

ANNUAL REPORT 2010



MISSION STATEMENT

TO SECURE A BETTER WORLD FOR ANIMALS THROUGH HUMAN UNDERSTANDING

Denver Zoo receives major funding from the Scientific & Cultural Facilities District (SCFD) which was created by metro Denver voters in November 1988. SCFD supports hundreds of organizations in Adams, Arapahoe, Boulder, Broomfield, Denver, Douglas, and Jefferson Counties. Our sincerest thanks to all for this important

Denver Zoological Gardens is established and maintained by the Denver Zoological Foundation, Inc., for the people of the City & County of Denver and for the general public in cooperation with the **Denver Parks and Recreation Department.**







Polar bear Cranbeary returned to Denver Zoo after several years at Memphis Zoo. Cranbeary, born at Denver Zoo in 2001,

has always been a visitor and staff favorite.



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Photo credits: Jen Bahmeier, Lauren McCain,

Dave Parsons, Rich Reading,

Jenna Riggen

Graphic design: Peak Creative Media

Editorial Team: Pat Moredock and Craig Piper

FRONT COVER

Female orangutan Hesty was born to first-time parents Mias and Nias on June 19, 2010. Nias is an attentive mom but needed help from animal and vet staff getting through some critical early weeks as she figured out nursing.

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Zookeeper Gabe Kibe inspects the mouth of the zoo's young male hippo, Mahali. This is just one example of how we utilize training in our animal care programs.

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INTRODUCTION

uring 2009, Denver Zoo staff, board, and volunteers demonstrated their dedication, creativity, and resilience in the face of one of the steepest economic declines in U.S. history. Guests and supporters proved to be loyal, recognizing the zoo as a good family value. At year end, we fulfilled our goal to preserve every job, maintained our programs, and posted a modest positive financial result at a time when many colleagues in the

nonprofit and cultural community experienced significant losses.

We entered 2010 cautiously optimistic but with a very conservative plan in place. We projected a flat economy so we maintained focus on core operations and key mission-driven animal care, education, and conservation programs. The year proved to be quite successful as we experienced the second highest attendance in our history and growth in education

The addition of an island in March 2010 in the lower waterfowl pond provided an important stimulation for successful breeding of Chilean flamingos. The pictured flamingo chick "Sueno" was one of two chicks hatched in August 2010, which was the first successful breeding of flamingos since 2003.



and conservation programs in Denver and across the globe. We experienced a strong financial year which allowed us to reward staff, to make some key facility improvements for our animals and guests, and to increase our unrestricted reserves that are so critical in providing financial stability in challenging times.

We're grateful for the steadfast support of the largest membership of any Colorado cultural organization and our many other partners and supporters who helped make 2010 such a success.

In October, Denver Zoo adopted a new strategic plan that will guide our primary activities in the coming three years. We're indebted to the more than 70 staff and trustees in addition to other key community stakeholders who participated in shaping the plan that is designed to strengthen the zoo's ability to fulfill our mission to secure a future for animals through leadership in direct conservation action and by serving as a model for others.

I hope you'll enjoy this 2010 annual report that outlines a small portion of Denver Zoo's primary activities and accomplishments.

Craig Piper
President/CEO



ANNUAL MESSAGE 2010

A Year of Recovery and Transformation

ollowing a challenging 2009 due to the tremendous downturn in the economy, we will remember 2010 as a year of recovery, new arrivals, exciting transformation, and dedicated people. The following summarizes a few of the year's highlights.

RECOVERY

While we realized slow economic improvements in metro Denver, 2010 attendance proved to be the second highest in zoo history. We

welcomed 1,883,167 guests to the zoo and served an additional 84,672 with outreach programs in schools, libraries, and community centers across Colorado and Wyoming. In total we served 1,967,839 people, only about 15,000 fewer than the all-time attendance record year of 1995 when we celebrated the birth of polar bears Klondike and Snow. We also were fortunate to have the continued support of our loyal members as we celebrated an all-time record 64,010 member households.



While zoo attendance and membership remained strong, we continued to operate in 2010 with a conservative budget focusing on core animal care and guest services. Staff salaries remained frozen and we suspended employer matching for employee contributions to our 403b retirement program as we had in 2009. We expected a flat economy and wanted to protect every zoo job as we had successfully done the previous year. Luckily, we saw modest rebounds in a number of revenue areas including the Scientific and Cultural Facilities District (SCFD), concessions income, and corporate rentals which rose 5.9%, 7.4%, and 13.2% respectively. We further benefitted from mild December weather which helped us achieve a record Zoolights attendance of 185,655, a 32% increase compared to 2009.

During the year, we did find it necessary to institute our first admission price increase in six years. The one dollar per person increase was part of a two-stage financial plan to first cover significant increases in existing operating expenses including employee health care costs (+42%), animal feed (+65%), veterinary care (+54%), and supplies to maintain facilities (+26%), for example. We expect the second phase of the plan will involve an admission increase in 2012 when we open our groundbreaking Asian Tropics experience which is projected to add an additional \$1.5 million to our annual operating budget. We remain focused on keeping zoo admission fees as low as possible and to maintain accessibility for everyone no matter their economic means. Zoo admission remains less expensive than other major cultural organizations in the region and we were pleased to provide free admission in 2009 to 420.913 individuals. We also provided scholarships to 44,203 people valued at \$167,897 through the zoo's Red

Apple Fund for Lifelong Learning which is largely funded by proceeds from our annual Brew at the Zoo and other generous corporate and individual donors.

