

The Toledo Zoological Society

Years Ended
December 31,
2024 and 2023

Consolidated
Financial
Statements
and
Supplementary
Information

Rehmann

THE TOLEDO ZOOLOGICAL SOCIETY

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INDEPENDENT AUDITORS' REPORT

April 30, 2025

Board of Directors
The Toledo Zoological Society
Toledo, Ohio

Opinion

We have audited the consolidated financial statements of ***The Toledo Zoological Society*** (the "Organization"), which comprise the consolidated statements of financial position as of December 31, 2024 and 2023, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements (the "consolidated financial statements").

In our opinion, the accompanying consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of ***The Toledo Zoological Society*** as of December 31, 2024 and 2023, and the consolidated changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audits in accordance with auditing standards generally accepted in the United States of America ("GAAS"). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are required to be independent of the Organization and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audits. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Consolidated Financial Statements

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



In preparing the consolidated financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern within one year after the date that the consolidated financial statements are available to be issued.

Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the consolidated financial statements.

In performing an audit in accordance with GAAS, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the consolidated financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Organization's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the consolidated financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Organization's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Rehmann Johnson LLC

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidated Statements of Financial Position

	December 31	
	2024	2023
ASSETS		
Assets		
Cash and cash equivalents	\$ 2,008,113	\$ 3,129,725
Grants receivable	357,877	97,607
Contribution receivable, net	194,340	367,301
Deposit receivable	1,000,000	-
Accounts receivable	610,350	677,304
Levy receivable	10,000	10,000
Inventory	835,683	820,987
Prepaid expenses and deposits	725,797	670,581
Investment securities	36,685,755	33,114,068
Beneficial interest in perpetual trusts	910,843	874,486
Property and equipment		
Land and improvements	32,055,699	20,019,455
Buildings and structures	226,693,803	224,617,435
Equipment	13,327,400	12,173,862
Construction in progress	7,943,519	15,350,470
Total property and equipment	280,020,421	272,161,222
Less accumulated depreciation	124,881,494	116,518,599
Net property and equipment	155,138,927	155,642,623
Total assets	\$ 198,477,685	\$ 195,404,682
LIABILITIES AND NET ASSETS		
Liabilities		
Bank revolving note payable	\$ 5,331	\$ 3,090,349
Accounts payable	2,758,432	3,300,944
Accrued payroll, vacation pay and payroll taxes	583,510	793,773
Deferred membership	2,326,845	2,268,785
Deferred revenue	450,763	426,480
Total liabilities	6,124,881	9,880,331
Commitment (Note 12)		
Net assets		
Without donor restrictions	175,235,864	171,258,899
With donor restrictions	17,116,940	14,265,452
Total net assets	192,352,804	185,524,351
Total liabilities and net assets	\$ 198,477,685	\$ 195,404,682

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

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidated Statements of Activities

