Inspiring caring and action on behalf of wildlife and conservation

Fiscal Year 2017
Annual Report
[July 1, 2016 – June 30, 2017]
WHO WE ARE

Zoo New England is the non-profit organization responsible for the operation of Franklin Park Zoo in Boston and Stone Zoo in Stoneham, Mass. Both are accredited by the Association of Zoos and Aquariums (AZA).

Zoo New England’s mission is to inspire people to protect and sustain the natural world for future generations by creating fun and engaging experiences that integrate wildlife and conservation programs, research and education.

To learn more about our Zoos, education programs and conservation efforts, please visit us at www.zoonewengland.org.

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[FY17: July 1, 2016 – June 30, 2017]

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Hooded cranes make their home in the Wetlands aviary inside Nature’s Neighborhoods – the new George Robert White Fund Children’s Zoo at Franklin Park Zoo.
Dear Zoo Supporters,

Fiscal Year 2017 was a year of incredible progress and growth at both Zoos, most exemplified by the much-anticipated September opening of Nature’s Neighborhoods – the new George Robert White Fund Children’s Zoo at Franklin Park Zoo. By exploring varied habitats in this exciting new $7.2 million space, children begin to understand the roles that living creatures, including themselves, play in healthy, thriving environments.

At Stone Zoo, construction was well underway for the new Animal Discovery Center and new Welcome Center with improved visitor amenities including a new entrance and ticketing area, new restrooms, and a new gift shop. These upgrades to Stone Zoo will increase customer satisfaction, help attract new visitors, and assist in increasing revenues. The Animal Discovery Center, opened in the summer of 2017, features hands-on programming, interactive learning opportunities, animal exhibits, and other elements that teach children about the big role that smaller creatures, such as honeybees, amphibians and reptiles, play in healthy ecosystems.

During a zoo visit, guests of all ages have the opportunity to connect in meaningful, and memorable ways, to the species in our care – to truly learn about them, what their wild cousins are facing and why conservation is so important.

Our animal family expanded in FY 17 with the births of a Masai giraffe, Linne’s two-toed sloth, a bongo, a reindeer, markhor goat, and prairie dog pups, among many others. At Stone Zoo, we welcomed three Chacoan peccaries, an endangered species closely resembling a hairy wild pig, who made their exhibit debut in August. With our commitment to educating the next generation of conservation stewards, we were especially pleased to welcome 64,789 Massachusetts schoolchildren who visited as part of school field trips.

In FY 17, we began work in earnest to achieve the goals mapped out in the Strategic Plan, which was developed by the Strategic Planning Committee comprised of members of our highly engaged Board of Directors, Advisory Council members and members of the Executive Team. This plan is designed to advance our mission delivery and conservation impact, increase the value of the our Zoos to the region, as well as expand capacity to create fun and engaging experiences that connect all of our visitors to the wonders of the natural world. We are fortunate to have highly-skilled professional staff, a strong core of devoted volunteers, a talented Advisory Council, and a dedicated Board of Directors to ensure that we are able to deliver on our mission, now and in the future.

We are grateful to the loyal and generous Zoo members, donors, and volunteers who help us provide meaningful experiences that will be remembered long after our visitors leave our zoos. With your continued support, we will realize our vision for these beloved Zoos and inspire caring and action in all of our guests.

Sincerely,

John Linehan
President & CEO
Just before midnight on July 24, 2016, Jana, a female giraffe, gave birth amid much excitement inside the Giraffe Barn at Franklin Park Zoo. While Jana has successfully given birth to several giraffe calves, excitement quickly turned to concern as staff observed that the female calf, named Amari, was having difficulty standing and was unable to nurse.

The hours after birth are critical, as giraffe calves need to nurse within the first 8-12 hours in order to absorb the proper nutrients that are vital for strengthening the immune system. Zoo New England’s staff quickly stepped into action and provided supportive care including intravenous fluids and dextrose and also began administering antibiotics to prevent infection. While it is always preferential for animal mothers to raise their young, it was determined that Amari’s best chance of survival would require hand-rearing.

