AUTHORITY**

**ACTION SUMMARY MINUTES**

**9:00 AM, Wednesday, October 25, 2023**

**Fresno Chaffee Zoo**

**Simba Room**

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

**(559) 498-5910**

1. Call to Order  
**CHAIRMAN ROMAN CALLED THE MEETING TO ORDER AT 9:05AM.**
2. Roll Call  
**A QUORUM WAS PRESENT WITH MEMBERS ROMAN, GARABEDIAN, TOSTE, WATERSHOUSE AND ARIAS IN ATTENDANCE.**
3. Approve Agenda  
**MEMBER ARIAS MOVED TO APPROVE THE AGENDA. SECONDED BY MEMBER GARABEDIAN. 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 October 4, 2023
  - b. Review and approve payment of County of Fresno October 2023 invoice for Professional and Specialized Services in the amount of \$10,374.86 for services through September 2023
  - c. Receive Treasurer's Report for Quarter ending September 2023

**MEMBER TOSTED MOVED TO APPROVE THE CONSENT ITEMS. SECONDED BY MEMBER ARIAS. THE MOTION PASSED ALL IN FAVOR WITH THE EXCEPTION OF MEMBER WATERHOUSE ABSTAINING HIS VOTE ON ITEM 5A AS HE WAS NOT PRESENT DURING THE PREVIOUS MEETING.**

6. Receive Fresno Chaffee Zoo Director's report; and receive Fresno Chaffee Zoo Chief Advancement Officer's Centennial Campaign presentation  
**RECEIVED. CEO JON DOHLIN REPORTED ON PHASE 2 OF KINGDOMS OF ASIA. REPORTED ON PROGRESS OF THE CONSERVATION ACTION CENTER. PROVIDED AN UPDATE ON THE ELEPHANT LAWSUIT. CHIEF ADVANCEMENT OFFICER, TERRY SKODA, REPORTED ON THE CENTENNIAL CAMPAIGN AND FUND-RAISING EFFORTS.**
7. Receive Fresno Chaffee Zoo Corporation's August 2023 Year-to-Date Financial Report and September 2023 Early Insights  
**RECEIVED. CFO NORA CROW REPORTED ON AUGUST AND SEPTEMBER KEY TAKEAWAYS: ATTENDANCE, REVENUES AND EXPENSES. DISCUSSED ENERGY SAVINGS AND SOLAR. REPORTED ON TICKET PRICES AND THE BALANCE SHEET. REVIEWED OUTSTANDING PROJECTS ON PAGE 13 OF THE TREASURER'S REPORT.**
8. Approve and authorize release of retention withheld on construction and design services related to Kingdoms of Asia totaling \$1,784,897.48 for the following vendors:
  - Bernards - \$1,736,650
  - Beez Kneez Creative - \$3,236.50
  - AFH Design - \$5,601.93
  - CLR Design - \$39,409.05 (\$29,912.52 + \$8,459.03 + \$1,037.50)**MEMBER GARABEDIAN MOVED TO TABLE ITEM NO. 8 TO HEAR ITEM NO. 9 FIRST. SECONDED BY MEMBER TOSTE. THE MOTION PASSED UNANIMOUSLY.**

**MEMBER GARABEDIAN MOVED TO RETURN TO ITEM NO. 8. SECONDED BY MEMBER TOSTE. THE MOTION PASSED UNANIMOUSLY.**

**MEMBER ARIAS MOVED TO APPROVE THE RELEASE OF RETENTION. SECONDED BY MEMBER WATERHOUSE. THE MOTION PASSED UNANIMOUSLY.**

**FURTHER DISCUSSION ENSUED REGARDING THE RELEASE OF RETENTION POLICY FOR DESIGN WORK THAT IS UNRELATED TO CONSTRUCTION. IT WAS DECIDED TO ALLOW RELEASE OF RETENTION WITH PROPER SATISFACTORY SIGN-OFFS FROM THE ZOO OF SOFT COSTS (DESIGN WORK) BEING COMPLETED.**

9. Approve transfer of \$280,119.28 in unspent funds allocated to Kingdoms of Asia Design to Kingdoms of Asia Construction  
**MEMBER WATERHOUSE MOVED TO APPROVE THE TRANSFER OF UNSPENT FUND FROM DESIGN TO CONSTRUCTION. SECONDED BY MEMBER TOSTE. THE MOTION PASSED UNANIMOUSLY.**
10. Review next meeting dates and revise if necessary:
  - Wednesday, November 29, 2023
  - Wednesday, December 27, 2023**MEMBER TOSTE MOVED TO CANCEL THE DECEMBER 27<sup>TH</sup> MEETING. SECONDED BY MEMBER GARABEDIAN. THE MOTION PASSED UNANIMOUSLY.**

11. Receive staff reports  
**THE COORDINATOR PROVIDED AN UPDATE REGARDING THE ABILITY TO LIVE-STREAM THE BOARD MEETINGS.**
12. Chair's comments  
**THANKED EVERYONE FOR ATTENDING THE MEETING.**
13. Board Member comments  
**MEMBER GARABEDIAN STATED THAT SHE HAS THE FINAL NUMBERS FOR SAFARI NIGHT. IT WAS OVER \$100,000 (NET). THANKED ALL FOR THEIR SUPPORT. IT WILL BE HELD SEPTEMBER 27<sup>TH</sup> NEXT YEAR.**  
**MEMBER ARIAS ALSO THANKED ALL AND MENTIONED THE ZOO IS A SAFE PLACE FOR KIDS TO GO. HE ALSO INQUIRED ABOUT THE COUNTY'S INVESTMENT POOL AND IT UNDERPERFORMING REGARDING INTEREST EARNED. AUDITOR STAFF RESPONDED REGARDING OPTIONS AND THE COUNTY'S CONSERVATIVE APPROACH TO INVESTMENTS.**
14. Adjourn  
**THERE BEING NO FURTHER BUSINESS BEFORE THE BOARD, CHAIRMAN ROMAN ADJOURNED THE MEETING AT 10:12AM.**