As a result, we had a strong financial year and were able to provide one-time bonuses to each employee and to replenish the employer match on the retirement plan at year end. We also were able to reserve funding for a much needed facelift in Northern Shores to be completed in 2011. The project will include renovation of the Northern Shores Cafe to allow a broader menu and the addition of much needed covered seating, better viewing for the popular sea lion show, and a play space designed for preschool and early elementary aged children.

After funding each of these initiatives at year-end, we were still able to finish the year with a healthy net income of \$942,620. This is a strong result and part of our long-term effort to build up unrestricted reserves to

Our Siamese crocodiles have

been successfully trained to go into their holding area on command. This allows keepers to tend to their exhibit on a regular schedule, rather than wait for the crocodiles to decide to move around on their own accord.



protect the zoo should a significant emergency interrupt operations. We are working to build reserves equivalent to 180 days of normal operating expenses. We have currently set aside \$9.8 million representing 145 days of operating reserves.

We also experienced a rebound in the value of the zoo's endowment which is managed by Colorado Zoological Trust, a separate support organization created in 1997 expressly to manage the zoo's endowment investments. In 2010, the endowment's net assets increased 12.6% compared to 2009.

ARRIVALS

While we didn't open any new exhibits in 2010, a large part of the year's success may be attributed to a number of significant new animal arrivals, whether through acquisition from another zoo or births and hatchings. Three of the most exciting births were four Amur tiger cubs on May 31, a California sea lion on June

13, and a Sumatran orangutan on June 19. The tiger cubs were born to first time mother Koshka and father Waldemere. Koshka proved to be a wonderful mother caring for each of the cubs inside her den for the first three months of life until they were mobile enough to safely negotiate the outdoor exhibit. Their raucous play and patient mother have been a hit with zoo guests ever since their debut. California sea lion Ady was born to first time parents Nick and Luci, the first Denver Zoo sea lion birth in nearly twenty years. Luci also proved to be an attentive mother, teaching Ady to swim at a very young age.

Hesty the orangutan was also a first time Denver Zoo birth for her species in two decades but she didn't have a smooth start. Keepers had worked with first time mother Nias during her pregnancy to train for a number of key maternal behaviors and to assist with prenatal care. Nias learned to position her belly at a small access

door to facilitate ultrasound exams, she learned to hold a stuffed animal baby to her breast in proper nursing position and she learned to hold her "baby" out to keepers for examination to name a few. After birth, Nias proved to be an attentive mother but, like many first time human mothers, needed a bit of help learning to nurse. Our primary goal was to keep mother and baby together to preserve their bond, but we needed to ensure Hesty was getting adequate nutrition and care. Eventually, Hesty became dehydrated and needed support. Although we were forced to separate her from her mother for a few weeks, keepers and veterinarians provided around the clock care immediately adjacent to Nias' bedroom so that she could always see Hesty. Once stabilized, veterinarians anesthetized Nias and Hesty was assisted to latch on to mom's breast so that Nias could awaken to her infant nursing. Thanks to this assist from caregivers, Nias and Hesty remained bonded while Nias



perfected her maternal skills and they are now one of the most popular pairs for zoo guests to Primate Panorama.

While these three births were extremely popular and covered by local media, we had a number of other notable births and hatchings. They included our second successful birth of a rare Madagascar aye-aye, DeBrazza's monkey, komodo dragons, caiman lizards, black-footed penguin, boat-billed heron, elephant shrew, giraffe, Egyptian plover, vampire bat, Javan hump-headed lizard, and a number of highly endangered frog species.

Not all of our 2010 arrivals resulted from births. During the year, we welcomed polar bear Cranbeary back to the zoo where she was born in 2001 after she spent 4 years at Memphis Zoo. We also welcomed a female Malayan tapir Rinny who will be paired with male Benny in the new Asian Tropics exhibit in 2012. In February, Dorian the fossa (pronounced 'foose') joined us on loan

from the San Diego Zoo. We're thrilled to exhibit this unique Madagascar carnivore that is found in few zoos.

While we were thrilled with these new arrivals, our enthusiasm was tempered by the loss of some very special zoo residents, especially the loss of polar bears Voda and Frosty. Voda was a beloved 23-year Denver Zoo animal and mother to five bears including Cranbeary. Frosty was a 26-year old bear who came to Denver Zoo in 2006 as a mate for Voda.

TRANSFORMATION

In December 2009, we broke ground on Asian Tropics, the largest exhibit project in the zoo's history. Throughout 2010, we witnessed transformation of the 10-acre site, first with demolition of hoofstock paddocks and relocation of hay storage and other support facilities to another area of the zoo. This was followed by installation of new infrastructure, huge animal pools,

and partial construction of ten new buildings. Construction will continue on this one-of-a-kind facility through 2011 with an opening slated for late Spring 2012.

During 2010, we largely completed two Asian Tropics related projects in adjacent City Park: renovations to Duck Lake and construction of a zoo-dedicated greenhouse. Duck Lake is one of Colorado's most significant rookeries for several bird species. It has experienced degradation as a bird habitat through erosion and poor water quality. Partnering with the Department of Parks and Recreation and with additional support from Great Outdoors Colorado, we were able to restore the lake's nesting island and to modify the structure of the lake to improve water quality. Additional landscaping will be accomplished in 2011 after nesting season to further enhance the quality of this important wildlife habitat. The new zoo greenhouse will be utilized to cultivate



exhibit plants as well as some that will serve as feeding enrichment or have medicinal value for our animals.