Caring for Amari required around-the-clock dedicated attention, coordination and teamwork by the Zoo’s skilled Animal Care and veterinary teams, who bottle-fed the calf three times a day for over eight months until she was successfully weaned. We’re proud to say that Amari is now thriving and growing taller and stronger every day.

Amari’s story is just one of many that highlight the extraordinary care that the animals receive each and every day from the highly skilled and dedicated staff.

Zoos have evolved tremendously through the years, and this evolution continues as our knowledge increases and as the situation in the wild continues to change. Zoo New England is committed to exceptional animal care and to being leaders in this field, sharing knowledge and expertise with colleagues both in-situ and ex-situ.

In FY 17, 586,080 people visited the Zoos and connected with incredible wildlife from all over the world. Whether watching Amari gracefully stroll across her exhibit, anticipating the next
move of the sloth baby as he’s nestled closely between both parents, or marveling at the prairie dog’s social interactions as they pop in and out of tunnels, guests have the opportunity to make meaningful connections to wildlife that can inspire a caring and action.

**Significant Animal Achievements**

Throughout FY 17, we celebrated the births and hatches of many new animals at Franklin Park Zoo and Stone Zoo. ZNE participates in a wide range of Species Survival Plans (SSPs), which are cooperative, inter-zoo programs coordinated nationally through the Association of Zoos and Aquariums (AZA). SSPs help to ensure the survival of selected species in zoos and aquariums, most of which are threatened or endangered, and enhance conservation of these species in the wild.

Visitors to Franklin Park Zoo noticed several new furry faces following the birth of a female bongo in April, and the tiny prairie dog pups who emerged from their burrows in May. Notable hatchings at Franklin Park Zoo included two pygmy falcons, a Cabot’s tragopan, an ostrich (a first for Franklin Park Zoo) and the successful hatches of two endangered Siberian cranes. Franklin Park Zoo, the only zoo to exhibit these birds on the East Coast, is home to eight Siberian cranes including the new chicks. Since 1999, there have been 13 chicks hatched at Franklin Park Zoo - the first zoo in North America to successfully breed these birds.

Throughout the year, the staff at Stone Zoo was seeing double with the successful births of markhor goat twins in May, rock hyrax twins in August (a first for Stone Zoo), and red-rumped agouti twins in September and April. Other significant births at Stone Zoo included a Linne’s two-sloth in November and a female reindeer calf in May.

Not all new additions were born at the Zoos. In August, a trio of Chacoan peccaries, an endangered species closely resembling a hairy wild pig, made their exhibit debut at Stone Zoo. At Franklin Park Zoo, we welcomed a female Bactrian camel, and it is hoped that she and our resident camel, Gulliver, will successfully reproduce in the future. Found in isolated areas of the Gobi desert in Mongolia and China, Bactrian camels, which are critically endangered in the wild, are built for harsh climates with temperature extremes.

Each animal is truly an ambassador for its species and has a story to tell about the importance of wildlife protection, habitat preservation and preserving biodiversity. Management of animals within and cooperatively between institutions accredited by AZA is vital for ensuring healthy, genetically diverse populations.
As soon as the ribbon was cut to celebrate the opening of Nature’s Neighborhoods – the new George Robert White Fund Children’s Zoo at Franklin Park Zoo, children excitedly ran in to begin climbing, exploring and discovering the incredible animals that call this space home. Nature’s Neighborhoods, opened in September 2016, guides children through diverse ecosystem “neighborhoods” that replicate different habitats and features a red panda exhibit, prairie dog exhibit, turtle ponds, a walk-through wetlands aviary and interactive opportunities. By exploring these varied habitats, children begin to understand the roles that living creatures, including themselves, play in healthy, thriving environments.

Providing meaningful connections to wildlife is at the heart of our mission. Through impactful experiences, people of all ages have the opportunity to develop a better appreciation, and respect, for wildlife. Whether feeding colorful budgies while walking through Aussie Aviary, or strolling through the tranquil Butterfly Landing, guests have the unique opportunity to make personal connections to wildlife and create cherished, lasting memories.