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 5b



## Fresno County Zoo Authority Treasurer's Report Unaudited Cash Basis For the Month Ended October 31, 2023

Summary of Measure Z Proceeds			
Tax Proceeds Received:			
-	Measure Z - Sales Tax Proceeds	\$	1,828,101.59
Total Proceeds Received:		\$	1,828,101.59
Tax Proceeds Allocated:			
-	Allocation to Zoo Authority Fund (2%)		36,562.03
-	Allocation to Trust Fund for Operations and Capital Projects (98%)		1,791,539.56
Total Proceed Allocations		\$	1,828,101.59
Cash Balance by Fund			
<b>Zoo Authority Fund</b>	<b>&gt;&gt; Administrative Fund</b>	2%	
	Beginning Cash Balance	\$	3,044,840.59
Receipts:	- Measure Z Sales Tax Proceeds		36,562.03
	- Interest Received		643.11
Disbursements:	- PeopleSoft Financial Charges		(54.76)
	- ITSD Data Processing Charges		(478.84)
	- ZA Staff Invoice Reimbursement for Professional Services		(41,679.52)
	Net Increase/(Decrease) to Cash		(5,007.98)
	<b>Ending Cash Balance - Zoo Authority Administrative Fund</b>	<b>\$</b>	<b>3,039,832.61</b>
Trust Fund for FCZC Operations and Capital Projects			
		98%	
	Beginning Cash Balance	\$	36,553,147.92
	<b>&gt;&gt;&gt; Operations Fund</b>		
	Beginning Cash Balance		<b>6,743,623.50</b>
Receipts:	- Measure Z Sales Tax Proceeds		597,179.85
	- Interest Received		1,517.71
	- FCZC Operations Claim 2023-08		(792,061.87)
Disbursements:	- Wire Fees		(10.00)
	Net Increase/(Decrease) to Cash		(193,374.31)
	<b>Ending Cash Balance - Available for Operations</b>	<b>\$</b>	<b>6,550,249.19</b>
	<b>&gt;&gt;&gt; Capital Facilities Project Fund</b>		
	Beginning Cash Balance	\$	29,809,524.42
Receipts:	- Measure Z Sales Tax Proceeds		1,194,359.71
	- Interest Received		6,290.08
	Net Increase/(Decrease) to Cash		1,200,649.79
	<b>Ending Cash Balance - Available for Capital Projects</b>		<b>31,010,174.21</b>
	<b>Ending Balance Available for Operations and Capital Projects</b>	<b>\$</b>	<b>37,560,423.40</b>
	<i>Total Interest Received During the Month</i>		<i>8,450.90</i>

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 2.622 as of Sept 30, 2023.



## 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		-	-	
December	1,302,722	1,573,898	1,739,869		-	-	
January	1,388,858	1,555,927	1,599,634		-	-	
February	1,728,158	2,256,736	2,189,378		-	-	
March	1,292,553	1,529,499	1,622,972		-	-	
April	1,513,199	1,542,639	1,518,282		-	-	
May	1,632,214	1,972,403	1,807,486		-	-	
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>\$ 7,466,656</b>	<b>\$ 7,421,876</b>	<b>\$ (44,780)</b>	<b>-0.60%</b>

**TOTAL MEASURE Z PROCEEDS FROM INCEPTION \$ 251,554,715**



**Fresno County Zoo Authority  
Treasurer's Report  
Unaudited Cash Basis  
For the Month Ended October 31, 2023**

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.	
Date Received			7/21/2023	9/27/2023	10/20/2023						
4845	10000	Zoo Authority	593.77	18,475.88	643.11	-	-	-	-	-	\$ 19,712.76
4850	10000	FCZC - Operations	1,532.38	47,681.59	1,517.71	-	-	-	-	-	\$ 50,731.68
4850	42700	FCZC - CP	5,962.82	185,539.14	6,290.08	-	-	-	-	-	\$ 197,792.04
<b>Total</b>			<b>\$ 8,088.97</b>	<b>\$ 251,696.61</b>	<b>\$ 8,450.90</b>	<b>\$ -</b>	<b>\$ 268,236.48</b>				
For Fiscal Year Ending June 30, 2024											



**Fresno County Zoo Authority  
Capital Projects Fund Cash Flow  
For the Month Ended October 31, 2023**

**Cash Balance as of 10/31/2023** \$ 31,010,174

**ENCUMBRANCES (earmarked projects, FY23-24 expenditures paid through claim 2023-07C):**

Zooplex Construction - June 2020	487,965
Asia Construction -July 2020	1,467,616
Asia Design - December 2017	280,141
Zooplex Design- August 2017	105,573
African River - June 2016	2,830,343
Mixed Species Exhibit Design - June 2021	46,283
SLC Biotank Design - Jan 2022	879
Mixed Species Exhibit Construction - July 2022/Nov 2022	5,270,919
SLC Biotank/Chiller - Construction - June 2022	117,277
Conservation Building - Construction - Sept 2022	1,227,292
Energy Efficiency - June 2022	246,765

**Total Encumbrances:** \$ (12,081,053)

**TOTAL:** \$ 18,929,121



**Fresno County Zoo Authority  
Operations Fund Cash Flow  
For the Month Ended October 31, 2023**

**Cash Balance as of 10/31/2023** \$ 6,550,249

**ENCUMBRANCES (Remaining budgets, paid through claim 2023-08):**

Animal	710,633
Veterinary	101,560
Utilities	198,422
Animal Feed	207,464
Interest/Bank Charges	90
Maintenance-General Equipment	23,525
Maint.-Water/Water Standby	0
Commissary	78,825
Maintenance	28,537
Medical, Dental & Lab Supplies	0

