



FINANCIAL INFORMATION

The following pages are excerpts from the Calgary Zoological Society's audited financial statements.
Copies of the full set of audited financial statements including related notes are available
by request – please visit www.calgaryzoo.com or call (403)-9300.
The financial condition (page 4) is not a part of the audited financial statements.

DECEMBER 31, 2012

BALANCE SHEET

As at December 31, 2012 (in thousands of dollars)

| | <i>Operating Fund \$</i> | <i>Capital Fund \$</i> | <i>Venture Fund \$</i> | <i>Endowment Fund \$</i> | <i>Total 2012 \$</i> | <i>Total 2011 \$</i> |
|---|------------------------------|----------------------------|----------------------------|------------------------------|--------------------------|--------------------------|
| ASSETS | | | | | | |
| Current assets | | | | | | |
| Cash | 12,955 | (1,406) | 1,643 | - | 13,192 | 7,611 |
| Accounts receivable | 1,056 | 1,021 | 25 | - | 2,102 | 1,417 |
| Inventories | 451 | - | - | - | 451 | 374 |
| Prepays | 199 | 9 | - | - | 208 | 119 |
| Due to (from) funds | 66 | (373) | 307 | - | - | - |
| | 14,727 | (749) | 1,975 | - | 15,953 | 9,521 |
| Investments | - | - | 6,192 | 870 | 7,062 | 9,150 |
| Capital assets | - | 115,904 | - | - | 115,904 | 116,363 |
| Other assets | 71 | 650 | - | - | 721 | 679 |
| | 14,798 | 115,805 | 8,167 | 870 | 139,640 | 135,713 |
| LIABILITIES | | | | | | |
| Current liabilities | | | | | | |
| Accounts payable and accrued liabilities | 2,568 | 1,414 | 9 | - | 3,991 | 5,147 |
| Accrued vacation liability | 531 | - | - | - | 531 | 598 |
| Deferred revenue | 2,192 | - | - | - | 2,192 | 1,854 |
| Current portion of long-term debt | - | 886 | - | - | 886 | 860 |
| | 5,291 | 2,300 | 9 | - | 7,600 | 8,459 |
| Long-term debt | - | 6,443 | - | - | 6,443 | 7,277 |
| Deferred contributions | 299 | - | - | - | 299 | 391 |
| | 5,590 | 8,743 | 9 | - | 14,342 | 16,127 |
| FUND BALANCES | | | | | | |
| Internally restricted for investment in capital assets | - | 105,807 | - | - | 105,807 | 105,863 |
| Internally restricted | 6,000 | 996 | 6,260 | - | 13,256 | 6,811 |
| Externally restricted | - | 259 | 1,898 | - | 2,157 | 2,429 |
| Endowments | - | - | - | 870 | 870 | 870 |
| Unrestricted | 3,208 | - | - | - | 3,208 | 3,613 |
| | 9,208 | 107,062 | 8,158 | 870 | 125,298 | 119,586 |
| | 14,798 | 115,805 | 8,167 | 870 | 139,640 | 135,713 |

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STATEMENT OF REVENUE AND EXPENSES AND CHANGES IN FUND BALANCES

For the year ended December 31, 2012 (in thousands of dollars)