In its eighth season at Stone Zoo, crowds once again enjoyed the breathtaking sight of majestic birds gliding into the amphitheater during the free-flight, educational bird show, Masters of Flight: Birds of Prey. Throughout the summer, guests also had the opportunity to meet with Education staff during regularly scheduled encounters at the seasonal American alligator exhibit to learn more about these long-tailed, armored reptiles.

In FY 17, Zoo New England presented a number of larger-scale evening events that were truly unique to the Greater Boston social and culture landscape. ZNE’s annual fundraising gala, Zootopia, saw its most successful year to date with 398 guests, raising a record-breaking $455,490. In addition to Zootopia, a host of other annual events were well received throughout the year including the ever-popular Brew at the Zoo, Uncorked, and the new Roaring Nights: Fun in the Tropics, where guests enjoyed a night out in Franklin Park Zoo’s Tropical Forest building. Stone Zoo’s always-anticipated A Wild Affair celebrated its 13th year, while Ales and Tails once again proved popular.

Experiences like these and so many others uniquely position our Zoos to connect a wide range of audiences to the vast wonders of nature through exploration, discovery, play, education, and imagination. Visitors leave with a greater appreciation for the natural world that can stay with them long after their visits.

**PICTURED LEFT:** Children explore Nature’s Neighborhoods, the new George Robert White Fund Children’s Zoo at Franklin Park Zoo, by getting an eagle’s eye view atop a giant eagle’s nest and standing face-to-face with red pandas.
Now more than ever, Zoos are critically important in saving wildlife from extinction. Each and every day, Zoos, like Zoo New England’s Franklin Park Zoo and Stone Zoo, are working to save species from extinction while also serving as centers of education, conservation, and important research that is assisting scientists in the field. Our mission – our passion – is to inspire and educate the next generation of conservation stewards and leaders, and a critical component of achieving our mission is based in having meaningful impact in the conservation of wildlife, both locally and globally.

Right here at home, ZNE reintroduced a group of marbled salamanders back into the Middlesex Fells Reservation, one of their most important former homes that had not been occupied by this threatened species for nearly 80 years. The salamanders, which we hope to rediscover as adults in the next few years, were raised at Stone Zoo from larvae collected in vernal pools in western Massachusetts. This work is in partnership with Grassroots Wildlife Conservation (GWC), who we continue to actively participate with in the successful Blanding’s turtle head-start program.

ZNE encourages people of all ages to take an active role in sustaining healthy ecosystems right in their own back yards. Through the Franklin Park Biodiversity Project, the local community is invited to participate alongside Zoo staff to identify and monitor populations of species found right in Franklin Park. Under the leadership of Dr. Eric Baitchman, Zoo New England Director of Animal Health and Conservation, staff from Zoo New England and GWC have conducted seasonal surveys to record observations of wildlife within the “Wilderness” and other sections of Franklin Park, outside of Franklin Park Zoo’s gates. Each survey, or bio-blitz, is conducted over nine days during which time staff catalogues observations of mammals, amphibians, birds, reptiles, invertebrates, plants, and even fungi. In total, over 300 species have been identified thus far.

Within the Zoos, guests have the opportunity to have a direct impact on a variety of wildlife conservation programs. The Quarters for Conservation program dedicates 25 cents from each admission and $2.50 from each membership to ZNE’s conservation efforts, allowing us to greatly expand funding dedicated to our mission imperative. FY 17 funds from Quarters for Conservation supported projects including:

- The Cheetah Conservation Fund, whose primary activities include monitoring and detection of cheetah activity, research into developmental health of cheetah populations, protection of cheetah habitats, and educating the public about the benefits of conservation;
A program aimed to preserve the genetic integrity and future of jaguars by connecting and protecting core jaguar populations from Mexico to Argentina. Through the project, scientists are working to mitigate human-jaguar conflict surrounding livestock predation by training ranchers in anti-predator husbandry techniques, including building predator-proof enclosures; and

▶ A project working to save wild red pandas in Nepal, Burma, India and China, and preserve their habitat by empowering local communities through community-based research, education and carbon mitigation.