**Total Encumbrances:** \$ (1,349,056)

**TOTAL:** \$ 5,201,193



**Fresno County Zoo Authority  
Administration Fund Cash Flow  
For the Month Ended October 31, 2023**

**Cash Balance as of 10/31/2023** \$ 3,039,833

**ENCUMBRANCES**

**(FY 23-24 Remaining budgets, ZA Claim paid through October 31, 2023):**

Telephone Charges	250	
Memberships	500	
Office Expense	6,000	
Postage	1,000	
PeopleSoft Financials Charges	467	
Professional & Specialized Ser	151,312	
Data Processing Services	542	
Publications & Legal Notices	500	
Trans, Travel & Education	2,500	
<b>Total Encumbrances:</b>		<b>\$ (163,071)</b>

**TOTAL:** **\$ 2,876,762**



## AGENDA ITEM 6

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DATE: November 29, 2023

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: November 29, 2023

TO: Fresno County Zoo Authority Board

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

SUBJECT: September 2023 Year-to-Date Financial Report

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RECOMMENDED ACTION:

**Receive Fresno Chaffee Zoo Corporation's September 2023 Year-to-Date Financial Report and October 2023 Early Insights.**

ATTACHMENTS:

September 2023 Financial Report



## Financial Report

September 2023 YTD  
October 2023 Early Insights

# Summary

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## September 2023

**Key Takeaway: Attendance was the highest for the month of September; Safari Night was a huge success grossing over \$330K and attended by nearly 600 guests**

- \$12,875,930 self-generated revenue YTD (5% below budget)
- \$19,188,052 total expenses (7% below budget)
- \$6,312,123 operating deficit (less than budgeted deficit of \$7,167,045)
- **\$617,349 operating surplus with Measure Z support (budgeted deficit of \$113,812)**
- **\$10,498,181 net surplus – MZ Capital Funds, Depreciation, Investment Income/Interest**

## October 2023 Preliminary:

**Key Takeway: Attendance exceeded budget for the month, ZooBoo grossed over \$240k and was attended by 15,350 guests**

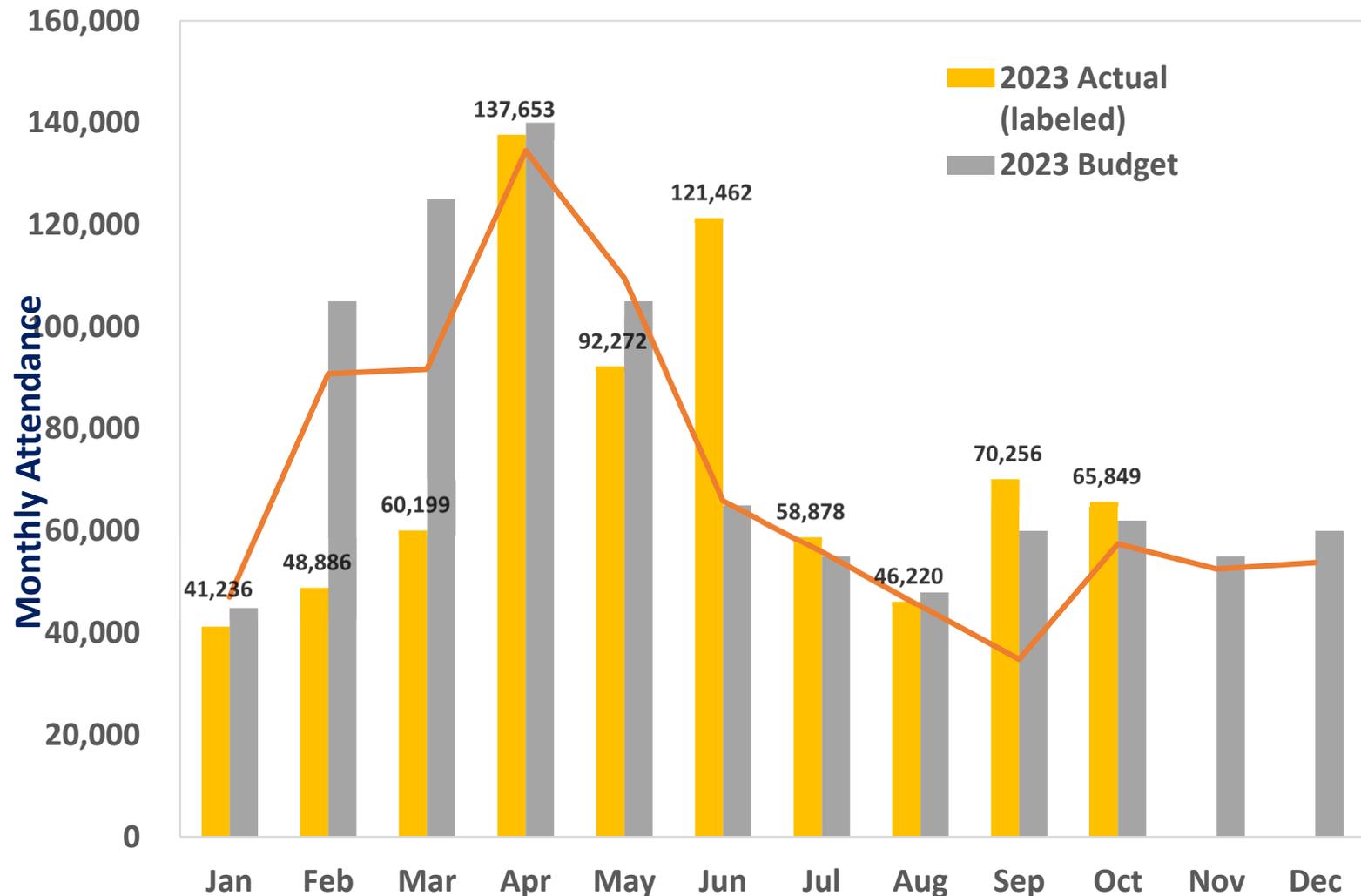
- \$13.8m self generated revenue YTD (9% below budget)
- \$20.2m total expenses (12% below budget)
- \$6.4m operating deficit (less than budgeted deficit of \$7.7m)
- \$526k operating surplus with Measure Z support (budgeted deficit of \$229k)
- \$10.5m net surplus – MZ Capital Funds, Depreciation, Investment Income/Interest

