

MEMO



To: Oklahoma City Zoological Trust

From: Dwight Scott
Mark Campbell

Date: June 8, 2009

Re: Fiscal Year 2009-2010 Operating Budget and Capital Improvement Plan

Please find enclosed the following documents:	Page
• Proposed Operating Budget	1-15
• Revised Projected Cash Flow	16
• Capital Improvement Plan (CIP)	17

Two columns have been added to Pages 1 and 2 of the Operating Budget. These columns compare the proposed budget to last year's (Fiscal year 07/08) actual results.

Proposed Operating Budget Summary

- Attendance is budgeted at 850,000. This is the same as projected attendance for fiscal year 08/09 and an increase of 14,618 (1.7%) over last year's attendance of 835,382.
- Operating revenue is budgeted at \$6,918,290. This is a decrease of \$38,977 (0.56%) from projected fiscal year 08/09 and an increase of \$379,460 (5.8%) over last year. The decrease of \$208,477 in "Other" revenue is the Great Plains Dinosaur sponsorship.
- Per capita revenue is budgeted at \$6.98. This is a slight increase of \$0.17 (2.5%) over projected fiscal year 08/09 per caps due to price increases in food and beverage and merchandise. Budgeted per capita revenue is budgeted to increase \$0.37 (5.6%) over last year.
- Operating expenses are budgeted at \$13,311,949. This is an increase of \$156,093 (1.19%) from projected fiscal year 08/09 and an increase of \$1,041,308 (8.49%) from last year. Most of the increase over last year, 67.1%, is in salaries and benefits. Through July 2009 there will have been three increases in the minimum wage.
- Net operating revenue (loss) is budgeted at (\$6,393,659). This is an increase of \$195,070 (3.15%) from projected fiscal year 08/09, and an increase of \$661,848 (11.55%) from last year.
- Other revenue is budgeted at \$11,665,914. This is a decrease of \$450,743 (3.72%) from projected fiscal year 08/09, and a decrease of \$414,760 (3.43%) from last year.

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- Net revenue is budgeted at \$5,272,255. This is a decrease of \$645,813 (10.91%) from projected fiscal year 08/09, and a decrease of \$1,076,608 (16.96%) from last year.

Projected Cash Flow

Projected cash flow has been revised to reflect the projected fiscal year 08/09 and the proposed fiscal year 09/10 numbers.

Capital Improvement Plan (CIP)

The initial CIP came in at \$1,208,967. Cuts were made to several areas, as evidenced by the \$0 dollar amounts. The \$582,000 is the amount budgeted in the business plan of the Trust's current Master Plan.

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED BUDGET ANALYSIS

Budget vs
Projected FY 08/09

Budget vs
Actual FY 07/08

	BUDGET FY 09/10	PROJECTED FY 08/09	INCREASE/ (DECREASE)	PERCENT	BUDGET FY 08/09	ACTUAL FY 07/08	INCREASE/ (DECREASE)	PERCENT
REVENUES:								
PUBLIC SERVICES	\$5,928,750	\$5,784,250	\$144,500	2.50%	\$6,192,000	\$5,522,950	\$405,800	7.35%
GROUP EVENTS	575,000	550,000	\$25,000	4.55%	575,000	565,173	\$9,827	1.74%
OTHER	414,540	623,017	(\$208,477)	-33.46%	419,540	450,707	(\$36,167)	-8.02%
TOTAL OPERATING REVENUES	6,918,290	6,957,267	(38,977)	-0.56%	7,186,540	6,538,830	\$379,460	5.80%

	BUDGET FY 09/10	PROJECTED FY 08/09	INCREASE/ (DECREASE)	PERCENT	BUDGET FY 08/09	ACTUAL FY 07/08	INCREASE/ (DECREASE)	PERCENT
OPERATIONAL EXPEND BY DIVISION:								
ADMINISTRATIVE	1,645,284	1,611,423	\$33,861	2.10%	1,642,121	1,391,408	253,876	18.25%
ANIMAL	2,532,981	2,475,583	\$57,398	2.32%	2,588,442	2,531,475	1,506	0.06%
MARKETING & INTERPRETIVE SVC	515,084	764,396	(\$249,312)	-32.62%	537,948	494,849	20,235	4.09%
BUILDING & GROUNDS	3,503,367	3,313,454	\$189,913	5.73%	3,605,471	3,299,889	203,478	6.17%
EDUCATION	699,973	671,045	\$28,928	4.31%	720,758	612,748	87,225	14.24%
VETERINARIAN	1,090,448	1,031,823	\$58,625	5.68%	1,102,639	915,609	174,839	19.10%
VISITOR SERVICES	1,834,215	1,848,392	(\$14,177)	-0.77%	1,786,077	1,756,329	77,886	4.43%
FOOD AND BEVERAGE	1,477,597	1,426,740	\$50,857	3.56%	1,418,301	1,258,157	219,440	17.44%
AMPHITHEATER	13,000	13,000	\$0	0.00%	13,000	10,177	2,823	27.74%
TOTAL OPERATING EXPENSES	13,311,949	13,155,857	156,093	1.19%	13,414,757	12,270,641	1,041,308	8.49%

NET OPERATING REVENUES	(6,393,659)	(6,198,590)	(195,070)	3.15%	(6,228,217)	(5,731,811)	(661,848)	11.55%
OTHER REVENUE:								
SALES TAX FUND REVENUE	11,075,000	11,525,743	(\$450,743)	-3.91%	11,040,000	11,282,084	(207,084)	-1.84%
CONTRIBUTIONS	20,000	20,000	\$0	0.00%	40,000	37,640	(17,640)	-46.87%
OTHER REVENUE	570,914	570,914	\$0	0.00%	703,556	760,950	(190,036)	-24.97%
TOTAL OTHER REVENUE	11,665,914	12,116,657	(450,743)	-3.72%	11,783,556	12,080,674	(414,760)	-3.43%
NET REVENUE BEFORE DEPRECIATION AND CAPITAL EXPENDITURES	\$5,272,255	\$5,918,067	(\$645,813)	-10.91%	\$5,555,339	\$6,348,863	(1,076,608)	-16.96%

OPERATING REVENUE/EXPENSE RATIO	51.97%	52.88%	-0.91%	-1.73%	53.57%	53.29%	-1.32%	-2.47%
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OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT SUMMARY

