

**SANTA BARBARA  
ZOOLOGICAL FOUNDATION  
FINANCIAL STATEMENTS**

**DECEMBER 31, 2020**

# SANTA BARBARA ZOOLOGICAL FOUNDATION

December 31, 2020

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CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS

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## **INDEPENDENT AUDITOR'S REPORT**

Board of Trustees  
Santa Barbara Zoological Foundation  
Santa Barbara, California

We have audited the accompanying financial statements of the Santa Barbara Zoological Foundation (a non-profit organization), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities and changes in net assets, and cash flows for the year 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 U.S. generally accepted accounting principles; 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 audit. We conducted our audit in accordance with U.S. generally accepted auditing standards. 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 the Santa Barbara Zoological Foundation as of December 31, 2020, and the changes in its net assets and its cash flows for the year then ended in conformity with U.S. generally accepted accounting principles.

## **Report on Summarized Comparative Information**

We have previously audited the Santa Barbara Zoological Foundation 2019 financial statements, and we expressed an unmodified audit opinion on those statements in our report dated August 27, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2019, is consistent, in all material respects, with the audited financial statements from which it has been derived.

A handwritten signature in cursive script that reads "McGowan Guntermann".

Santa Barbara, CA  
November 24, 2021

**SANTA BARBARA ZOOLOGICAL FOUNDATION**

STATEMENT OF FINANCIAL POSITION

December 31, 2020

(With Comparative Totals as of December 31, 2019)

	ASSETS			(Memo)
	Without Donor Restrictions	With Donor Restrictions	2020 Total	2019 Total
<b>CURRENT ASSETS</b>				
Cash and cash equivalents	\$ 3,269,042	\$ -	\$ 3,269,042	\$ 2,431,885
Accounts receivable	891,302	-	891,302	25,753
Bequests and pledges receivable	-	967,815	967,815	179,587
Interest receivable	21,575	-	21,575	19,583
Inventory	423,081	-	423,081	429,528
Other receivables	1,665	-	1,665	11,008
Prepaid expenses	280,406	-	280,406	210,850
<b>Total Current Assets</b>	<u>4,887,071</u>	<u>967,815</u>	<u>5,854,886</u>	<u>3,308,194</u>
<b>NON-CURRENT ASSETS</b>				
Bequests and pledges receivable - net of current	-	230,000	230,000	25,000
Investments	2,177,212	7,338,947	9,516,159	8,384,381
Buildings and equipment, net	18,966,974	-	18,966,974	19,668,225
Collections	1	-	1	1
<b>Total Non-Current Assets</b>	<u>21,144,187</u>	<u>7,568,947</u>	<u>28,713,134</u>	<u>28,077,607</u>
<b>TOTAL ASSETS</b>	<u>\$ 26,031,258</u>	<u>\$ 8,536,762</u>	<u>\$ 34,568,020</u>	<u>\$ 31,385,801</u>
<b>LIABILITIES AND NET ASSETS</b>				
<b>CURRENT LIABILITIES</b>				
Accounts payable	\$ 192,623	\$ -	\$ 192,623	\$ 245,735
Accrued liabilities	861,356	-	861,356	751,244
Current portion of post-retirement benefits payable	60,459	-	60,459	59,999
Current portion of long-term debt	1,385	-	1,385	-
<b>Total Current Liabilities</b>	<u>1,115,823</u>	<u>-</u>	<u>1,115,823</u>	<u>1,056,978</u>
<b>NON-CURRENT LIABILITIES</b>				
Post-retirement benefits payable - long-term	222,541	-	222,541	233,001
EIDL Loan, net of current portion	148,615	-	148,615	-
<b>Total Non-Current Liabilities</b>	<u>371,156</u>	<u>-</u>	<u>371,156</u>	<u>233,001</u>
<b>TOTAL LIABILITIES</b>	<u>1,486,979</u>	<u>-</u>	<u>1,486,979</u>	<u>1,289,979</u>
<b>NET ASSETS</b>				
Without Donor Restrictions	24,544,279	-	24,544,279	24,086,974
With Donor Restrictions	-	8,536,762	8,536,762	6,008,848
<b>Total Net Assets</b>	<u>24,544,279</u>	<u>8,536,762</u>	<u>33,081,041</u>	<u>30,095,822</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 26,031,258</u>	<u>\$ 8,536,762</u>	<u>\$ 34,568,020</u>	<u>\$ 31,385,801</u>

The accompanying notes are an integral part of these financial statements.

