

**LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)**

Financial Statements and Independent Auditor's Report

October 31, 2018 and 2017

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
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INDEPENDENT AUDITOR'S REPORT

To the Board Members
Lehigh Valley Zoological Society
Schnecksville, PA

We have audited the accompanying financial statements of Lehigh Valley Zoological Society (a nonprofit corporation), which comprise the statements of financial position as of October 31, 2018 and 2017 and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Lehigh Valley Zoological Society as of October 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Cory Bell, Rappold & Yamasita LLP

April 24, 2019

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
STATEMENTS OF FINANCIAL POSITION
October 31, 2018 and 2017

Assets	<u>2018</u>	<u>2017</u>
Cash and Cash Equivalents	\$ 947,756	\$ 910,411
Contributions Receivable	49,485	25,350
Grants Receivable	32,000	-
Prepaid Expenses	55,012	23,327
Inventories	59,763	50,181
Construction in Progress	37,208	-
Leasehold Improvements and Equipment, Net of Accumulated Depreciation (Note 3)	1,697,602	1,623,719
Zoological Collection (Note 2)	<u>-</u>	<u>-</u>
Total Assets	<u><u>\$ 2,878,826</u></u>	<u><u>\$ 2,632,988</u></u>
Liabilities and Net Assets		
Accounts Payable	\$ 150,721	\$ 94,484
Sales Tax Payable	2,492	3,164
Wages and Taxes Payable	104,461	86,195
Deferred Revenue	95,219	69,045
Accrued Liabilities	5,194	7,246
Line of Credit (Note 4)	58,698	79,000
Loan Payable (Note 5)	-	3,287
Capital Leases Payable (Note 6)	<u>22,682</u>	<u>34,906</u>
Total Liabilities	<u>439,467</u>	<u>377,327</u>
Net Assets		
Unrestricted	2,397,882	2,241,080
Temporarily Restricted (Note 7)	<u>41,477</u>	<u>14,581</u>
Total Net Assets	<u>2,439,359</u>	<u>2,255,661</u>
Total Liabilities and Net Assets	<u><u>\$ 2,878,826</u></u>	<u><u>\$ 2,632,988</u></u>

See independent auditor's report and notes to financial statements.

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
STATEMENTS OF ACTIVITIES
For the Years Ended October 31, 2018 and 2017

	Year Ended October 31, 2018		
	Unrestricted	Temporarily Restricted	Total
<u>Revenues, Gains and Other Support:</u>			
From County of Lehigh			
Feed and Care for County Animals	\$ 118,500	\$ -	\$ 118,500
Contributions	245,734	87,677	333,411
Memberships	432,920	-	432,920
Special Events	162,674	-	162,674
Admissions	1,736,812	-	1,736,812
Gift Shop	525,077	-	525,077
Cafe	323,731	-	323,731
Education Programs	243,233	-	243,233
Camps	45,915	-	45,915
Animal Feeding	137,980	-	137,980
Zoo Rental	40,591	-	40,591
Services	87,788	-	87,788
Miscellaneous	1,432	-	1,432
Interest	533	-	533
<u>Net Assets Released from Restrictions:</u>			
Satisfaction of Program Restrictions	60,781	(60,781)	-
Total Revenues, Gains and Other Support	4,163,701	26,896	4,190,597
<u>Expenses:</u>			
Program Services:			
Animal Care	685,297	-	685,297
Education	310,415	-	310,415
Guest Services	1,533,093	-	1,533,093
Facilities and Grounds	339,656	-	339,656
Veterinary Services	263,826	-	263,826
Supporting Services:			
Development and Marketing-Special Events	72,243	-	72,243
Development and Marketing-Other	450,708	-	450,708
Administration and Finance	351,661	-	351,661
Total Expenses	4,006,899	-	4,006,899
CHANGE IN NET ASSETS	\$ 156,802	\$ 26,896	\$ 183,698
Net Assets, Beginning of Year	2,241,080	14,581	2,255,661
NET ASSETS, End of Year	\$ 2,397,882	\$ 41,477	\$ 2,439,359

See independent auditor's report and notes to financial statements.