Budget vs
Projected FY 08/09

Budget vs
Actual FY 07/08

	BUDGET FY 09/10	PROJECTED FY 08/09	INCREASE/ (DECREASE)	PERCENT	BUDGET FY 08/09	ACTUAL FY 07/08	INCREASE/ (DECREASE)	PERCENT
REVENUES:								
ADMISSIONS	\$2,193,000	\$2,193,000	\$0	0.0%	\$2,250,000	\$2,185,405	\$7,595	0.35%
FOOD & BEVERAGE	1,402,500	1,360,000	\$42,500	3.1%	1,395,000	1,147,357	\$255,143	22.24%
MERCHANDISE	1,317,500	1,283,500	\$34,000	2.6%	1,395,000	1,242,269	\$75,231	6.06%
VENDING MACHINES	136,000	136,000	\$0	0.0%	162,000	133,596	\$2,404	1.80%
CATERING	350,000	350,000	\$0	0.0%	400,000	405,923	(\$55,923)	-13.78%
CONCERTS	225,000	200,000	\$25,000	12.5%	175,000	159,250	\$65,750	41.29%
RIDES	586,500	586,500	\$0	0.0%	729,000	570,794	\$15,706	2.75%
AQUATICUS SHOW	72,250	72,250	\$0	0.0%	90,000	60,917	\$11,333	18.60%
STROLLERS	153,000	153,000	\$0	0.0%	171,000	143,416	\$9,584	6.68%
LORIKEET NECTAR	68,000	0	\$68,000	#DIV/0!	0	39,196	\$28,804	73.49%
EDUCATION	224,540	224,540	\$0	0.0%	224,540	240,810	(\$16,270)	-6.76%
PROMOTIONS	115,000	323,477	(\$208,477)	-64.4%	95,000	112,432	\$2,568	2.28%
OTHER	75,000	75,000	\$0	0.0%	100,000	97,465	(\$22,465)	-23.05%
TOTAL OPERATING REVENUE	6,918,290	6,957,267	(\$38,977)	-0.6%	7,186,540	6,538,830	\$379,460	5.80%
COST OF GOODS SOLD	1,203,750	1,215,075	(\$11,325)	-0.9%	1,208,875	1,187,918	\$15,832	1.33%
GROSS MARGIN	\$5,714,540	\$5,742,192	(\$27,652)	-0.5%	\$5,977,665	\$5,350,912	\$363,628	6.80%
	82.60%	82.54%	-0.58%	-0.7%	83.18%	81.83%	0.77%	0.94%
OPERATING EXPENSES:								
SALARIES	\$6,207,964	\$5,842,249	\$365,716	6.3%	\$6,136,353	\$5,607,506	\$600,458	10.71%
BENEFITS	2,152,128	2,059,042	\$93,086	4.5%	2,270,218	2,053,616	\$98,512	4.80%
SUPPLIES	519,436	534,500	(\$15,064)	-2.8%	516,513	457,637	\$61,799	13.50%
UTILITIES	880,000	855,000	\$25,000	2.9%	837,098	721,964	\$158,036	21.89%
OUTSIDE SERVICES	1,101,293	1,126,549	(\$25,257)	-2.2%	1,067,390	1,074,976	\$26,317	2.45%
ANIMAL CARE	644,469	615,000	\$29,469	4.8%	656,000	574,677	\$69,792	12.14%
OTHER	602,910	908,442	(\$305,532)	-33.6%	720,244	592,346	\$10,564	1.78%
TOTAL OPERATING EXPENSE	12,108,200	11,940,782	\$167,418	1.4%	12,203,816	11,082,722	\$1,025,478	9.25%
OTHER REVENUES:								
LEASES	478,771	478,771	\$0	0.0%	406,556	406,556	\$72,215	17.76%
CONTRIBUTIONS	20,000	20,000	\$0	0.0%	40,000	37,640	(\$17,640)	-46.87%
INTEREST	92,143	92,143	\$0	0.0%	297,000	354,394	(\$262,251)	-74.00%
TOTAL OTHER REVENUE	590,914	590,914	\$0	0.0%	743,556	798,590	(\$207,676)	-26.01%
OPERATING INCOME (LOSS)	(5,802,746)	(5,607,676)	(\$195,070)	3.5%	(5,482,595)	(4,933,220)	(\$869,526)	17.63%
TRANSFERS	5,802,746	5,607,676	\$195,070	3.5%	5,482,595	4,933,220	\$869,526	17.63%
NET INCOME (LOSS)	\$0	\$0	\$0		\$0	\$0	\$0	

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED DETAILED STATEMENT OF EXPENDITURES

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EXPENDITURES:	BUDGET FY 09/10	PROJECTED FY 08/09	INCREASE/ (DECREASE)	PERCENT	BUDGET FY 08/09	ACTUAL FY 07/08
SALARIES:						
PERMANENT	\$4,800,632	\$4,506,255	\$294,378	6.5%	\$4,862,252	\$4,472,974
TEMPORARY	1,407,332	\$1,335,994	\$71,338	5.3%	1,274,101	\$1,134,532
TOTAL SALARIES	6,207,964	5,842,249	\$365,716	6.3%	6,136,353	5,607,506
BENEFITS:						
SOCIAL SECURITY	474,909	446,932	\$27,977	6.3%	469,431	\$410,776
RETIREMENT	247,872	227,115	\$20,757	9.1%	331,396	\$297,935
GROUP INSURANCE	1,064,000	1,020,676	\$43,324	4.2%	1,152,500	\$991,013
WORKMENS COMPENSATION	351,047	353,406	(\$2,359)	-0.7%	304,216	\$323,570
STATE UNEMPLOYMENT	14,300	10,913	\$3,387	31.0%	12,675	\$30,322
TOTAL BENEFITS	2,152,128	2,059,042	\$93,086	4.5%	2,270,218	2,053,616
SUPPLIES:						
OFFICE/OPERATING	116,389	117,499	(\$1,110)	-0.9%	118,467	102,068
UNIFORMS	52,100	51,665	\$435	0.8%	48,853	39,523
GAS/OIL/LUBE	45,312	35,036	\$10,276	29.3%	45,750	44,680
CUSTODIAL	45,000	55,000	(\$10,000)	-18.2%	46,213	37,739
HORTICULTURE	34,000	41,000	(\$7,000)	-17.1%	34,080	42,218
GRAPHICS	15,000	14,000	\$1,000	7.1%	16,000	8,898
MAINT. (BLDG & GRNDS)	135,000	135,000	\$0	0.0%	135,000	138,183
MAINT. (VEHCL & EQUIP)	40,085	51,000	(\$10,915)	-21.4%	31,000	21,956
PHOTOGRAPHIC	0	0	\$0	#DIV/0!	150	0
EDUCATIONAL	29,000	26,000	\$3,000	11.5%	35,000	14,837
FUNDRAISING/PROMOTIONAL	7,550	8,300	(\$750)	-9.0%	6,000	7,535
TOTAL SUPPLIES	519,436	534,500	(\$15,064)	-2.8%	516,513	457,637
UTILITIES:						
ELECTRIC	500,000	500,000	\$0	0.0%	487,098	424,901
GAS & FUEL OIL	225,000	200,000	\$25,000	12.5%	225,000	204,227
WATER	155,000	155,000	\$0	0.0%	125,000	92,836
TOTAL UTILITIES	880,000	855,000	\$25,000	2.9%	837,098	721,964
OUTSIDE SERVICES:						
POSTAGE	19,000	18,000	\$1,000	5.6%	17,000	15,418
MAINT/REPAIR MINOR EQUIP	45,683	29,821	\$15,862	53.2%	50,834	31,552
TELEPHONE	40,000	40,000	\$0	0.0%	37,038	37,364
CONTRACTUAL SERVICES	216,898	256,330	(\$39,432)	-15.4%	257,978	281,838
INTEREST EXPENSE	0	0	\$0	0.0%	0	0
PUBLICATIONS & PRINTING	30,800	35,000	(\$4,200)	-12.0%	35,700	24,816
ANIMAL MEDICAL	38,625	36,277	\$2,348	6.5%	36,277	45,141
REFUSE DISPOSAL	48,000	48,000	\$0	0.0%	45,308	48,285
MAINT/REPAIR (BLDG & GRNDS)	47,800	47,000	\$800	1.7%	55,000	35,360
MAINT/REPAIR (VEHCL & EQUIP)	13,120	10,000	\$3,120	31.2%	10,000	13,407
CUSTODIAL	0	0	\$0	0.0%		
HORTICULTURE	16,500	36,000	(\$19,500)	-54.2%	30,000	52,742
GRAPHICS	7,680	7,080	\$600	8.5%	7,080	596
EQUIPMENTAL RENTAL	12,000	12,000	\$0	0.0%	12,000	17,712
ADVERTISING	182,175	182,175	\$0	0.0%	182,175	180,890