	Year Ended December 31					
	2024			2023		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, gains, and other support						
Tax levies	\$ 12,398,815	\$ -	\$ 12,398,815	\$ 12,337,948	\$ -	\$ 12,337,948
Park operations	13,516,257	-	13,516,257	12,918,730	-	12,918,730
Admissions	7,728,296	-	7,728,296	7,467,808	-	7,467,808
Memberships	10,250,484	-	10,250,484	9,244,427	-	9,244,427
Special events and programs	1,935,364	-	1,935,364	1,525,321	-	1,525,321
Zoo pals	185,849	-	185,849	164,501	-	164,501
Investment return, net of fees	2,311,315	1,312,108	3,623,423	2,704,465	1,325,551	4,030,016
Contributions and bequests	1,987,632	1,114,992	3,102,624	1,086,220	3,436,548	4,522,768
Grants and other revenue	1,739,397	1,891,006	3,630,403	4,366,963	203,168	4,570,131
Net assets released from restriction	1,466,618	(1,466,618)	-	1,330,690	(1,330,690)	-
Total revenues, gains, and other support	53,520,027	2,851,488	56,371,515	53,147,073	3,634,577	56,781,650
Expenses and losses						
Program expenses						
Animal care and exhibitions	21,018,424	-	21,018,424	20,707,942	-	20,707,942
Park operations	12,488,456	-	12,488,456	12,256,254	-	12,256,254
Conservation	2,111,221	-	2,111,221	1,913,827	-	1,913,827
Education	1,811,235	-	1,811,235	1,610,640	-	1,610,640
Membership services	1,411,056	-	1,411,056	1,452,642	-	1,452,642
Awareness	3,606,925	-	3,606,925	3,286,876	-	3,286,876
Total program expenses	42,447,317	-	42,447,317	41,228,181	-	41,228,181
Supporting services expenses						
General and administrative	6,216,065	-	6,216,065	5,939,835	-	5,939,835
Fundraising	867,180	-	867,180	697,782	-	697,782
Total supporting services expenses	7,083,245	-	7,083,245	6,637,617	-	6,637,617
Losses						
Loss on disposal of property and equipment	12,500	-	12,500	52,382	-	52,382
Total expenses and losses	49,543,062	-	49,543,062	47,918,180	-	47,918,180
Changes in net assets	3,976,965	2,851,488	6,828,453	5,228,893	3,634,577	8,863,470
Net assets, beginning of year	171,258,899	14,265,452	185,524,351	166,030,006	10,630,875	176,660,881
Net assets, end of year	\$ 175,235,864	\$ 17,116,940	\$ 192,352,804	\$ 171,258,899	\$ 14,265,452	\$ 185,524,351

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

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidated Statement of Functional Expenses

Year Ended December 31, 2024

	Program Expenses						Supporting Services			Total	
	Animal Care and Exhibitions	Park Operations	Conservation	Education	Membership Services	Awareness	Total Program Expenses	General and Administrative	Fundraising		Total Supporting Services
Salaries and wages	\$ 9,497,995	\$ 4,424,225	\$ 734,224	\$ 984,346	\$ 493,871	\$ 871,365	\$ 17,006,026	\$ 1,688,448	\$ 405,555	\$ 2,094,003	\$ 19,100,029
Fringe benefits	1,886,376	878,342	145,631	195,313	98,225	172,937	3,376,824	335,255	80,401	415,656	3,792,480
Cost of goods sold	-	3,978,968	-	-	-	-	3,978,968	-	-	-	3,978,968
Animal nutrition	835,098	-	-	-	-	-	835,098	-	-	-	835,098
Repairs and maintenance	1,104,724	28,180	-	3,911	-	-	1,136,815	-	-	-	1,136,815
Utilities	1,060,986	494,020	81,910	109,853	55,246	97,267	1,899,282	188,563	45,221	233,784	2,133,066
Professional and contracted services	647,537	304,601	-	222	312,478	1,430	1,266,268	480,343	25,116	505,459	1,771,727
Advertising and public relations	-	36,825	-	-	34,872	1,919,820	1,991,517	17,900	37,478	55,378	2,046,895
Processing fees	-	-	-	-	-	-	-	1,577,371	-	1,577,371	1,577,371
Insurance, licenses and taxes	3,962	34,611	1,178	-	-	-	39,751	664,356	200	664,556	704,307
Supplies	1,558,606	287,953	176,876	54,672	196,744	153,310	2,428,161	203,444	53,650	257,094	2,685,255
Training and education	42,991	9,428	16,834	15,511	781	4,833	90,378	73,579	31,271	104,850	195,228
Organizational dues	1,840	1,160	-	-	-	-	3,000	64,016	6,336	70,352	73,352
Animal acquisitions	126,953	-	-	-	-	-	126,953	-	-	-	126,953
Grants	-	-	615,264	14,117	-	-	629,381	-	-	-	629,381
Depreciation	4,184,825	1,948,543	323,075	433,290	217,907	383,651	7,491,291	743,745	178,364	922,109	8,413,400
Interest	-	-	-	-	-	-	-	161,666	-	161,666	161,666
Other	66,531	61,600	16,229	-	932	2,312	147,604	17,379	3,588	20,967	168,571
Total expenses	\$ 21,018,424	\$ 12,488,456	\$ 2,111,221	\$ 1,811,235	\$ 1,411,056	\$ 3,606,925	\$ 42,447,317	\$ 6,216,065	\$ 867,180	\$ 7,083,245	\$ 49,530,562