# 2023 – Attendance

Sept. 2023 = 70,256 (202% of 2022, 117% of budget)

Sept 2023 YTD attendance = 677,062 (100% of 2022, 91% of budget)

Oct 2023 YTD attendance = 742,911 (102% of 2022, 92% of budget)



# Sept '23 YTD – Variance Analysis vs. Budget

Summary	FY 23 Actual	FY 23 Budgeted	FY 23 Diff.	% Diff.	FY 22 Actual	FY 22 Diff.	% Diff.
Attendance	677,062	748,000	(70,938)	(9%)	595,402	81,660	14%
Revenue	\$12,875,930	\$13,537,861	(\$661,931)	(5%)	\$11,261,674	\$1,614,255	14%
Personnel Expenses	\$11,833,149	\$12,234,102	(\$400,953)	(3%)	\$9,124,826	\$2,708,323	30%
Other Expenses	\$7,354,903	\$8,470,804	(\$1,115,901)	(13%)	\$6,395,223	\$959,680	15%
Operations Surplus (Deficit)	(\$6,312,123)	(\$7,167,045)	\$854,922	12%	(\$4,258,375)	(\$2,053,748)	(48%)
Measure Z Operating	\$6,929,472	\$7,053,233	(\$123,761)	(2%)	\$5,533,231	\$1,396,241	25%
Operations + MZ Surplus (Deficit)	\$617,349	(\$113,812)	\$731,161	nm	\$1,274,856	(\$657,507)	(52%)
Other Non-Operating	\$9,880,832	\$879,185	\$9,001,647	nm	\$6,693,965	\$3,186,867	48%
Net Surplus (Deficit)	\$10,498,181	\$765,373	\$9,732,808	1272%	\$7,968,821	\$2,529,360	32%

Revenue - Selected Detail	FY 23 Actual	FY 23 Budgeted	FY 23 Diff.	% Diff.	FY 22 Actual	FY 22 Diff.	% Diff.
Admissions	\$4,320,590	\$5,049,000	(\$728,410)	(14%)	\$4,013,222	\$307,368	8%
Membership	\$2,059,931	\$1,893,125	\$166,806	9%	\$1,810,405	\$249,526	14%
Food Services/Gift Shop	\$1,473,811	\$1,563,320	(\$89,509)	(6%)	\$1,233,915	\$239,896	19%
Special Exhibit	\$555,479	\$807,300	(\$251,821)	(31%)	\$1,116,907	(\$561,428)	(50%)
Grants/Fundraising, ex-bequest	\$227,482	\$420,000	(\$192,518)	(46%)	\$209,143	\$18,339	9%
Bequest - unrestricted	-	nm	nm	nm	nm	nm	nm
Other	\$4,238,637	\$3,805,116	\$433,521	11%	\$2,878,082	\$1,360,555	47%
Revenue	\$12,875,930	\$13,537,861	(\$661,931)	(5%)	\$11,261,674	\$1,614,255	14%

Expenses - Selected Detail	FY 23 Actual	FY 23 Budgeted	FY 23 Diff.	% Diff.	FY 22 Actual	FY 22 Diff.	% Diff.
Personnel - Animal/Vet.	\$4,134,401	\$4,271,600	(\$137,199)	(3%)	\$3,403,100	\$731,301	21%
Personnel - Education	\$1,892,355	\$1,651,966	\$240,389	15%	\$1,328,297	\$564,058	42%
Personnel - Maint./Hort.	\$1,294,985	\$1,426,749	(\$131,764)	(9%)	\$910,296	\$384,689	42%
Personnel - Other	\$4,511,409	\$4,883,787	(\$372,378)	(8%)	\$3,483,133	\$1,028,276	30%
Animal Services	\$392,580	\$551,128	(\$158,548)	(29%)	\$406,146	(\$13,565)	(3%)
Special Exhibit	\$388,330	\$203,824	\$184,506	91%	\$551,176	(\$162,846)	(30%)
Utilities	\$840,061	\$840,000	\$61	0%	\$723,451	\$116,611	16%
Repairs & Replacements	\$451,678	\$742,124	(\$290,446)	(39%)	\$328,959	\$122,719	37%
Contracted/Prof. Services	\$948,429	\$1,101,174	(\$152,745)	(14%)	\$1,083,293	(\$134,864)	(12%)
Conservation	\$43,396	\$293,768	(\$250,372)	(85%)	\$167,422	(\$124,026)	(74%)
Accumulated Op Ex - Other	\$4,290,429	\$4,738,786	(\$448,357)	(9%)	\$3,134,778	\$1,155,651	37%
Operating Expenses	\$19,188,052	\$20,704,906	(\$1,516,854)	(7%)	\$15,520,049	\$3,668,003	24%