BUDGETED DETAILED STATEMENT OF EXPENDITURES

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	BUDGET FY 09/10	PROJECTED FY 07/08	INCREASE/ (DECREASE)	PERCENT	BUDGET FY 08/09	ACTUAL FY 07/08
TRAINING(MOVED TO PRO.DEV.)	0	0	\$0	0.0%	0	0
EMPLOYMENT EXPENSE	6,000	6,000	\$0	0.0%	3,500	5,097
PROFESSIONAL SERVICES	116,350	105,000	\$11,350	10.8%	80,000	87,411
CITY ADMINISTRATION	252,161	255,366	(\$3,205)	-1.3%	200,000	185,000
LICENSES	8,500	2,500	\$6,000	240.0%	7,500	12,347
TOTAL OUTSIDE SERVICES	1,101,293	1,126,549	(\$25,257)	-2.2%	1,067,390	1,074,976
ANIMAL CARE:						
ANIMAL FOOD	460,000	440,000	\$20,000	4.5%	480,000	414,244
HOSPITAL SUPPLIES	41,500	40,000	\$1,500	3.8%	31,000	33,873
ANIMAL SUPPLIES	106,399	100,000	\$6,399	6.4%	110,000	103,667
ANIMAL EXHIBITS	36,570	35,000	\$1,570	4.5%	35,000	22,893
TOTAL ANIMAL CARE	644,469	615,000	\$29,469	4.8%	656,000	574,677
OTHER:						
PROFESSIONAL DEVELOPMENT	81,902	95,000	(\$13,098)	-13.8%	110,545	75,906
INSURANCE *	196,166	185,619	\$10,547	5.7%	228,625	187,402
BUSINESS EXPENSE	5,000	10,000	(\$5,000)	-50.0%	10,000	3,740
MEMBERSHIPS/SUBSCRIPTIONS	45,225	55,000	(\$9,775)	-17.8%	45,315	36,619
INCENTIVE AWARDS	6,500	6,500	\$0	0.0%	5,000	2,208
SMALL MACHINERY/EQUIP	68,143	94,118	(\$25,975)	-27.6%	92,576	105,474
SPECIAL EVENTS	5,000	5,000	\$0	0.0%	5,000	0
COMMISSION	138,690	150,000	(\$11,310)	0.0%	169,930	131,058
LIBRARY	5,494	6,000	(\$506)	-8.4%	6,853	3,089
PROMOTIONAL ACTIVITIES	40,315	291,000	(\$250,685)	-86.1%	41,000	26,050
MISCELLANEOUS	10,475	10,205	\$270	2.6%	5,400	20,800
TOTAL OTHER	602,910	908,442	(\$305,532)	-33.6%	720,244	592,346
TOTAL EXPENDITURES	\$12,108,200	\$11,940,782	\$167,418	1.4%	\$12,203,816	\$11,082,722

* Estimated

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

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	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08
ADMINISTRATION						
SALARIES:						
PERMANENT	\$561,750	\$535,000	\$26,750	5.00%	\$580,000	\$480,518
TEMPORARY	\$40,000	\$35,000	\$5,000	14.29%	\$30,000	\$28,766
TOTAL SALARIES	\$601,750	\$570,000	\$31,750	5.57%	\$610,000	\$509,284
BENEFITS:						
SOCIAL SECURITY	\$46,034	\$43,605	\$2,429	5.57%	\$46,665	\$21,794
RETIREMENT	\$34,232	\$26,964	\$7,268	26.96%	\$40,600	\$21,091
GROUP INSURANCE	\$95,000	\$95,000	\$0	0.00%	\$95,000	\$84,904
WORKMEN'S COMPENSATION	\$34,996	\$35,000	(\$4)	-0.01%	\$35,000	\$33,015
STATE UNEMPLOYMENT	\$500	\$369	\$131	35.50%	\$125	\$1,513
TOTAL BENEFITS	\$210,762	\$200,938	\$9,824	4.89%	\$217,390	\$162,317
SUPPLIES:						
OFFICE/OPERATING	\$15,500	\$15,500	\$0	0.00%	\$13,500	\$20,738
UNIFORMS	\$500	\$500	\$0	0.00%	\$1,000	\$830
TOTAL SUPPLIES	\$16,000	\$16,000	\$0	0.00%	\$14,500	\$21,568
OUTSIDE SERVICES:						
POSTAGE	\$19,000	\$18,000	\$1,000	5.56%	\$17,000	\$15,418
MAINT/REPAIR MINOR EQUIP	\$1,500	\$1,500	\$0	0.00%	\$2,000	\$2,921
TELEPHONE	\$40,000	\$40,000	\$0	0.00%	\$37,038	\$37,364
CONTRACTUAL SERVICES	\$23,468	\$30,000	(\$6,532)	-21.77%	\$35,708	\$30,304
INTEREST EXPENSE	\$0	\$0	\$0	0.00%	\$0	\$0
TRAINING	\$0	\$0	\$0	0.00%	\$0	\$0
LICENSES	\$8,500	\$2,500	\$6,000	240.00%	\$7,500	\$12,347
EMPLOYMENT EXPENSE	\$6,000	\$6,000	\$0	0.00%	\$3,500	\$5,097
CITY ADMINISTRATION	\$252,161	\$255,366	(\$3,205)	-1.26%	\$200,000	\$185,000
PROFESSIONAL SERVICES	\$116,350	\$105,000	\$11,350	10.81%	\$80,000	\$87,411
TOTAL OUTSIDE SERVICES	\$466,979	\$458,366	\$8,613	1.88%	\$382,746	\$375,862
OTHER:						
PROFESSIONAL DEVELOPMENT	\$81,902	\$95,000	(\$13,098)	-13.79%	\$110,545	\$75,906
INSURANCE	\$196,166	\$185,619	\$10,547	5.68%	\$228,625	\$187,402
BUSINESS EXPENSE	\$5,000	\$10,000	(\$5,000)	-50.00%	\$10,000	\$3,740
MEMBERSHIP/SUBSCRIPTIONS	\$45,225	\$55,000	(\$9,775)	-17.77%	\$45,315	\$36,619
INCENTIVE AWARDS	\$6,500	\$6,500	\$0	0.00%	\$5,000	\$2,208
SMALL MACHINERY/EQUIP	\$10,000	\$9,000	\$1,000	11.11%	\$12,000	\$15,319
SPECIAL EVENTS	\$5,000	\$5,000	\$0	0.00%	\$5,000	\$0
MISCELLANEOUS	\$0	\$0	\$0	#DIV/0!	\$1,000	\$1,183
TOTAL OTHER	\$349,793	\$366,119	(\$16,327)	-4.46%	\$417,485	\$322,377
TOTAL EXPENDITURES	\$1,645,284	\$1,611,423	\$33,861	2.10%	\$1,642,121	\$1,391,408