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

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidated Statement of Functional Expenses

Year Ended December 31, 2023

	Program Expenses						Supporting Services			Total	
	Animal Care and Exhibitions	Park Operations	Conservation	Education	Membership Services	Awareness	Total Program Expenses	General and Administrative	Fundraising		Total Supporting Services
Salaries and wages	\$ 9,271,838	\$ 4,438,244	\$ 656,630	\$ 885,967	\$ 514,585	\$ 711,309	\$ 16,478,573	\$ 1,762,987	\$ 322,810	\$ 2,085,797	\$ 18,564,370
Fringe benefits	1,961,871	939,294	139,067	187,387	108,818	150,460	3,486,897	373,203	68,355	441,558	3,928,455
Cost of goods sold	-	3,821,104	-	-	-	-	3,821,104	-	-	-	3,821,104
Animal nutrition	750,368	-	-	-	-	-	750,368	-	-	-	750,368
Repairs and maintenance	1,427,998	22,756	-	2,514	-	-	1,453,268	-	-	-	1,453,268
Utilities	1,047,846	501,682	74,276	100,084	58,120	80,361	1,862,369	199,330	36,509	235,839	2,098,208
Professional and contracted services	786,396	213,561	5,200	-	323,409	3,084	1,331,650	514,005	33,523	547,528	1,879,178
Advertising and public relations	-	30,467	-	-	25,642	1,894,739	1,950,848	10,023	33,232	43,255	1,994,103
Processing fees	-	-	-	-	-	-	-	1,237,265	-	1,237,265	1,237,265
Insurance, licenses and taxes	10,935	22,350	596	-	-	-	33,881	518,667	200	518,867	552,748
Supplies	1,300,751	290,780	98,518	30,044	201,339	138,150	2,059,582	126,365	39,354	165,719	2,225,301
Training and education	35,436	4,194	3,929	17,828	107	931	62,425	54,263	18,914	73,177	135,602
Organizational dues	2,387	1,590	-	-	-	2,750	6,727	67,669	4,386	72,055	78,782
Animal acquisitions	94,617	-	-	-	-	-	94,617	-	-	-	94,617
Grants	-	-	654,548	8,095	-	-	662,643	15,042	-	15,042	677,685
Depreciation	3,965,055	1,898,368	281,063	378,721	219,928	304,088	7,047,223	754,266	138,150	892,416	7,939,639
Interest	-	-	-	-	-	-	-	290,260	-	290,260	290,260
Other	52,444	71,864	-	-	694	1,004	126,006	16,490	2,349	18,839	144,845
Total expenses	\$ 20,707,942	\$ 12,256,254	\$ 1,913,827	\$ 1,610,640	\$ 1,452,642	\$ 3,286,876	\$ 41,228,181	\$ 5,939,835	\$ 697,782	\$ 6,637,617	\$ 47,865,798

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

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidated Statements of Cash Flows