# Per Capita Spending on Grounds (1 of 3)

## Price Reference

Selected Ticket Prices	Non-Member				Member			
	2022	2021	2020	2019	2022	2021	2020	2019
Adult Ticket	\$14.95	\$14.95	\$14.95	\$12.95	-	-	-	-
Child Ticket	\$8.95	\$8.95	\$8.95	\$7.95	-	-	-	-
Giraffe Feeding	\$5.00	\$5.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00	\$3.00
Stingray Bay Admission	\$4.00	\$4.00	\$2.00	\$2.00	-	-	-	-
Stingray Bay Feeding	\$2.00	\$2.00	\$2.00	\$1.00	\$2.00	\$2.00	\$2.00	\$1.00
Adult Zoorassic Park	\$6.00	\$6.00	\$5.00	\$4.00	\$5.00	\$5.00	\$5.00	\$4.00
Child Zoorassic Park	\$5.00	\$5.00	\$4.00	\$3.00	\$4.00	\$4.00	\$4.00	\$3.00

Note: Additional prices/discounts offered for seniors, groups, total experience ticketholders, etc. Free attendance includes babies, complimentary ticketholders, etc. Members can purchase Zoorassic Park season passes.

# Per Capita Spending on Grounds (2 of 3)

	Sept 2023	August 2023	July 2023	Sept 2022
<b>Attendance</b>	<b>70,256</b>	<b>46,220</b>	<b>58,878</b>	<b>34,709</b>
General Admission	39,729	24,992	29,615	18,739
Total Experience GA	14,003	8,937	11,695	7,172
Members	24,396	19,648	19,350	12,526
Programs & Events (P&E)	6,131	1,580	9,913	3,534
<b>Giraffe Feeding</b>				
Attendance	21,261	16,190	21,109	10,929
Total Experience	14,003	8,937	11,695	7,172
Revenue	\$97,412	\$76,136	\$90,929	\$49,447
Capture Rate	30%	35%	36%	31%
Capture Rate, ex. P&E	27%	30%	35%	28%
Average Revenue	\$4.58	\$4.70	\$4.31	\$4.52
<b>Stingray Bay</b>				
Attendance	22,074	16,108	21,389	9,274
Total Experience	14,003	8,937	11,695	7,172
Revenue	\$59,634	\$40,574	\$52,260	\$22,792
Capture Rate	31%	35%	36%	27%
Capture Rate, ex. P&E	34%	36%	44%	30%
Average Revenue	\$2.70	\$2.52	\$2.44	\$2.46
<b>Special Exhibit</b>				
Attendance	15,635	11,353	14,778	7,571
Total Experience	14,003	8,937	11,695	7,172
Revenue	\$73,000	\$52,475	\$65,311	\$8,758
Capture Rate	22%	25%	25%	22%
Capture Rate, ex. P&E	24%	25%	30%	24%
Average Revenue	\$4.67	\$4.62	\$4.42	\$1.16

# Per Capita Spending on Grounds (3 of 3)

	Sept 2023	August 2023	July 2023	Sept 2022
General Admission	39,729	24,992	29,615	18,739
Total Experience GA	14,003	8,937	11,695	7,172
	35%	36%	39%	38%
Members	24,396	19,648	19,350	12,526
Attendance ex P&E	64,125	44,640	48,965	31,175
Giraffe	21,261	16,190	21,109	10,929
Stingray	22,074	16,108	21,389	9,274
Special Exhibit	15,635	11,353	14,778	7,571
P&E attendance	6,131	1,580	9,913	3,534
Total attendance	70,256	46,220	58,878	34,709
Admissions	\$480,676	\$281,538	\$334,281	\$221,047
Food	\$102,209	\$62,145	\$73,926	\$44,895
Gift Shop	\$51,179	\$30,917	\$41,668	\$25,753
Giraffe	\$97,412	\$76,136	\$90,929	\$49,447
Stingray	\$59,634	\$40,574	\$52,260	\$22,792
Special Exhibit	\$73,000	\$52,475	\$65,311	\$8,758
Revenue sub-total	\$864,110	\$543,785	\$658,375	\$372,692
Admissions	\$7.50	\$6.31	\$6.83	\$7.09
Food	\$1.59	\$1.39	\$1.51	\$1.44
Gift	\$0.80	\$0.69	\$0.85	\$0.83
Giraffe	\$1.52	\$1.71	\$1.86	\$1.59
Stingray	\$0.93	\$0.91	\$1.07	\$0.73
Special Exhibit	\$1.14	\$1.18	\$1.33	\$0.28
Per capita (GA & members)	\$13.48	\$12.18	\$13.45	\$11.95
Admissions	\$6.84	\$6.09	\$5.68	\$6.37
Food	\$1.45	\$1.34	\$1.26	\$1.29
Gift	\$0.73	\$0.67	\$0.71	\$0.74
Giraffe	\$1.39	\$1.65	\$1.54	\$1.42
Stingray	\$0.85	\$0.88	\$0.89	\$0.66
Special Exhibit	\$1.04	\$1.14	\$1.11	\$0.25
Per capita (all attendance)	\$12.30	\$11.77	\$11.18	\$10.74