During the year, we also completed a number of improvements to the keeper work areas in the feline buildings and constructed improved outdoor animal housing at the Conoco Wildlife Theater.

DEDICATED PEOPLE

Successful conservation is truly about people and we're fortunate to have so many staff and partners who ensure our conservation and education efforts continue to grow and thrive. During 2010, Denver Zoo led field conservation programs in more than 25 countries on every continent except Antarctica. While many of our programs include scientific study of specific species in a given habitat, most of our conservation work focuses on community based education and policy making designed to help animals by helping people.

During 2010, we expanded our Africa programs by adding a second staff person, Dr. Glyn Maude, as a post doctoral researcher based in Botswana augmenting our existing work with African carnivores and a number of other species already active in northern Kenya.

In Peru, Denver Zoo biologists, planners, and educators continue to expand our efforts to protect the little known Lake Titicaca frog whose numbers appear to be declining rapidly due to "overfishing" for use in frog shakes believed by some to have health benefits, and negative changes in the lake's ecosystem including pollution and introduction of fish species that may be preving on the frogs. During 2010, Denver Zoo staff worked with colleagues to set up a frog research and breeding laboratory at Peruana Cayetano Heredia University in Lima designed to foster breeding of an insurance population in human care. Frogs in the lab

did produce eggs and tadpoles, a significant accomplishment that suggests the frogs are housed in an appropriate habitat. Unfortunately, we have not been successful yet in producing fully developed frogs. Public awareness programs were expanded through our financial, design, and education support to construct an Amphibian Education Center at Lima's Huachipa Zoo and by facilitating a stakeholder meeting for a large number of people interested in conserving frogs. We also continue our work to better understand the culture and the economy of people who depend on Lake Titicaca for their livelihood in order to develop alliances and strategies necessary to help benefit both people and frogs.

During 2010, we also continued our long-term multi-faceted conservation programs in Mongolia. The United Nations named our efforts in the Ikh Nart Reserve as a model conservation program worthy of replication



in other places. It has been an extremely successful effort in terms of significant work in basic science with a number of species, building local interest and capacity to protect wildlife and the environment, and for influencing positive government policy and support. We also expanded our work in more tropical areas of Vietnam and Indonesia as part of our efforts to link the upcoming Asian Tropics exhibit with our field conservation.

Not all our work is far from home.

Denver Zoo remains committed
to core conservation programs in
Colorado and neighboring states.

After relocating the zoo's bison to
protected private land in Colorado as
part of the effort to make room on
the zoo campus for Asian Tropics,
we initiated a multi-site study of the
impact of bison on grassland habitat
and species diversity. Anecdotal
information from other sites indicate
bison have a positive influence by
controlling invasive plants that degrade

diversity of grasses and other plants that are beneficial to maintaining a healthy environment for a number of other mammal, bird, and reptile species. Denver Zoo's work is designed to accomplish more rigorous scientific work that may prove helpful as well to cattle ranchers and others dependent on healthy grassland systems.

Denver Zoo contributed to local conservation in a number of other ways during the year. We hosted our popular annual prairie dog day to promote knowledge and awareness regarding the value in protecting prairie dogs. Conservation staff members Dr. Rich Reading and Amy Masching co-edited a book entitled Awakening Spirits: Wolves in the Southern Rockies which documents multiple perspectives on the feasibility and desirability of returning gray wolves to the Southern Rockies. We also presented our annual Denver Zoo Conservation Award to Dr. Patricia Cramer, a Research Assistant

Professor at Utah State University who has made significant contributions to work in transportation ecology and wildlife connectivity. She has been a strong advocate for the creation and appropriate design of wildlife crossings to bridge highways including one proposed over I-70 near Vail.

We're extremely proud that 45 of Denver Zoo's staff participated in field conservation programs during 2010. We will expand this number in the coming years so that more and more of our staff will be able to employ their expertise in direct conservation action in support of our mission. We firmly believe that every one of our staff members has something to contribute, not just our conservation biology, animal care, and education staff. One fine example during 2010 involves long-time veteran Denver Zoo carpenter Dallas Meads who traveled to Borneo and Sumatra to improve facilities at a number of reserves where orangutans



orphaned or rescued from wildlife pet trade are supported and prepared for introduction into the wild. Dallas continues to be a valuable part of the project because of his wealth of experience in constructing and maintaining animal habitats in a zoo setting for more than 30 years.

During 2010, we continued to makes strides in green initiatives and remain the only fully ISO 14001 certified zoo in the United States. We started and completed a number of projects identified in our sustainable management system (SMS) that further our long-range goal to be a zero waste facility by 2025. We also support and promote alternative commuting for zoo staff by purchasing public transit passes for every employee and promote carpooling and biking. Our Planning Department furthered our work to construct a waste to energy system as part of the Asian Tropics project. When fully realized, the system is

projected to convert 90% of the zoo's entire waste stream (animal waste, guest trash, and operations waste) into usable energy on property and reduce our contribution to landfills by 1.5 million pounds annually. In recognition of the zoo's many green initiatives, the Colorado Department of Health and Environment named our Workplace Conservation Committee a Sustainability Champion.