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

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	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08
ANIMAL DIVISION:						
SALARIES:						
PERMANENT	\$1,626,390	\$1,563,837	\$62,553	4.00%	\$1,602,366	\$1,610,499
TEMPORARY	26,970	\$37,957	(\$10,987)	-28.95%	36,857	\$29,727
TOTAL SALARIES	1,653,361	1,601,794	51,567	3.22%	1,639,223	1,640,226
BENEFITS:						
SOCIAL SECURITY	126,482	122,537	3,945	3.22%	125,401	125,477
RETIREMENT	81,970	78,817	3,153	4.00%	107,359	111,594
GROUP INSURANCE	376,000	375,995	5	0.00%	400,000	360,823
WORKMEN'S COMPENSATION	86,165	101,710	(15,545)	-15.28%	86,425	93,963
STATE UNEMPLOYMENT	2,000	729	1,271	174.35%	1,500	8,131
TOTAL BENEFITS	672,617	679,789	(7,172)	-1.05%	720,685	699,988
SUPPLIES:						
OFFICE/OPERATING	3,542	4,199	(657)	-15.64%	5,399	4,378
UNIFORMS	15,300	14,335	965	6.73%	15,335	13,440
TOTAL SUPPLIES	18,842	18,534	308	1.66%	20,734	17,818
OUTSIDE SERVICES:						
MAINT/REPAIR MINOR EQUIP	4,783	2,000	2,783	139.15%	6,534	885
CONTRACTUAL SERVICES	33,340	28,540	4,800	16.82%	32,540	24,036
TOTAL OUTSIDE SERVICES	38,123	30,540	7,583	24.83%	39,074	24,921
ANIMAL CARE:						
ANIMAL SUPPLIES	101,399	95,000	6,399	6.74%	105,000	98,939
ANIMAL EXHIBITS	36,570	35,000	1,570	4.49%	35,000	22,893
TOTAL ANIMAL CARE	137,969	130,000	7,969	6.13%	140,000	121,832
OTHER:						
SMALL MACHINERY/EQUIP	10,394	14,726	(4,332)	-29.42%	28,726	25,777
RESEARCH	0	0	0	0.00%	0	0
MISCELLANEOUS	1,675	200	1,475	737.50%	0	913
TOTAL OTHER	12,069	14,926	(2,857)	-19.14%	28,726	26,690
TOTAL EXPENDITURES	\$2,532,981	\$2,475,583	\$57,398	2.32%	\$2,588,442	\$2,531,475

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

Agenda Item IIC4

	Budget FY 08/09	Projected FY 07/08	Increase/ (Decrease)	Percent	Budget FY 07/08	Actual FY 06/07
MKTG & INTERP SVC DIVISION:						
SALARIES:						
PERMANENT	\$153,503	\$147,360	\$6,143	4.17%	\$162,454	\$151,696
TEMPORARY	21,182	\$21,000	\$182	0.87%	20,686	\$19,637
TOTAL SALARIES	174,685	168,360	6,325	3.76%	183,140	171,333
BENEFITS:						
SOCIAL SECURITY	13,363	12,880	484	3.76%	14,010	13,107
RETIREMENT	7,737	7,427	310	4.17%	11,372	10,484
GROUP INSURANCE	30,000	28,000	2,000	7.14%	30,000	30,909
WORKMEN'S COMPENSATION	10,159	11,000	(841)	-7.64%	9,656	9,691
STATE UNEMPLOYMENT	200	200	0	0.00%	250	755
TOTAL BENEFITS	61,459	59,506	1,953	3.28%	65,288	64,946
SUPPLIES:						
OFFICE/OPERATING	3,200	2,500	700	28.00%	2,985	1,749
UNIFORMS	300	400	(100)	-25.00%	470	852
GRAPHICS	0	0	0	0.00%	0	0
PHOTOGRAPHIC	0	0	0	#DIV/0!	150	0
FUNDRAISING/PROMOTIONAL	7,550	8,300	(750)	-9.04%	6,000	7,535
TOTAL SUPPLIES	11,050	11,200	(150)	-1.34%	9,605	10,136
OUTSIDE SERVICES:						
MAINT/REPAIR MINOR EQUIP	300	0	300	#DIV/0!	1,000	0
CONTRACTUAL SERVICES	14,500	17,000	(2,500)	-14.71%	20,040	16,642
PUBLICATIONS & PRINTING	30,100	35,000	(4,900)	-14.00%	35,000	24,816
GRAPHICS	0	0	0	0.00%	0	0
ADVERTISING	182,175	182,175	0	0.00%	182,175	180,890
TOTAL OUTSIDE SERVICES	227,075	234,175	(7,100)	-3.03%	238,215	222,348
OTHER:						
SMALL MACHINERY/EQUIP	100	150	(50)	-33.33%	300	0
PROMOTIONAL ACTIVITIES	40,315	291,000	(250,685)	-86.15%	41,000	26,050
MISCELLANEOUS	400	5	395	7900.00%	400	36
TOTAL OTHER	40,815	291,155	(250,340)	-85.98%	41,700	26,086
TOTAL EXPENDITURES	\$515,084	\$764,396	(\$249,312)	-32.62%	\$537,948	\$494,849

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

Agenda Item IIIC4

	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08
BUILDINGS & GROUNDS DIVISION:						
SALARIES:						
PERMANENT	\$1,300,000	\$1,157,318	\$142,683	12.33%	\$1,362,259	\$1,253,747
TEMPORARY	122,600	\$103,257	\$19,343	18.73%	106,238	87,413
TOTAL SALARIES	1,422,600	1,260,575	162,026	12.85%	1,468,497	1,341,160
BENEFITS:						
SOCIAL SECURITY	108,829	96,434	12,395	12.85%	112,340	102,388
RETIREMENT	65,520	58,329	7,191	12.33%	91,271	87,089
GROUP INSURANCE	350,000	309,181	40,819	13.20%	400,000	325,199
WORKMEN'S COMPENSATION	82,734	81,000	1,734	2.14%	77,424	75,911
STATE UNEMPLOYMENT	1,500	1,100	400	36.36%	1,500	6,436
TOTAL BENEFITS	608,583	546,044	62,539	11.45%	682,535	597,023
SUPPLIES:						
OFFICE/OPERATING	7,647	6,300	1,347	21.38%	6,300	4,847
UNIFORMS	16,470	14,000	2,470	17.64%	14,000	11,964
GAS/OIL/LUBE	45,312	35,036	10,276	29.33%	46,213	44,680
CUSTODIAL	45,000	55,000	(10,000)	-18.18%	45,750	37,739
HORTICULTURAL	34,000	41,000	(7,000)	-17.07%	34,080	42,218
MAINT (BLDG & GRNDS)	135,000	135,000	0	0.00%	135,000	138,183
MAINT (VEHCLS & EQUIP)	39,085	51,000	(11,915)	-23.36%	30,000	21,956
TOTAL SUPPLIES	322,514	337,336	(14,822)	-4.39%	311,343	301,587
UTILITIES:						
ELECTRIC	500,000	500,000	0	0.00%	487,098	424,901
NATURAL GAS & FUEL OIL	225,000	200,000	25,000	12.50%	225,000	204,227
WATER	155,000	155,000	0	0.00%	125,000	92,836
TOTAL UTILITIES	880,000	855,000	25,000	2.92%	837,098	721,964
OUTSIDE SERVICES:						
REFUSE DISPOSAL	48,000	48,000	0	0.00%	45,308	148,721
MAINT (BLDGS & GRNDS)	47,800	47,000	800	1.70%	55,000	48,285
MAINT (VEHCL & EQUIP)	13,120	10,000	3,120	31.20%	10,000	35,360
HORTICULTURAL	16,500	36,000	(19,500)	-54.17%	30,000	13,407
RENTAL EQUIPMENT	12,000	12,000	0	0.00%	12,000	52,742
CONTRACTUAL	110,250	130,000	(19,750)	-15.19%	125,690	17,712
TOTAL OUTSIDE SERVICES	247,670	283,000	(35,330)	-12.48%	277,998	316,227
OTHER:						
SMALL MACHINERY & EQUIP	20,000	30,000	(10,000)	-33.33%	28,000	18,195
MISCELLANEOUS	2,000	1,500	500	0.00%	0	3,733
TOTAL OTHER	22,000	31,500	(9,500)	-30.16%	28,000	21,928
TOTAL EXPENDITURES	\$3,503,367	\$3,313,454	\$189,913	5.73%	\$3,605,471	\$3,299,889

