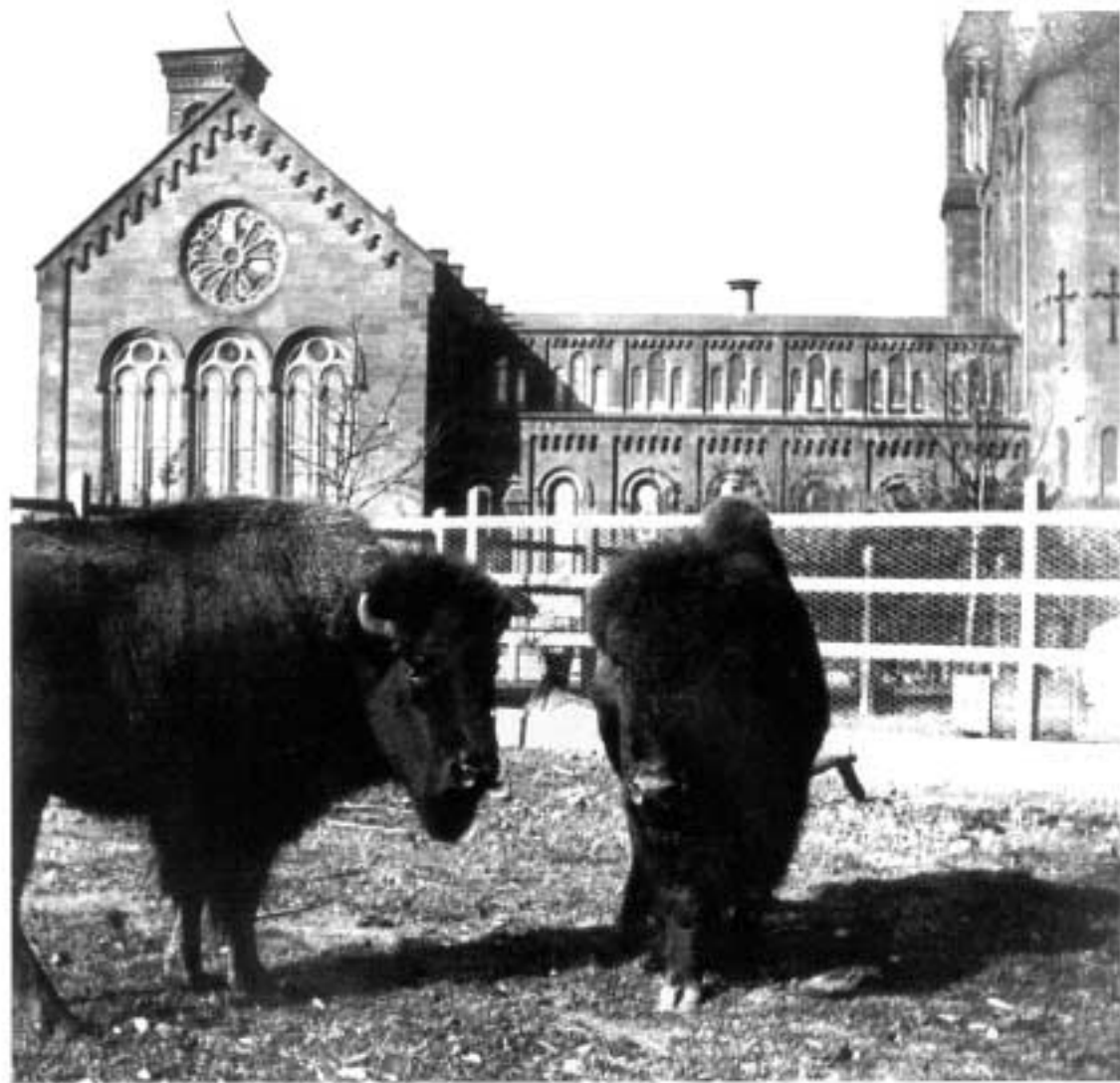


FRIENDS OF THE NATIONAL ZOO

FONZ

1999 ANNUAL REPORT



MISSION STATEMENT

In support of the mission of the Smithsonian National Zoological Park, Friends of the National Zoo is dedicated to providing biological education, to protecting the environment, and to serving the needs of visitors and the community for high-quality recreational experiences.

The following pages demonstrate how FONZ worked to achieve these goals in 1999.





MESSAGE FROM THE PRESIDENT

I am writing this message at an important juncture in the life of FONZ and of the Smithsonian National Zoo. The new millennium greets us with a bewildering array of challenges in the conservation of our natural world. FONZ is uniquely poised to respond. Our education programs, our support of Zoo exhibits, conservation programs, and research projects, and our tremendous membership all cultivate environmental awareness and action.

Toward this end, FONZ and the National Zoo have launched a major capital campaign to fund the construction of a new, technologically advanced giant panda conservation exhibit and to bring two young giant pandas to the National Zoo once again. The exhibit will serve to engage visitors in the excitement of environmental and biological science, while the delightful pandas will inspire people of all ages to consider what's at stake if we don't act now.

FONZ's small but energetic staff and team of fabulous volunteers make reaching these lofty goals possible. Simply by reading about FONZ's recent accomplishments in the pages of this Annual Report, one sees what tremendously varied talents make FONZ and the Zoo the great organizations they are today.