**SANTA BARBARA ZOOLOGICAL FOUNDATION**

**STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS**

For the Year Ended December 31, 2020

(With Comparative Totals for the Year Ended December 31, 2019)

	Without Donor Restrictions	With Donor Restrictions	2020 Total	(Memo) 2019 Total
<b>REVENUE, GAINS AND OTHER SUPPORT</b>				
Admissions	\$ 3,778,190	\$ -	\$ 3,778,190	\$ 5,141,730
Educational programs	375,627	-	375,627	923,723
Foster feeders income	302,893	-	302,893	208,312
Membership income	1,356,303	-	1,356,303	1,713,800
Contributions and grants	841,316	2,598,333	3,439,649	1,067,364
Federal grants	2,296,738	-	2,296,738	-
Special events (net of event expense of \$0 and \$447,222)	-	-	-	415,861
Food service and site rentals	903,908	-	903,908	2,045,154
Retail store sales	1,270,541	-	1,270,541	1,737,884
Other income	10,750	-	10,750	8,384
Net assets released from restrictions	<u>673,934</u>	<u>(673,934)</u>	<u>-</u>	<u>-</u>
Total Revenue, Gains and Other Support	<u>11,810,200</u>	<u>1,924,399</u>	<u>13,734,599</u>	<u>13,262,212</u>
<b>EXPENSES</b>				
Program services	9,695,443	-	9,695,443	11,475,230
Management and general	1,540,889	-	1,540,889	1,476,639
Fundraising and development	<u>632,770</u>	<u>-</u>	<u>632,770</u>	<u>687,896</u>
Total Expenses	<u>11,869,102</u>	<u>-</u>	<u>11,869,102</u>	<u>13,639,765</u>
Excess (Deficit) of Revenue, Gains, and Other Support over Expenses before Other Changes in Net Assets	<u>(58,902)</u>	<u>1,924,399</u>	<u>1,865,497</u>	<u>(377,553)</u>
<b>Other Changes in Net Assets</b>				
Investment income	<u>516,207</u>	<u>603,515</u>	<u>1,119,722</u>	<u>1,259,487</u>
Total Other Changes in Net Assets	<u>516,207</u>	<u>603,515</u>	<u>1,119,722</u>	<u>1,259,487</u>
<b>CHANGES IN NET ASSETS</b>	457,305	2,527,914	2,985,219	881,934
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>24,086,974</u>	<u>6,008,848</u>	<u>30,095,822</u>	<u>29,213,888</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 24,544,279</u>	<u>\$ 8,536,762</u>	<u>\$ 33,081,041</u>	<u>\$ 30,095,822</u>

The accompanying notes are an integral part of these financial statements.

**SANTA BARBARA ZOOLOGICAL FOUNDATION**

STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2020

(With Comparative Totals for the Year Ended December 31, 2019)

	Program Services	Management and General	Fundraising and Development	2020	(Memo) 2019
Salary	\$ 4,648,729	\$ 669,286	\$ 524,846	\$ 5,842,861	\$ 6,179,479
Benefits	708,916	152,655	36,200	897,771	1,178,634
Payroll taxes	376,504	66,777	22,838	466,119	480,541
Depreciation	1,101,891	217,499	-	1,319,390	1,317,855
Supplies	852,231	8,815	24,003	885,049	1,429,015
Occupancy	527,413	35,522	-	562,935	633,338
Advertising	174,085	-	-	174,085	329,531
Animal food	281,806	-	-	281,806	337,183
Animal health and maintenance	224,555	-	-	224,555	254,416
Membership	97,401	-	-	97,401	192,419
Education	82,820	-	-	82,820	178,346
Bank and credit card fees	270,470	-	-	270,470	259,404
Equipment rental and maintenance	67,594	62,645	-	130,239	177,492
Printing and publication	38,785	5,056	-	43,841	137,504
Conservation	26,448	-	-	26,448	97,358
Information technology	-	105,893	-	105,893	120,475
Insurance	94,067	10,452	-	104,519	99,398
Dues and subscriptions	38,378	-	-	38,378	59,565
Travel and conferences	52,218	1,459	120	53,797	46,164
Professional fees	4,957	24,500	-	29,457	34,179
Postage and delivery	-	14,963	-	14,963	16,222
Taxes and licenses	-	15,054	-	15,054	12,492
Other expenses	26,175	150,313	24,763	201,251	68,755
	<b>\$ 9,695,443</b>	<b>\$ 1,540,889</b>	<b>\$ 632,770</b>	<b>\$ 11,869,102</b>	
<b>2020 TOTAL EXPENSES</b>					
2019 TOTAL EXPENSES (MEMO)	<b>\$ 11,475,230</b>	<b>\$ 1,476,639</b>	<b>\$ 687,896</b>		<b>\$ 13,639,765</b>

The accompanying notes are an integral part of these financial statements.