# FCZC Balance Sheet – September 2023

	September 2023	September 2022
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash	\$3,984,816	\$3,277,629
Short Term Investments-Retention	\$2,200,501	\$2,628,383
Accounts Receivable	\$5,368,404	\$5,249,896
Prepaid Expenses	\$297,242	\$160,235
<b>Total Current Assets</b>	<b>\$11,850,963</b>	<b>\$11,316,144</b>
<b>Other Assets</b>		
Long Term Investments	\$17,671,176	\$15,854,944
Buildings, Equipment, Vehicles, and Furniture (net)	\$4,282,841	\$4,084,236
Exhibits	\$63,238,871	\$55,521,005
Construction in Progress	\$53,114,942	\$50,458,114
Goodwill	\$61,528	\$72,103
Beneficial Use of Land	\$5,212,326	\$5,299,901
<b>Total Other Assets</b>	<b>\$143,581,683</b>	<b>\$131,290,304</b>
<b>TOTAL ASSETS</b>	<b>\$155,432,647</b>	<b>\$142,606,448</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts Payable and Accrued Liabilities	\$5,193,057	\$3,150,866
Deferred Revenue	\$2,302,383	\$1,324,616
Retention Payable	\$2,291,582	\$2,646,330
Long-Term Liabilities	\$82,540	\$139,277
<b>Total Liabilities</b>	<b>\$9,869,562</b>	<b>\$7,261,088</b>
<b>Net Assets (Equity)</b>		
Fund Balance-Without donor restriction	\$129,514,755	\$119,877,705
Fund Balance-With donor restriction	\$6,197,958	\$6,290,052
Fund Balance-Permanently Restricted	\$76,354	\$70,028
Fund Balance-Board Designated	\$9,774,018	\$9,107,576
<b>Total Net Assets (Equity)</b>	<b>\$145,563,085</b>	<b>\$135,345,359</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$155,432,647</b>	<b>\$142,606,448</b>

# FCZC Balance Sheet – October 2023

	October 2023	October 2022
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash	\$3,988,762	\$2,611,368
Short Term Investments-Retention	\$416,588	\$2,647,120
Accounts Receivable	\$4,567,649	\$6,038,110
Prepaid Expenses	\$325,502	\$182,600
<b>Total Current Assets</b>	<b>\$9,298,501</b>	<b>\$11,479,198</b>
<b>Other Assets</b>		
Long Term Investments	\$17,179,046	\$16,536,345
Buildings, Equipment, Vehicles, and Furniture (net)	\$4,354,686	\$4,117,729
Exhibits	\$62,833,025	\$55,166,561
Construction in Progress	\$53,389,284	\$51,618,405
Goodwill	\$60,567	\$71,142
Beneficial Use of Land	\$5,212,326	\$5,299,901
<b>Total Other Assets</b>	<b>\$143,028,934</b>	<b>\$132,810,083</b>
<b>TOTAL ASSETS</b>	<b>\$152,327,436</b>	<b>\$144,289,281</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts Payable and Accrued Liabilities	\$5,407,926	\$3,180,737
Deferred Revenue	\$2,160,447	\$1,268,209
Retention Payable	\$566,080	\$2,693,762
Long-Term Liabilities	\$115,615	\$180,752
<b>Total Liabilities</b>	<b>\$8,250,068</b>	<b>\$7,323,460</b>
<b>Net Assets (Equity)</b>		
Fund Balance-Without donor restriction	\$128,293,338	\$121,096,731
Fund Balance-With donor restriction	\$6,186,995	\$6,291,214
Fund Balance-Permanently Restricted	\$67,393	\$73,425
Fund Balance-Board Designated	\$9,529,642	\$9,504,451
<b>Total Net Assets (Equity)</b>	<b>\$144,077,368</b>	<b>\$136,965,821</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$152,327,436</b>	<b>\$144,289,281</b>

DRAFT – subject to  
final month-end  
adjustments



## AGENDA ITEM 8

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DATE: November 29, 2023

TO: Fresno County Zoo Authority Board

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

SUBJECT: FY 2024 Measure Z Operations Funds Budget & Capital Funds Bank Fees Budget

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### RECOMMENDED ACTION:

**Approve Fresno's Chaffee Zoo Corporation's fiscal year 2024 Measure Z Operating funds totaling \$7,085,000, for reimbursement of Animal Care, Commissary, Veterinary, and Maintenance & Horticulture Salaries and Benefits, Animal Feed, Animal Exhibit Supplies, Veterinary Supplies, Water Quality Supplies, Utilities and Bank Fees to wire reimbursement funds to the Zoo, and fiscal year 2024 Measure Z Capital funds totaling \$120, for reimbursement of Bank Fees to wire reimbursement funds to the Zoo.**

### DISCUSSION:

The 2024 budget was developed by the management team of Fresno's Chaffee Zoo Corporation. The 2023 Measure Z Operating request is \$7,085,000, and all line items are included in the Zoo's operating budget. Tax receipts in 2024 are anticipated to remain nearly flat with the tax receipts in 2023; the 2024 budget request represents a 7% decrease over the 2023 budget request.

As demonstrated in the Appendix to the enclosed 2024 Budget presentation, FCZ has projected that \$7,085,053 will be generated by Measure Z to support Operations during Calendar Year 2024. Additionally, The Fresno County Zoo Authority accounting staff has projected that \$7,198,503 will be generated by Measure Z to support Operations during Calendar Year 2024. It is expected that actual tax receipts received during 2024 will be sufficient to support the 2024 Operating funds request.

Per the Operations Fund Cash Flow, as prepared by the Fresno County Zoo Authority and included in the October 25, 2023, board meeting agenda, funds available for operations as of September 30, 2023, was \$4,602,495.

FCZ is also requesting approval of \$120 from Measure Z Capital funds to cover the wire transfer fees associated with the monthly capital claims for reimbursement of approved capital projects.

Fresno's Chaffee Zoo Corporation Board of Directors approved the 2024 budget on November 16, 2023.