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

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	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08
EDUCATION:						
EDUCATION REVENUE	\$224,540	\$224,540	\$0	0.00%	\$213,650	\$240,810
SALARIES:						
PERMANENT	412,000	400,000	12,000	3.00%	405,132	375,717
TEMPORARY	46,346	40,000	6,346	15.87%	51,540	32,951
TOTAL SALARIES	458,346	440,000	18,346	4.17%	456,672	408,668
BENEFITS:						
SOCIAL SECURITY	35,063	33,660	1,403	4.17%	34,935	31,008
RETIREMENT	20,765	20,160	605	3.00%	32,411	25,943
GROUP INSURANCE	85,000	85,000	0	0.00%	90,000	82,653
WORKMEN'S COMPENSATION	26,656	26,000	656	2.52%	24,077	23,485
STATE UNEMPLOYMENT	300	215	85	39.53%	300	1,855
TOTAL BENEFITS	167,784	165,035	2,749	1.67%	181,723	164,944
SUPPLIES:						
OFFICE/OPERATING	6,500	6,000	500	8.33%	8,000	4,162
UNIFORMS	2,430	2,430	0	0.00%	2,430	1,421
EDUCATION	29,000	26,000	3,000	11.54%	35,000	14,837
GRAPHIC SUPPLIES	15,000	14,000	1,000	7.14%	16,000	8,898
TOTAL SUPPLIES	52,930	48,430	4,500	9.29%	61,430	29,318
OUTSIDE SERVICES:						
MAINT/REPAIR MINOR EQUIP	2,100	2,000	100	5.00%	2,000	1,330
CONTRACTUAL SERVICES	1,840	500	1,340	268.00%	500	248
PUBLICATIONS / PRINTING	700	0	700	0.00%	700	0
GRAPHICS	7,680	7,080	600	8.47%	7,080	596
TOTAL OUTSIDE SERVICES	12,320	9,580	2,740	28.60%	10,280	2,174
OTHER:						
SMALL MACHINERY/EQUIP	3,099	2,000	1,099	54.95%	3,800	3,007
LIBRARY	5,494	6,000	(506)	-8.43%	6,853	3,089
MISCELLANEOUS	0	0	0	0.00%	0	1,548
TOTAL OTHER	8,593	8,000	593	7.41%	10,653	7,644
TOTAL EXPENDITURES	\$699,973	\$671,045	\$28,928	4.31%	\$720,758	\$612,748

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OKLAHOMA CITY ZOOLOGICAL TRUST BUDGETED INCOME STATEMENT

	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08
VETERINARIAN DIVISION:						
SALARIES:						
PERMANENT	\$400,000	\$367,520	\$32,480	8.8%	\$403,821	\$296,157
TEMPORARY	\$0	\$0	\$0	0.0%	\$0	\$0
TOTAL SALARIES	400,000	367,520	32,480	8.8%	403,821	296,157
BENEFITS:						
SOCIAL SECURITY	\$30,600	\$28,115	\$2,485	8.8%	\$30,892	\$22,656
RETIREMENT	\$20,160	\$18,523	\$1,637	8.8%	\$27,056	\$20,591
GROUP INSURANCE	\$63,000	\$63,000	\$0	0.0%	\$70,000	\$50,635
WORKMEN'S COMPENSATION	\$23,263	\$20,296	\$2,967	14.6%	\$0	\$21,296
STATE UNEMPLOYMENT	\$300	\$300	\$0	0.0%	\$500	\$1,088
TOTAL BENEFITS	137,323	130,234	7,089	5.4%	128,448	116,266
SUPPLIES:						
OFFICE/OPERATING	\$2,500	\$1,500	\$1,000	66.7%	\$2,283	\$1,896
UNIFORMS	\$2,100	\$3,000	(\$900)	-30.0%	\$2,118	\$1,028
TOTAL SUPPLIES	4,600	4,500	100	2.2%	4,401	2,924
OUTSIDE SERVICES:						
MAINT/REPAIR MINOR EQUIP	\$2,000	\$800	\$1,200	150.0%	\$800	\$0
CONTRACTUAL SERVICES	\$0	\$4,000	(\$4,000)	0	\$6,000	\$0
ANIMAL MEDICAL	\$38,625	\$36,277	\$2,348	6.5%	\$36,277	\$45,141
TOTAL OUTSIDE SERVICES	40,625	41,077	(452)	-1.1%	43,077	45,141
ANIMAL CARE:						
ANIMAL FOOD	460,000	440,000	20,000	4.5%	480,000	414,244
HOSPITAL SUPPLIES	41,500	40,000	1,500	3.8%	31,000	33,873
ANIMAL SUPPLIES	5,000	5,000	0	0.0%	5,000	4,728
ANIMAL EXHIBITS	0	0	0	0.0%	0	0
TOTAL ANIMAL CARE	506,500	485,000	21,500	4.4%	516,000	452,845
OTHER:						
SMALL MACHINERY/EQUIP	\$1,000	\$3,492	(\$2,492)	-71.4%	\$6,492	\$2,276
RESEARCH	\$0	\$0	\$0	0.0%	\$0	\$0
MISCELLANEOUS	\$400	\$0	\$400	0.0%	\$400	\$0
TOTAL OTHER	1,400	3,492	(2,092)	-59.9%	6,892	2,276
TOTAL EXPENDITURES	\$1,090,448	\$1,031,823	\$58,625	5.7%	\$1,102,639	\$915,609