**SANTA BARBARA ZOOLOGICAL FOUNDATION**

STATEMENT OF CASH FLOWS  
For the Year Ended December 31, 2020  
(With Comparative Totals for the Year Ended December 31, 2019)

	<u>2020</u>	<u>(Memo)</u> <u>2019</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 2,985,219	\$ 881,934
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	1,319,390	1,317,855
Investment gain	(946,825)	(1,084,767)
Changes in:		
Accounts receivable	(865,549)	134,594
Bequests and pledges receivable	(993,228)	(183,450)
Interest receivable	(1,992)	(676)
Inventory	6,447	15,224
Other receivable	9,343	(2,624)
Prepaid expenses	(69,556)	(46,974)
Accounts payable	(53,112)	119,324
Accrued liabilities	110,112	45,340
Post retirement benefits payable	<u>(10,000)</u>	<u>(19,000)</u>
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>	<u>1,490,249</u>	<u>1,176,780</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Payments for equipment and building improvements	(618,139)	(1,812,796)
Proceeds from sale and maturities of investments	2,300,000	2,500,000
Purchases of investments	<u>(2,484,953)</u>	<u>(2,690,767)</u>
<b>NET CASH USED BY INVESTING ACTIVITIES</b>	<u>(803,092)</u>	<u>(2,003,563)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from long-term debt	<u>150,000</u>	<u>-</u>
<b>NET CASH PROVIDED BY FINANCING ACTIVITIES</b>	<u>150,000</u>	<u>-</u>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	837,157	(826,783)
<b>CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR</b>	<u>2,431,885</u>	<u>3,258,668</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u>\$ 3,269,042</u>	<u>\$ 2,431,885</u>
<b>SUPPLEMENTAL CASH FLOW DISCLOSURE</b>		
Cash paid during the year for interest	\$ 500	\$ 500
In kind donation of goods and services	\$ 10,408	\$ 123,275

The accompanying notes are an integral part of these financial statements.



# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 1 - ORGANIZATION

The Santa Barbara Zoological Foundation (the Zoo) was incorporated as a California nonprofit Public Benefit Zoo on May 28, 1964 and operates a Zoo Park on City of Santa Barbara, California property under an agreement with the City of Santa Barbara, as discussed in note 4. The Zoo is a private, nonprofit corporation directed by a twenty-one member Board of Directors. The Zoo facilities were designed to exhibit animals and horticulture in natural botanical settings for the education and entertainment of visitors.

### Note 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Basis of Accounting

The financial statements of the Zoo have been prepared on the accrual basis of accounting following accounting principles generally accepted in the United States of America (GAAP). The significant accounting policies are described below to enhance the usefulness of the financial statements to the reader.

#### Description of Net Assets

The Zoo reports information regarding its financial position and activities in two classes of net assets - with donor restrictions and without donor restrictions - based on the existence or absence of donor-imposed restrictions.

#### *Without Donor Restrictions*

Net assets without donor restrictions represent net assets that are not subject to donor-imposed time or use restrictions. Net assets without donor restrictions include board designated funds.

#### *With Donor Restrictions*

Net assets with donor restrictions represent net assets that are subject to donor-imposed time or use restrictions. Net assets with donor restrictions generally include contributions and bequests receivable and planned gifts. Earnings on net assets with donor restrictions are reported as an increase in net assets with donor restrictions. Earnings on donor-restricted endowment funds that have not yet been appropriated are also classified as net assets with donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities as "Net assets released from restrictions". Net assets with donor restrictions include perpetual income trusts for which the related income is reported as contributions without donor restrictions when received on the Statement of Activities. The change in value of the underlying assets is recorded as an unrealized gain or loss in net assets with donor restrictions on the Statement of Activities. Net assets with donor restrictions also consist of those donor-restricted endowments held by the Zoo as defined under the Uniform Prudent Management of Institutional Funds Act (UPMIFA).

