



# ANNUAL REPORT | 2017



**METAMORPHOSIS**

# CEO AND CHAIRMAN LETTER

## for 2017

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**T**wenty-two years ago, Butterfly Pavilion was a crazy dream of a visionary scientist who understood that all people—especially children—need to have a safe, inspiring place to connect with the little creatures that fly from flower to flower in our gardens, ultimately responsible for a third of the food we eat each day. Two decades later, that dream has taken shape in the form of the world’s only Association of Zoos and Aquariums (AZA)-accredited, stand-alone invertebrate zoo, housing over 5,000 animals as well as research and environmental education programs that reach and impact children and adults all over the globe.

In 2017, Butterfly Pavilion took the next all-important step along this journey, announcing plans for a new \$33M, 60,000-square-foot, state-of-the-art invertebrate zoo and research center which will be the jewel of the global invertebrate community, inspiring a new way of connecting to environmental conservation. This facility will anchor the 1,200-acre Baseline neighborhood in Broomfield, Colorado, which will evolve as a sort of “Science City.” We will share a campus with a K-12 STEM school in the Adams 12 district, and together we will create the first-of-its-kind Pollinator District.

The vision for Butterfly Pavilion’s metamorphosis includes converting to a guest-centric model, building credibility as a respected scientific organization, continuing to build our regional presence, running a sustainable business and doing things no other organization of our kind is doing. To that end, in 2017 we debuted “Bugtober,” our month-long celebration of all things creepy and crawly; we received the AZA Safety Web for Arthropod Reproduction and Management (SWARM) for our Chilean Rose-haired Tarantula species survival plan; we pioneered a groundbreaking dragonfly breeding program; we began a project with the Bureau of Land Management in California to restore coastal dune



habitat; and began the process as one of the first Colorado organizations to be certified in the Service Enterprise Initiative—a national change management program led by Points of Light—which helps organizations better meet their missions through the power of volunteers.

As we undergo this transformation, Butterfly Pavilion will continue to drive conservation efforts and shape the perceptions of the next generations of scientists, ecologists, educators and decision makers. We thank you for being a part of this journey and invite you to join us as we continue toward a prosperous and environmentally healthy tomorrow.

**Patrick Tennyson**, President & CEO

**Rob O'Dea**, Board Chair

## **MISSION**

Butterfly Pavilion exists to foster an appreciation of invertebrates by educating the public about the need to protect and care for threatened habitats globally, while conducting research for solutions in invertebrate conservation.

## **VISION**

Butterfly Pavilion is the premier invertebrate education, research and conservation institution in the world.

# THE NEXT STEP

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In 2017, Butterfly Pavilion announced plans for a new \$33M, state-of-the-art invertebrate zoo and research center opening in Broomfield, Colorado, in 2021. The 60,000 sq. foot facility will nearly double the size of our current footprint and naturally expand our regional, national and global impact on invertebrate education, research and conservation.

The new facility will anchor the new Baseline community, a first-of-its-kind multi-use development combining science, environmental conservation, education and commercial development known as a “Science City.” Butterfly Pavilion will share a campus with a K-12 STEM school in the Adams 12 district where students and researchers will work side-by-side, creating a world-class stage where invertebrate science will finally have a resounding voice. State-of-the-art exhibits will immerse and inspire guests and set a new paradigm in educational engagement. Butterfly Pavilion will launch the world’s first “Pollinator District,” ensuring pollinator-friendly habitat and guiding environmental principals throughout the new development’s open spaces, corridors and even rooftops, ushering in a new model for community development and landscapes. Butterfly Pavilion will be the jewel of the global invertebrate community, inspiring a new way of connecting to environmental conservation.



Butterfly Pavilion is launching this expansion to confront and solve global challenges in environmental conservation today and in the future. Education will continue to be Butterfly Pavilion’s foundation and establishing a facility for science and conservation will allow Butterfly Pavilion to lead the finest research, restoration, reintroduction and re-establishment of invertebrate species and their habitats worldwide—right here from Colorado.

“The alignment of values between Baseline and Butterfly Pavilion establishes a strong foundation for mutual success, Baseline is positioned to be a unique centralized lifestyle and business hub for people and businesses passionate about sustainability. Together, Baseline and Butterfly Pavilion will define a new type of community based upon the pillars of environmental stewardship, healthy living, and innovation. Rarely has a partnership been as symbiotic as the one between McWhinney and Butterfly Pavilion.”