One great talent we regret losing is Michael Robinson, who is retiring from his position as Director of the National Zoo. Mike's holistic approach to environmental education, as evidenced by exhibits developed under his tenure such as Amazonia, Think Tank, and Pollinarium, began the transformation of the National Zoo into a BioPark. I trust that his legacy will continue to bear fruit for years to come.

Carole A. Valentine
President
Friends of the National Zoo



PHOTO: ALBERTO SANTACROCE/STUDIO HERRON, ZOOLOGICAL PARK

THE FONZ CYCLE

FOUNDED IN 1889 “for the advancement of science and the instruction and recreation of the people,” the Smithsonian National Zoological Park has grown from a small herd of bison grazing on the Mall to a vast collection of more than 3,600 animals, representing 435 species of mammals, birds, amphibians, reptiles, fish, and invertebrates. Today, 130 of these species are endangered or threatened. The National Zoo’s work has never been more vital.

Friends of the National Zoo (FONZ) supports the efforts of the Zoo in biological education, conservation, and research. For 42 years, FONZ has contributed financially to the Zoo’s animal exhibits, education initiatives, and scientific inquiry. FONZ’s diverse, talented staff and army of 1,300 dedicated volunteers further complement this monetary assistance by communicating biological and environmental information to people of all ages—here at the Zoo, through outreach programs in the community, and online.

At the dawn of a new millennium, four interwoven goals drive our organization’s mission: educating our children, reaching out to our community locally and globally, involving our members, and contributing to wildlife conservation and research. In short, the FONZ Cycle.





JOHN NEWBORN



ALAN HOBBS/ONLINE

IT BEGINS WITH THE KIDS...

A preschooler comes to the Zoo and is delighted by the adorable prairie dogs or the rainbow of sea anemones in the Invertebrate Exhibit. In middle school, the child visits again and learns about the fragility of the American prairie and of the world's coral reefs. Years later, the adult then makes decisions as a consumer, contributor to charities, voter, and vacationer that help nurture the environment, rather than compromise it. And as a parent, the once stroller-bound toddler can now bring his or her own children, launching the cycle of environmental awareness for future generations.

Friends of the National Zoo seeks to inspire children from the Washington metropolitan area to look not only at the Zoo's animals, but at the birds and bugs in Rock Creek Park and in their own backyards, with curiosity and knowledge. Kids visiting from out-of-town too can develop an appreciation of nature here at the Zoo and transport this bond back home with them. Soon FONZ may be able to inspire a child in Burma or Botswana—visiting through cyberspace—in a similar way.

In 1999, FONZ took a major step forward in the education of children visiting the Zoo with the construction of the "How Do You Zoo?" exhibit, in the space formerly occupied by ZooLab in the Visitor Center. This new hands-on play area replicates elements of a modern zoo in miniature for children

aged five to ten. Visitors to "How Do You Zoo?" find a child-sized animal exhibit area, animal keeper office, commissary, and veterinary hospital, with equipment modeled on what the National Zoo staff really use. Children are encouraged to role-play, choosing between jobs as an animal keeper, an animal nutritionist, and a veterinarian.

Not all children, however, have the opportunity to appreciate the Zoo's wild treasures and fascinating exhibitry in person. FONZ offers curriculum support for primary and secondary school teachers so that the lessons the Zoo's unique resources impart to visitors here can be delivered in the classroom too. In 1999, FONZ educators continued to expand and refine our education offerings for local schools with the creation of five new Exhibit Activity Guides and the revision of five existing guides, as well as the release of one new slide set. Nearly 24,000 students used these guides in 1999, either in the classroom or through scheduled visits to the Zoo, and more than 400 teachers attended FONZ workshops to learn how best to incorporate these materials into their daily lessons. Support to produce these materials was provided by the third of four \$25,000 yearly grants from the Howard Hughes Medical Institute's Precollege and Public Science Education Program.

FONZ hosts special children's events at the Zoo to further our education goals. In March 1999, FONZ held the 16th annual Seal Days, an ever-popular weekend celebration of grey seals, California sea lions, and other North



FONZ Activities

For 42 years, FONZ has contributed financially to the Zoo's animal exhibits, education initiatives, and scientific inquiry.



John Corbett/WLIF

In 1977, FONZ took a major step forward in the education of children visiting the Zoo.



John McLaughlin



Francine Baroff



John McLaughlin



Photo Courtesy: FONZ



Photo Courtesy: FONZ

American wildlife. At this free event, kids of all ages learned about the special adaptations of marine mammals and the threats to these and other North American species, while delighting in sea lion training demonstrations, interactive marine mammal displays, and other fun activities.

In cooperation with the National Science Foundation during the annual Science and Technology Week in April, FONZ hosted a bittersweet, in retrospect, final anniversary party for the National Zoo's beloved panda, Hsing-Hsing. The event also featured a newly developed game, Find Out Why?, in which children visited ten interactive stations on the Zoo's Great Meadow, tackling questions such as why bees are fuzzy and why cheetahs run so fast. Consistent with FONZ's education mission, the free event celebrated not only the wonder of nature, but the wonder of the scientific process too.