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Cash and Cash Equivalents

For purposes of the statement of cash flows, cash and cash equivalents include cash on hand, amounts in checking, savings, money market accounts, and certificates of deposit with maturities of ninety days or less.

#### Inventories

Merchandise and food service inventories are stated at the lower of cost or market. Cost is determined using the first-in, first-out method. Animal food costs are expensed currently in the statement of activity.

#### Investments

Investments in marketable securities with readily determinable fair values and all investments in marketable debt securities are valued at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Donated securities are recorded at their sales value as they are sold upon receipt.

#### Property and Equipment

Property and equipment are recorded at cost or, if donated, at fair market value at the time of the donation. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support.

Absent donor stipulations regarding how long those donated assets must be maintained, the Zoo reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Zoo reclassifies temporarily restricted net assets to unrestricted net assets at that time. It is management's policy to capitalize certain purchases and donations with a useful life greater than one year and a value greater than \$5,000.

Depreciation expense is computed using the straight-line method over estimated useful lives of assets, ranging from five to thirty-five years, totaling \$1,319,390 for 2020.

#### Contributions and Grants

All contributions and grants are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes.

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Animal and Horticulture Collections

In accordance with industry practice, animal and horticulture collections are recorded at the nominal amount of \$1, as there is no objective basis for establishing value. Additionally, animal and horticulture collections have numerous attributes, including species, age, sex, relationship and value to other animals, endangered status, and breeding potential, whereby it is impractical to assign value. Acquisitions are recorded as expenditures of the related operating activity. In an ongoing commitment to enhance the worldwide reproduction and preservation of animals, the Zoo shares animals with other accredited institutions. Consistent with industry practice, the Zoo does not record any receivable or liability for such sharing arrangements, as generally arrangements are without monetary consideration.

#### Donated Goods and Services

Donated goods and services are recorded as contributions at their estimated values at the date of receipt. Donated services are recorded when an objective basis is available to measure the value of such services. The amount of in-kind contributions of goods received for 2020 totaled \$10,408.

#### Advertising Costs

The Zoo charges the cost of advertising to Zoo operations expenses when incurred. Total advertising costs for 2020 were \$174,085.

#### Income Taxes

The Zoo is exempt from taxes on income under Internal Revenue Code section 501(c)(3) and California Revenue and Taxation Code 23701(d), therefore no amounts for income taxes are reflected in the accompanying financial statements. The Zoo is not a private foundation for income tax purposes. Management is not aware of any transactions that would affect the Zoo's tax-exempt status.

The Zoo evaluates uncertain tax positions, whereby the effect of the uncertainty would be recorded if the outcome was considered probably and reasonably estimable. As of December 31, 2020, the Zoo had no uncertain tax positions requiring accrual.

The Zoo files tax returns in California and U.S. federal jurisdictions. The Zoo is no longer subject to U.S. federal and state tax authorities for years before 2017 and 2016, respectively.

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### Functional Expenses

The Zoo allocates its expenses on a functional basis among its various program and support services. Expenses that can be identified with a specific program and support service are allocated directly according to their expenditure classification. Other expenses that are common to several functions are allocated by various statistical bases.

#### Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain amounts and disclosures. Accordingly, actual results could differ from those estimates.

Significant estimates used in the preparation of these financial statements include:

- Allocation of certain expenses by function
- Present value of post-retirement benefits payable
- Fair market value of certain investments
- Depreciable lives of property and equipment

#### Subsequent Events

In preparing these financial statements, the Zoo has evaluated events and transactions for potential recognition or disclosure through November 24, 2021, the date the financial statements were available for issuance.

### Note 3 – ACCOUNTS RECEIVABLE

Receivables at December 31, 2020, include Employee Retention Credits to be applied to quarterly payroll filings in 2021. Total credits as of December 31, 2020, were \$789,970 and are included in contributions and grants. Additional receivables include rental and event fees to be collected in later periods. Total accounts receivable as of December 31, 2020, is \$891,302.

In 2021, an additional \$1,044,970 of Employee Retention Credits were received and will be applied to quarterly payroll filings in 2021.

### Note 4 - PROMISES TO GIVE

Unconditional promises to give at December 31, 2020, represent commitments with donor restrictions of \$1,197,815. Promises to give of \$967,815 are expected to be paid in 2021. The remaining balance of \$230,000 will be paid in 2022 and is considered fully collectible. The pledges are restricted to the Aussie Walkabout, California Condor and Feathers & Scales Campaign.