2010 proved to be another strong year for our education programs. During the year, our skilled educators expanded our school programs, summer camps, teacher professional development programs, and bilingual programs, as well as outreach programs in western Colorado and throughout Wyoming. We also dedicated increased resources to program evaluation. Collaboration with school districts and informal educators are also critical parts of our work as we strive to provide top quality education to many

audiences. During 2010, for example, we partnered with Colorado State University Extension to host a number of workshops designed to coordinate efforts among informal educators at Denver Zoo, Denver Museum of Nature and Science, Denver Botanic Gardens, Denver Art Museum, and Denver 4H to better serve diverse audiences who traditionally don't participate in science and nature programming. Another multi-year partnership was established between Denver Museum of Nature and Science, Denver Zoo, Denver Botanic Gardens, Denver Public Schools, Aurora Public Schools, and Adams 14 Schools to form Denver Urban Advantage with funding from the National Science Foundation. The multi-year program will engage teachers and students in inquiry based learning opportunities to do, think, and explore like scientists both in and out of the classroom. It is designed to enhance the ability



of middle school teachers to provide science, technology, and math education and improve access to science organizations and practicing scientists for diverse audiences.

It would be difficult to accomplish many of our conservation and education goals without tremendous support from the community and a number of zoo events. In 2010, Do at the Zoo netted \$431,500 for Asian Tropics. We're grateful to zoo trustee Kelly Eisinger who chaired the event and Presenting Sponsor Haselden Construction. Brew at the Zoo sponsored by Mountain States Toyota was a complete sellout with 3.015 attendees. The event raised \$121,850 to support the zoo's Red Apple Fund that provides scholarships for students lacking the financial resources to have access to the zoo and its programs.

We are fortunate to have a dedicated corps of staff, volunteers, and trustees to advance Denver Zoo's mission.

During 2010, we welcomed two new members to our Executive Leadership team. Jean Ellis and Brian Aucone joined us as Vice President for Development and Membership and General Curator, respectively. Our team of Predator Ridge zookeepers were honored with the American Association of Zookeepers' (AAZK) Jean Hromadka Excellence in Animal Care Award. We're especially pleased that our entire team received the award that has historically been bestowed on an individual.

We're also fortunate to have a talented cadre of 710 teen and adult volunteers who contributed a collective 80,034 hours of service during the year, equivalent to 38.5 full-time workers. Two of our most dedicated volunteers, Jan Holman and Mike Lestition, celebrated an amazing 35 years of continuous service to the zoo.

We're grateful to our Board of Trustees, especially Board Chair Patrick Green, Executive Vice Chair Katie Schoelzel, Vice Chair of Finance Meyer Saltzman, and Secretary Bei-Lee Gold for their dedication and leadership. During 2010, we were honored to welcome Rob Alvarado, Lou Clinton, and Rob Kaufmann as new board members and Tim Atkeson was elected Trustee Emeritus in recognition for his many years of dedicated service to the Board.

Denver Zoo continues to thrive with a strong 2010 and strives to achieve leadership and excellence in conservation and education. We appreciate our guests, colleagues, partners, supporters, political leaders, and citizens of the seven-county Scientific and Cultural Facilities District who help make this possible.



ANIMALDEPARTMENT

STATUS OF THE ANIMAL COLLECTION DECEMBER 31, 2010

| CLASS | SPECIES | SPECIMENS | | | |
|---------------|---------|-----------|--|--|--|
| Invertebrates | 40 | 218 | | | |
| Fishes | 170 | 1681 | | | |
| Amphibians | 24 | 169 | | | |
| Reptilia | 122 | 378 | | | |
| Aves | 177 | 584 | | | |
| Mammalia | 108 | 669 | | | |
| TOTAL | 641 | 3699 | | | |

SIGNIFICANT BIRTHS/HATCHINGS

- Javan hump-headed lizard
- Dwarf Budgett's frog
- Tawny frogmouth
- Roul-roul
- Green-naped pheasant pigeon
- Violaceous euphonia
- Small Javan forest dragon
- Dall's sheep
- Reticulated giraffe
- Rocky Mountain bighorn sheep
- Egyptian plover
- Blue-crowned motmot
- Crested oropendola
- Leaf-nosed ratsnake
- Malay great argus
- Siberian/amur tiger
- Electric blue gecko
- Sumatran orangutan
- California sea lion
- Mexican spiny-tailed iguana
- Boat-billed heron
- Lesser kudu
- Green aracari
- Many-horned adder
- Bali/Rothschild's mynah
- Green-winged dove
- Tentacled snake
- Chilean flamingo
- Black-and-rufous elephant shrew
- McGregor's tree viper
- Caiman lizard
- Komodo dragon
- Palm cockatoo
- DeBrazza's monkey
- Knobtail gecko
- Aye-aye
- Marojejy rainbowfish



TWO OF OUR SIX Komodo dragons that hatched in 2010. This was the first time any U.S. or European zoo has ever hatched Komodo dragons for a third time.