FONZ's first-ever Boo at the Zoo, in October 1999, found the National Zoo grounds transformed by spooky music and haunted exhibit buildings, and teeming with children dressed as lions and tigers and bears, and other superheroes. The \$49,000 raised by the two-night Halloween event helped support FONZ's education staff, propelling the FONZ Cycle onwards.

The education of children doesn't have to stop when the school year ends. In 1999, more than 800 campers attended FONZ's popular Summer Safari Day Camp at the National Zoo. A total of 52 classes, all taught by certified teachers, were offered, including a new bilingual, Spanish-English class. The

camp benefited for the first time from the support of more than 60 teenage volunteers, who were able to fulfill secondary school community-service requirements.

For the fifth year, FONZ also held its Overnight Summer Camp at the Zoo's Conservation and Research Center (CRC) in Front Royal, Virginia, setting a new attendance record of 205 children ages nine to 12. Campers enjoyed a seven-day-long outdoor adventure: orienteering, birdwatching, animal tracking, and hiking through the area's forests, fields, and wetlands under the supervision of CRC scientists and naturalists. The Overnight Summer Camp, accredited by the American Camping Association, received a nearly 50-percent return rate among participants from the previous year. Along with the Summer Safari Day Camp, the Overnight Summer Camp offered scholarships to local children in need so that the wonder of nature was available to all.

FONZ also hosted the twelfth annual Zoo Olympics for six weeks in the summer of 1999. More than 400 children from the D.C. Department of Recreation summer program and other community organizations took part in educational games, matching their physical skills with the sprinting cheetahs, long-jumping kangaroos, and other Olympians of the natural world. The support of teenage volunteers was vital in running the Zoo Olympics event, too. These ZooTeens and their peers represent a bridge between the enthusiastic glee of elementary schoolchildren and the more serious maturity of adults; their interest in the Zoo, and in conservation

FONZ also hosted the twelfth annual Zoo Olympics for six weeks in the summer of 1999.



Photo Courtesy: FONZ



generally, is crucial to the creation of an environmentally responsible community.

Children of all ages, and from around the globe, are turning more and more to the Internet for information and entertainment. Recognizing this trend, FONZ has continued to expand the educational resources of its acclaimed website, www.fonz.org. In 1999, the FONZ site launched a series of online fact sheets, with detailed information on animals ranging from invertebrates and amphibians to primates and pandas. FONZ also began work on a comprehensive index so that students researching animals could quickly find all articles, fact sheets, special programs, and other resources on the site related to that species. FONZ hopes to make further use of 21st-century technology to reach kids whose futures depend on choices we all will make in the new millennium.

IT LEADS TO THE COMMUNITY...

Today, a community can extend far beyond one's immediate neighborhood. Friends of the National Zoo counts not just the residents of the Washington, D.C., metro area, but people from all corners of the globe and all segments of the population, as members of our community and participants in our mission. Toward this end, the FONZ website, www.fonz.org, continues to expand, having undergone a redesign and reorganization in 1999 to make its contents more user-friendly and visually

attractive. The site registered more than 250,000 user visits in 1999, as people from near and far logged on to learn about FONZ and Zoo lectures and events, to research animal information, and to find out about visiting the Zoo.

However, the Zoo itself is still the focus of many of our outreach efforts. In 1999, nearly three million people visited the National Zoo. FONZ helps the Zoo meet the challenge posed by such tremendous visitation by operating concessions, grounds maintenance, and visitor information services in the park. Part of the Smithsonian Institution, the National Zoo is one of only three free zoos in North America. The income FONZ derives from parking fees, food services, and Zoo Stores supplements Zoo expenditures on exhibit development, animal acquisition, research and conservation programs, and staff training. The Zoo therefore depends on visitor support, and visitors benefit in turn from enhanced facilities and services.

In 1999, FONZ Food Services reported revenues of \$2.9 million, slightly below 1998's record level. An expanded menu at the renamed Prairie Lookout Cafe bolstered sales significantly. FONZ continued to offer special catering services as well, hosting a record 572 catered events—from large corporate picnics to intimate, formal dinners.

The FONZ Merchandise Department continued to expand its offerings of educational gifts and other nature-related products. After a renovation at the Monkey Island Zoo Store, revenues there increased 30 percent. Overall

In 1999, nearly three million people visited the National Zoo.