**SANTA BARBARA ZOOLOGICAL FOUNDATION**

NOTES TO FINANCIAL STATEMENTS

Note 5 - INVESTMENTS

Investments as of December 31, 2020, are recorded at market value based upon quoted market prices and are summarized as follows:

	<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain (Loss)</u>
Fixed income			
Government and agencies	\$ 609,257	\$ 603,945	\$ (5,312)
Corporate bonds	<u>2,346,469</u>	<u>2,410,121</u>	<u>63,652</u>
Total Fixed income	2,955,726	3,014,066	58,340
Equities			
Domestic stock	2,650,375	3,868,802	1,218,427
Mutual funds	<u>1,811,007</u>	<u>2,364,601</u>	<u>553,594</u>
Total Equities	4,461,382	6,233,403	1,772,021
Temporary Cash Investments	<u>268,690</u>	<u>268,690</u>	<u>-</u>
Total December 31, 2020	<u>\$ 7,685,798</u>	<u>\$ 9,516,159</u>	1,830,361
Total December 31, 2019	<u>\$ 7,450,630</u>	<u>\$ 8,384,381</u>	<u>933,751</u>
Net change in unrealized gain			<u>\$ 896,610</u>

The following summarizes the fair market value investment return in the statement of activities for 2020:

Investment and dividend income	\$ 172,897
Realized gain on value of securities	102,483
Unrealized gain on value of securities	896,610
Investment fees	<u>(52,268)</u>
Net Investment Gain	<u>\$ 1,119,722</u>

Note 6 - INTEREST IN TRUSTS

Community Foundation Endowment Trust Interest

The Zoo is the beneficiary of an endowment held by Santa Barbara Foundation. Because the Santa Barbara Foundation has been granted variance power, the endowment asset is not recorded on the Zoo's financial statements. The income from the endowment is used to support general operations or is designated by the Zoo Executive Committee for priority projects. The Zoo is entitled to the income produced by the endowment in accordance with Santa Barbara Foundation's spending policy, but has no control or access to the principal. For the year ended December 31, 2020, the Zoo received \$71,344 in distributions from the endowment trust. The fair market value of the Zoo's principal portion of the endowment asset at December 31, 2020, has been estimated at \$1,430,000.

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 7 - LEASE – CONTRIBUTED LAND

On July 3, 2012, the Santa Barbara City Council approved a new long-term land lease agreement with the City of Santa Barbara and the Zoo. The lease calls for no payments from the Zoo to the City. The lease provides for the Zoo to construct, maintain and operate the Zoo as a park for the benefit, education, amusement, convenience and enjoyment of the general public. This lease is for a period of thirty-five years with one fifteen-year option.

### Note 8 - PROPERTY AND EQUIPMENT

A summary of property and equipment as of December 31, 2020, is as follows:

Buildings	\$ 15,625,572
Exhibits and permanent improvements	16,625,979
Roads, fences and landscaping	1,657,473
Park train	1,065,937
Park vehicles	552,679
Zoo equipment	2,518,736
Office equipment	1,177,504
Telephone equipment	50,139
Construction in progress	<u>525,958</u>
	39,799,977
Less accumulated depreciation	<u>(20,833,003)</u>
Net property and equipment	<u>\$ 18,966,974</u>

### Note 9 – NOTES PAYABLE

On June 18, 2020, the Zoo received an Economic Injury Disaster Loan (EIDL) from U.S. Small Business Administration in the amount of \$150,000. The loan is secured by tangible and intangible personal property and calls for monthly payments of principal and interest of \$628. Interest is calculated at a fixed rate of 2.75% per annum. Monthly payments are deferred for twelve months from date of the note and matures thirty years from the date of the note. The outstanding balance of the note as of December 31, 2021, is \$150,000.

The Organization is committed to the following maturity of notes payable:

2021	\$ 1,385
2022	3,390
2023	3,484
2024	3,581
2025	3,681
Thereafter	<u>134,479</u>
Total	<u>\$ 150,000</u>

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 10 – POST-RETIREMENT BENEFITS PAYABLE

In 1997, the Zoo entered into a retirement benefit package with a former employee for the Zoo to pay monthly retirement benefits for his lifetime. At December 31, 2020, it is anticipated that the Zoo's discounted present value obligation, based on a discount rate of 4.5% (current borrowing rate), to fulfill this agreement is \$283,000.