**- KYLE HARRIS**

*McWhinney Vice President of Community Development and GM for Baseline*

“ We have loved the innovation our students learn through partnering with Butterfly Pavilion. The creativity and dedication to solid science they teach students is second to none. Butterfly Pavilion is filling the gap of knowledge in husbandry and welfare of invertebrate species as well as inspiring students to want to learn more. ”

**- JENNIE K. WILLIS**

*PHD Program Coordinator  
PSM Degree in Zoo, Aquarium  
and Animal Shelter Management at  
Colorado State University*



# ANIMAL CARE

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**THROUGH CUTTING-EDGE RESEARCH PROGRAMS, BUTTERFLY PAVILION IS A LEADER IN INVERTEBRATE SCIENCE, HAVING A DIRECT IMPACT ON THE SUSTAINABILITY OF INVERTEBRATE POPULATIONS.**

***In 2017, Butterfly Pavilion successfully bred 21 species of terrestrial invertebrate.***

**SIAMESE RHINOCEROS BEETLE (*XYLOTRUPES GIDEON*)**

Butterfly Pavilion's beetle breeding program began in the fall of 2015 with Hercules beetles (*Dynastes hercules*) and has now extended to almost 10 species. We chose to breed the Siamese Rhinoceros because of its impressive size and relatively short larval lifespan. We now have many emerging from their pupal cells from eggs laid in Summer 2017.

**INDIAN ORNAMENTAL TARANTULA (*POECILOTHERIA REGALIS*)**

While this tarantula is not listed as endangered, its close relative, the Sapphire Ornamental (*Poecilotheria metallica*), is critically endangered in its native India. By breeding the Indian Ornamental, Butterfly Pavilion is developing techniques that will inform breeding efforts for other endangered species like the Sapphire Ornamental.

**AFRICAN FRUIT CHAFER (*PACHNODA SINUATA FLAVIVENTRIS*)**

Our African Fruit Chafers represent Butterfly Pavilion's first foray into breeding a gregarious tropical beetle species, and it has been a great success. Originally brought to Butterfly Pavilion to showcase their role in pollination, our African Fruit Chafers have grown from only a few dozen individuals to hundreds and can now be transferred to other zoos looking to expand their invertebrate collections.



### TARANTULA BREEDING

Association of Zoos and Aquariums (AZA)-accredited zoos care for many of the same invertebrate species. However, many of these animals are collected from the wild—a practice which puts species at risk for extinction should their populations suddenly drop. To address this challenge, the AZA launched the Safety Web for Arthropod Reproduction and Management (SWARM) with the purpose of ensuring sustainable invertebrate populations for zoos across North America. In 2017, Butterfly Pavilion was selected to be a concentrated breeding site for the Chilean Rose Hair Tarantula (*Grammostola rosea*), the species of our Rosie. Through this project, Butterfly Pavilion is playing an important role in ensuring that Chilean Rose Hair populations remain healthy for years to come.

### TARANTULA GROWTH STUDY

Butterfly Pavilion tarantula research was selected for publication in *Arachnology*, the Journal of the British Arachnological Society. The study by entomologists Mario Padilla, Mary Ann Colley and Dr. Richard P. Reading highlights the effects of power-feeding of the Honduran Curly Hair Tarantula. Publishing research is an important step toward Butterfly Pavilion's growth as a global leader in invertebrate research, conservation and education, while providing a uniquely immersive facility through which the community can engage with, and learn from, this work.



### DRAGONFLY RESEARCH

In 2017, Butterfly Pavilion launched a groundbreaking effort to conserve dragonflies. Dragonflies are important indicator species for water quality, vegetation change and habitat connectivity. However, they are critically understudied. Very little is known about their life cycle and the health of their populations. This lack of information is a direct threat to their survival. Butterfly Pavilion launched a project to assess the health of dragonfly populations in Boulder County parks and open space land funded by Boulder County Nature Association and Boulder County Parks and Open Space. Butterfly Pavilion scientists recorded, for the first time, the presence of a sensitive species of dragonfly, the Hudsonian Emerald (*Somatochlora hudsonica*), on open space land and identified its breeding habitat and the water quality necessary for its survival. Our scientists also collected eggs from a related species, the Mountain Emerald (*Somatochlora semicircularis*), to assess its potential to live in human care. Also in 2017, Butterfly Pavilion piloted a citizen science project in which volunteers monitored dragonflies at different altitudes and in different habitats, gathering essential data that land managers can use when making future conservation decisions.