JOHN HENNINGSEN



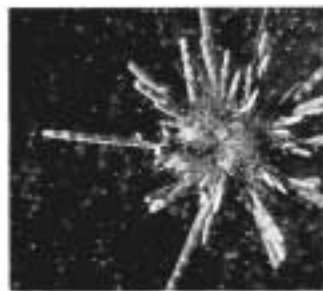
ADAM HENNINGSEN



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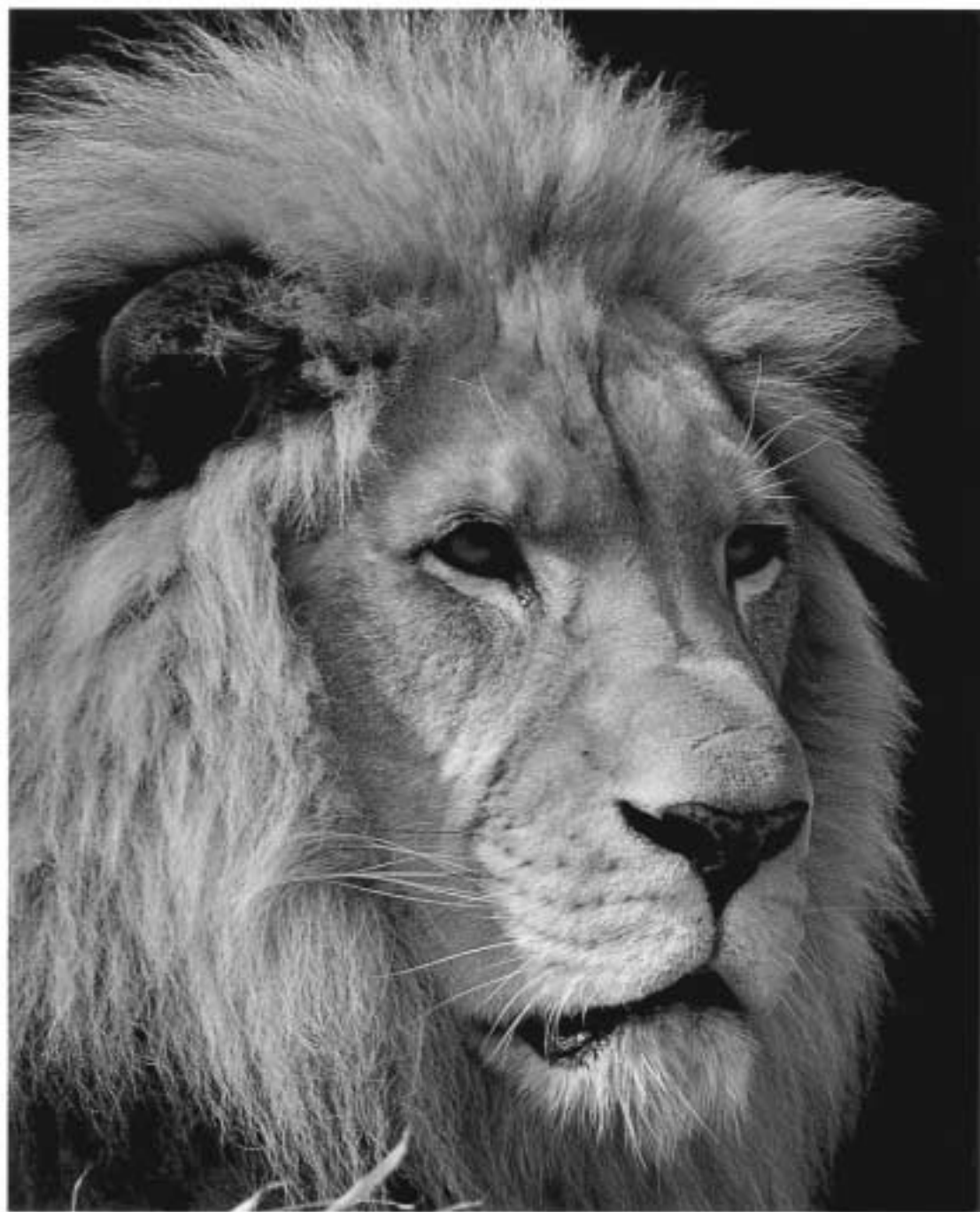
FRANCIS BOND



ALAN COMBES



ALAN COMBES



JOHN HENDERSON



ALAN COMBES



ALAN COMBES

volunteers visited 990 people in area pediatric hospitals and senior day-care centers.



ZOO PHOTOGRAPHY

sales in the Zoo and in outside mall locations were down from the record levels of 1998. However, enrollment of FONZ members in Zoo Stores surged 20 percent, strengthening our connection with families in Washington, D.C., and beyond.

Our Guest Services Department continued to operate information stations in the park, improving signage so that guests of the Zoo could more easily learn of animal demonstrations, exhibits, and new animals. The Panda Information Station remained open all year long for the first time. Guest Services staff also collected donations toward the Giant Panda Conservation Fund, enabling visitors inspired by the Zoo's exotic species to contribute to research benefiting animals in the wild.

FONZ's team of multi-talented staff and enthusiastic corps of volunteers—who logged nearly 90,000 hours in 1999—helps make visitors' experiences here both memorable and meaningful. Volunteers in FONZ's Exhibit Interpreter programs interacted with nearly 500,000 Zoo visitors in 1999, an increase of more than 13 percent over 1998. The Valley Interpreter Program expanded from two volunteers in the previous year's pilot program to 16 volunteers working six days a week. This new program reached nearly 28,000 visitors in 1999 alone. Our volunteer Zoo Guides led 163 special tours for visitors of all ages in 1999, including FONZ member families, scout troops, and community groups. Zoo Guides were also present to provide visitors with information during the panda Hsing-Hsing's illness.

FONZ solicits support for the work of the National Zoo outside the boundaries of the Zoo as well. In 1999, FONZ Outreach volunteers traveled to the Fairfax Fair, Mount Pleasant Day, and other community events to trumpet our programs and rally new troops. Through the Zoo-on-Wheels program, in its sixth year, FONZ endeavored to bring our conservation message to those members of the community for whom a visit to the Zoo is difficult or impossible. In 1999, Zoo-on-Wheels volunteers visited 990 people in area pediatric hospitals and senior day-care centers.