### Note 11 - FAIR VALUE MEASUREMENT

Fair values of assets have been measured in accordance with GAAP, which establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are as follows:

- Level 1: Inputs that reflect unadjusted quoted prices in active markets for identical assets accessible at the measurement date;
- Level 2: Inputs other than quoted prices that are observable for the asset either directly or indirectly, including inputs in markets that are not considered to be active;
- Level 3: Inputs that are unobservable.

The asset's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for asset measured at fair value:

Government securities	Valued at the closing price reported in the active market in which the bond is traded
Corporate bonds	Certain corporate bonds are valued at the closing price reported in the active market in which the bond is traded. Other corporate bonds are valued based on yields currently available on comparable securities of issuers with similar credit ratings.
Equities	Certain common stocks are valued at the closing price reported in the active market in which the individual securities are traded.
Mutual Funds	Valued at the net asset value of shares held by the Zoo at year end

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 11 - FAIR VALUE MEASUREMENT (continued)

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Zoo believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date. Gains and losses (realized and unrealized) are reported in net investment income on the statement of changes in net assets available for benefits.

The following table sets forth by level within the fair value hierarchy the Zoo's assets at fair values as of December 31, 2020:

<u>Description</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Fixed income				
Government and agencies	\$ 603,945	\$ -	\$ -	\$ 603,945
Corporate bonds	<u>2,410,121</u>	<u>-</u>	<u>-</u>	<u>2,410,121</u>
Total Fixed income	<u>3,014,066</u>	<u>-</u>	<u>-</u>	<u>3,014,066</u>
Equities				
Domestic stock	3,868,802	-	-	3,868,802
Mutual funds	<u>2,364,601</u>	<u>-</u>	<u>-</u>	<u>2,364,601</u>
Total Equities	<u>6,233,403</u>	<u>-</u>	<u>-</u>	<u>6,233,403</u>
Total assets measured at fair value	<u>\$ 9,247,469</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 9,247,469</u>

### Note 12 - ENDOWMENT FUNDS

The Zoo's endowment consists of approximately four individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the board of directors to function as endowments. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions, as well as funds designated by the board of directors to function as endowments.

#### Interpretation of Relevant Law

The Board of Trustees of the Zoo has interpreted the California adopted Universal Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Zoo classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.



# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 12 - ENDOWMENT FUNDS (continued)

#### Interpretation of Relevant Law (continued)

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Zoo in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with California UPMIFA the Zoo considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund
- The purposes of the Zoo and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the Zoo
- The investment policies of the Zoo

#### Return Objectives and Risk Parameters

The Zoo has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Zoo must hold in perpetuity or for a donor-specified period as well as board-designated funds. Under this policy, as approved by the board of trustees, the endowment assets are invested in a manner that is intended to produce results that provide a reasonable balance between the quest for growth and the need to protect principal. The Zoo expects its endowment funds, over time, to provide an average rate of return of approximately five percent annually. Actual returns in any given year may vary from this amount.

#### Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of return objectives, the Zoo relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Zoo targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term objectives within prudent risk constraints.

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 12 - ENDOWMENT FUNDS (continued)

#### Spending Policy and How the Investment Objectives Relate to Spending Policy

The Zoo has a policy for maximum distribution in any single year from the Endowment. Portfolio market values for the last three year-ends should be averaged and 5% applied to the moving three-year average. The level of distribution should not exceed 6%. In some instances, the Board may decide to defer appropriation. In establishing this policy, the Zoo considered the long-term expected return on its endowment. This is consistent with the Zoo's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return. During 2020, there was no appropriation of endowment assets for expenditure.

Endowment net assets with donor restrictions totaled \$4,197,346, consisting of total original gift endowment contributions of \$2,167,773 and accumulated earnings of \$2,029,573 as of December 31, 2020. Endowment net assets without donor restrictions classified as board-restricted endowment funds totaled \$1,776,145 as of December 31, 2020.

### Note 13 - PENSION PLAN

The Zoo has adopted a policy of providing a pension plan for employees over age 21 with three years out of the prior five years of employment. This plan is fully funded by the Zoo every year under a Simplified Employee Pension arrangement contributing 8% of the eligible employee's salary to the plan. Total Zoo pension contributions for 2020 were \$325,882.