### ARCADIA, CALIFORNIA

In 2017, Butterfly Pavilion was selected by the Bureau of Land Management to create a comprehensive inventory and comparison of insect species found in restored and unrestored coastal dune sites, with the goal of informing future conservation strategies.



### WESTMINSTER, COLORADO

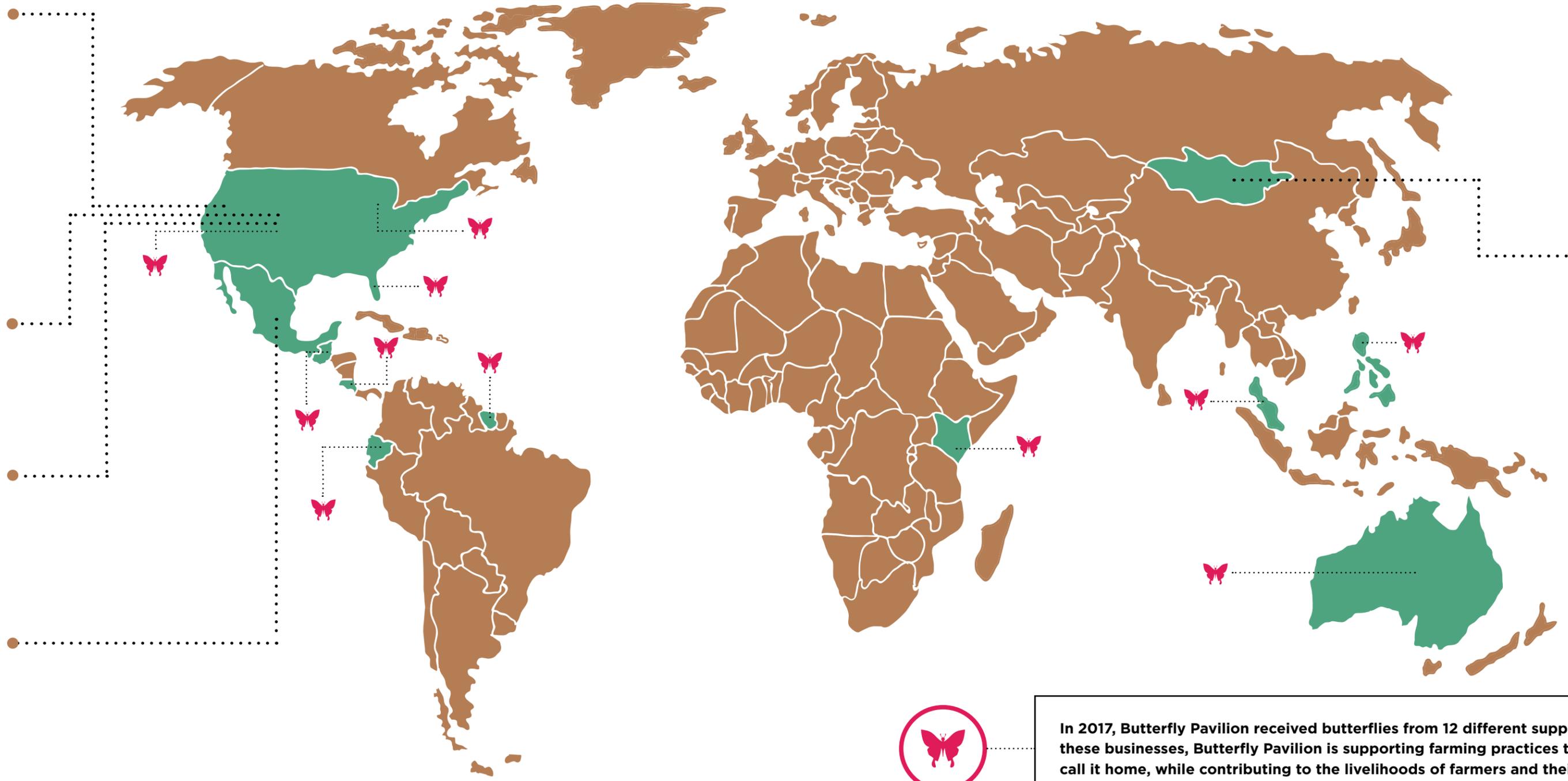
Butterfly Pavilion's 30,000-square foot zoo featuring over 5,000 animals and hands-on learning experiences saw 338,499 visitors in 2017, inspiring guests to appreciate invertebrates and their habitats and become future conservation stewards.

### LITTLETON, COLORADO

Butterflies at Chatfield, a collaboration between Butterfly Pavilion and Denver Botanic Gardens, saw 9,930 guests in 2017. This one-of-a-kind butterfly house showcases the diversity of native Colorado butterfly and plant species.