FONZ invites the business community to join our mission too. In 1999, FONZ's marketing staff raised more than \$323,000 in corporate support and an additional \$535,000 through in-kind contributions. The FONZ Visa Affinity Card program alone generated \$40,000 in revenue in 1999, with the number of participants in the program growing to 2,200. FONZ also entered into a new partnership with Greatergood.com, in which FONZ receives from five to 15 percent of all online purchases directed through their website from ours.

Corporate sponsorship of FONZ events further benefited our programs. While sponsor support of Guppy Gala held strong, sponsor revenues from Fiesta Musical nearly doubled to \$53,000, and those from ZooFari grew to more than \$165,000. The new Boo at the Zoo event also yielded fruitful sponsorships, generating more than \$24,000.

Special events at the Zoo foster strong ties with communities across the Greater



ZOO PHOTOGRAPHY



ZOO PHOTOGRAPHY



Washington area. In 1999, FONZ continued its support of the National Zoo's traditional Easter Monday event, African-American Family Celebration. During the Sunset Serenades summer series, FONZ further extended its reach by offering free evening concerts on Lion/Tiger Hill. In 1999, FONZ also launched the Young Professionals Events series—evening socials that include live music and dance instruction for young adults, and the young at heart. About 250 people attended the inaugural event, *Swinging with the Primates*, and attendance doubled to more than 500 for the second event, *Hustle with the Hippos*. FONZ hopes that such events will create interest in the Zoo, and in wildlife conservation as a whole, among the decision-makers of today and tomorrow.

In September, FONZ celebrated our final Wildlife Arts Festival, which yielded \$22,000, and presented *Fiesta Musical*, an annual community festival commemorating Hispanic Heritage Month. More than 42,000 people enjoyed the free musical and cultural performances, great Caribbean and Latin American cuisine, embassy displays, and other activities at this event. September also served as Be a FONZ Month, during which time 1,100 people joined FONZ and received a Beanie Baby as an added benefit.

Every FONZ event, however, offers a chance for curious visitors to learn about FONZ's mission, and about the benefits of membership. Turning visitors into members allows the FONZ Cycle to continue its orbit.

IT EXTENDS TO OUR MEMBERS...

Members make FONZ flourish. At the end of 1999, FONZ boasted 29,234 individual and family memberships—about 1,000 more than a year earlier—representing close to 70,000 people. FONZ membership fosters a sense of participation in the work of the National Zoo among individuals, families, and organizations outside the Smithsonian.

Revenues generated from membership totaled \$1.7 million in 1999, a record amount supporting education and scientific endeavors at the National Zoo. In turn, FONZ members received free parking at the Zoo, discounts at National Zoo Stores and on classes and trips, subscriptions to *ZooGoer* and *Wildlife Adventures*, guided tours and special members-only events, and other unique opportunities—plus the knowledge that they've helped animals at the Zoo and in the wild.

In 1999, FONZ members had the chance to attend classes and workshops in biological education and conservation both at the Zoo and at the Conservation and Research Center in Front Royal, Virginia. More than 500 FONZ members joined the CRC Safari Club, which in 1999 included a canoe trip, the Spring Peepers Fest, Moonlight Hoot, and the annual behind-the-scenes tour of the CRC facilities. The popularity of FONZ's members-only Snore and Roar overnight program at the Zoo continued to grow as well. In 1999, all Snore and Roars were held outside

During the Sunset Serenades summer series, FONZ further extended its reach by offering free evening concerts on Lion/Tiger Hill.





John Robertson

RONZ boasted 29,254 individual and family memberships in 1999.



John Robertson



John Robertson



John Robertson

and 5,200 species of animals—including roughly 20 percent of all known reptiles, 25 percent of all known amphibians and mammals, and 35 percent of all known fishes.

for the first time, and every Snore and Roar night offered was filled to capacity, with 920 total participants. FONZ continued its Zoo birthday party program, adding special themed parties that nearly 8,000 children attended. FONZ members also enjoyed the thrill of exploring the Zoo after-hours at our annual ZooNight events in June.

FONZ keeps in regular contact with our members through our newsletter, *Wildlife Adventures*, and our award-winning wildlife magazine, *ZooGoer*. In 1999, *Wildlife Adventures* informed members of special events, classes, trips, and contests, and included a special children's section; *ZooGoer* featured articles on topics ranging from camels and kiwis to horseshoe crabs and Cuba. For cyber-minded folks, FONZ also created an electronic newsletter—FONZ Flash—to alert members via email of animal news and special events. We also offered the opportunity to purchase event tickets, renew memberships, read our publications, and learn about members-only classes through our website.

FONZ members can take lessons learned at the Zoo into the wild, where the conservation challenge can be witnessed firsthand. Through the FONZ Wildlife Travel Program, members accompanied by FONZ or National Zoo guides voyaged to 11 exotic destinations in 1999, searching for elephants and other wildlife in Kenya, penguins in Antarctica, tortoises in the Galapagos, and polar bears in Churchill, Manitoba. FONZ also launched the Eco-Explorers Teen Travel Program, in which a group of teenagers and two trip lead-

ers journeyed to research stations in the Peruvian Amazon for an eight-day experience in the rainforest. Because of the success of the trip, the program will be expanded in 2000.