ACQUISITIONS

- Queen angelfish
- Tawny frogmouth
- Malayan tapir
- Madagascar spider tortoise
- Fossa
- Pygmy marmoset
- White-collared yuhina
- Black-footed penguin
- Louisiana pine snake
- Goeldi's monkey
- Polar bear
- African jacana
- North American otter
- Roseate spoonbill
- Snow leopard
- Palm cockatoo
- Crocodile monitor
- Hottentot teal
- Moojen's fer-de-lance
- Kirk's dik-dik
- African pygmy falcon
- Golden-breasted starling
- Nicobar pigeon
- Red-capped mangabey
- Frilled lizard
- Blue koran angelfish
- Kea
- Black tree monitor
- Panther chameleon
- Emperor tamarin
- Silvery-cheeked hornbill
- Okapi
- Cinereous vulture
- Saddle-billed stork



The acquisition of a male Kea "Sorento" in October 2010 to pair with our existing female "Anna" will hopefully lead to successful breeding of this fascinating parrot species from New Zealand.

Rinny, a female Malayan tapir, arrived here from the Woodland Park Zoo in Seattle, WA. She will be introduced to male Benny for breeding and move to Asian Tropics in the future.



EVENTS

Boo At The Zoo is one of the zoo's most highly attended events. Boo provides a safe environment for children to collect candy as they move about the zoo enjoying the animals.



Brew At The Zoo has become a must-do event with the over 21 crowd. Tickets have sold out for two years running. Proceeds benefit the Zoo's Red Apple Fund for Lifelong Learning.







Zoomily is a fun-filled event benefiting the Red Apple Fund. Costumed kids interact with storybook characters like Little Miss Muffet.





Do At The Zoo, our most popular fundraiser and a premier culinary event, has raised more that \$8 million for zoo projects.

PEOPLE

Denver Zoo has hosted overnights in the Gates Education Center since 1998. Now in its third year, the Primate Panorama Safari Camp provides an exciting new opportunity to sleep in tents during summer months.

Two of our younger zoo guests enjoy the always-entertaining banded mongoose in Predator Ridge.









Asian elephant Dolly enjoys some interaction with Curator Dale Leeds during her morning bath.

Young children learn through play. Zoo programs like Tot Trekkers and KinderQuest encourage kids to explore what it's like to be zookeepers and veterinarians.



Live animals, like this American alligator, inspire inquiry and encourage science exploration in a new project called Urban Advantage. Designed for underserved middle school students, it is a collaboration with other Denver science organizations and local school districts.



2010 DONATIONS

ASIAN TROPICS/ MILLENNIUM CAMPAIGN

\$10,000 OR MORE — NEW GIFTS AND PLEDGES

Lyne and Michael Andrich

Anonymous (4)
Colorado Health Foundation
Connie and Andy Graham
K-M Concessions, Inc.
Katharine and James Kurtz
Jeanne Land Foundation
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Denny O'Malley and Denise Denton
Walter S. Rosenberry,
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Lucille and Robert B. Snyder

Terry and Linda Stevinson

2010 SUPPORTERS — CUMULATIVE GIVING EXCLUDING CAPITAL GIFTS

\$100,000 OR MORE

Anonymous

The Citizens of the Scientific and Cultural Facilities District

Alice B. Walker Estate

\$50,000 - \$99,999

The Anschutz Foundation
Arrow Electronics Inc.
Earthwatch Institute
Encana Oil & Gas (USA) Inc.
Haselden Construction, LLC
Colleen Laughlin Estate
Pepsi Cola Beverages Company

\$25,000 - \$49,999

Ed and Diane Fronapfel Kibongi Market Conservation Sales

Mountain States Toyota

Rocky Mountain Hospital For Children

\$10.000 - \$24.999

Anadarko Petroleum Corporation

Anonymous (2)

Mary J. Armstrong

Scott and Sara Carpenter

Chipotle Mexican Grill

CoBiz Financial

Comfort Dental

Denver Post Charities.

A McCormick Foundation Fund

Denver Zoo Volunteers

Harmes C. Fishback Foundation



student Botilo Tshimologo, and Post-Doctoral Researcher Dr. Glyn Maude (2nd, 4th and 5th from left, respectively) collars an African wild dog in the Central Kalahari Game Reserve in Botswana to learn more about this dwindling species.

Four Seasons Hotel Denver Bob and Joanie Herndon **Hewit Family Foundation** William D. Hewit The Mabel Y. Hughes Charitable Trust Marybelle L. Iliff Estate Kiewit Building Group Inc. K-M Concessions, Inc. Sally K. McLean T. Kevin and Mary McNicholas Sally and Mark Murray Dr. and Mrs. James S. Ogsbury III Susan and Eddie Robinson Dr. Barry R. Rosenbaum Scott and Katie Schoelzel Martin and Jo Ann Semple Thomas Siratovich Trust For Mutual Understanding U.S. Bank WhiteWave Foods **Xcel Energy Foundation**

\$5,000 - \$9,999

Anonymous
Anza-Borrego Foundation
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Peter and Ella's Crossing is one of the most unique features of the new Asian Tropics exhibit. It will be spectacular to see elephants, rhinos, and tapirs cross overhead.

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Roland and Julie Frank Diane Freeman and Mark Sippel Don and Debbie Frei

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6,000 in Botswana, prompting our research into causes.

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Jen Bahmeier with Kenyan students from Mpala primary school in the Laikipia District in front of a mural they painted as part of one of Denver Zoo's outreach programs for rural students.