Year Ended October 31, 2017		
Unrestricted	Temporarily Restricted	Total
\$ 115,000	\$ -	\$ 115,000
111,190	165,663	276,853
435,430	-	435,430
65,608	3,284	68,892
1,716,374	-	1,716,374
509,377	-	509,377
306,393	-	306,393
254,944	-	254,944
39,943	-	39,943
114,755	-	114,755
54,117	-	54,117
65,609	-	65,609
6,625	-	6,625
485	-	485
164,366	(164,366)	-
3,960,216	4,581	3,964,797
630,759	-	630,759
308,207	-	308,207
1,335,845	-	1,335,845
292,713	-	292,713
275,839	-	275,839
27,797	-	27,797
398,556	-	398,556
254,635	-	254,635
3,524,351	-	3,524,351
\$ 435,865	\$ 4,581	\$ 440,446
1,805,215	10,000	1,815,215
<u>\$ 2,241,080</u>	<u>\$ 14,581</u>	<u>\$ 2,255,661</u>

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
STATEMENTS OF CASH FLOWS
For the Years Ended October 31, 2018 and 2017

	Year Ended October 31, 2018	Year Ended October 31, 2017
<u>Cash Flows from Operating Activities:</u>		
CHANGE IN NET ASSETS	\$ 183,698	\$ 440,446
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	129,851	108,270
(Increase) Decrease in Assets:		
Accounts Receivable	(24,135)	(24,757)
Grants Receivable	(32,000)	22,000
Prepaid Expenses	(31,685)	(5,632)
Inventories	(9,582)	14,728
Increase (Decrease) in Liabilities:		
Accounts Payable	56,237	46,971
Sales Tax Payable	(672)	1,022
Wages and Taxes Payable	18,266	18,892
Deferred Revenue	26,174	59,045
Accrued Liabilities	(2,052)	2,501
Contributions with Donor Imposed Restrictions	-	(165,663)
NET CASH PROVIDED BY OPERATING ACTIVITIES	314,100	517,823
<u>Cash Flows from Investing Activities:</u>		
Construction in Progress Payments	(37,208)	-
Purchases of Capital Assets	(203,734)	(408,672)
NET CASH USED IN INVESTING ACTIVITIES	(240,942)	(408,672)
<u>Cash Flows from Financing Activities:</u>		
Payments on Line of Credit	(20,302)	(20,000)
Principal Payments on Capital Leases Payable	(12,224)	(11,466)
Payments on Loan Payable	(3,287)	(2,465)
Contributions with Donor Imposed Restrictions	-	165,663
NET CASH PROVIDED (USED) IN FINANCING ACTIVITIES	(35,813)	131,732
Net Increase in Cash and Cash Equivalents	\$ 37,345	\$ 240,883
Cash and Cash Equivalents, Beginning	910,411	669,528
CASH AND CASH EQUIVALENTS, ENDING	\$ 947,756	\$ 910,411
<u>Supplemental Disclosure of Cash Flow Information:</u>		
Interest Paid	\$ 6,324	\$ 7,109

See independent auditor's report and notes to financial statements

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

1. Nature of Activities

On November 1, 2004, the Lehigh Valley Zoological Society (the "Society") assumed management of the 29 acre Lehigh Valley Zoo (the "Zoo") located at the Trexler Nature Preserve. The Trexler Nature Preserve, founded by General Harry C. Trexler in 1906, is owned and operated by the County of Lehigh (the County). The Zoo, founded in 1974, was formerly operated by the County.

The mission of the Society is to create a safe, engaging and enlightening wildlife experience for guests of all ages as it demonstrates leadership in the cultural, scientific and conservation communities.

On March 21, 2006, the Zoo became accredited by the Association of Zoos and Aquariums. Accreditation places the Zoo in the top 10% of animal attractions in North America and indicates the Zoo's commitment to education, conservation and top-quality animal care. The Zoo was reaccredited in 2015.