ZNE, along with a coalition of local partners, continues work to support legislation in Massachusetts banning the sale of ivory and rhinoceros horn. This measure will help curb the escalating global crisis of wildlife trafficking, which is partly fueled by the U.S. ivory market—one of the largest worldwide. African forest elephants face extinction in the next 20 years and rhinos also face a bleak future if action is not taken now.

ZNE is also proud to support the Association of Zoos and Aquariums’ SAFE initiative (Saving Animals from Extinction), a bold effort focused on saving species. AZA-accredited zoos and aquariums are part of an integrated network of conservation partners, which spend a combined $216 million a year on the conservation of animals in the wild. Through SAFE, zoos and aquariums accredited by AZA harness their collective resources, focus on specific endangered species, and save them from extinction by restoring healthy populations in the wild.
Franklin Park Zoo and Stone Zoo provide the environment for active exploration, inquiry and hands-on discovery to inspire people to interact positively with the natural world. Zoo New England’s expansive science, technology, engineering and mathematics (STEM) focused educational programs, which incorporate Massachusetts and federal curriculum frameworks, supplement and build interest in formal science education and enable our guests to explore the complex connection between natural, thriving habitats and wildlife.

The Zoos offer free admission to all Massachusetts schoolchildren throughout the school year. By providing opportunities to under-resourced children who may otherwise not be able to visit our Zoos, we’re able to connect them with the natural world and bring fun and effective educational programming to all members of our community. In FY 17, 64,789 students visited Franklin Park Zoo and Stone Zoo at no cost as part of school field trips.

Through a range of formal and informal programming, the Education department shares the wonder of nature with students of all ages – from toddlers in our Playful Paws playgroups to school-aged children, college students doing research, adult education students and casual learners. Additionally, the Zoos provide valuable hands-on learning opportunities through its well-established internship program, with internships available in several Zoo departments.

Through a unique collaboration with Harvard Medical School, senior medical students have the opportunity to complete an elective rotation within ZNE’s Department of Animal Heath. The One Health Clinical Elective is believed to be the only formal collaboration of its kind in the country. Student physicians in the One Health rotation accompany ZNE’s veterinarians in their daily clinical practice, and are introduced to the concept that collaboration between human and veterinary medical professionals can benefit healthcare for both humans and animals. Students are encouraged to think about the commonalities of medicine and physiology of health and disease across all species, and to take an active role in case management, diagnostic work-up, and treatment.

**FY 17 program highlights:**

- In FY 17, the number of Wild Adventure programs, which include Breakfasts with the Animals programs and premium tours, increased by 179% with 232 total programs compared to 83 in FY 16. The number of program participants for the Wild Adventure programs increased by 194% to 1,991 participants in FY 17, compared to 789 in FY 16.

- Zoo Camp participant numbers between both Franklin Park Zoo and Stone Zoo increased 14% in FY 17 with 458 participants, compared to 403 participants in FY 16. At Franklin Park Zoo, free camperships were available to children in need.

- Out-of-school time programs increased 47% in FY 17 to 190 programs, compared to 129 in FY 16.
that allow young people to develop professional skills, build a stronger sense of self, and provide for them and their families.

The ZooTeen program, which attracts a diverse group of participants from the neighborhoods surrounding Franklin Park, provides participants the opportunity to receive direct exposure to zoo and conservation-oriented careers in a fun, structured and professional learning environment. Professional development classes and service projects are incorporated into the program's design, strengthening their knowledge and preparedness of the field and future endeavors.

Upon completion of the ZooTeen Program, select teens who wish to further their work with ZNE throughout the school year can become a Teen Ambassador. Work includes interpretation activities, animal encounters on and off zoo grounds, and assisting educators and zookeepers. As a stepping stone to the ZooTeen program, the Junior ZooTeen program is a unique opportunity for participants ages 11 – 14 to learn more about zoos and conservation.
Zoo New England was pleased to once again be selected as a partner in the Boston Summer Learning Project, a collaboration between Boston After School and Beyond, Boston Public Schools, and philanthropic and community organizations, to provide quality summer youth programs. For five weeks throughout the summer, 40 local students immersed themselves in a unique learning environment at Franklin Park Zoo designed to bring science learning to life and enhance their academic progress in math and language arts. Here, they had the opportunity to observe animals, learn about their behavior and adaptations and participate in hands-on projects that utilized their critical thinking skills.