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In memory of Joe and Louise Zaro, Ms. Gina Zaro and Mr. Guy Ohl

Jan Zinkl

Kathleen M. Zipp



FINANCIAL CONDITION

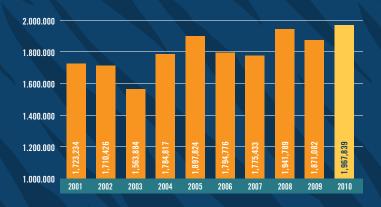
enver Zoo experienced an upswing in revenue growth in conjunction with the positive economic indicators throughout the Denver region in 2010. The upward momentum allowed the zoo to enjoy a financially successful year as shown on the Detailed Schedule of Revenue, Support and Expenditures, an excerpt from the audited financials of the Denver Zoological Foundation and Colorado Zoological Trust as compiled by the auditing firm of Kundinger, Corder & Engle, P.C.

In 2010, Denver Zoo had total unrestricted income of \$25,061,785 from a number of sources outlined on page 29. One of the zoo's largest sources of income is from the Scientific and Cultural Facilities Tax District (SCFD), a 1/10 of 1 percent sales tax collected in a seven-county district. This revenue at \$6,220,333 represented 24.8% of total general operating income in 2010 and increased 6% compared to 2009. The budget for this was originally projected to be flat from 2009; therefore, the

TOTAL PEOPLE SERVED 2001-2010

AVERAGE = 1,803,110

(includes on-grounds attendance & offsite outreach programs)



ON-ZOO-GROUNDS ATTENDANCE 2001-2010

AVERAGE = 1,656,813



additional revenue suggested positive economic recovery in the Denver area although 2010 tax collections were still 7% below their 2007 high marks. Gate Admissions represented 25.7% of total operating income in 2010 and included a \$1.00 rate increase in all categories which went into effect in June following approval by the Denver Zoological Foundation Board of Trustees and Denver City Council. Membership income at 18.9% of revenue also included a rate increase of \$10 per membership category which was implemented at the beginning of the year. Revenue from concessions, managed by K-M Concessions, increased 7.5% over the prior year and this revenue corresponds to strong attendance. Total on-grounds attendance in 2010 was 1,883,167, making it the second highest attendance in the zoo's history. Concession income increased most markedly in gift and food sales. including catering, while income from rides decreased from the prior year. Education income at \$1,215,499 was slightly higher than 2009 and reflects

programs that were at full capacity. Donations, both cash and in-kind, to general operating income represented 2.9% of total general operating income in 2010. This includes a special group of patron level Zoo Pride donors who contribute at least \$275 annually. This area exceeded budget by \$50,000 in 2010, which is evidence of both loyal community support and improvement in the economy. Special events at 5.9% of general operating revenue include both marketing events such as Zoolights, and membership events such as breakfast walks. Zoolights surpassed all expectations with a whopping 32.1% attendance increase compared to 2009. A record 185,655 people enjoyed this holiday tradition.

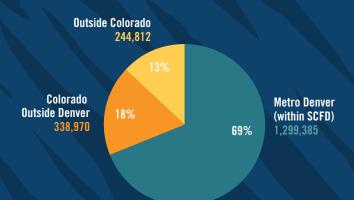
An important number that is excluded in 2010 is support from the City and County of Denver for utility reimbursement. In 2009, the City sold the balance of the \$26,500,000 of Zoo Improvement Bond funds approved by voters in 1999 on behalf of the zoo at a premium of \$2,300,000. The City gave the entire premium to the zoo in

2009 in lieu of a regular general fund transfer in 2010. The zoo was required to use the funds only for capital expenditures and, as a result, secured approval from donors to designate their contributions for general operating to cover utility expenses. This strategy helped the City close its operating budget gap while helping the zoo continue to develop Asian Tropics. a 10-acre exhibit that will open in the spring of 2012. The transfer of \$1,661,673 of released capital funds to general operating funds to pay for utilities can be found on the second to last line of the revenue section "Release of Restrictions by Donors" on the Detailed Schedule of Revenue, Support and Expenditures.

Total unrestricted operating expenses in 2010 were \$24,119,165 as shown on page 29. The Animal department represents 24% of total expenses which is consistent with prior years. Animal feed costs, specifically hay and straw, were down for the first time because a large number of ungulates were moved to allow for Asian Tropics construction.

2010 ON-GROUNDS ATTENDANCE BY REGION

TOTAL = 1,883,167



2010 ON-GROUNDS ATTENDANCE BY FEES

TOTAL = 1,967,839



The conservation department represents 2.7% of total departmental expenses and experienced an increase in expenses of 46.8% over the prior year, the bulk of which represented expanded programs. This department operated 92 field conservation and research projects in 2010, inclusive of both domestic and international programs. Marketing expenses at 6.7% of total expense includes the purchase, installation and takedown of Zoolights in addition to the event marketing. The purchase of lights increased significantly in 2010 reflecting the zoo's commitment to conservation by completely replacing older lights with more environmentally friendly LED lights. LEDs use only about 1% of the power of standard (C7) holiday lights, and about 10% of the power of minilights. Administration and Accounting represents 7.5% of total departmental expenses and includes the third year of funding for Strategic Planning. The focus of the planning was on finance, facilities and human capital.