### MEXICO CITY, MEXICO

Butterfly Pavilion and Reefs to Rockies led the annual Monarchs and Magical Cities Eco-trip to central Mexico in March 2017. The ten participants witnessed the incredible monarch migration first-hand and explored the vibrant cities and culture of Mexico.



# CONSERVATION

**BUTTERFLY PAVILION MANAGES PROGRAMS AND PROJECTS ALL OVER THE WORLD ACHIEVING GLOBAL IMPACT IN INVERTEBRATE CONSERVATION.**

### DORNOGOBI AIMAG, MONGOLIA

Butterfly Pavilion and the Institute of General Experimental Biology of the Mongolian Academy of Sciences are collaborating on a project to determine the conservation status of the Parnassian butterfly species while exchanging information to ensure the long-term success of these important invertebrates.



**In 2017, Butterfly Pavilion received butterflies from 12 different suppliers from around the world. By working with these businesses, Butterfly Pavilion is supporting farming practices that preserve the rainforest and the animals that call it home, while contributing to the livelihoods of farmers and their families globally.**



# PACE

POLLINATOR AWARENESS  
THROUGH CONSERVATION  
AND EDUCATION

**P**rotecting pollinators is protecting people. From large agricultural crops to local vegetable gardens, pollinators are vital to human production of food sources and the reproduction of native plants. However, pollinator populations—from bees to butterflies—are in decline because of habitat destruction, parasites and pathogens. Butterfly Pavilion's Pollinator Awareness through Conservation and Education (PACE) initiative seeks to increase awareness of the importance of pollinators and promote habitat and species conservation worldwide.

## 41 ACRES RESTORED

Restored 41 acres of habitat in suburban and urban open spaces in Colorado and trained 31 new and returning Restoration Master Volunteers through the Urban Prairies Project

## 136,000 MONARCHS FED

Distributed 8,000 packets of milkweed seed to support monarch habitat in the community—enough milkweed to feed 136,000 monarch butterflies to maturity

## 171 VOLUNTEERS

Harnessed the power of 171 volunteers who spent 2,782 hours gathering conservation data on butterflies through the Colorado Butterfly Monitoring Network

## 4 GARDENS PLANTED

Planted four Senior Habitat Gardens at local facilities, reaching 435 seniors

## 50 BEEHIVES INSTALLED

Installed and managed 50 beehives, supporting 2.5 million bees and providing essential pollination services to surrounding areas

## 20 MILLION BY 2020

PACE set a goal to serve 20 million pollinators by 2020. We've already reached 12 million to date.

“ Supporting the PACE platform at Butterfly Pavilion is important to Rice’s Honey given all the work being done to better educate the general public on the importance of pollinators, especially honeybees, to our ecosystem. Without strong honeybees, Rice’s Honey would not have access to quality United States raw honey for our Local Hive brand. PACE is taking a leadership position on habitat restoration and education programs that will lead to an improved environment that allows stronger honeybees to thrive and produce more quality honey in our own backyard. ”

**- TONY LANDRETTI**  
*CEO, Rice’s Honey*



**57,581**

TOTAL STUDENTS REACHED THROUGH  
FIELD TRIPS, FACILITATED CLASSES &  
OUTREACH PROGRAMS

**12,105**

UNDERSERVED  
STUDENTS REACHED

**\$43,906**

AWARDED IN SCHOLARSHIPS



# EDUCATION

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**B**utterfly Pavilion has occupied a special place in the memories of Coloradans for many years, due in no small part to experiences in class field trips to our zoo and visits by Butterfly Pavilion educators to classrooms across the state. In 2017, Butterfly Pavilion continued to grow its educational offerings for schools and youth groups, complementing school curricula and inspiring a lasting appreciation for science and conservation in the community. Butterfly Pavilion reached 57,581 students through field trips, facilitated classes and outreach programs and awarded \$43,906 in scholarships, reaching 12,105 underserved students.

In its second year, our award-winning distance learning programs grew by 350 percent, reaching 4,479 participants from across the United States and the world. We saw our first international participants: classrooms in Canada and Turkey. Our educators present live on screen, facilitating investigations that explore everything from pollination to citizen science

and live animals. Distance learning allows Butterfly Pavilion to provide the global community with greater access to our programming at a low cost to participants. In fact, over 80 percent of the total distance learning participants in 2017 were reached through programs we offered free of charge.