	Year Ended December 31	
	2024	2023
Cash flows from operating activities		
Changes in net assets	\$ 6,828,453	\$ 8,863,470
Adjustments to reconcile changes in net assets to net cash from operating activities		
Tax levies and contributions designated for capital improvements	(8,513,972)	(8,585,969)
Grants designated for capital improvements	(2,002,568)	(2,610,368)
Permanent endowment contributions	(86,033)	(2,302,286)
Depreciation	8,413,400	7,939,639
Net realized and unrealized gains on investment securities and perpetual trusts	(2,707,012)	(3,316,832)
Loss on disposal of property and equipment	12,500	52,382
Changes in operating assets and liabilities which provided (used) cash		
Accounts receivable	66,954	(111,451)
Inventory	(14,696)	44,639
Prepaid expenses and deposits	(55,216)	61,108
Accounts payable	(158,358)	(36,195)
Accrued payroll, vacation pay and payroll taxes	(210,263)	117,232
Deferred membership	58,060	287,624
Deferred revenue	24,283	21,078
Net change in cash from operating activities	1,655,532	424,071
Cash flows from investing activities		
Purchases and construction of property and equipment	(9,304,884)	(15,216,190)
Purchases of investment securities	(12,844,985)	(18,903,828)
Sales of investment securities	11,943,953	19,269,057
Proceeds from sale of property and equipment	2,500	-
Net change in cash from investing activities	(10,203,416)	(14,850,961)
Cash flows from financing activities		
Net short-term borrowings (repayments)	(3,085,018)	248,219
Collections of tax levies and contributions designated for capital improvements	8,513,972	8,585,969
Collections of grants designated for capital improvements	1,742,298	4,966,124
Collections of permanent endowment contributions	258,994	2,381,496
Net payments related to charitable gift annuities	(3,974)	(3,490)
Net change in cash from financing activities	7,426,272	16,178,318
Net change in cash and cash equivalents	(1,121,612)	1,751,428
Cash and cash equivalents, beginning of year	3,129,725	1,378,297
Cash and cash equivalents, end of year	\$ 2,008,113	\$ 3,129,725
Supplemental disclosures of cash flows information		
Noncash investing activity - purchase of property and equipment included in accounts payable	\$ 1,438,795	\$ 1,818,975
Noncash investing activity - transfer of construction in progress to deposit receivable	\$ (1,000,000)	\$ -
Interest paid	\$ 161,666	\$ 290,260

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

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

1. NATURE OF ORGANIZATION, BASIS OF PRESENTATION, AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

The consolidated financial statements include the accounts of *The Toledo Zoological Society* (the "Society") and the *Toledo Zoological Society Foundation* (the "Foundation") (collectively, the "Organization"). All significant inter-organization balances and transactions have been eliminated in these consolidated financial statements.

The Society is a tax-exempt charitable organization. The Society's mission and program, which is functionally reported, is Inspire, Educate, Act, Enjoy. The Society inspires guests to join in being advocates for wildlife and conserving the natural world by providing fun, awe-inspiring, and educational experiences. By joining the Society, others help build a movement that cares for animals and values wildlife's shared place in our world. The Society's support comes primarily from tax levies, park operations, admissions, memberships, special events and programs, and grants and contributions from donors and the Foundation.

The Foundation is a nonprofit organization that was formed in 2001 to receive, hold, invest and administer donor-restricted contributions, gifts, and grants from the general public for the benefit of the Society. The Society was the sole member of the Foundation. During 2023, management created a new nonprofit entity, River Horse Wildlife Conservancy ("River Horse"), which became the sole member of both the Foundation and the Society. River Horse had no activity during 2024 or 2023. The Code of Regulations of River Horse requires that a majority of River Horse's voting directors must also be voting directors of the Society. As such, it has been determined that the Society, through River Horse, is able to exercise significant control over the Foundation.

Basis of Presentation

Net assets, revenues, gains (losses), and other support are classified based on the existence or absence of donor- or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions - Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions. The governing board has designated, from net assets without donor restrictions, net assets for a board-designated endowment (See Note 13). Additionally, the governing board had designated, from net assets without donor restrictions, net assets for board-designated-other of \$10,179,934 and \$9,472,608 as of December 31, 2024 and 2023, respectively, which is primarily for contingencies and major maintenance.

Net Assets With Donor Restrictions - Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. See Note 8.

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Notes to Consolidated Financial Statements

Use of Estimates

The preparation of consolidated financial statements in conformity with generally accepted accounting principles ("GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

Cash and Cash Equivalents

Cash and cash equivalents consist of demand deposits in banks, cash on hand, and deposits in a money market savings account with original maturities when purchased of less than three months. The Company has not experienced any credit losses and does not believe it is exposed to any significant credit loss on these funds. The Company maintains its deposits in amounts which, at times, may exceed federally insured limits, in one regional financial institution. Management does not believe the Company is exposed to any significant interest rate or other financial risk as a result of these deposits.