### Note 14 – UNCERTAINTIES

On March 11, 2020, the World Health Organization declared the novel strain of coronavirus (COVID-19) a global pandemic and recommended containment and mitigation measures worldwide. The Zoo cannot reasonably estimate the length or severity of this pandemic, or the extent to which the disruption may materially impact the Zoo's financial position, changes in net assets and cash flows in 2021 and the future.

### Note 15 - CONCENTRATION OF CREDIT RISK

The Zoo maintains several bank accounts covered by the Federal Deposit Insurance Corporation (FDIC) which insures up to \$250,000 for each owner in each financial institution. As of December 31, 2020, the Zoo's balances in the checking accounts exceeded the federally insured limit by approximately \$2,974,000.

Additionally the Zoo has cash in its investment portfolio that is insured up to \$500,000 by the Securities Investor Protection Corporation (SIPC). At various times during the year the Zoo's investment in money market funds exceeded the SIPC insured limit of \$500,000.

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 16 – LIQUIDITY

Financial assets available to meet cash needs for general expenditure for the following year are comprised of current assets and investments, adjusted for amounts unavailable due to illiquidity, endowments and other funds spending policy appropriations beyond one year, and current liabilities payable to vendors, financial institutions, and nonprofit organizations.

Financial assets available to meet cash needs for general expenditures within one year as of December 31, 2020:

Current assets	
Cash and cash equivalents available within one year	\$ 3,269,042
Accounts Receivable	891,302
Inventory	423,081
Prepaid expenses	280,406
Pledges and grants receivable, current portion	967,815
Other current assets	<u>23,240</u>
Total Current Assets	<u>5,854,886</u>
Investments	9,516,159
Less investments unavailable for general expenditures within one year:	
Endowments and other funds subject to spending policy appropriations beyond one year:	
With donor restrictions	<u>(2,167,773)</u>
Total Investments	<u>7,348,386</u>
Current liabilities	<u>(1,115,823)</u>
Financial assets available to meet cash needs for general expenditures within one year as of December 31, 2020	<u>\$ 12,087,449</u>

### Note 17 - NET ASSETS

#### Net Assets Without Donor Restrictions

As of December 31, 2020, net assets without donor restrictions consist of the following:

Unrestricted	\$ 3,801,160
Property and equipment	18,966,974
Board designated endowment	<u>1,776,145</u>
	<u>\$ 24,544,279</u>

# SANTA BARBARA ZOOLOGICAL FOUNDATION

## NOTES TO FINANCIAL STATEMENTS

### Note 17 - NET ASSETS (continued)

#### Net Assets With Donor Restrictions

As of December 31, 2020, net assets with donor restrictions consist of the following:

#### Restriction

Animal welfare, care and maintenance	\$ 499,460
Building maintenance and exhibit projects	31,189
Education program	1,030,374
Train and related projects, other equipment	9,633
New buildings and exhibits	2,768,760
Unappropriated earnings on endowments	2,029,573
Endowments	<u>2,167,773</u>
	<u>\$ 8,536,762</u>

Net assets released from restrictions during 2020 were comprised of the following:

#### Restriction

Animal welfare, care and maintenance	\$ 34,111
Education program	26,642
New buildings and exhibits	533,176
Equipment	<u>80,005</u>
	<u>\$ 673,934</u>

### Note 18 – SBA LOAN UNDER PAYCHECK PROTECTION PROGRAM

On April 20, 2020, the Zoo received loan funding of \$1,506,767 under the Paycheck Protection Program as allowed under the CARES Tax Act, related to the 2020 COVID-19 pandemic. The loan allows for the loan proceeds to be used on allowable costs for the Zoo.

The loan has been forgiven in full. Accordingly, the Zoo has recorded the loan as federal grant revenue for the year ended December 31, 2020.

On February 12, 2021, the Zoo received a second loan funding of \$1,557,610 under the Paycheck Protection Program as allowed under the CARES Tax Act, related to the 2020 COVID-19 pandemic. The loan allows for the loan proceeds to be used on allowable costs for the Zoo.

The loan may be fully forgiven if the funds are used for payroll costs, rent and utilities and at least 60% of the forgiven amount must be used for payroll. Loan payments will also be deferred for six months. No collateral or personal guarantees were required.

Forgiveness will be based on maintaining or quickly rehiring employees and maintaining salary levels. Forgiveness will be reduced if full-time headcount declines, or if salaries and wages decrease. The loan has a maturity of five years and an interest rate of 1%. The Zoo intends to comply with all regulations to allow for the loan to be fully forgiven.