In fact, families have signed up for FONZ membership so their kids can participate in the teen travel program—an inspiring chain of community and membership leading children to environmental learning in the wild. And there, in nature, we find the final station in the FONZ Cycle.

...AND RETURNS TO THE ANIMALS

Ultimately, all our efforts to raise money and stimulate environmental awareness are aimed at conserving wildlife; it is here that we can judge the success of our efforts. Globally, the picture does not look altogether promising: At last count, extinction threatens about 34,000 species of plants and 5,200 species of animals—including roughly 20 percent of all known reptiles, 25 percent of all known amphibians and mammals, and 35 percent of all known fishes—according to the World Conservation Union.

But there are hopeful signs as well. From the magnificent bald eagle and the dazzling golden lion tamarin, to the stately Galapagos tortoise and the nimble black-footed ferret, certain endangered species are rebounding. The work of institutions like the National Zoo in assessing conservation threats in the wild, and breeding endangered wildlife for



HOWARD BEATT



HOWARD BEATT



Photo: NPS/USFWS



Photo: Conservation

possible reintroduction, remains crucial for the survival and recovery of numerous species.

FONZ's income-generating activities sustain the National Zoo's conservation efforts. In 1999, FONZ provided \$583,000 in grants for more than 60 research, education, and exhibit projects led by National Zoo staff, including support for giant panda research, the reintroduction of golden lion tamarins, a staff exhibit interpreter at the Reptile Discovery Center, a training program in zoo animal medicine, and field studies of endangered Pacific island birds. FONZ grants also supported Smithsonian training programs for wildlife biologists and zoo managers from developing countries, so that the knowledge and experience garnered by scientists here can be transferred to countries where trained conservationists are sorely needed.

Our annual gala fundraiser, ZooFari, raised a record \$346,000 for the Theodore H. Reed Animal Fund in 1999. These funds went toward the purchase of additional plants along walkways and in exhibits; quarantine for a new kiwi; renovation of the cheetah exhibit; interpretive materials for the Small Mammal House; and other worthy projects.

Through the Giant Panda Conservation Fund, FONZ contributes to efforts to save pandas in China, and bring pandas back to the National Zoo to show visitors here these amazing creatures. FONZ raised \$306,000 for the Fund in 1999, including \$22,000 generated from the final Wildlife Arts Festival.

Nearly 700 new members signed up for the ADOPT a Species program, generating \$2,600 for the care of the Zoo's animals and

plants. The Wildlife Walls program, in which donors purchase personalized terra cotta tiles for placement along Lion/Tiger Hill, generated \$44,000 in 1999. The Annual Appeal raised \$130,000 to purchase a shuttle bus for transporting members and visitors up the Zoo's hill. Total fundraising receipts in 1999 were \$1.3 million, an increase of 29 percent over 1998.

However, time can be just as valuable as money. With pencils and clipboards in hand, FONZ volunteer behavior watchers closely followed the movements of the Zoo's cheetahs, kori bustards, and flamingos in 1999. Volunteers in the golden lion tamarin behavior watch program actually witnessed the birth of tamarin twins in October! Horticulture volunteers meanwhile got their hands dirty assisting the Zoo's landscaping unit with plantings and park upkeep, while "browse volunteers" collected foliage for animal nourishment and stimulation. The help of FONZ volunteers touched all.

Children inspired by the Zoo; families coming to the Zoo and joining FONZ; FONZ members helping animals at the Zoo and in the wild—the circle is complete. However, the cycle of life really never ends, and neither does the work of Friends of the National Zoo. In fact, with plans for a new giant panda exhibit supported by our current capital campaign, FONZ's work is just beginning.

Through the Giant Panda Conservation Fund, FONZ contributes to efforts to save pandas in China, and bring pandas back to the National Zoo.



FONZ Animals

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FRIENDS OF THE NATIONAL ZOO FINANCIAL REPORT

From a financial perspective, 1999 was another strong year for FONZ. Our support to the Smithsonian National Zoo continued to expand, both from concessions revenue and increased fundraising efforts. The financial growth of the last two years positions FONZ to provide the Zoo with the increase in resources that will be required when the Zoo acquires new giant pandas.

As the following charts show, total revenues declined slightly—about one percent—from 1998's record-breaking levels. However, operating expenses also declined by a similar amount. Contributions and fundraising revenues grew by 19 percent to \$1,487,300. Offsetting this gain was the decline in concessions revenues of 4.8 percent. This decline was anticipated because 1998 was a phenomenal, once-in-a-decade year.

FONZ support to the Zoo and the Smithsonian for education, volunteers, visitor services, fundraising for specific Zoo projects, and grants to Zoo scientists and staff grew by \$200,000 to nearly \$2.8 million, a seven-percent increase over 1998. As noted elsewhere, FONZ volunteers donated more than 87,000 hours to support Zoo programs in 1999, hours valued at \$1.5 million.

In 1999, our fundraising efforts continued to grow in size and popularity. Boo at the Zoo, a new, family-oriented evening event that provides a safe educational environment for Halloween, was tremendously popular. Contributions into the Giant Panda Conservation Fund topped \$300,000. Spending in support of Zoo programs from funds restricted by donors grew to more than \$640,000, an increase of \$200,000.

In summary, 1999 was a very successful year financially. FONZ activities continued to generate increasing resources to be used to support the goals and programs of the National Zoo.