2. Summary of Significant Accounting Policies

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting, in accordance with accounting principles generally accepted in the United States of America.

Basis of Presentation

The Society reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. There were no permanently restricted assets as of October 31, 2018 and 2017.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

For the purpose of the Statements of Cash Flows, the Society considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Reclassification

Certain amounts in the prior year financial statements have been reclassified to conform with the presentation in the current year financial statements. The reclassifications had no change in the changes in net assets as previously reported.

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

2. Summary of Significant Accounting Policies (Continued)

Inventory

The merchandise inventory consists of items purchased for sale in the gift shops. Items purchased for sale are valued at the lower of cost or market.

Leasehold Improvements and Equipment

The Society capitalizes expenditures for assets that cost \$1,000 or more, with at least a three year life expectancy. Leasehold improvements and equipment are recorded at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets, as follows:

Equipment	3-7 years
Furniture and Fixtures	5-7 years
Leasehold Improvements	15-39 years

All land and buildings located at the Zoo on October 31, 2018 and 2017 are the property of the County and are not included in these financial statements. The Zoo is being leased from the County for \$1 per year. In the event the Zoo would cease operations, all leasehold improvements would become property of the County. Due to the unusual nature of the below market value of the lease, management has elected not to record the value in the financial statements.

All repairs and maintenance are expensed in the period incurred.

Zoological Collection

Animals acquired either through purchase or donations are not capitalized. Purchases of animals are recorded as decreases in unrestricted net assets if purchased with unrestricted assets and as decreases in temporarily restricted net assets if purchased with donor restricted assets. Contributions of animals are not recognized in the Statements of Activities. Proceeds from deaccessions are reflected in the Statement of Activities based on the absence or existence and nature of donor-imposed restrictions.

Contributions and Grants Receivable

Contributions and grants receivable that represent unconditional promises to give are recognized as revenues when the promise is received. Contributions and grants receivable that are expected to be collected in less than one year are reported at net realizable value. Those expected to be collected in more than one year are recorded at fair value at the date of promise.

All of the Society's contributions and grants receivable are expected to be collected within one year and are reported at net realizable value in these financial statements. Management does not believe an allowance for uncollectible amounts is necessary based on historical experience with the donors and grantors.

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

2. Summary of Significant Accounting Policies (Continued)

Contribution and Grant Revenue

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or the nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in temporarily restricted net assets. When the restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

The Society reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Society reports expirations of donor restriction when the donated or acquired long-lived assets are placed in service.

Donated services are recognized as contributions if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Society. The Society receives a significant amount of donated services however, the services have not met the criteria for recognition for the years ended October 31, 2018 and 2017.

Revenue from grants is recognized according to the specific agreement. Generally, revenues from restricted grants are recognized in the period of the grant award while revenues from cost reimbursement contracts are recognized to the extent of project expenses incurred. Based on prior experience, the Society's management believes that costs ultimately disallowed, if any, would not materially affect the financial position of the Society.

Advertising Costs

The Society's policy is to expense advertising costs as the costs are incurred. Advertising expense was \$150,018 and \$137,889 for the years ending October 31, 2018 and 2017, respectively.

Allocation of Expenses by Function

As reported in the functional expenses footnote, expenses of the Society have been allocated to the following functional reporting classifications:

- Animal Care
- Education
- Guest Services
- Facilities and Grounds
- Veterinary Services
- Development and Marketing
- Administration and Finance

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

2. Summary of Significant Accounting Policies (Continued)

Allocation of Expenses by Function (Continued)

The Society's method for allocating expenses among the functional reporting classifications which cannot be specifically identified as program or supporting service are based on estimates made for time spent by key personnel among functions, space occupied by function, consumption of supplies and postage by function, and other objective bases.

Concentration of Risk

The Society's activities are limited to operating a Zoo located on land owned by the County. Ongoing, the Society receives infrastructure support determined on an annual basis and subject to County preapproval.