Money market mutual funds held in the investment portfolio are intended for long-term purposes and are classified as investments.

Fair Value Measurements

Fair value refers to the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants in the market in which the reporting entity transacts such sales or transfers based on the assumptions market participants would use when pricing an asset or liability. Assumptions are developed based on prioritizing information within a fair value hierarchy that gives the highest priority to quoted prices in active markets (Level 1) and the lowest priority to unobservable data (Level 3).

A description of each category in the fair value hierarchy is as follows:

- Level 1: Valuation is based upon quoted prices for identical instruments traded in active markets.
- Level 2: Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all-significant assumptions are observable in the market.
- Level 3: Valuation is generated from model-based techniques that use at least one significant assumption not observable in the market. These unobservable assumptions reflect the estimates of assumptions that market participants would use in pricing the asset or liability.

For a further discussion of fair value measurements, refer to Note 3 to these consolidated financial statements.

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Notes to Consolidated Financial Statements

Investment Securities

Investment securities are carried at fair value. Fair value is determined based upon quoted market values, if available, or if not available, estimated amounts are provided by the bank trustees. Investment securities acquired by gift or bequest are recorded at fair value on the date of gift and such amount is considered the cost of the security. Any realized gain or loss on the sale of a security is determined using the cost basis of the security sold. Income from investments, including realized and unrealized gains and losses, is allocated among net assets with donor restrictions and without donor restrictions based on donor restrictions or the absence thereof. Investment return, net of fees is reported in the consolidated statements of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, and distributions from and change in value of beneficial interest in perpetual trusts, less external investment expenses.

The Organization invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the amounts reported in these consolidated financial statements.

Contributions Receivable

Unconditional promises to give that are expected to be collected within one year are carried at the amount the Organization expects to collect from balances outstanding at year-end. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using the Foundation's risk adjusted rate. Amortization of the discounts is included in contribution revenue. The Organization has concluded that an allowance for doubtful accounts related to balances outstanding at year-end is not necessary. Uncollectible amounts that are still outstanding after management has used reasonable collection efforts are written-off through a charge to bad debts and a credit to contributions receivable.

Grants Receivable

A grant receivable is recorded if all events and/or conditions thereof have been met but the related grant proceeds were not yet received at the end of the fiscal year. All grants receivable are expected to be collected in full during the next year.

Inventory

Inventory is stated at the lower of cost or net realizable value with cost determined on the first-in, first-out ("FIFO") basis. Inventory consists of \$593,508 for gifts and souvenirs and \$242,175 for concessions as of December 31, 2024. Inventory consisted of \$530,656 for gifts and souvenirs and \$290,331 for concessions as of December 31, 2023.

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Notes to Consolidated Financial Statements

Property and Equipment

The Organization capitalizes major additions to property and equipment at cost or fair value if acquired by gift. Depreciation of property and equipment is provided using the straight-line method based on the estimated useful lives of the individual assets which range from ten to fifty years for land improvements and buildings and structures, and five to twenty years for equipment.

Upon retirement, disposal or abandonment of property and equipment, the related cost and accumulated depreciation are removed from the respective accounts and any gain or loss is reported in the consolidated statements of activities.

Accounting for Impairment of Long-Lived Assets

The Organization reviews its long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset may not be recoverable. Recoverability of assets held and used is measured by comparing the carrying amount of an asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets. No impairment charges were recognized on long-lived assets in 2024 and 2023.

Beneficial Interest in Perpetual Trusts

The Organization is the income beneficiary of perpetual trusts held and administered by outside fiscal agents. Under the terms of the trusts, the Organization has the irrevocable right to receive the income earned on the trusts' assets in perpetuity, but will never receive the assets held in trust. The present value of the estimated future cash receipts from the trust is recognized as an asset and donor restricted contributed support at the date the trust is established. Distributions from the trust are recorded as investment return. The carrying value of the assets are adjusted annually for changes in the estimates of future receipts, which is recorded as investment return.