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OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08
VISITOR SERVICES						
ADMISSIONS	\$2,193,000	\$2,193,000	\$0	0.0%	\$2,250,000	\$2,188,434
AQUATICUS SHOW REVENUE	\$72,250	\$72,250	\$0	0.0%	\$90,000	\$60,917
RIDE REVENUE	\$586,500	\$586,500	\$0	0.0%	\$729,000	\$570,794
GIFT SHOP REVENUE	\$1,317,500	\$1,283,500	\$34,000	2.6%	\$1,395,000	\$1,239,239
STOLLER REVENUE	\$153,000	\$153,000	\$0	0.0%	\$171,000	\$143,416
LORIKEET NECTAR	\$68,000	\$0	\$68,000	#DIV/0!	\$0	\$39,196
VENDING REVENUE	136,000	136,000	\$0	0.0%	162,000	133,596
NET REVENUES	4,526,250	4,424,250	102,000	2.3%	4,797,000	4,375,592
COST OF GOODS SOLD	592,875	577,575	15,300	2.6%	590,625	592,905
GROSS MARGIN	3,933,375	3,846,675	86,700	2.3%	4,206,375	3,782,687
	86.90%	86.95%	-0.79%	-0.9%	87.69%	86.45%
SALARIES	838,920	834,000	4,920	0.6%	775,000	756,629
BENEFITS	150,980	143,567	7,413	5.2%	142,068	133,138
SUPPLIES	36,000	43,000	(7,000)	-16.3%	37,000	28,906
OUTSIDE SERVICES	45,000	53,500	(8,500)	-15.9%	51,500	75,216
OTHER	170,440	196,750	(26,310)	-13.4%	189,884	169,535
TOTAL EXPENDITURES	1,241,340	1,270,817	(29,477)	-2.3%	1,195,452	1,163,424
NET INCOME	\$2,692,035	\$2,575,858	\$116,177	4.5%	\$3,010,924	\$2,619,263
	59.48%	58.22%			62.77%	59.86%
COST OF SALES PERCENTAGE	40.79%	40.69%			37.93%	43.19%
COST OF LABOR PERCENTAGE	21.87%	22.10%			19.12%	20.33%

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

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	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY07/08
FOOD AND BEVERAGE						
F & B REVENUE	\$1,752,500	\$1,710,000	\$42,500	2.49%	\$1,795,000	\$1,553,281
OTHER REVENUES	0	0	\$0		0	0
NET REVENUES	1,752,500	1,710,000	42,500	2.49%	1,795,000	1,553,281
COST OF SALES	595,875	625,000	(\$29,125)	-4.66%	608,250	595,013
GROSS MARGIN	1,156,625	1,085,000	71,625	6.60%	1,186,750	958,268
	66.00%	63.45%	-0.12%	-0.18%	66.11%	61.69%
SALARIES	658,302	600,000	\$58,302	9.72%	600,000	484,049
BENEFITS	142,620	133,929	\$8,690	6.49%	132,051	114,994
SUPPLIES	55,500	53,500	\$2,000	3.74%	55,500	42,775
OUTSIDE SERVICES	13,500	6,311	\$7,189	113.91%	14,500	6,311
OTHER	11,800	8,000	\$3,800	47.50%	8,000	15,015
TOTAL EXPENDITURES	881,722	801,740	79,982	9.98%	810,051	663,144
NET INCOME	\$274,903	\$283,260	(\$8,357)	-2.95%	\$376,699	\$295,124
	15.69%	16.56%			20.99%	19.00%
COST OF FOOD PERCENTAGE	34.00%	36.55%			33.89%	38.31%
COST OF LABOR PERCENTAGE	45.70%	42.92%			40.78%	38.57%

OKLAHOMA CITY ZOOLOGICAL TRUST
BUDGETED INCOME STATEMENT

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	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 07/08	Actual FY 07/08
PUBLIC SERVICES - CONCERTS:						
CONCERT REVENUES	\$225,000	\$200,000	\$25,000	12.50%	\$200,000	\$159,250
COST OF GOODS SOLD	0	0	0	0.00%	0	0
GROSS MARGIN	225,000	200,000	25,000	12.50%	200,000	159,250
	100.00%	100.00%	0.00%	0.00%	100.00%	100.00%
SALARIES	0	0	\$0	0.00%	0	0
BENEFITS	0	0	\$0	0.00%	0	0
SUPPLIES	2,000	2,000	\$0	0.00%	2,000	2,605
OUTSIDE SERVICES	10,000	10,000	\$0	0.00%	10,000	6,776
OTHER	1,000	1,000	\$0	0.00%	1,000	796
TOTAL EXPENDITURES	13,000	13,000	\$0	0.00%	13,000	\$10,177
NET INCOME	\$212,000	\$187,000	\$25,000	13.37%	\$187,000	\$149,073
	94.22%				93.50%	93.61%
COST OF SALES PERCENTAGE	0.00%	0.00%			0.00%	0.00%
COST OF LABOR PERCENTAGE	0.00%	0.00%			0.00%	0.00%

OKLAHOMA CITY ZOOLOGICAL TRUST
STATEMENT OF SALES TAX FUND ACTIVITY

Agenda Item IIC4

	BUDGET FY 09/10	PROJECTED FY 08/09	INCREASE/ (DECREASE)	PERCENT	BUDGET FY 08/09	ACTUAL FY 07/08
SALES TAX	\$11,000,000	\$11,400,000	(\$400,000)	-3.51%	\$10,940,000	\$11,132,498
INVESTMENT INCOME	75,000	125,743	(\$50,743)	-40.35%	100,000	149,586
OTHER	0	0	\$0		0	0
TOTAL REVENUES	11,075,000	11,525,743	(450,743)	-3.91%	11,040,000	11,282,084
EXPENDITURES:						
OPERATIONAL EXPENSES	5,802,746	5,455,034	\$347,712	6.37%	5,482,595	4,933,220
CAPITAL PROJECTS/EQUIPMENT	582,617	582,617	\$0	0.00%	582,617	0
MASTER PLAN	0	0	\$0	#DIV/0!	600,000	0
OTHER	0	0	\$0			0
TOTAL EXPENDITURES	6,385,363	6,037,651	347,712	5.76%	6,665,212	4,933,220
NET REVENUES	\$4,689,637	\$5,488,092	(\$798,455)	-14.55%	\$4,374,788	\$6,348,864