As a vibrant member of the cultural community in Boston and beyond, ZNE is committed to community participation and community access. We work with community centers, camps and groups such as the Greater Grove Hall Main Streets, Project RIGHT, Franklin Park Coalition, The Emerald Necklace Conservancy, the Stoneham Chamber of Commerce and many other organizations. Additionally, we conduct outreach to libraries, schools, after-school programs and various other entities.

ZNE remains committed to ensuring that personal financial situations do not constitute a barrier to enjoying and benefiting from Zoo experiences. As an organization whose mission is to connect people to the natural world through meaningful experiences that engage, educate, and inspire the next generation of conservation stewards, it is imperative that we reach everyone within our communities. ZNE’s dedication to this aspect of our mission is evident in our community outreach programs, which include:

- **Library Pass Programs**: Libraries purchase the pass which entitles their patrons to a discount to the Zoos.

- **EBT Program**: Recognizing that Zoo visits are integral to childhood and learning, participants in the Massachusetts’ EBT (Electronic Benefit Transfer) program receive deeply discounted admission to the Zoos year-round. Participation increased 181 percent, from 12,841 participants in FY 16 to 36,057 participants in FY 17.

- **Community Pass Program**: Non-profit organizations and community groups are eligible for a limited amount of free admission passes. ZNE distributed more than 2,693 passes to community groups during FY 17.

- **Organizational Pass Program**: Non-profit organizations may purchase an institutional pass enabling groups of individuals to attend the Zoos at greatly reduced cost.
EXCEPTIONAL Partners

Zoo New England is grateful to all who donated to the Zoos. Your support provides the funds to care for all of ZNE’s animal inhabitants, pursue conservation projects both locally and abroad, and continue to educate and inspire conservation stewards of the future. Listed here are some who made gifts between July 1, 2016 and June 30, 2017.

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In-kind donations are a unique way to support Zoo New England. These donations can be goods or services, or items used for animal enrichment, educational presentations, administrative purposes and more. In-kind donations help defray Zoo costs and provide a great way to put your unwanted goods or skilled services to use.

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Thank you to everyone who supported Zootopia 2017! Zootopia is the Zoos’ annual fundraising gala which raises significant funds toward our annual operating costs. Zootopia 2017 was held at the Royal Sonesta Boston. Proceeds from Zootopia directly benefited Zoo New England’s Franklin Park Zoo and Stone Zoo, as well as the Zoos’ education programs, and vital conservation initiatives.

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Benjamin Williams
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In April 2006, Franklin Park Zoo lost a cherished family member when former Zookeeper Jonathan Gilmour passed away suddenly at age 29. To honor Jonathan and his commitment to the welfare of animals, the **Jonathan Gilmour Memorial Scholarship Fund** was established in his memory. The fund was established by Zoo New England with generous financial support and volunteer leadership from the Gilmour Family.

Award winners are ZNE staff members who have been employed by the Zoo for at least one year.

Each May, the Jonathan Gilmour Memorial Scholarship Bike Ride is held in Hollis, N.H. Hundreds of riders celebrate Jonathan’s memory and through the years this Ride has raised tens of thousands of dollars to support the scholarship fund.

Matt and Ellen Albert  
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Carol Piwko
Thelma K. Pollard
Samantha McArdle, Tom O’Brien, Jaimie Shaughnessy, Leah Wynn, and Camp Wynn ran in the 2017 Boston Marathon on behalf of Zoo New England and raised over $40,000. Your donations below provided the encouragement and motivation for these brave runners and provided much needed funds to support your local Zoos.
Thank you to all who attended Stone Zoo’s 13th Annual A Wild Affair, a “tasting” event that featured stations hosted by local restaurants and caterers – as well as live entertainment and a live and silent auction. Proceeds from this event supported the operation and continued growth of Stone Zoo, its education programs and conservation initiatives.

