AT A GLANCE

FROM THE DIRECTOR

2018 was another amazing year at the Toledo Zoo with the re-opening of the beloved tunnel entrance, addition of an incredible new summer ice cream sampling event, Sundae Funday, and our first ever Lake Sturgeon release into the Maumee River. We also welcomed new resident Aashish, the male Indian rhino and celebrated the birth of a female Bactrian camel, Zehra, in early summer. Thank you all for your support of the Zoo and our mission of inspiring others to join us in caring for animals and conserving the natural world. We look forward to many more memories and adventures together!

Sincerely,

Jeff Sailer
CEO/President, Toledo Zoo & Aquarium

ANNUAL REPORT EDITORS
COPY EDITOR / Kim Haddix
ASSISTANT EDITORS / Jeff Sailer, Shayla Bell Moriarity
DESIGNER / Ann Kinsman

TOLEDO ZOO & AQUARIUM
PO Box 140130
Toledo, OH 43614-0130
419-385-5721

2018 BOARD
Angelita Cruz Bridges
Leslie Chapman
Carol Conrado
Dr. Shanda Gore
James Haudan
Pamela Hershberger
Jennifer Hildebrand
James Hoffman
John C. Jones
Dr. Marcia Latta
Richard LeValley
William McDonnell
Don Miller
Bonnie Ranim
Harlan Reishe
Dr. Rudolph Rogers
Ravash Shah
Marc Stockwell
Sara Swisher

FROM THE DIRECTOR

2018 was another amazing year at the Toledo Zoo with the re-opening of the beloved tunnel entrance, addition of an incredible new summer ice cream sampling event, Sundae Funday, and our first ever Lake Sturgeon release into the Maumee River. We also welcomed new resident Aashish, the male Indian rhino and celebrated the birth of a female Bactrian camel, Zehra, in early summer. Thank you all for your support of the Zoo and our mission of inspiring others to join us in caring for animals and conserving the natural world. We look forward to many more memories and adventures together!

Sincerely,

Jeff Sailer
CEO/President, Toledo Zoo & Aquarium

PROMEDICA MUSEUM OF NATURAL HISTORY

2018 ZOOtoDO KICK-OFF

LUMINOUS NIGHTS

CABIN FEVER WEEKENDS PROMO

NEW POLAR BEAR CUB

Look for the play buttons throughout our annual report and click for footage of our animals and events from throughout the year!

TOLEDO ZOO VIDEOS

Look for the play buttons throughout our annual report and click for video footage of our animals and events from throughout the year!

TOLEDO ZOO VIDEOS
1,000 Survival Programs
10,000+ Species
80 through the Association of Zoos and Aquariums
individual animals representing more than
720 species
812 guests during 5 events
WINE TASTINGS
812 GUESTS DURING 5 EVENTS
ZOOBREW
393 GUESTS
1,205 ATENDED ADULT EVENTS
247 EVENTS HELD IN MALAWI EVENT CENTER
LIVE NATION CONCERT SERIES TOTAL ATTENDANCE 7,207
STEVE MARTIN & MARTIN SHORT
BARENAKED LADIES
MUSIC UNDER THE STARS ATTENDANCE 10,104
145,057 GIRAFFE FEED DECK ATTENDANCE
36,558 BASKETS SOLD
28,411 ICE SLIDE RIDERS
45 TOTAL WEDDINGS WITH 6,553 GUESTS
NEARLY 1,000 STAFF MEMBERS
200 FULL AND 800 PART TIME EMPLOYEES
UTILIZED A VOLUNTEER CORPS OF 863 INDIVIDUALS, INCLUDING 375 ZOOTEENS!
10,000+ INDIVIDUAL ANIMALS REPRESENTING MORE THAN 720 SPECIES
PARTICIPATING IN OVER 80 SPECIES SURVIVAL PROGRAMS THROUGH THE ASSOCIATION OF ZOOS AND AQUARIUMS
ANIMAL CARE

VET STATS

The veterinary department is responsible for the health of all the Zoo's animals, a collection spanning more than 10,000 individuals.