Concentration of Credit Risk

The Society maintains all its cash accounts in one bank. The accounts are insured by the Federal Deposit Insurance Corporation (FDIC). Maximum FDIC insurance coverage of the Society's deposits was \$250,000 at October 31, 2018 and 2017. The Society had uninsured amounts at October 31, 2018 and 2017 of approximately \$680,000 and \$654,000, respectively. While the Society maintains cash balances which may exceed the FDIC's insured limits, it has not experienced any credit-related losses.

Income Taxes

The Society is a nonprofit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Society follows the guidance of ASC-740-10, *Accounting for Uncertainty in Income Taxes*. The Society may recognize the tax benefits from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. There were no unrecognized tax benefits identified or liabilities recorded for the years ended October 31, 2018 and 2017.

The Society files its Form 990, Return of Organization Exempt from Income Tax, with the United States Internal Revenue Service (IRS). The Society's returns remain open to examination by the Internal Revenue Service for the years ending October 31, 2015, 2016, 2017 and 2018.

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

3. Leasehold Improvements and Equipment, Net

Leasehold improvements and equipment consist of the following:

	<u>2018</u>	<u>2017</u>
Leasehold Improvements	\$ 1,757,011	\$1,689,442
Equipment	<u>586,475</u>	<u>450,310</u>
	2,343,486	2,139,752
Accumulated Depreciation	<u>(645,884)</u>	<u>(516,033)</u>
	<u><u>\$ 1,697,602</u></u>	<u><u>\$1,623,719</u></u>

Depreciation charged to expense was \$129,851 and \$108,270 for the years ended October 31, 2018 and 2017, respectively.

4. Line of Credit

The Society has a \$250,000 line of credit with a bank. The line of credit is payable on demand. The outstanding balance at October 31, 2018 and 2017 was \$58,698 and \$79,000, respectively. In accordance with the line's debt modification agreement signed August 7, 2015, principal payments are due monthly from April through September each year totaling \$20,000. At October 31, 2018 and 2017, the interest rate was 5.25% and 4.25% and interest paid on the line of credit was \$3,823 and \$3,814, respectively. Other interest expense was \$2,501 and \$3,295 for 2018 and 2017, respectively.

5. Loan Payable

	<u>2018</u>	<u>2017</u>
0% Loan Payable, \$205 due monthly, the note was satisfied in October 2018 Collateralized by equipment.	\$ -	\$ 3,287
Current Portion	<u>-</u>	<u>(2,460)</u>
	<u><u>\$ -</u></u>	<u><u>\$ 827</u></u>

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

6. Leases

The Society has entered into a fifteen year lease (the Lease) for the Zoo with the County. The Lease is renewable at the expiration of the initial term, on November 1, 2019, for an additional five years. Rent for the facility under the Lease is \$1 per year.

The County and the Society amended the lease in February 2009 and again in December 2013. Under the terms of the latest amendment, the County agreed to provide additional funding to the Society. These costs are billed quarterly and are subject to change and are approved annually.

The Society leases equipment under long term lease agreements. The equipment leases are capital and operating leases which expire in various years through 2022. Rental expenses for the years ended October 31, 2018 and 2017 was \$16,738 and \$8,980, respectively.

Minimum lease payments for leases as of October 31, 2018 are as follows:

	<u>Capital</u>	<u>Operating</u>
Year ending October 31,		
2019	\$ 14,720	\$ 17,986
2020	9,736	17,356
2021	-	16,675
2022	-	8,008
Total Minimum Lease Payments	<u>24,456</u>	<u>\$ 60,025</u>
Less: Interest	<u>(1,774)</u>	
Present Value of Minimum		
Lease Payments	22,682	
Less: Current Portion	<u>(14,720)</u>	
Capital Lease Obligations	<u><u>\$ 7,962</u></u>	

Equipment includes the following amounts for leases which have been capitalized:

	<u>2018</u>	<u>2017</u>
Telephone System	\$ 13,075	\$ 13,075
Computer Network	19,975	19,975
Laboratory Analyzer	26,834	26,834
WiFi	<u>31,327</u>	<u>31,327</u>
	91,211	91,211
Less: Accumulated Depreciation	<u>(59,997)</u>	<u>(51,688)</u>
	<u><u>\$ 31,214</u></u>	<u><u>\$ 39,523</u></u>