Butterfly Pavilion's educational impact does not stop when school is out. Fall, winter, spring and summer camps at our facility allow youth to experience hands-on learning during breaks from school, explore nature and the outdoors and develop an appreciation for science. In 2017, 654 children enjoyed Butterfly Pavilion camps about bugs, plants, marine life and more. Also, Butterfly Pavilion exhibits provide engaging learning experiences for guests of all ages year-round. As one example, Butterfly Pavilion provided 1,853 free "Spineless Spotlight" programs that allowed every visitor an opportunity to interact with and learn from leaders in environmental education.

“Students in Adams 12 Five Star Schools have long enjoyed Butterfly Pavilion and the opportunities it provides to be hands-on with Rosie the Tarantula; to observe thousands of diverse and beautiful butterflies; and to learn about the importance of pollinators to food production and our environment. We look forward to deepening that partnership at the Baseline location, as it will provide a pathway for even deeper student study of invertebrates, including research with Butterfly Pavilion scientists and graduate students that will help inform pollinator-supportive development within Baseline and in other urban-suburban settings in the future.”

– **CHRIS GDOWSKI**

*Superintendent, Adams 12 Five Star Schools*



# VOLUNTEER IMPACT

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**IN 2017, 612 VOLUNTEERS CONTRIBUTED 28,629 HOURS OF SERVICE TO BUTTERFLY PAVILION. THEY ARE A CRITICAL PIECE TO UNLOCKING BUTTERFLY PAVILION'S SCIENTIFIC, EDUCATIONAL AND CONSERVATION POTENTIAL.**

**O**ur dedicated volunteers and interns are integrated into every area of Butterfly Pavilion operations, providing meaningful service and expanding our impact and reach. Volunteers share their passion and knowledge with guests at our exhibits, offering unforgettable animal experiences. They assist with school and youth programs, inspiring the next generation of conservationists. Behind the scenes they scrub tanks, water plants and feed hundreds of animals, helping to ensure our exhibits look great and our animals receive the best care. And in the field, volunteers work hands-on to restore urban prairies and collect valuable research data on our local butterfly populations.

## **3,000+ Hours**

Steve Chady  
Gary Gagnon  
Ernest Merkel  
Patricia Tennant

## **2,000 - 2,999 Hours**

Cathy Fennelly  
Virginia Hokenson  
Richard Jarboe  
Lora Kreutzer  
David Sherman  
Mike Sipes

## **1,000 - 1,999 Hours**

Laura Breland  
Kelly Bruno  
Janet Dills-Eve  
Eli Esparza  
Heather Genuchi  
Lori Harrison  
Rita Lehocky  
Vickie Marra  
Fred Nadel  
Peggy Noguera  
Cheryl Patrick  
Sherry Ruby  
Andrea Shelby  
John Shofner  
Pat Spetz  
Frances Watson  
Sherri Zufall

## **500 - 999 Hours**

Barry Anderson  
Catie Barber  
Mary Broughall  
Barbara Brussell  
Virginia Cellars  
Alisa Chaisitti  
Allison Cox  
Amy Gray  
Byron Hokenson  
Anita Liuzzi

Jonnene McFarland  
Rebecca Otey  
Steven Peck  
Sherry Rubinstein  
Hailey Shapiro  
Mark Stevens  
Jennifer Sutherland  
Marty Sweeney  
Terri Williamson

## **100-499 Hours**

Emily Bertelson  
Smaranda Birlea  
Jacob Birosak  
Troy Bradbury  
Karlin Bruegel  
Jacob Capps  
Kianna Castiglia  
Spencer Culbertson  
Wendy Elliott  
Ludawn Farnworth  
Richard Fink  
Chris Foster  
Wendy Fulks  
Armando Garcia  
Angela Giolzetti  
Chris Graff  
Jonathan Gragg  
Ruth Graham  
Alyssa Gutierrez  
Shushila Heath  
Leslie Hendrikson  
Kristin Hennig  
Roger Hollister  
Shannon Jayne  
Bob Krugmire  
Lorrie Leshar  
Michael McKibben  
Dashiell Morrison  
Jeanne Morrissey  
Crystal Muas  
Maureen Phillips  
Rita Pirkel  
Jeanne Puerta

Tristan Regan  
Emma Robinson  
Beverly Shaver  
Larry Simmons  
Jeffrey Simpson  
Jean Sullivan Beall  
Dale Swenarton Kalousek  
Eden Takele  
Alison Tenhulzen  
Kathryn Theesfeld  
Kathleen Vazquies  
Alexandra Vialpando  
Sebastian Viernes  
Jacklyn Watson  
Hillary Whitcomb  
Hope Wilson  
Cally Xi  
Lauren Young  
Lexi Young