BUDGET VARIABLES

	Budget FY 09/10	Projected FY 08/09	Increase/ (Decrease)	Percent	Budget FY 08/09	Actual FY 07/08	Actual FY 06/07	Actual FY 05/06	Actual FY 04/05	Actual FY 03/04	Actual FY 02/03	Actual FY 01/02	Actual FY 00/01	Actual FY 99/00	Actual FY 98/99
PROJECTED ATTENDANCE	850,000	850,000	-	0.0%	900,000	835,382	800,601	727,362	787,717	704,774	627,248	639,132	645,162	706,565	644,662
ADMISSIONS PER CAP	\$2.58	\$2.58	\$	0.0%	\$2.50	\$2.62	\$2.49	\$2.36	\$2.69	\$2.38	\$2.39	\$2.38	\$2.53	\$2.49	\$2.60
FOOD & BEVERAGE PER CAP	\$1.65	\$1.60	\$	0.05	\$1.55	\$1.37	\$1.30	\$1.24	\$1.14	\$0.79	\$0.29	\$0.27	\$0.33	\$0.68	\$1.22
STROLLER PER CAP	\$0.18	\$0.18	\$	0.0%	\$0.19	\$0.17	\$0.15	\$0.16	\$0.14	\$0.12	\$0.13	\$0.10	\$0.11	\$0.05	\$0.05
CAROUSEL	\$0.11	\$0.11	\$	0.0%	\$0.10	\$0.10	\$0.09	\$0.10	\$0.12	\$0.15	\$0.12	\$0.12	\$0.12	\$0.18	\$0.00
TRAM	\$0.32	\$0.32	\$	0.0%	\$0.40	\$0.32	\$0.27	\$0.32	\$0.33	\$0.33	\$0.34	\$0.28	\$0.23	\$0.20	\$0.26
CHILD RIDES	\$0.09	\$0.09	\$	0.0%	\$0.10	\$0.09	\$0.09	\$0.06	\$0.04	\$0.07	\$0.12	\$0.00	\$0.00	\$0.00	\$0.00
CLIMBING WALL	\$0.02	\$0.02	\$	0.0%	\$0.01	\$0.02	\$0.01	\$0.02	\$0.01	\$0.01	\$0.02	\$0.00	\$0.00	\$0.00	\$0.00
CHILDREN'S TRAIN	\$0.03	\$0.03	\$	0.0%	\$0.03	\$0.03	\$0.02	\$0.02	\$0.02	\$0.03	\$0.03	\$0.00	\$0.00	\$0.00	\$0.00
TRAIN	\$0.08	\$0.08	\$	0.0%	\$0.08	\$0.08	\$0.07	\$0.08	\$0.05	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
WADDLEBOATS	\$0.04	\$0.04	\$	0.0%	\$0.04	\$0.04	\$0.06	\$0.17	\$0.16	\$0.18	\$0.05	\$0.12	\$0.09	\$0.18	\$0.15
WENDING MACHINES	\$0.16	\$0.16	\$	0.0%	\$0.18	\$0.16	\$0.16	\$0.17	\$0.16	\$0.18	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
DUCKS	\$0.00	\$0.00	\$	0.0%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
DUCKEEET NECTAR	\$0.08	\$0.00	\$	0.08	\$0.00	\$0.05	\$0.08	\$0.10	\$0.08	\$0.08	\$0.01	\$0.01	\$0.00	\$0.00	\$0.00
AQUATIC PER CAP	\$0.09	\$0.09	\$	0.0%	\$0.10	\$0.07	\$0.09	\$0.10	\$0.10	\$0.08	\$0.08	\$0.12	\$0.00	\$0.32	\$0.18
WATER MERCHANT PER CAP	\$1.55	\$1.51	\$	0.04	\$1.55	\$1.48	\$1.40	\$1.30	\$1.38	\$1.19	\$1.28	\$1.32	\$1.27	\$1.14	\$1.25
TOTAL PER CAP	\$6.98	\$6.81	\$0.17	2.5%	\$6.88	\$6.61	\$6.26	\$6.11	\$6.34	\$5.39	\$4.85	\$4.71	\$5.24	\$5.24	\$5.71

Admissions	\$2,193,000	\$2,193,000	\$	0.0%	\$2,250,000	\$2,188,434	\$1,993,788	\$1,716,750	\$1,958,883	\$1,676,265	\$1,497,815	\$1,519,661	\$1,631,232	\$1,759,836	\$1,676,638
Fin and Feather	\$72,250	\$72,250	\$	0.0%	\$90,000	\$60,917	\$69,288	\$74,352	\$76,164	\$58,368	\$27,889	\$75,457	\$358,671	\$226,069	\$116,098
Lorikeet Nectar	\$68,000	\$0	\$	#DIV/0!	\$0	\$39,196	\$64,726	\$73,716	\$64,392	\$55,424	\$7,292	\$0	\$0	\$0	\$0
Zookeys	\$0	\$0	\$	0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Strollers	\$153,000	\$153,000	\$	0.0%	\$171,000	\$143,416	\$122,655	\$113,423	\$110,398	\$86,629	\$83,775	\$66,582	\$72,653	\$3,588	\$29,600
TOTAL ADMISSIONS	\$2,486,250	\$2,418,250	\$	68,000	\$2,511,000	\$2,431,963	\$2,250,457	\$1,978,241	\$2,209,837	\$1,876,886	\$1,616,771	\$1,661,700	\$2,062,556	\$2,019,493	\$1,822,336

MERCHANDISE	\$1,317,500	\$1,283,500	\$	34,000	\$1,395,000	\$1,239,239	\$1,121,914	\$947,252	\$1,087,788	\$840,685	\$800,701	\$841,154	\$818,794	\$804,945	\$806,422
Vending Machines	\$136,000	\$136,000	\$	0.0%	\$162,000	\$133,596	\$125,787	\$127,297	\$126,208	\$127,610	\$29,649	\$77,184	\$60,510	\$126,984	\$98,111
Total	\$1,453,500	\$1,419,500	\$	34,000	\$1,557,000	\$1,372,835	\$1,247,701	\$1,074,489	\$1,213,996	\$988,295	\$830,350	\$918,338	\$879,304	\$931,929	\$904,533

FOOD & BEVERAGE	\$1,402,500	\$1,360,000	\$	42,500	\$1,395,000	\$1,147,357	\$1,039,989	\$899,585	\$900,406	\$580,270	\$179,130	\$174,780	\$211,473	\$483,777	\$788,297
All Rides	\$76,500	\$76,500	\$	0.0%	\$90,000	\$75,536	\$68,626	\$46,982	\$34,423	\$51,021	\$74,954	\$0	\$0	\$0	\$0
Climbing Wall	\$17,000	\$17,000	\$	0.0%	\$18,000	\$14,217	\$9,274	\$11,057	\$6,676	\$4,022	\$11,066	\$0	\$0	\$0	\$0
Children's Train	\$25,500	\$25,500	\$	0.0%	\$27,000	\$23,016	\$17,206	\$17,561	\$17,240	\$17,874	\$21,714	\$0	\$0	\$0	\$0
Carousel	\$93,500	\$93,500	\$	0.0%	\$90,000	\$90,524	\$70,542	\$75,505	\$96,275	\$88,092	\$91,547	\$74,348	\$79,477	\$127,195	\$0
Train	\$68,000	\$68,000	\$	0.0%	\$72,000	\$67,311	\$57,242	\$60,826	\$41,054	\$0	\$0	\$0	\$0	\$0	\$0
Paddleboats	\$34,000	\$34,000	\$	0.0%	\$72,000	\$34,772	\$36,374	\$46,624	\$48,667	\$0	\$0	\$0	\$0	\$0	\$0
Tram	\$272,000	\$272,000	\$	0.0%	\$360,000	\$265,416	\$215,019	\$235,355	\$259,951	\$233,126	\$216,277	\$179,845	\$145,948	\$138,504	\$168,325
TOTAL RIDES	\$586,500	\$586,500	\$	0.0%	\$729,000	\$570,792	\$474,283	\$493,910	\$504,286	\$394,135	\$415,558	\$254,193	\$225,425	\$265,699	\$168,325