The following financial reports are restated from the 1999 annual audit conducted by the independent audit firm Johnson Lambert & Company. The restatement includes information required in our report to the Internal Revenue Service (IRS Form 990). The only significant difference is the incorporation of fundraising proceeds into the operating reports. Copies of the annual audit are available on request. The IRS Form 990 submission by FONZ is available at www.fonz.org.

STATEMENT OF PROGRAM EXPENSES FOR THE YEAR ENDING DECEMBER 31, 1999

| | MEMBERSHIP PROGRAMS | CONCESSIONS | EDUCATION, VOLUNTEER, & ZOO SUPPORT | ADMINISTRATION | FUNDRAISING | 1999 TOTAL | 1998 TOTAL |
|-----------------------------------|---------------------|--------------------|-------------------------------------|------------------|------------------|---------------------|---------------------|
| EMPLOYEE COSTS | \$580,961 | \$2,284,793 | \$669,248 | \$910,484 | | \$4,445,486 | \$4,383,310 |
| PROFESSIONAL SERVICES | 65,599 | 64,084 | | 91,523 | | 221,206 | 214,265 |
| COST OF GOODS SOLD | | 2,657,077 | | | | 2,657,077 | 2,753,985 |
| DEPRECIATION | 29,528 | 226,923 | 24,450 | 31,149 | | 312,050 | 327,040 |
| EQUIPMENT RENTAL & MAINTENANCE | 9,032 | 130,454 | 8,138 | 17,790 | | 165,414 | 153,994 |
| INSURANCE | 746 | 35,280 | 10,235 | 73,141 | | 119,402 | 131,252 |
| INTEREST | | 27,751 | | | | 27,751 | 39,385 |
| POSTAGE | 196,446 | 3,228 | 1,150 | 9,050 | | 209,874 | 187,376 |
| PRINTING AND PUBLICATIONS | 244,555 | 1,242 | 418 | 5,215 | | 251,430 | 248,117 |
| PROMOTION | 187,978 | 19,613 | 5,775 | | | 213,366 | 215,081 |
| SUPPLIES & EQUIPMENT | 9,497 | 80,353 | 9,454 | 28,971 | | 128,275 | 132,459 |
| TAXES | | 13,429 | | | | 13,429 | 19,297 |
| TELEPHONE & UTILITIES | | 215,382 | | 43,744 | | 259,126 | 291,905 |
| TRAVEL & MEETINGS | 4,555 | 8,150 | 13,099 | 15,773 | | 41,577 | 42,182 |
| MISCELLANEOUS EXPENSES | 10,784 | 41,420 | 10,650 | 123,699 | | 186,553 | 197,412 |
| PROGRAM ACTIVITIES | 179,587 | | 63,662 | | 10,538 | 253,787 | 283,994 |
| ZOO SUPPORT | 900 | | 24,581 | | | 25,481 | 20,475 |
| ALLOCATION OF ADMIN | 192,000 | 761,416 | 216,038 | -1,169,454 | | 0 | 0 |
| TOTAL OPERATING EXPENSES | \$1,712,168 | \$6,570,595 | \$1,056,898 | \$181,085 | \$10,538 | \$9,531,285 | \$9,641,530 |
| PURCHASES FROM RESTRICTED FUNDS | | | 616,738 | | | 616,738 | 416,270 |
| NATIONAL ZOO GRANTS & FELLOWSHIPS | | | 569,430 | | | 569,430 | 504,430 |
| MEMBERSHIP SPECIAL PROJECTS | 11,680 | | | | | 11,680 | 25,739 |
| SMITHSONIAN INSTITUTION FEES | | 277,673 | | | | 277,673 | 335,183 |
| OTHER EXPENSES | | | | | 119,170 | 119,170 | 102,429 |
| TOTAL EXPENSES | \$1,723,848 | \$6,848,268 | \$2,243,066 | \$181,085 | \$129,708 | \$11,125,975 | \$11,025,581 |

STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND BALANCES
AS OF DECEMBER 31, 1999, WITH COMPARATIVE TOTALS FOR 1998