Boston Tailored
Natalia Brennan
Brian Brighenti
Kim Brooks
Budweiser
Buffalo Wild Wings - Saugus
Joanna Burns
Burton’s Grill
Butcher Boy
Buttonwood Park Zoological Society
Cabot Creamery
Thank you to all who attended Stone Zoo’s 2nd annual beer-tasting event, Ales and Tails. Proceeds from this event supported the operation and continued growth of Stone Zoo, its education programs and conservation initiatives.

A special thank you to all the vendors that supported Ales and Tails!

Abacus Distributing
Allagash Brewing Company
Bantam Cider Company
Barefoot Wine & Bubbly
barkTHINS
Brew at the Zoo

Thank you to all who attended Franklin Park Zoo’s 7th annual beer-tasting event, Brew at the Zoo, featuring stations hosted by local breweries and restaurants. Proceeds from this event supported the operation and continued growth of Franklin Park Zoo, its education programs and conservation initiatives.

A special thank you to all of the businesses that supported Brew at the Zoo!

- 7ate9 Bakery
- Abacus Distributing
- Aeronaut Brewing Company
- Allagash Brewing Company
- Angry Orchard
- Bad Martha
- Bantam Cider Company
- Barefoot Wine & Bubbly
- barkTHINS
- Baxter Brewing Co.
- BEERWORKS Brewing Co
- Bell Olmsted Park
- Berkshire Brewing Company
- Big Elm Brewing
- Bone Up Brewing Company
- Brooklyn Brewery
- Cabot Creamery Cooperative
- California Pizza Kitchen
- Cambridge Brewing Company
- Castle Island Brewing Co.
- Clown Shoes
- Deadwood Café & Brewery
- Down the Road Beer Co.
- Downeast Cider
- Exhibit ‘A’ Brewing Company
- Farmer Willie’s Alcoholic Ginger Beer
- Gather
- Greater Good Imperial Brewing
- Guinness
- Honest Tea
- Hubert’s Lemonade
- Ipswich Ale Brewery
- Jack’s Abby Craft Lagers
- John Harvard’s Brew House
- KIND Snacks
- Kingdom Wine Company
- Lagunitas Brewing Co.
- Lantana Foods
- Lexington Brewing & Distilling
- Lookout Farm Hard Cider
- Magic Hat
- Mayflower Brewing Company
- Mighty Squirrel Brewing Co.
- Mighty Swell Sparkling Cocktails
- Moon Hill Brewing Co.
- Narragansett Beer
- Newburyport Brewing Company
- Nola’s Fresh Foods
- Portico Brewing Co.
- Samuel Adams
- Sixpoint Brewery
- The Tap Brewing Company
- Tiger
- Traveler Beer Company
- Turtle Swamp Brewing Company
- Two Roads Brewing Co.
- Utz Quality Foods
- Whalers Brewing Company
- Willow Tree Farm

Brooklyn Brewery
Cabot Creamery Cooperative
Cambridge Brewing Company
Cape Ann Brewing
Castle Island Brewing Co.
Clown Shoes
Down the Road Beer Co.
Downeast Cider
Farmer Willie’s Inc.
Goose Island Brewery and Blue Point Brewing Company
Hidden Cove Brewing Co.
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KIND Snacks
Kingdom Wine Company
Lagunitas Brewing Co.
Lantana Hummus
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Mighty Squirrel Brewing Co.
Mighty Swell Sparkling Cocktails
Narragansett Brewing Company
Nauti Seltzer
Red Heat Tavern
Sierra Nevada
Smuttynose Brewing Co.
Wachusett Brewing Company
Willow Tree Farm
Uncorked

Thank you to all who attended Franklin Park Zoo’s 4th annual wine-tasting event, Uncorked. Proceeds from this event supported the operation and continued growth of Franklin Park Zoo, its education programs and conservation initiatives.