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

7. Temporarily Restricted Net Assets

The Society's temporarily restricted net assets as of October 31, consisted of the following:

	<u>2018</u>	<u>2017</u>
Purpose Restrictions:		
Marketing-Tourism	\$ 32,000	\$ -
Education	7,500	7,500
Tortoise Exhibit	1,702	-
Front Entrance	275	-
Otter Exhibit	-	1,106
Giraffe Transport	-	5,975
	<u> </u>	<u> </u>
Total Temporarily Restricted Net Assets	<u>\$ 41,477</u>	<u>\$ 14,581</u>

8. Net Assets Released From Restrictions

Net assets were released from restrictions during the year by incurring expenses satisfying the restricted purpose or by the expiration of time as follows:

	<u>2018</u>	<u>2017</u>
Net Assets Released From Restrictions		
Africa Project	\$ 560	\$ 94,374
Giraffe Transport	5,975	-
Nature Play	-	10,000
Conservation Education	12,500	-
Marketing	30,000	30,000
Radios	1,000	-
Architect Fees	-	27,500
Otter Exhibit	10,746	2,492
	<u> </u>	<u> </u>
Total Net Assets Released From Restrictions	<u>\$ 60,781</u>	<u>\$ 164,366</u>

9. Subsequent Events

Management has evaluated subsequent events through April 24, 2019 the date on which the financial statements were available to be issued, and has determined that no material subsequent events exist that require disclosure.

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

10. Functional Expenses

	Program Services			
	Animal Care	Education	Guest Services	Facilities and Grounds
Wages	\$ 333,968	\$ 211,446	\$ 374,812	\$ 110,573
Payroll Taxes	31,958	22,528	42,512	10,256
Benefits	47,133	13,486	24,441	11,008
	<u>413,059</u>	<u>247,460</u>	<u>441,765</u>	<u>131,837</u>
Uniforms	-	44	1,671	-
HR Expense	371	331	-	-
Office Supplies	606	473	569	-
Copies/Printing	-	1,953	14,005	97
Signage	-	-	734	-
Graphics and Interpretives	361	133	-	-
Communications	-	-	-	-
Postage	103	45	178	-
Telephone	1,916	2,395	958	1,437
Information Technology	1,760	2,115	1,066	323
Advertising	-	14,472	124,929	-
Utilities/Electric	31,239	5,717	10,000	13,934
Professional/Contract Services	929	505	424	29,860
Insurance	22,570	4,131	7,225	10,068
Payroll Preparation	1,916	1,210	1,835	586
Fees and Service Charges	-	-	20,616	-
Credit Card Acceptance Fees	-	2,394	28,068	-
Permits and Licenses	470	-	758	1,831
Dues and Memberships	5,740	485	311	-
Exhibit Maintenance	6,373	316	7,138	19,628
Vehicle Maintenance	-	-	-	11,114
Equipment Maintenance	-	-	-	21,844
Building Maintenance	-	-	-	14,129
Operating Supplies	17,018	3,144	54,755	20,971
Janitorial	482	22	13,672	539
Pest Control	-	-	-	4,881
Pharmacy	-	-	-	-
Animal Enrichment/Research	2,623	-	-	-
Equipment	2,657	793	5,093	4,226
Professional Development	3,161	1,680	494	2,254
Library and Subscriptions	130	-	-	-
Travel	15,897	3,305	2,138	160
Hospitality	999	29	634	-
Fuel	-	148	3,900	23,653
Merchandise	-	-	239,813	-
Food and Beverages	-	-	123,350	-
Services	-	-	410	-
Animal Purchases and Transport	10,312	716	-	-
Animal Food	80,354	-	-	-
Plant Materials	-	-	-	2,609
Activities	-	-	22,880	-
Partnership Expense	-	-	391,558	-
Program/Event Production	-	12,439	-	-
Conservation Expense	-	-	-	-
Interest	-	-	-	-
Depreciation	<u>64,251</u>	<u>3,960</u>	<u>12,146</u>	<u>23,675</u>
	<u>\$ 685,297</u>	<u>\$ 310,415</u>	<u>\$ 1,533,093</u>	<u>\$ 339,656</u>