Catering Revenue	\$350,000	\$350,000	\$	0.0%	\$400,000	\$405,924	\$355,091	\$372,840	\$404,908	\$234,085	\$58,124	\$81,838	\$107,990	\$140,080	\$270,572
Concert Revenue	\$225,000	\$200,000	\$	25,000	\$200,000	\$159,250	\$217,500	\$175,000	\$175,000	\$150,000	\$156,755	\$111,478	\$117,592	\$146,828	\$168,165
TOTAL GROUP EVENTS	\$575,000	\$550,000	\$	25,000	\$600,000	\$565,174	\$572,591	\$547,840	\$579,908	\$384,085	\$214,879	\$193,316	\$225,582	\$286,908	\$438,737

Education Activities	\$224,540	\$224,540	\$	0.0%	\$224,540	\$240,810	\$266,676	\$227,471	\$224,173	\$252,179	\$245,804	\$207,069	\$253,153	\$211,746	\$180,758
TOTAL EDUCATION	\$224,540	\$224,540	\$	0.0%	\$224,540	\$240,810	\$266,676	\$227,471	\$224,173	\$252,179	\$245,804	\$207,069	\$253,153	\$211,746	\$180,758

PROMOTIONS	\$115,000	\$323,477	(\$208,477)	-64.4%	\$95,000	\$112,432	\$106,840	\$117,346	\$99,115	\$107,559	\$73,513	\$99,843	\$108,082	\$101,367	\$98,672
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OKLAHOMA CITY ZOOLOGICAL TRUST
PROJECTED CASH FLOW
May 1, 2009

Item	ACTUAL		PROJECTED		BUDGET	PROJECTED		PROJECTED		PROJECTED	
	2007	2008	2009	2010		2011	2012	2013	2014	2015	2016
BEGINNING CASH	\$9,695,088	\$13,860,754	\$18,285,418	\$16,150,747	\$6,788,027	\$2,409,176	\$6,608,630	\$11,261,452	\$11,261,452	\$11,261,452	\$11,261,452
OPERATING REVENUE	\$6,095,210	\$6,538,830	\$6,957,267	\$6,918,290	\$7,056,656	\$7,197,789	\$7,341,745	\$7,488,580	\$7,488,580	\$7,488,580	\$7,488,580
OPERATING EXPENSES	\$11,803,677	\$12,270,641	\$13,155,857	\$13,311,949	\$13,711,307	\$14,122,647	\$14,546,326	\$14,982,716	\$14,982,716	\$14,982,716	\$14,982,716
OPERATING LOSS	(\$5,708,467)	(\$5,731,811)	(\$6,198,590)	(\$6,393,659)	(\$6,654,652)	(\$6,924,858)	(\$7,204,581)	(\$7,494,136)	(\$7,494,136)	(\$7,494,136)	(\$7,494,136)
SALES TAX REVENUE	\$10,845,003	\$11,282,084	\$11,525,743	\$11,075,000	\$11,429,400	\$11,795,141	\$12,172,585	\$12,562,108	\$12,562,108	\$12,562,108	\$12,562,108
OTHER REVENUE	\$778,315	\$798,590	\$590,914	\$590,914	\$602,732	\$614,787	\$627,083	\$639,624	\$639,624	\$639,624	\$639,624
NET REVENUE BEFORE DEPRECIATION AND CAPITAL EXPENDITURES	\$5,914,850	\$6,348,866	\$5,918,067	\$5,272,255	\$5,377,700	\$5,485,254	\$5,594,959	\$5,706,858	\$5,706,858	\$5,706,858	\$5,706,858
INCREASE IN REMINGTON LEASE						\$332,132	\$332,132	\$332,132	\$332,132	\$332,132	\$332,132
FUNDS FROM OZS - CHILDREN'S ZOO	\$0	\$350,000	\$650,000	\$500,000	\$500,000	\$0	\$0	\$0	\$0	\$0	\$0
DEBT SERVICE	(\$223,934)	(\$223,934)	(\$223,934)	(\$223,934)	(\$673,934)	(\$703,183)	(\$691,652)	(\$691,652)	(\$691,652)	(\$691,652)	(\$691,652)
CAPITAL IMPROVEMENT PLAN (CIP)	(\$685,254)	(\$582,750)	(\$653,229)	(\$582,617)	(\$582,617)	(\$582,617)	(\$582,617)	(\$582,617)	(\$582,617)	(\$582,617)	(\$582,617)
MASTER PLAN EXPENDITURES											
OKLAHOMA TRAILS	(\$934,499)	(\$421,697)	(\$200,000)	(\$2,328,424)							
CHILDREN'S ZOO	\$0	(\$671,576)	(\$6,000,000)	(\$12,000,000)							
ASIA EXHIBIT	(\$5,497)	(\$374,245)	(\$1,625,575)	(\$12,000,000)							
ENDING CASH	\$13,860,754	\$18,285,418	\$16,150,747	\$6,788,027	\$2,409,176	\$6,608,630	\$11,261,452	\$16,026,174	\$16,026,174	\$16,026,174	\$16,026,174

Notes

- Projected 2% annual increase - Operating Revenue and Other Revenue
- Projected 3% annual increase - Operating Expenses
- Projected 3.2% annual increase - Sales Tax Revenue
- Oklahoma Trails actual = \$10,500,000
- Children's Zoo budget = \$9,000,000
- Asia Exhibit budget = \$23,000,000
- Master plan total cost = \$42,500,000

OKLAHOMA CITY ZOOLOGICAL TRUST
 CAPITAL IMPROVEMENTS PLAN (CIP)
 FISCAL YEAR 2009-2010

	Amount	Division Total
ADMINISTRATION		
Public announce system	\$100,000	
New radios - 29	\$80,000	
Network wiring	\$10,000	
TOTAL ADMINISTRATION		\$190,000
ANIMAL MANAGEMENT		
Chlovine delivery system for show pool	\$10,000	
Replace/repair walk-in freezer at AQ	\$28,000	
Extend catwalk in OK Trails behind herp exhibits	\$0	
Ape platforms	\$0	
Tigar yard pool	\$0	
Fence repairs	\$10,000	
Great EscApe mesh doors	\$32,000	
Mountain lion shade area	\$24,000	
TOTAL ANIMAL MANAGEMENT		\$104,000
BUILDINGS AND GROUNDS		
Vehicle replacement	\$100,000	
AQ repairs	\$50,000	
Hear/Air replacement and Trane data upgrades	\$42,500	
Fork lift replacement	\$19,000	
Water wells chloring and injection system upgrades	\$10,000	
Parking lot seal and restripe Phase 1	\$15,000	
Reconnect irrigation at AQ and Butterfly Garden	\$10,500	
Bobcat skid-steer loader	\$26,000	
TOTAL BUILDINGS AND GROUNDS		\$273,000
VISITOR SERVICES		
Greenhouse gift shop	\$0	
Point of sale system	\$0	
Paddle boat lift dock	\$0	
Carousel-replace poles and repair drain	\$0	
Carousel-new flaps and pulley system	\$0	
Electric Tram (less trade-ins)	\$0	
TOTAL VISITOR SERVICES		\$0
FOOD SERVICES		
Double-stack convection ovens - three	\$0	
Fryers - four	\$0	
Combi oven	\$0	
TOTAL FOOD SERVICES		\$0
EDUCATION		
AMPHITHEATER		
Various projects		\$15,000
TOTAL ZOO		\$582,000