Abacus Distributing  
Al’s Backwoods Berries  
Barefoot Wine and Bubbly  
City Winery  
Honest Tea  
Kingdom Wine Company  
MBJ Wine  
Samuel Adams  
Southwest Wines  
White Mountain Winery  
Montilio’s Baking Company  
When Pigs Fly Bakery

Tributes

A gift to Zoo New England is an excellent way to recognize someone special to you. Gifts in honor or in memory allow you an opportunity to celebrate an animal loving friend or family member in a truly meaningful way. Unless otherwise specified, these gifts aid the Annual Fund. The person or family recognized by the donation receives a special notification from the Zoo.

In Honor of Emily Miller and Anne Knapp  
Eve Alpern

In Honor of Amari the Giraffe  
Christine Galatis  
Rachel Young

In Honor of Maya Argyros  
George C. Argyros

In Memory of Louise Barker  
Hope Barton  
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Robert Rechner

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Karen Wunderlin  
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In Honor of Grace Fey  
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Desiree Ladd

In Memory of Paul Lang  
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In Honor of Rowan McCoy  
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In Honor of Gabriel Zielinski  
Peter Zielinski 🐻
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Single Volunteers of Boston  
Stoneham Bank  
Takeda Pharmaceuticals International Co.  

Stone Zoo

501st New England Garrison  
Advancing Milestones  
Amanda LaCoy  
American Training Inc.  
Bank of America  

In total, 31,190 hours of essential services were contributed by 3,180 individual volunteers, group volunteers and interns in FY 17.
## FISCAL YEAR 2017

### Financial Summary

Condensed Statement of Revenue, Expenses and Change in Net Assets as of June 30, 2017 (in Whole Dollars)

<table>
<thead>
<tr>
<th>Operating Revenues:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions</td>
<td>3,420,064</td>
</tr>
<tr>
<td>Concessions Revenue (Net)</td>
<td>291,702</td>
</tr>
<tr>
<td>Membership Fees</td>
<td>1,628,966</td>
</tr>
<tr>
<td><strong>Total Guest Operating Revenues</strong></td>
<td>5,340,732</td>
</tr>
<tr>
<td>Other Operating Revenue</td>
<td>740,392</td>
</tr>
<tr>
<td><strong>Total Operating Revenues</strong></td>
<td><strong>6,081,124</strong></td>
</tr>
<tr>
<td>Non-Operating Revenues</td>
<td></td>
</tr>
<tr>
<td>Investment Income</td>
<td>22,588</td>
</tr>
<tr>
<td><strong>Total other contributions</strong></td>
<td><strong>12,942,706</strong></td>
</tr>
<tr>
<td><strong>Total revenues and contributions</strong></td>
<td><strong>19,046,418</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Operating Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>(including depreciation of $1,140,382)</td>
<td>15,799,552</td>
</tr>
<tr>
<td>Non-operating Expenses</td>
<td>347,648</td>
</tr>
<tr>
<td>Change in Net Position</td>
<td>2,899,218</td>
</tr>
<tr>
<td><strong>Net Position, Beginning of the Year</strong></td>
<td>20,832,250</td>
</tr>
<tr>
<td><strong>Net Position, End of Year</strong></td>
<td>23,731,468</td>
</tr>
</tbody>
</table>
FISCAL YEAR 2017

Highlights

• In FY 17, Membership revenues brought in over $1.6 million, marking the sixth year that membership revenue has exceeded more than $1 million, and the third year that revenue has exceeded $1.6 million.

• In FY17, our Education department significantly increased the number of Wild Adventures programs, which include our Breakfast with the Animals programs and premium tours, by 179 percent with 232 total programs compared to 83 in FY 16.

• Zootopia, Zoo New England’s signature fundraising event, experienced another record-breaking year, raising more than $455,490 in revenue in FY 17 compared to $414,408 in revenues in FY 16.

Zoo New England manages Franklin Park Zoo and Stone Zoo on behalf of the Commonwealth of Massachusetts and we are grateful to the Commonwealth for its financial support.