**1,100 EXAMS**
**400 BLOOD TESTS**
**897 FECALS**
**570 RADIOGRAPHS**

NEW AT THE ZOO

Swaagat, Aashish. Welcome, Aashish. We are excited to introduce our new three and a half year old male Indian rhinoceros (Rhinoceros unicornis) as our newest resident. Aashish arrived from his birth place, The Wilds in Cumberland, Ohio, as part of a Species Survival Plan recommended move. Indian rhinos, also known as greater one-horned rhinos, are native to India and Nepal, are 10 – 12½ feet in length, stand about six feet tall at the shoulder and weigh 4,000 – 6,000 pounds. They have a prehensile or gripping lip to eat grass, fruit and even farm crops. Their trademark horn can be 8 - 24 inches long. Indian rhinos are listed as vulnerable with a wild population of less than 3,000 animals. The main threat is poaching for their horn, which is used in traditional Chinese medicine and considered a prized decoration in Africa and the Middle East.

Every day is hump day with the birth of a female Bactrian camel on May 6, 2018! The new camel was born to mother, Sasha and father, Cash and has been named Zehra, (zar-rah) which means bright in Mongolian. She was born with two small humps that will fill out as she grows, curly gray hair, weighing 64 pounds and standing about three feet tall. Bactrian camels (Camelus bactrianus) are herbivores that have two humps to store fat and are native to the rocky deserts of central and east Asia. They can grow to be over seven feet tall at their humps, weigh in excess of 1,800 pounds and are the only species of camels left in the wild. The species is listed as endangered as surviving wild herds are believed to number less than 1,000 animals.

EDUCATION

SAFARI DAY CAMPS: 1,367 CAMPERS
Lott-Conlon Foundation and Signature Bank supported scholarships that allowed 67 children with disabilities to attend the summer camp program in 2018.

BEHIND-THE-SCENES TOURS: 360 TOURS FOR 1,507 PARTICIPANTS
2018 had the best attendance and most tours in the history of the program!

ZOO SNOOZE: 137 OVERNIGHTS WITH 5,439 PARTICIPANTS
This program broke previous attendance and revenue numbers and was the program’s best year ever!

PLAY NATURALLY TOLEDO CONTINUED

ZOO EVENTS: ATTENDED BY 7,286 VISITORS
Party for the Planet, Teddy Bear Care Fair and BugFest

FREE COMMUNITY PRESCHOOL
In the first four months of the program, preschool staff provided 190 programs for over 3,400 students. This 90 minute program covers a different theme every month. September – May. The program launched in September and had an overwhelming response by existing area preschool programs. Major participants included TPS Head Start and YMCA.

TOTAL EDUCATION: 1,888 PROGRAMS WITH 671,767 PARTICIPANTS
Note – This number includes external requests (e.g., weddings and festivals), internal requests (e.g., membership events) and train riders with an interpreter.

LUCAS COUNTY OUTREACH PROGRAM PARTICIPANTS FOR 2018:
**443 PROGRAMS FOR 39,710 PARTICIPANTS WITH 273 PROGRAMS FOR 24,440 PARTICIPANTS IN LUCAS COUNTY**

- iEvolve – National Science Foundation Grant – co-PI through Bowling Green State University – Citizen science training and programming with Sandusky City and Perkins Local Schools - $27,398
- STRETCH – BGSU Grant – Science thinking and reasoning through exploration, tinkering, co-play and happenstance – Play Research in Nature’s Neighborhood - $4,490
- R.A. Stranahan, Jr. Charitable Advised Fund – Community Preschool Transportation - $5,000
- PNC – Community Preschool operating support - $10,000
- Lott-Conlon Foundation – summer camp program - $4,050
- Signature Bank – Support for summer camp program - $5,000
TOLEDO ZOO & AQUARIUM

CONSERVATION IN ACTION!

INSPIRING OTHERS TO JOIN US IN CARING FOR ANIMALS AND CONSERVING THE NATURAL WORLD.

EFFORTS

ARCTIC
- Exploring Polar Bear International work surrounding Polar bears and partnering with the Alaska Zoo to further assist with research and recovery efforts to help the species' decline.

WYOMING
- Conservation efforts for the endangered bighorn sheep.