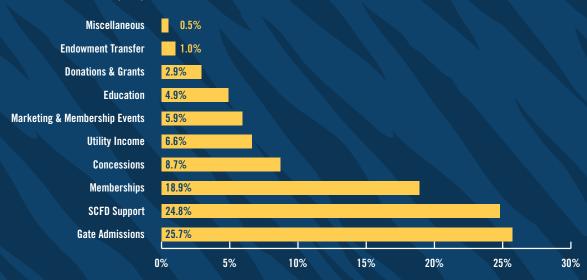
The chart at the bottom of page 29 shows that total Capital expenditures in 2010 was \$22,153,158, the largest amount ever expended in a single year. Over 91% of total capital expenditures or \$20,373,271 was spent on Asian Tropics construction. By year-end, most of the major animal pools and the foundations and walls of the Clayton F. Freiheit Elephant House, the El Pomar Asian Pavilion and the Do at the Zoo Rhino and Tapir Building were under construction. Total turnkey costs will be \$50 million at the completion of this project. While the expenses in the smaller capital items such as Zoo Improvements are dwarfed by those in Asian Tropics, this category includes over \$132,000 invested to improve worker safety in a number of zoo facilities.

During 2010, the zoo's endowment managed by the Colorado Zoological Trust (CZT) grew by \$1,609,726. During the year, \$280,000 was transferred from the endowment to support general operations and education programs.

The economic recovery in the Denver area progressed slowly in 2010 as projected in the year's budget. Staff was cautious about maintaining a balanced budget during the year and continued a freeze on employer match on the employees' retirement plan and most salary increases instituted in 2009. Subsequent to year-end, the Board of Trustees was able to make full matching contributions to the foundation employee's retirement funds and gave all employees a bonus based on our successful financial performance. After making these adjustments, total general operating net income, as shown on the Detailed Schedule of Revenue, Support and Expenditures, was \$942,620 at the end of 2010. Denver Zoo is proud to report this positive result and is grateful to all of its staff, members, donors, citizens of the Scientific and Cultural Facilities District (SCFD), and the City and County of Denver for their generous contributions and support.

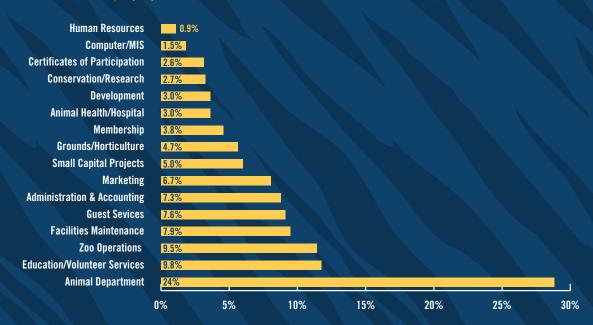
2010 SUPPORT & REVENUE BY SOURCE

TOTAL INCOME: \$25,061,785



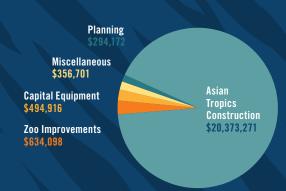
2010 OPERATING EXPENSES BY ZOO DEPARTMENT