<b>Measure Z Operations Budget for 2024</b>	<b>Proposed</b>
Animal Care Salaries & Benefits	\$ 3,867,000
Commissary Salaries & Benefits	\$ 314,000
Veterinary Salaries & Benefits	\$ 385,000
Maintenance & Horticulture Salaries & Benefits	\$ 1,141,000
Animal Feed	\$ 474,000
Animal Exhibit Supplies	\$ 39,000
Veterinary Supplies	\$ 95,000
Water Quality Supplies	\$ 95,000
Utilities	\$ 674,880
Wire Fees	\$ 120
<b>Total</b>	<b>\$ 7,085,000</b>

ATTACHMENT(S):

2024 Budget



# 2024 Budget

# 2024 Budget Summary

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## Notable Highlights:

- **930,000 Attendance** – Reflective of nearly flat growth over budgeted 2023; Exhibit Openings: KOA Phase 2, Valley Farms, Conservation Action Center
- **\$30,226,906 Revenue & Support for Operations (15% above 2023 budget)**
  - \$22,274,906 self-generated revenue (27% above 2023 budget)
  - \$7,085,000 Measure Z Support for operations (7% below 2023 budget)
  - \$867,000 support from Board-designated and restricted funds (24% below 2023 budget)
- **\$30,860,568 Total Expenses (11% above 2023 budget)**
  - \$19,387,361 Personnel Expenses (15% above 2023; 62% of total)
    - COLA, expansion of Education dept; 15+ new positions
  - \$11,473,207 Other Expenses (5% above 2023; 38% of total)
    - Continued inflationary environment impacting critical areas, including animal feed and veterinary supplies
    - Focus on veterinary support and animal care for baby elephants
- **\$633,663 Operating Deficit**, excluding amortization and depreciation
- **Non-Measure Z Capital Projects:** Requests of \$915,800

# 2024 Measure Z Operating Budget

- **\$7,085,000 Measure Z support for operations**
  - Approximately 23% of 2024 FCZ operating budget
  - FCZ Board of Directors approved the operating budget on November 16, 2023

Measure Z Operations Budget for 2024	Proposed	Percentage of Total Budget				
		2024	2023	2022	2021	2020
Animal Care Salaries & Benefits	\$ 3,867,000	70%	80%	83%	90%	100%
Commissary Salaries & Benefits	\$ 314,000	60%	80%	61%	n/a	n/a
Veterinary Salaries & Benefits	\$ 385,000	50%	50%	100%	82%	99%
Maintenance & Horticulture Salaries & Benefits	\$ 1,141,000	50%	60%	42%	n/a	n/a
Animal Feed	\$ 474,000	70%	90%	96%	100%	100%
Animal Exhibit Supplies	\$ 39,000	70%	89%	91%	100%	100%
Veterinary Supplies	\$ 95,000	70%	80%	100%	100%	n/a
Water Quality Supplies	\$ 95,000	70%	80%	100%	100%	100%
Utilities	\$ 674,880	59%	81%	93%	92%	n/a
Wire Fees	\$ 120					
<b>Total</b>	<b>\$ 7,085,000</b>					

# Projected Measure Z Receipts

	FCZ Projections		FZA Projections	
	2023	2024	2023	2024
January	1,619,655	1,638,486	1,689,090	1,601,234
February	2,349,168	2,242,553	2,474,984	2,191,567
March	1,592,144	1,662,391	1,543,976	1,624,595
April	1,605,823	1,555,158	1,660,083	1,519,800
May	2,053,189	1,851,386	2,012,815	2,014,828
June	1,782,796	1,720,527	1,688,134	1,689,822
July	2,134,227	2,043,555	2,281,091	2,110,258
August	1,772,264	1,940,184	2,025,783	1,902,869
September	1,772,264	1,670,084	1,723,972	1,752,360
October	1,933,736	1,822,246	2,137,760	1,912,018
November	1,947,969	1,835,659	1,981,805	1,926,091
December	1,811,131	1,706,710	1,753,460	1,790,790
	<u>22,374,366</u>	<u>21,688,938</u>	<u>22,972,953</u>	<u>22,036,233</u>
Available for:				
Zoo Authority Admin (2%)	447,487	433,779	459,459	440,725
FCZ Capital Funding (2/3 of remaining 98%)	14,617,919	14,170,106	15,008,996	14,397,005
<b>FCZ Operating Funding (1/3 of remaining 98%)</b>	<b>7,308,960</b>	<b>7,085,053</b>	<b>7,504,498</b>	<b>7,198,503</b>

# Exhibit Maintenance & Capital Projects

Exhibit Renovations/Repairs		
Project	Area	Amount
Partial shade cloth for new hornbill exhibit	Asia West	25,000
Elephant feeder poles	Africa Tembo	14,350
Shade for pinneped hallways and decks	Central Asia/SLC	8,000
Rhino boma changes	Africa Twiga	20,000
Ungulate training wall	Africa Twiga	8,000
Paint inside of orang building	Central Asia/SLC	22,500
Tropical Treasures UV panels	Asia West	5,000
Offload gate for ungulate barn	Africa Twiga	6,200
	<b>Grand Total</b>	<b><u>109,050</u></b>

Capital Purchases		
Project	Department	Amount
EEHV PCR Lab trailer	Veterinary	100,000
EEHV PCR Lab machines	Veterinary	40,000
Laboratory-grade 4C refridgerator	Veterinary	4,100
Laboratory-grade -20 freezer	Veterinary	7,200
Baby proofing for elephants	Animal	118,500
SLC Ozone contact tank replacement	Animal	65,000
AEF concrete and pump repairs	Animal	65,000
Repair of elephant pool jets	Animal	70,000
Replace EOL Metasys network engines	IT	32,900
A/C unit for Orang IDF	IT	8,000
Twiga Terrace drainage upgrades	Maintenance	15,500
Database app	Conservation	30,000
Electric vehicle	Conservation	54,500
Portable AC Unit for Butterfly Garden	Education	6,000
Weedtechnics trailer mounted cart	Maintenance	26,800
Skidsteer	Maintenance	75,000
220 Mig welder	Maintenance	12,000
Electric golf cart w/ dump box (x2)	Maintenance	34,000
Hospital electrical transfer switch	Maintenance	27,800
New work truck	Maintenance	40,000
Gate 7 pathway upgrades	Maintenance	8,500
Education building upgrades	Maintenance	20,000
Interior steel caging - transport van	Veterinary	25,000
Older campus area electrical upgrades	Maintenance	<u>30,000</u>
	<b>Grand Total</b>	<b><u>915,800</u></b>