## **0-99 Hours**

Quinn Aiello  
Katie Blair  
Gayle Cajka  
Tracey Cantrell  
Corinne Casper  
Deborah Cervantes  
Joy Clay  
Shelley Coar  
Vicente Contreras  
Lauren Gibson  
Erika Hamlin  
Allison Hamm  
Minnie Her  
Brandi Holland  
Charlotte Hull  
Melissa Islam  
Heather Jackson  
Joan Jarboe  
Catherine Jepson  
Patricia Kennedy  
Janis Lievens  
Nancy Luthy  
Krista Marks

Abby McConnell  
Chris McElrath  
Mark McMullen Bushman  
Philip McNichols  
Kat Moriarty  
Mary Morphew  
Kathleen Okon  
Debbie Otterstrom  
Halie Padilla  
Amanda Picciano  
Ed Pottorff  
Laura Pottorff  
Andy Proctor  
Jeslin Provost  
Caroline Rogers  
Emmanuel Santa-  
Martinez  
Amanda Schank  
Cathi Schramm  
Michael Shakely  
Wendi Shaver  
Ian Sherman  
Emily Singer  
Karen Smith  
Mikayla Smith  
Laura Somers  
Charlie Stoddard  
Abby Story  
Adame Thammavong  
Angela Trenkle  
Larry Vazquies  
Jacob Villalobos  
Jeffrey Walters  
Sara Wampler  
Jan Wharton  
Tom Wilson  
Jeremy Winick  
Robyn Winick  
Emma Wood

**Teens 500+ Hours**  
Jared Shorma

**Teens 100 - 499 Hours**

Danielle Duncan  
Alex Capps  
Kerra Hendrickson  
Emma Propernick  
Charlie Throckmorton  
Sangati Shah  
Atlantis Terry  
Andrew Graziano  
Romin Jones  
Matt Kopala  
Rachael Triplett  
Vanessa Black  
Brynn Wooten  
Alexander Weatherford  
Taylor Rogers  
Aimee Yan  
Milan Gutierrez

**Teens 0-99 Hours**

Blythe Alger-Meyer  
Briana Cordova  
Daniela Garcia  
Elizabeth Gladsjo  
Brooklyn Goetken  
Emma Graziano  
Lily Gregorius  
Luke Gustafson  
Katherine Gustafson  
Lauren Hatch  
Zali Hock  
Kathryn Naherny  
Corinne Neustadter  
Ethan Powers  
Anushka Puntambekar  
Noah Randall  
Abbie Robinson  
Kandace Russell  
Caleb Schafer  
Anna Sparling  
Sarah Thomsen  
Terry Vis

**2017 Interns**

Jacob Alexander  
Hannah Bade  
Melanie Bochantin  
Alex Cohen  
Hannah Conlisk  
Nicholas Coon  
Anne Culbertson  
Sydney Donovan  
Sally Filip  
Andrew Flinchpaugh  
Christopher Frignoca  
Trista Fussner  
Kaitlyn Gamble  
Jamie Hall  
Elaina Heikes  
Haley Herrmann  
Frances Jaffe  
Taylor Janecek  
Mindy Jessop  
Amanda Kett  
John Kowalski  
Kao Kupadakvinij  
Vincent McHugh  
Suzanne Meinig  
Sam Merwin  
Tyler Milnes  
Tia Morishige  
Victoria O'Neil  
Emily Pacula  
Krista Peterson  
Holly Phillips  
Phillip Provost  
Toria Redig  
Rebecca Reints  
Madison Rode  
Hannah Schopp  
Hannah Stowe  
Kelly Strassberg  
Calais Thomas  
Ben Torres  
Cecilia Walker  
Kirsten Wernert

**17,800**  
HOURS SERVED BY  
**178** ADULT VOLUNTEERS

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**6,834**  
HOURS SERVED BY  
**42** INTERNS

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**2,959**  
HOURS SERVED BY  
**40** TEEN VOLUNTEERS

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**1,035**  
HOURS SERVED BY  
**352** ONE TIME VOLUNTEERS

# 2017 FINANCIALS

In 2017, Butterfly Pavilion progressed into the next step of its development, announcing a new \$33M, 60,000-square-foot, state-of-the-art invertebrate zoo and research center which will be the jewel of the global invertebrate community, inspiring a new way of connecting to environmental conservation. In order to take this step, we invested significant operating infrastructure in 2017 for new programs, capital projects and a talented team of industry leaders who will pave the way to achieving this vision.