TOTAL EXPENSES: \$24,119,165



2010 CAPITAL EXPENDITURES

TOTAL EXPENSES: \$22,153,158



DENVER ZOOLOGICAL FOUNDATION, INC. AND COLORADO ZOOLOGICAL TRUST

DETAILED SCHEDULE OF REVENUE, SUPPORT AND EXPENDITURES YEAR ENDED DECEMBER 31, 2010

| | Unrestricted Funds | | | Temporarily Restricted Funds | | | | Colorado Zoo | | | | | |
|-----------------------------------|--------------------|--------------|-----------------------|------------------------------|------------------------|------------------------------------|---------------------|--------------|---------------------------|---------------------------|--------------|-------------------------------------|-------------------------------------|
| | General Fund | SCFD Fund | Total Unrestricted | Millennium Fund | Other Projects Fund | Total Temporarily Restricted | Total Foundation | Unrestricted | Temporarily Restricted | Permanently Restricted | Total CZT | Total Foundation and CZT 2010 | Total Foundation and CZT 2009 |
| Revenue & Support | | | | | | | | | | | | | |
| Memberships \$ | 4,741,497 | _ | 4,741,497 | - | - | - | 4,741,497 | _ | _ | _ | _ | 4,741,497 | 4,285,599 |
| Donations, gifts and grants | 505,799 | - | 505,799 | 1,332,087 | 458,723 | 1,790,810 | 2,296,609 | 280,007 | 10 | 63,754 | 343,771 | 2,640,380 | 5,281,087 |
| Bond income | _ | - | - | - | - | - | - | _ | - | _ | _ | - | 26,500,000 |
| City and County of Denver support | _ | - | _ | - | - | - | - | _ | - | _ | _ | - | 2,090,600 |
| In-kind contributions | 228,214 | - | 228,214 | - | - | - | 228,214 | _ | - | _ | _ | 228,214 | 155,009 |
| Fund raising events revenue | - | - | - | 799,245 | 402,791 | 1,202,036 | 1,202,036 | _ | - | - | - | 1,202,036 | 1,094,212 |
| Fund raising events expenses | _ | - | _ | (367,884) | (279,146) | (647,030) | (647,030) | _ | - | _ | - | (647,030) | (608,511) |
| Admission revenue | 6,450,346 | - | 6,450,346 | - | - | - | 6,450,346 | _ | - | - | - | 6,450,346 | 6,053,297 |
| Concession commission | 2,189,429 | - | 2,189,429 | - | - | - | 2,189,429 | _ | - | - | - | 2,189,429 | 2,037,586 |
| Investment return | 21,998 | - | 21,998 | 40,276 | - | 40,276 | 62,274 | 253,992 | 183,902 | 1,135,511 | 1,573,405 | 1,635,679 | 3,243,036 |
| Marketing and membership events | 1,474,535 | - | 1,474,535 | - | - | - | 1,474,535 | _ | - | - | - | 1,474,535 | 1,293,549 |
| Education revenue | 1,215,499 | - | 1,215,499 | - | - | _ | 1,215,499 | _ | - | _ | _ | 1,215,499 | 1,194,138 |
| Other revenue | 102,462 | - | 102,462 | - | - | - | 102,462 | _ | - | _ | - | 102,462 | 78,818 |
| SCFD (See Schedule 3) | - | 6,220,333 | 6,220,333 | - | - | - | 6,220,333 | _ | - | - | _ | 6,220,333 | 5,870,382 |
| Release of restrictions by donors | 1,661,673 | - | 1,661,673 | (1,661,673) | - | (1,661,673) | - | _ | - | - | - | - | - |
| Transfers to the Foundation from | 250,000 | - | 250,000 | - | 30,000 | 30,000 | 280,000 | _ | (280,000) | _ | (280,000) | - | |
| CZT Total revenue and support | 18,841,452 | 6,220,333 | 25,061,785 | 142,051 | 612,368 | 754,419 | 25,816,204 | 533,999 | (96,088) | 1,199,265 | 1,637,176 | 27,453,380 | 58,568,802 |
| Expenditures | 10,041,432 | 0,220,333 | 23,001,763 | 142,031 | 012,300 | 734,413 | 23,010,204 | 333,333 | (30,000) | 1,133,203 | 1,037,170 | 27,433,360 | 30,300,602 |
| Program services: | | | | | | | | | | | | | |
| Zoo improvements | 248,885 | 994,428 | 1,243,313 | 20,957,921 | _ | 20,957,921 | 22,201,234 | _ | _ | _ | _ | 22,201,234 | 3,810,509 |
| Certificates of Participation | 635,676 | - | 635,676 | | _ | | 635,676 | _ | _ | _ | _ | 635,676 | 630,027 |
| Member services and promotion | 224,352 | 514,863 | 739,215 | _ | _ | _ | 739,215 | _ | _ | _ | _ | 739,215 | 793,586 |
| Animal care and research | 8,677,546 | 2,787,912 | 11,465,458 | _ | 582,152 | 582,152 | 12,047,610 | _ | _ | _ | _ | 12,047,610 | 12,403,094 |
| Horticulture | 599,303 | 146,438 | 745,741 | _ | - | - | 745,741 | _ | _ | _ | _ | 745,741 | 764,301 |
| Public education | 1,921,760 | 362,744 | 2,284,504 | _ | _ | _ | 2,284,504 | _ | _ | _ | _ | 2,284,504 | 2,206,423 |
| Interns | | 251,951 | 251,951 | _ | _ | _ | 251,951 | _ | _ | _ | _ | 251,951 | 263,850 |
| Guest services | 1,012,782 | 827,398 | 1,840,180 | _ | _ | _ | 1,840,180 | _ | _ | _ | _ | 1,840,180 | 1,778,172 |
| Total program services | 13,320,304 | 5,885,734 | 19,206,038 | 20,957,921 | 582,152 | 21,540,073 | 40,746,111 | _ | _ | _ | _ | 40,746,111 | 22,649,962 |
| Supporting services: | | 2,222,121 | ,, | ,,,, | , | , , | ,, | | | | | ,,=== | , , , , , , , , |
| Office and administration | 2,078,226 | 179,803 | 2,258,029 | _ | _ | _ | 2,258,029 | 27,450 | _ | _ | 27,450 | 2,285,479 | 2,195,075 |
| Fund raising | 858,642 | _ | 858,642 | _ | _ | _ | 858,642 | _ | _ | _ | _ | 858,642 | 722,302 |
| Marketing | 1,589,725 | 29,984 | 1,619,709 | _ | _ | _ | 1,619,709 | _ | _ | _ | _ | 1,619,709 | 1,487,111 |
| Membership development | 72,840 | 103,907 | 176,747 | _ | _ | _ | 176,747 | _ | _ | _ | _ | 176,747 | 133,250 |
| Total supporting services | 4,599,433 | 313,694 | 4,913,127 | _ | _ | _ | 4,913,127 | 27,450 | _ | _ | 27,450 | 4,940,577 | 4,537,738 |
| Total expenditures | 17,919,737 | 6,199,428 | 24,119,165 | 20,957,921 | 582,152 | 21,540,073 | 45,659,238 | 27,450 | _ | _ | 27,450 | 45,686,688 | 27,187,700 |
| Change in net assets | 921,715 | 20,905 | 942,620 | (20,815,870) | 30,216 | (20,785,654) | (19,843,034) | 506,549 | (96,088) | 1,199,265 | 1,609,726 | (18,233,308) | 31,381,102 |
| Net assets at December 31, 2009 | 8,810,564 | 82,893 | 8,893,457 | 35,593,560 | 3,526,974 | 39,120,534 | 48,013,991 | 2,279,089 | 1,328,122 | 9,179,533 | 12,786,744 | 60,800,735 | _ |
| Net assets at December 31, 2010 | | 103,798 | 9,836,077 | 14,777,690 | 3,557,190 | 18,334,880 | 28,170,957 | 2,785,638 | 1,232,034 | 10,378,798 | 14,396,470 | 42,567,427 | 31,381,102 |

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DENVER ZOOLOGICAL GARDENS

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