| REVENUES | UNRESTRICTED | RESTRICTED | 1999 TOTAL | 1998 TOTAL |
|---|---------------------|--------------------|---------------------|---------------------|
| CONTRIBUTIONS | \$220,265 | \$1,122,634 | \$1,342,899 | \$1,183,914 |
| DUES & SUBSCRIPTIONS | 1,122,426 | | 1,122,426 | 1,108,982 |
| MEMBER CLASSES & ACTIVITIES | 386,129 | | 386,129 | 347,048 |
| CONCESSION SALES | 8,230,100 | | 8,230,100 | 8,641,066 |
| INTEREST INCOME | 149,686 | | 149,686 | 113,288 |
| FUNDRAISING EVENT INCOME | | 144,400 | 144,400 | 65,462 |
| OTHER INCOME | 371,671 | | 371,671 | 399,712 |
| TOTAL REVENUES | \$10,480,277 | \$1,267,034 | \$11,747,311 | \$11,859,472 |
| EXPENSES | | | | |
| PROGRAM SERVICES - SUPPORT TO NATIONAL ZOO AND SMITHSONIAN | | | | |
| EDUCATION, VOLUNTEER, & VISITOR SUPPORT | \$840,860 | | \$840,860 | \$957,618 |
| NATIONAL ZOO GRANTS & FELLOWSHIPS | 569,430 | | 569,430 | 504,430 |
| PURCHASES FROM RESTRICTED FUNDS | | 616,738 | 616,738 | 416,270 |
| MEMBERSHIP SPECIAL PROJECTS | 11,680 | | 11,680 | 14,939 |
| SMITHSONIAN INSTITUTION FEES | 277,763 | | 277,763 | 335,183 |
| TOTAL SUPPORT | 1,699,733 | 616,738 | 2,316,471 | 2,228,440 |
| MEMBERSHIP PROGRAMS | 1,028,678 | | 1,028,678 | 1,052,486 |
| CONCESSIONS OPERATIONS | 5,809,179 | | 5,809,179 | 5,955,367 |
| TOTAL PROGRAM SERVICES | 8,537,590 | 616,738 | 9,154,328 | 9,236,293 |
| MANAGEMENT AND GENERAL | 1,350,539 | | 1,350,539 | 1,505,036 |
| FUNDRAISING | 129,708 | 24,009 | 153,717 | 155,282 |
| TOTAL EXPENSES | \$10,017,837 | \$640,747 | \$10,658,584 | \$10,896,611 |
| CHANGE IN NET ASSETS | \$462,441 | \$626,288 | \$1,088,727 | \$962,862 |

BALANCE SHEET AS OF DECEMBER 31, 1999,
WITH COMPARATIVE TOTALS FOR 1998

| ASSETS | UNRESTRICTED | RESTRICTED | 1999 TOTAL | 1998 TOTAL |
|---|--------------------|--------------------|--------------------|--------------------|
| CASH & CASH EQUIVALENTS | \$35,250 | \$1,035,990 | \$1,071,240 | \$682,239 |
| INVESTMENTS | 790,197 | 1,182,383 | 1,972,581 | 1,760,915 |
| ACCOUNTS RECEIVABLE | 57,409 | | 57,409 | 74,839 |
| PREPAID ITEMS | 50,908 | | 50,908 | 79,597 |
| INVENTORY | 881,396 | | 881,396 | 725,894 |
| PROPERTY & EQUIPMENT (NET) | 1,542,789 | 7,692 | 1,550,481 | 1,653,388 |
| TOTAL ASSETS | \$3,357,949 | \$2,226,065 | \$5,584,014 | \$4,976,872 |
| LIABILITIES AND NET ASSETS | | | | |
| LIABILITIES | | | | |
| ACCOUNTS PAYABLE | \$260,170 | | \$260,170 | \$196,134 |
| ACCRUED SALARIES | 290,461 | | 290,461 | 260,360 |
| DEFERRED REVENUES | 676,517 | | 676,517 | 585,610 |
| NOTES PAYABLE | 350,000 | | 350,000 | 500,000 |
| TOTAL LIABILITIES | \$1,577,148 | | \$1,577,148 | \$1,542,104 |
| NET ASSETS | | | | |
| UNRESTRICTED | \$147,299 | | \$147,299 | \$79,563 |
| BOARD DESIGNATED | 1,736,642 | | 1,736,642 | 1,714,167 |
| RESTRICTED | | 2,122,925 | 2,122,925 | 1,641,038 |
| TOTAL NET ASSETS | \$1,883,941 | \$2,122,925 | \$4,006,866 | \$3,434,768 |
| TOTAL LIABILITIES AND NET ASSETS | \$3,461,089 | \$2,122,925 | \$5,584,014 | \$4,976,872 |

Notes:
These financial statements are restated from the 1999 annual audit to reflect the different format of the IRS in-out tax return of organizations exempt from income tax (IRS Form 990). Both documents are available by writing to us.
The restricted funds shown represent both temporarily and permanently restricted funds. We have combined them for this display because the permanently restricted funds (\$21,000) represent such a small portion of the total.

F O N Z B O A R D

Friends of the National Zoo is a nonprofit organization of individuals, families, and organizations who are interested in helping to maintain the status of the National Zoological Park as one of the world's great zoos, to foster its use for education, research, and recreation, to increase and improve its facilities and collection, and to advance the welfare of its animals.

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Friends of the National Zoo
 Smithsonian National Zoological Park
 Washington, D.C. 20008
 202.673.4950
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THE FONZ BOARD

Twenty-six Board members guided the organization under the leadership of three-year President Carole A. Valentine. The Board's incoming class included Jane W. Gaston, noted artist and conservationist; Richard C. Hotvedt, a partner in the labor and employment laws section of Morgan, Lewis & Bockius; Jeffrey Lande, Vice President of IT Services Division of Information Technology Association of America; and Anna B. Martin, Senior Executive Director of the Office of the Under Secretary of the Smithsonian Institution. M. Lee Sutherland, former President of FONZ, retired from the Board after nine years of service. Lee, along with Terry Peel, a former FONZ Board member, were both appointed to the Board's Advisory Committee. The Board also said farewell to Ross Simons, the Smithsonian representative on the Board and new Director of the Smithsonian Environmental Research Center, after 22 years of distinguished service to FONZ.

The Board officially launched the quiet phase of its first Capital Campaign to raise funds for the Zoo's Giant Panda Conservation Fund.