INDIANA & MICHIGAN
- Conservation efforts for the endangered Michigan mink.
- Endangered species conservation efforts to continue.

MEXICO & OHIO
- Conservation efforts for the endangered monarch butterfly.
- Conservation efforts for the endangered sangre de cristo beetle.

CUBA
- Conservation efforts for the endangered cuban parakeet.

ARUBA
- Conservation efforts for the endangered aruban parrot.

MICHIGAN & OHIO
- Conservation efforts for the endangered monarch butterfly.
- Conservation efforts for the endangered karner blue butterfly.

OHIO
- Conservation efforts for the endangered great lakes Restoration Initiative.
- Conservation efforts for the endangered monarch butterfly.

TANZANIA
- Conservation efforts for the endangered elephant.
- Conservation efforts for the endangered tiger.

CHINA
- Conservation efforts for the endangered pandas.
- Conservation efforts for the endangered golden monkey.

PACIFIC ISLANDS
- Conservation efforts for the endangered lonesome geese.
- Conservation efforts for the endangered solomon islands.

AMERICAN SAMOA
- Conservation efforts for the endangered pitcairn albatross.

ARUBA
- Conservation efforts for the endangered cuban parakeet.

CONSERVATION FUNDING
- USFWS: Great Lakes Restoration Initiative $13,000 (Monarchs and Karner Blue Butterfly)
- USFWS: Great Lakes Restoration Initiative $45,000 (Satyrs)
- ODoW: Wildlife Diversity Fund $8,000 (Karner Blue Butterfly)
- Lake Erie Protection Fund $15,000 (Kirtland’s snake)
2018 REVENUE

<table>
<thead>
<tr>
<th>Category</th>
<th>Revenue</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Park Operations</td>
<td>$13,813,303</td>
<td>50%</td>
</tr>
<tr>
<td>Membership</td>
<td>$5,741,746</td>
<td>20.8%</td>
</tr>
<tr>
<td>Lucas County Operating Tax Levy</td>
<td>$5,336,066</td>
<td>19.3%</td>
</tr>
<tr>
<td>Development**</td>
<td>$1,621,485</td>
<td>5.9%</td>
</tr>
<tr>
<td>Education</td>
<td>$603,389</td>
<td>2.2%</td>
</tr>
<tr>
<td>Miscellaneous***</td>
<td>$506,859</td>
<td>1.8%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$27,622,848</td>
<td>100%</td>
</tr>
</tbody>
</table>

* Park operations include admissions, concessions, gifts, catering, parking and rides revenue.
** Contributions, education & special events include Zoo PAL, Companies for Kids, ZOOtoDO, corporate sponsorship, educational programs, special gifts and funds from the Zoo foundation. Some of the funds included in this line are reported differently on our audited financial statements due to being either board designated, temporarily restricted or permanently restricted receipts.
*** Miscellaneous revenue includes investment income, grants and other revenues.

2017 EXPENDITURES

<table>
<thead>
<tr>
<th>Category</th>
<th>Expenditures</th>
</tr>
</thead>
<tbody>
<tr>
<td>Animal Care, Education, Conservation &amp; Facilities</td>
<td>$16,498,767</td>
</tr>
<tr>
<td>Park Operations***</td>
<td>$6,473,316</td>
</tr>
<tr>
<td>Membership Services &amp; Marketing</td>
<td>$2,871,276</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>$2,927,457</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,613,618</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>$29,384,434</td>
</tr>
</tbody>
</table>

Net Excess (Deficit) 1,761,586

Note: Consistent with prior years, depreciation expense is not included in the above figures but capital expenses of $509,144 that were paid from operations are included.