Veterinary Services	Total Program Services	Supporting Services		Total for the Year Ended October 31, 2018
		Development and Marketing	Administration and Finance	
\$ 129,255	\$ 1,160,054	\$ 317,892	\$ 151,239	\$ 1,629,185
11,149	118,403	29,692	13,491	161,586
14,189	110,257	14,415	20,595	145,267
154,593	1,388,714	361,999	185,325	1,936,038
-	1,715	2,730	123	4,568
128	830	-	2,266	3,096
502	2,150	3,241	3,935	9,326
-	16,055	4,122	-	20,177
-	734	6,661	-	7,395
-	494	-	-	494
-	-	4,765	470	5,235
1,720	2,046	6,265	924	9,235
958	7,664	2,874	1,916	12,454
1,624	6,888	3,206	1,209	11,303
-	139,401	10,617	-	150,018
12,202	73,092	6,046	4,930	84,068
34,755	66,473	3,452	45,037	114,962
8,816	52,810	4,369	3,562	60,741
766	6,313	1,844	1,499	9,656
-	20,616	-	12,584	33,200
-	30,462	1,239	-	31,701
881	3,940	452	9,160	13,552
1,458	7,994	105	18,491	26,590
2,619	36,074	316	-	36,390
-	11,114	-	-	11,114
-	21,844	-	1,438	23,282
-	14,129	-	-	14,129
9,452	105,340	11,507	3,714	120,561
1,043	15,758	74	-	15,832
-	4,881	-	-	4,881
13,640	13,640	-	-	13,640
66	2,689	-	-	2,689
352	13,121	3,225	465	16,811
97	7,686	2,825	558	11,069
-	130	183	-	313
330	21,830	766	31,098	53,694
2,374	4,036	6,353	7,562	17,951
34	27,735	46	94	27,875
-	239,813	-	-	239,813
-	123,350	-	-	123,350
-	410	-	-	410
-	11,028	-	-	11,028
-	80,354	-	-	80,354
-	2,609	-	-	2,609
-	22,880	-	-	22,880
-	391,558	-	-	391,558
-	12,439	72,243	-	84,682
-	-	-	-	-
-	-	-	6,324	6,324
15,416	119,448	1,426	8,977	129,851
<u>\$ 263,826</u>	<u>\$ 3,132,287</u>	<u>\$ 522,951</u>	<u>\$ 351,661</u>	<u>\$ 4,006,899</u>

LEHIGH VALLEY ZOOLOGICAL SOCIETY
(A Nonprofit Corporation)
NOTES TO FINANCIAL STATEMENTS
October 31, 2018 and 2017