**338,499** Guests served through onsite & outreach programs

**1,109**

Adults served through programs that appeal to the **lifelong learner** in all of us

**654**

Children enjoyed Butterfly Pavilion **camp**s about **bugs, plants, marine life** and more

**55,101** Attendees served at our **1,853 free, classroom-based "Spineless Spotlight" programs** providing every visitor with the opportunity to interact with leaders in environmental education

<b>ASSETS:</b>	<b>2017</b>	<b>2016</b>
Cash and cash equivalents	\$625,955	\$785,688
Certificates of deposit	201,299	200,601
Contributions receivable	-	50,365
Accounts receivable	18,367	23,763
Prepaid expenses	48,309	81,054
Inventory	136,393	200,192
Beneficial interest in assets held in endowment	145,691	131,247
<b>Property and equipment:</b>		
Building and improvements	4,396,693	4,286,340
Grounds and improvements	1,669,270	1,621,660
Furnishings and equipment	757,453	734,197
Computer equipment and software	380,594	366,149
Exhibits and artwork	571,540	552,310
Construction in progress	81,900	112,027
	<b>7,857,450</b>	<b>7,672,683</b>
Less accumulated depreciation and amortization	4,445,287	4,109,944
Net property and equipment	3,412,163	3,562,739
<b>Total assets</b>	<b>\$4,588,177</b>	<b>5,035,649</b>
<b>LIABILITIES AND NET ASSETS:</b>	<b>2017</b>	<b>2016</b>
Accounts payable and accrued expenses	\$309,388	291,439
Deferred revenue and memberships	183,437	147,089
Line of credit	-	13,371
Bond payable	1,060,000	1,135,000
<b>Total liabilities</b>	<b>1,552,825</b>	<b>1,586,899</b>
<b>Net assets:</b>		
Unrestricted	2,628,267	3,209,141
Temporarily restricted	261,394	108,362
Permanently restricted	145,691	131,247
<b>Total net assets</b>	<b>3,035,352</b>	<b>3,448,750</b>
Commitments		
<b>Total liabilities and net assets</b>	<b>4,588,177</b>	<b>5,035,649</b>

<b>REVENUE AND SUPPORT:</b>	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Permanently Restricted</b>	<b>Total</b>
Admission fees	\$1,713,578	-	-	1,713,578
Memberships	260,807	-	-	260,807
Educational program fees	180,759	-	-	180,759
Outreach and private event fees	121,067	-	-	121,067
Gift shop and concession operations:				
Gross sales	824,375	-	-	824,375
Less cost of sales	(397,685)	-	-	-397,685
Contributions	66,050	252,077	1,000	319,127
In-kind contributions (note 1m)	47,944	-	-	47,944
Scientific and Cultural Facilities				
District Support (note 9)	817,170	-	-	817,170
Special event income	187,496	-	-	187,496
Less direct expenses	(39,116)	-	-	-39,116
Investment return	1,208	-	18,720	19,928
Other income	7,663	-	-	7,663
Net assets released from restrictions (notes 7 and 8)	104,321	(99,045)	(5,276)	-
<b>Total revenue and support</b>	<b>3,895,637</b>	<b>153,032</b>	<b>14,444</b>	<b>4,063,113</b>
<b>EXPENSES:</b>				
Program services:				
Invertebrate zoo and research	1,858,197	-	-	1,858,197
Guest experience	1,079,559	-	-	1,079,559
Education	470,730	-	-	470,730
<b>Total program services</b>	<b>3,408,486</b>	<b>-</b>	<b>-</b>	<b>3,408,486</b>
Supporting services:				
Management and general	484,743	-	-	484,743
Marketing	219,870	-	-	219,870
Membership development	34,011	-	-	34,011
Fund raising	329,401	-	-	329,401
<b>Total supporting services</b>	<b>1,068,025</b>	<b>-</b>	<b>-</b>	<b>1,068,025</b>
<b>Total expenses</b>	<b>4,476,511</b>	<b>-</b>	<b>-</b>	<b>4,476,511</b>
Change in net assets	(580,874)	153,032	14,444	(413,398)
Net assets at beginning of year	3,209,141	108,362	131,247	3,448,750
Net assets at end of year	\$2,628,267	261,394	145,691	3,035,352