**Cost of goods sold is included in Visitor Services expenditures.

2018 GRANTS (OTHER)

- Clement O. Miniger Memorial Foundation: $30,000 for off-exhibit animal holding facility
- Dana Charitable Foundation: $8,000 for ZOOtoDO
- Stranahan Foundation: $50,000 for elevator in the Aquarium
- Elie and Harry Baumker Charitable Foundation: $5,000 for community art space in the Aquarium
- France Stone Foundation: $7,500 for elevator in the Aquarium
- Terhune Memorial Fund: $25,000 for museum renovation
- Waite Brand Foundation: $10,000 for the Living Coral Exhibit/Aquarium

2018 SPONSORS

**Lead Sponsors**
- Buckeye Broadband
- Coca-Cola
- KeyBank
- Kroger
- Lexus of Toledo
- Marathon Petroleum
- Skylight Financial Group
- Mercy Health
- PNC
- St. Luke’s Hospital
- Yark Automotive Group

- Wild About Art, ZOOtoDO
- Lights Before Christmas
- Zoo PAL, Lights Before Christmas
- ZOOtoDO, Once Upon A Vine
- Eagle Point Sponsor
- ZOOtoDO
- Medit Station
- ZOOtoDO, Feast with the Beasts
- Lights Before Christmas
- Rock N Roll, Wagan Sponsor

**Major Sponsors**
- Comstrip, Ltd.
- Fifth Third Bank
- Hollywood Casino
- Lucas of Toledo
- Medical Mutual
- MetroPCS
- Ohio Council of Community Schools
- Southern Wine & Spirits
- Taylor Automotive Family
- The Andersons
- UT/MC

- ZOOtoDO
- Luminous Nights
- ZOOtoDO, Rock N Roll
- ZOOtoDO
- Dart Frog Dash, Luminous Nights
- Pumpkin Path, Children’s Animal Show
- Mobile Marketing
- Luminous Nights
- ZOOtoDO, Wild Toledo
- Luminous Nights

**Supporting Sponsors**

- Buehrer Group Architecture & Engineering, Inc.
- Communications
- HCR ManorCare
- Heidtman Steel Products
- International Tableware, Inc.
- Marshall & Melhorn
- Owens Corning
- Rudolph Libbe Inc.
- Shipt
- Telesystem
- Toledo Express
- Toledo Refining Company
- Wendy’s
- Yungling

View sponsor information and other donors here

2018 TOTAL AMOUNT RAISED BY FUNDRAISERS

<table>
<thead>
<tr>
<th>Event</th>
<th>Number</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Once Upon a Vine</td>
<td>120</td>
<td>$50,984</td>
</tr>
<tr>
<td>Dart Frog Dash</td>
<td>1,250</td>
<td>$49,035</td>
</tr>
<tr>
<td>ZOOtoDO</td>
<td>2,000</td>
<td>$258,589</td>
</tr>
<tr>
<td>Rock N Roll</td>
<td>700</td>
<td>$40,488</td>
</tr>
<tr>
<td>Feast with the Beasts</td>
<td>154</td>
<td>$58,674</td>
</tr>
</tbody>
</table>

2018 FOUNDATION DONORS

<table>
<thead>
<tr>
<th>Donor</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>$10,000 - $15,999</td>
<td>$5,000 - $9,999</td>
</tr>
<tr>
<td>Estate of Majorie E. Conrad, M.D.</td>
<td></td>
</tr>
<tr>
<td>John &amp; Virginia Hankison Foundation</td>
<td></td>
</tr>
<tr>
<td>Carolyn M. Matzger</td>
<td></td>
</tr>
<tr>
<td>$5,000 - $9,999</td>
<td></td>
</tr>
<tr>
<td>William and Jean Clark Rhodes</td>
<td></td>
</tr>
<tr>
<td>Foundation Trust</td>
<td></td>
</tr>
<tr>
<td>$2,000 - $4,999</td>
<td></td>
</tr>
<tr>
<td>Dorothy Louise Kyler Foundation</td>
<td></td>
</tr>
<tr>
<td>Terry L. Bossert</td>
<td></td>
</tr>
<tr>
<td>Tom and Ann Land</td>
<td></td>
</tr>
<tr>
<td>Tom Scott Ziems</td>
<td></td>
</tr>
<tr>
<td>Up to $1,000</td>
<td></td>
</tr>
<tr>
<td>Kiemle-Hankins Company</td>
<td></td>
</tr>
<tr>
<td>Walmart Foundation</td>
<td></td>
</tr>
</tbody>
</table>

INSPIRING OTHERS TO JOIN US IN CARING FOR ANIMALS AND CONSERVING THE NATURAL WORLD.