10. Functional Expenses (Continued)

	Program Services			
	Animal Care	Education	Guest Services	Facilities and Grounds
Wages	\$ 304,888	\$ 201,258	\$ 338,085	\$ 116,047
Payroll Taxes	31,040	19,675	33,672	9,721
Benefits	54,028	17,311	15,993	14,345
	<u>389,956</u>	<u>238,244</u>	<u>387,750</u>	<u>140,113</u>
Uniforms	682	600	6,626	22
HR Expense	2,034	1,753	1,151	309
Office Supplies	569	277	1,219	336
Copies/Printing	-	940	8,802	-
Signage	-	-	226	-
Graphics and Interpretives	40	161	-	-
Communications	-	-	-	196
Postage	75	-	76	-
Telephone	1,171	1,464	586	879
Information Technology	1,107	1,938	554	-
Advertising	-	11,777	117,472	-
Utilities/Electric	24,743	4,811	8,248	11,684
Professional/Contract Services	32	2,267	60	29,480
Insurance	17,856	3,472	5,952	8,432
Payroll Preparation	1,738	1,114	1,680	620
Fees and Service Charges	-	-	8	-
Credit Card Acceptance Fees	-	3,133	36,732	-
Permits and Licenses	365	-	365	2,833
Dues and Memberships	6,586	878	445	-
Exhibit Maintenance	7,000	440	4,035	13,269
Vehicle Maintenance	-	-	-	7,402
Equipment Maintenance	-	-	-	4,928
Building Maintenance	-	-	-	10,229
Operating Supplies	6,275	6,654	23,033	13,230
Janitorial	98	-	11,609	361
Pest Control	-	-	-	961
Pharmacy	-	-	-	-
Animal Enrichment/Research	119	-	-	-
Equipment	2,436	-	5,379	2,966
Professional Development	4,667	5,426	1,447	70
Library and Subscriptions	294	-	-	105
Travel	7,780	3,726	1,093	950
Hospitality	214	241	1,370	330
Fuel	-	98	1,806	20,891
Merchandise	-	-	199,027	-
Food and Beverages	-	-	149,494	-
Services	-	-	445	-
Animal Purchases and Transport	19,219	819	-	-
Animal Food	80,820	-	-	-
Plant Materials	-	-	-	2,187
Activities	-	-	9,731	-
Partnership Expense	-	-	336,085	-
Program/Event Production	-	14,338	-	-
Conservation Expense	12,152	-	-	-
Interest	-	-	-	-
Depreciation	<u>42,731</u>	<u>3,636</u>	<u>13,339</u>	<u>19,930</u>
	<u>\$ 630,759</u>	<u>\$ 308,207</u>	<u>\$ 1,335,845</u>	<u>\$ 292,713</u>

Veterinary Services	Total Program Services	Supporting Services		Total for the Year Ended October 31, 2017
		Development and Marketing	Administration and Finance	
\$ 146,004	\$ 1,106,282	\$ 275,544	\$ 116,877	\$ 1,498,703
12,791	106,899	24,383	9,554	140,836
15,207	116,884	16,487	14,190	147,561
174,002	1,330,065	316,414	140,621	1,787,100
-	7,930	1,644	560	10,134
496	5,743	741	15,088	21,572
300	2,701	5,701	2,776	11,178
-	9,742	1,363	-	11,105
-	226	15,058	-	15,284
-	201	-	-	201
-	196	-	-	196
1,409	1,560	4,995	1,323	7,878
586	4,686	1,757	1,171	7,614
554	4,153	2,769	1,107	8,029
-	129,249	8,640	-	137,889
10,310	59,796	4,811	4,124	68,731
35,540	67,379	7,361	16,600	91,340
-	35,712	3,472	2,976	42,160
863	6,015	1,562	1,264	8,841
-	8	-	9,217	9,225
-	39,865	1,622	-	41,487
150	3,713	315	340	4,368
2,297	10,206	1,004	17,768	28,978
1,876	26,620	216	-	26,836
-	7,402	-	-	7,402
-	4,928	-	3,329	8,257
-	10,229	-	-	10,229
8,985	58,177	7,567	2,357	68,101
-	12,068	-	-	12,068
-	961	-	-	961
13,819	13,819	-	-	13,819
555	674	-	-	674
2,225	13,006	1,203	729	14,938
510	12,120	2,213	2,353	16,686
10	409	3,258	-	3,667
2,493	16,042	208	5,587	21,837
739	2,894	4,082	1,591	8,567
-	22,795	121	-	22,916
-	199,027	-	-	199,027
-	149,494	-	-	149,494
-	445	-	-	445
-	20,038	-	-	20,038
-	80,820	-	-	80,820
-	2,187	-	-	2,187
-	9,731	-	-	9,731
-	336,085	-	-	336,085
-	14,338	27,797	-	42,135
-	12,152	-	6,590	18,742
-	-	-	7,109	7,109
18,120	97,756	459	10,055	108,270
<u>\$ 275,839</u>	<u>\$ 2,843,363</u>	<u>\$ 426,353</u>	<u>\$ 254,635</u>	<u>\$ 3,524,351</u>