



Nashville Zoo, Inc.
2019 Summary Operating Budget

Revenues

Gate Income	\$ 6,013,831
Park Income	2,221,197
Food/Retail Commissions	1,446,417
Membership Income	3,768,233
Special Events/Rentals Income	2,048,550
Ambassador/Outreach Income	83,400
Educational Activity	356,395
Other Income	402,752
Revenue from Operations	<u>\$ 16,340,775</u>

Individual /Corp Contributions	\$ 650,000
Grants and Foundations	100,000
Individual/Fdn Conserv Donations	100,000
Sponsorships & Dev Events	991,505
In-situ Grants/AAZK Events	90,767
In-Kind Donations	0
Total Contributions	<u>\$ 1,932,272</u>

Total Revenues	<u>\$ 18,273,047</u>
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Operating Expenses

Salaries	\$ 9,308,251
Animal Care	863,811
Behavior Husbandry/Outreach	18,132
Utilities	855,636
Insurance	1,045,991
Other Operating Expense	859,887
Maintenance	1,006,839
Education	70,579
Membership	21,476
Development	218,558
Special Events/Corp Rentals	932,750
Marketing	478,351
Finance / Admin/ HR	112,200
General & Administrative	992,907
Clouded Leopard Consortium	86,000

Total Operating Expenses	<u>\$ 16,871,368</u>
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Earnings Before Int/Depr/Taxes	<u>\$ 1,401,679</u>
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Depreciation & Amortization	\$ 4,700,000
Taxes	\$ 49,000
Interest Expense	0
Total Other Expense	<u>\$ 4,749,000</u>

Net Income (Loss)	<u><u>\$ (3,347,321)</u></u>
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