## INDIVIDUAL SUPPORTERS

### **\$10,000+**

James Brownlie  
Sally & Paul Vander Veer  
Will Murray and  
Margie Williams

### **\$2,500-\$9,999**

Fred and Mary Lynn Bangs  
Ellie Caulkins  
Jamie and Riley Cotter  
Joel Cox  
Jeff and Kim Finnin  
Kevin and Jena Hausmann

Karin Heine  
Richard and Joan Jarboe  
Lori Marshall  
Kevin Medina  
Kenneth Monfort  
Wilson and Holly Porterfield  
Matthew and Denise Rivera  
Patrick and Terry Tennyson  
Dolly Tracy  
William and Shelly Zeyen

### **\$1,000-\$2,499**

Travis Berry  
Angela Centrella  
Patrick Gaines

Elizabeth Law-Evans  
Jeffrey and  
Deborah Obermeyer  
Daniel Ritchie  
Marie Rowe  
Chad and Lindsay Schneider  
Patrick Stephan  
Russell and Mary Stewart  
Sue Thompson and  
Dave Weidner  
Steve Woods

### **\$500-\$999**

Ashley Benigni  
Tracey Bernett

Carrie Bohnenkamp  
Sean and Merideth Brennan  
Alissa Byersdorfer  
Dianne Centrella  
Mary Ann Colley  
Deven Eastridge  
Ron Eve  
Stacie Genchi  
Francis and Carol Haas  
Kyle and Kathryn Harris  
Maureen Hewitt  
Lisa and Campbell Hough  
Taylor and Molly Kirkpatrick  
Cora LaPlante

Kelly Moran  
Blue Reeve  
Chris Sekin  
Lauri Shaw  
Janet Slavenski  
Pam Smith  
Michael and Korey Snider  
Kevin Standbridge  
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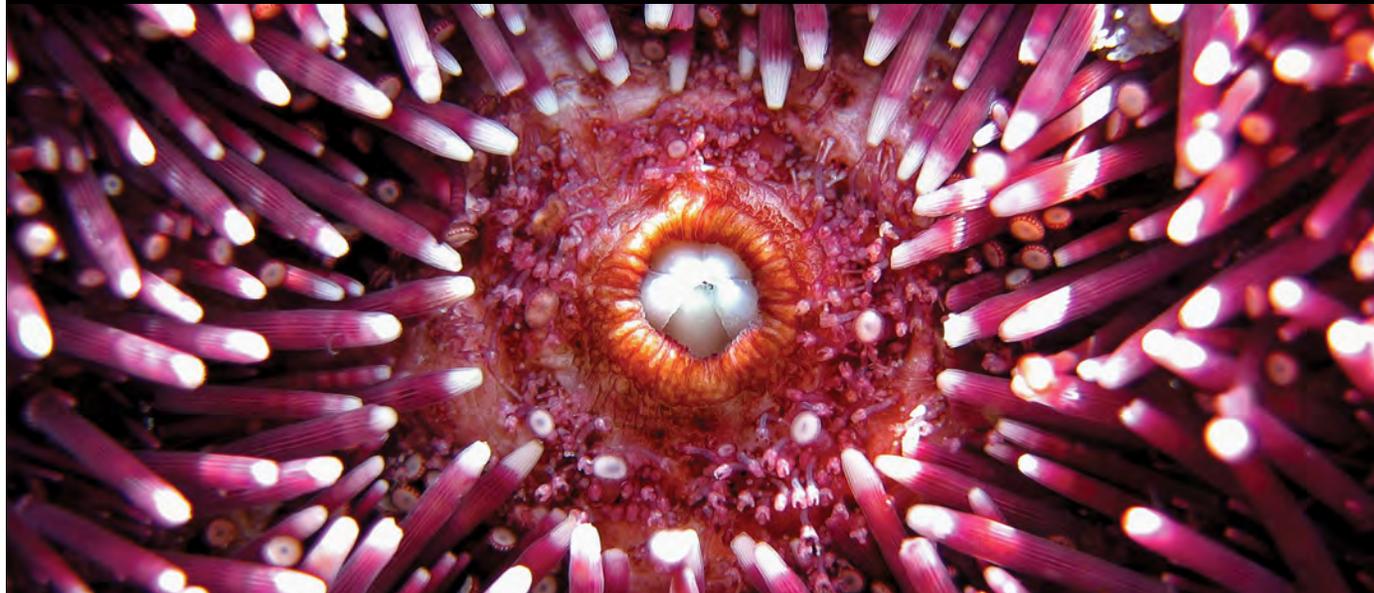
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