| | Operating Fund \$ | Capital Fund \$ | Venture Fund \$ | Endowment Fund \$ | Total 2012 \$ | Total 2011 \$ |
|--|----------------------|--------------------|--------------------|----------------------|------------------|------------------|
| REVENUE | | | | | | |
| Admissions | 12,270 | - | - | - | 12,270 | 9,149 |
| Grants | 6,924 | 3,028 | 18 | - | 9,970 | 16,125 |
| Food and beverage | 8,779 | - | - | - | 8,779 | 7,391 |
| Memberships | 3,737 | - | - | - | 3,737 | 3,030 |
| Donations, sponsorships and fundraising | 1,387 | 1,032 | 577 | - | 2,996 | 3,821 |
| Gift services | 2,986 | - | - | - | 2,986 | 1,799 |
| Education programs | 1,391 | - | - | - | 1,391 | 1,074 |
| Parking | 1,126 | - | - | - | 1,126 | 785 |
| Other | 434 | 4 | 77 | - | 515 | 545 |
| | 39,034 | 4,064 | 672 | - | 43,770 | 43,719 |
| EXPENSES | | | | | | |
| Salaries, wages and benefits | 17,688 | - | 393 | - | 18,081 | 17,286 |
| General and administrative | 5,597 | 391 | 124 | - | 6,112 | 6,126 |
| Amortization | - | 5,202 | - | - | 5,202 | 4,795 |
| Cost of goods sold | 3,880 | - | - | - | 3,880 | 2,942 |
| Facility operations and maintenance | 2,541 | - | 7 | - | 2,548 | 2,455 |
| Project expenditures | - | 1,893 | - | - | 1,893 | 322 |
| Animal upkeep | 653 | - | - | - | 653 | 511 |
| Botanical | 154 | - | - | - | 154 | 133 |
| Donations, grants and scholarships | - | - | 103 | - | 103 | 27 |
| | 30,513 | 7,486 | 627 | - | 38,626 | 34,597 |
| Excess of revenue over expenses before the undernoted | 8,521 | (3,422) | 45 | - | 5,144 | 9,122 |
| Change in fair value of investments | 316 | - | 88 | - | 404 | (326) |
| Investment income | 130 | - | 34 | - | 164 | 178 |
| Excess of revenue over expenses | 8,967 | (3,422) | 167 | - | 5,712 | 8,974 |
| Balance - Beginning of year | 3,613 | 107,493 | 7,610 | 870 | 119,586 | 110,612 |
| Interfund transfers | | | | | | |
| To support capital additions | (2,420) | 2,420 | - | - | - | - |
| To support loan repayments | (571) | 571 | - | - | - | - |
| For ZooVision and Conservation | (447) | - | 447 | - | - | - |
| Other | 66 | - | (66) | - | - | - |
| | (3,372) | 2,991 | 381 | - | - | - |
| Fund balances - End of year | 9,208 | 107,062 | 8,158 | 870 | 125,298 | 119,586 |

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FINANCIAL CONDITION

For the year ended December 31, 2012 (in thousands of dollars)

OPERATING

The opening of Penguin Plunge, favourable weather and new baby tigers were all but a few things that contributed to record attendance in 2012, which, in turn, drove strong operating results. The 2012 excess of operating revenue over expenses was \$8,967 compared to \$3,914 in 2011. The Calgary Zoo generates operating revenue from a variety of sources including, but not limited to, its guests, the City of Calgary annual operating grant and the zoo's generous donors and sponsors. Operating revenues totalled \$39,034 in 2012. Gate admissions accounted for the largest portion of the zoo's 2012 operating revenues at \$12,270. While visiting the zoo, guests spent \$11,765 on food, beverage and gift services. Grants rounded out the top-three operating revenue sources at \$6,924. Total operating expenses in 2012 were \$30,513. Salaries, wages and benefits paid to the zoo's employees and City of Calgary staff working at the zoo accounted for 58 per cent of operating expenses, totalling \$17,688. General and administrative expenses were the second largest operating expense in 2012 at \$5,597. Communications, advertising and contracted services combined accounted for 63 per cent of this amount. Animal upkeep includes food, enrichment and supplies to care for the zoo's collection and was approximately \$653 during 2012.

CAPITAL

During 2012, the Calgary Zoo expended \$4,734 on capital assets, including buildings such as Penguin Plunge that opened in February, exhibits, equipment, technology and artifacts. In addition to the above, the zoo spent \$42 on other assets, as it finalized its long-term future in the form of a master plan.

VENTURE FUNDS

The Calgary Zoo's venture fund reports internally and externally restricted resources that are used for conservation and scientific study purposes and funds designated for long-term initiatives such as new building infrastructure. These efforts are largely funded through the generous support of the community. As mentioned earlier, examples of our 2012 conservation outreach and research efforts included supporting penguin conservation projects in Tristan da Cunha and Antarctica; bongo anti-poaching and surveillance in Kenya; consulting on critical red panda conservation planning in China; ongoing research into the population decline of northern leopard frogs in Alberta; continuing work in the recovery of black-footed ferrets and much more.

ENDOWMENT FUND

During 2012, there was no change in the overall balance of the endowment fund managed by RBC Global Asset Management Inc.