# 2024 Price Sheet

Selected Ticket Prices	Non-Member					Member				
	2024	2023	2022	2021	2020	2024	2023	2022	2021	2020
Adult Ticket	n/a	14.95	14.95	14.95	14.95	n/a	-	-	-	-
Child Ticket	n/a	8.95	8.95	8.95	8.95	n/a	n/a	n/a	n/a	n/a
Adult Ticket - Fresno County	16.95	n/a	n/a	n/a	n/a	-	n/a	n/a	n/a	n/a
Child Ticket - Fresno County	10.95	n/a	n/a	n/a	n/a	-	n/a	n/a	n/a	n/a
Adult Ticket - Non-Fresno County	19.95	n/a	n/a	n/a	n/a	-	n/a	n/a	n/a	n/a
Child Ticket - Non-Fresno County	13.95	n/a	n/a	n/a	n/a	-	n/a	n/a	n/a	n/a
Museums 4 All*	3.00	n/a	n/a	n/a	n/a	-	n/a	n/a	n/a	n/a
Giraffe Feeding	6.00	6.00	5.00	5.00	5.00	5.00	5.00	3.00	3.00	3.00
Stingray Bay Admission	5.00	5.00	4.00	4.00	4.00	-	-	-	-	-
Stingray Bay Feeding	3.00	2.00	2.00	2.00	2.00	3.00	2.00	2.00	2.00	2.00

\* Museums 4 All is an initiative of the Institute of Museum and Library Services: <https://www.museums4all.org>.

NOTE: Additional prices/discounts offered for seniors, groups, Admissions Plus and Premium ticket holders, etc.

Free attendance includes babies, complimentary ticketholders, Access for All, etc.

Selected Membership Prices	2024	2023	2022	2021	2020
Family Membership	\$ 150.00	\$ 125.00	\$ 125.00	\$ 99.00	\$ 99.00
Individual Membership	\$ 90.00	\$ 75.00	\$ 75.00	\$ 69.00	\$ 69.00
Membership - Additional Adult	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00	\$ 25.00
Membership - Additional Child	\$ -	\$ -	\$ 15.00	\$ 15.00	\$ 15.00

NOTE: Club memberships, which include additional benefits as well as a donation, are also offered.



# 2024 Price Comparisons

**Assumes a Family of 4 (2 Adults, 2 Children): Fresno County Resident - \$55.80**  
**Non-Fresno County Resident - \$67.80**

Local Attractions		
Movies		\$ 59.00
Adult	16.50	
Child	13.00	
Island Waterpark		\$ 149.96
Adult	39.99	
Child	34.99	
Ghost Indoor Mini-golf		\$ 68.00
Adult	18.00	
Child	16.00	
Blackbeard's Outdoor Mini-golf		\$ 64.00
Adult	16.00	
Child	16.00	
No Surrender - Adventure Course		\$ 54.00
Adult	7.00	
Child	20.00	
Defy - Trampoline Park		\$ 111.96
Adult	27.99	
Child	27.99	
Bowling - 2 Games		\$ 77.48
Adult	19.37	
Child	19.37	

California Zoological Facilities		
Happy Hollows Park & Zoo		\$ 72.00
Adult	18.00	
Child	18.00	
San Francisco Zoo		\$ 98.00
Adult	29.00	
Child	20.00	
Sacramento Zoo		\$ 82.50
Adult	23.50	
Child	17.75	
Oakland Zoo		\$ 88.00
Adult	24.00	
Child	20.00	
Santa Barbara Zoo		\$ 80.00
Adult	25.00	
Child	15.00	
Living Desert Zoo		\$ 139.80
Adult	39.95	
Child	29.95	

**NOTE:** Price comparisons are based upon publicly available 2023 prices.





## AGENDA ITEM 9

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DATE: November 29, 2023  
TO: Fresno County Zoo Authority Board  
FROM: Ronald Alexander, Zoo Authority Board Coordinator  
SUBJECT: 2024 Board Meeting Calendar

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### RECOMMENDED ACTION:

**Approve and adopt the 2024 Zoo Authority regular board meeting calendar as outlined in Attachment A.**

### DISCUSSION:

The Fresno County Zoo Authority holds regular meetings at the Fresno Chaffee Zoo, 894 West Belmont Avenue, Fresno, California as well as occasionally at the Fresno County Employees' Retirement Association, 7772 N. Palm Avenue, Fresno, California. Meetings are regulated and scheduled in accordance with the Ralph M. Brown Act. The Chairman is authorized to schedule special meetings and cancel regularly scheduled meetings in accordance with applicable laws.

Attached is the proposed 2024 board meeting calendar. The calendar includes 12 regular board meetings, which are typically held the last Wednesday of each month. Approval and adoption of the 2024 schedule of regular meetings will establish the official 2024 board meeting calendar.

### ATTACHMENTS:

Attachment A – 2024 Regular Meeting Schedule

# 2024

## FRESNO COUNTY ZOO AUTHORITY BOARD MEETING CALENDAR



Regular Meeting



County Holiday

January						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

February						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29		

March						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

April						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

May						
S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

June						
S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

July						
S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

August						
S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

September						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

October						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

November						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				