Revenue Recognition

The Organization records as revenue the following types of contributions when they are received unconditionally, at their fair value: cash, promises to give, certain donated services and gifts of long-lived and other assets. Conditional contributions, those with a measurable performance or other barrier and a right of return, are not recognized until the conditions on which they depend have been met. The Organization's grants and appropriations (including tax levies from Lucas County) are considered to be nonexchange transactions for purposes of applying revenue recognition policies.

Certain grants are considered conditional contributions and are recorded as revenue when the related allowable expenses or asset acquisition costs are incurred. Amounts received in excess of expenses or asset acquisitions are reflected as refundable advances on conditional contributions. Conditional grant revenue is recognized directly into net assets without donor restrictions if the restrictions are met in the same period that the revenue is recognized in the consolidated financial statements.

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Notes to Consolidated Financial Statements

As of December 31, 2024, the Organization had received notification of outstanding intentions to give, for various capital projects and programs, of approximately \$1,232,000 which will not be recognized until received unconditionally.

The Organization recognizes revenue from ticket sales, parking and rides at the time of admission. Sales from concessions and gift shops are recognized at the time of sale, point of sale. The sales are reported at the amount that reflects the consideration to which the Organization expects to be entitled in exchange for providing goods or services to the customer. Customers pay for goods sold on a stand-alone selling price basis at the point of sale which occurs at a point in time. Control is transferred immediately to the customer at the point of sale. Certain retail transactions provide customer with several direct opportunities that are considered performance obligations:

- The Organization provides member and employee discounts for purchases at the gift shops and concessions.
- The Organization allows customers to purchase gift certificates on a stand-alone selling price basis. Customers can use the gift certificate to make purchases as if the gift certificate was cash.
- The Organization provides for a right of return to the customer for purchased goods, allowing a customer to get "in-store credit" in the amount of the selling price of the goods being returned. Admissions are generally not refundable.

The Organization has not reported a liability for estimated returns or discounts, as the amounts are not considered to be material to the consolidated financial statements. The Organization has reported a liability for outstanding gift cards within deferred revenue on the consolidated statements of financial position.

Membership dues, which are nonrefundable, are composed of an exchange element based on the value of benefits provided and a contribution element for the amount in excess of the value of benefits provided, if any. The exchange element is recognized within the fiscal year in which memberships are received and consumed. The contribution element is recognized as received, as noted above. Annual memberships are offered at posted rates for individuals, families and grandparents. The member pays for and begins receiving membership benefits upfront, and the performance obligation of the exchange element is satisfied over time as the benefits are consumed. Memberships are purchased throughout the year and primarily used by the end of the fiscal year given the seasonality of the Organization's operations. A portion of membership fees are deferred at year end and will be recognized as membership benefits are consumed.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

Accounts receivable, deferred membership (see Note 6), and deferred revenue from contracts with customers were as follows for the years ended December 31:

	2024	2023	2022
Accounts receivable	\$ 610,350	\$ 677,304	\$ 565,853
Deferred membership	\$ 2,326,845	\$ 2,268,785	\$ 1,981,161
Deferred revenue	\$ 450,763	\$ 426,480	\$ 334,502

Animal Collection

Purchases of animals are charged to expense and no value of the animal collection is reported in the consolidated statements of financial position. Additions to these collections acquired other than by purchases are not assigned a value and are not accounted for in the accounts of the Society.

Advertising Costs

The cost of advertising and public relations are expensed as incurred. The Organization incurred \$2,046,895 and \$1,994,103 in advertising and public relations expense during 2024 and 2023, respectively.

Income Taxes

The Society is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code ("IRC"), except on net income derived from unrelated business activities from the operation of its gift shop, catering and rental of party space, and the Foundation is exempt under Section 501(a) of the IRC. The Society recorded no tax expense for this unrelated business activity for the years ended December 31, 2024 and 2023. The Society and the Foundation are also exempt from state and local taxes under the laws of the State of Ohio for nonprofit organizations. Accordingly, no provision for federal, state or local income taxes has been recorded in these consolidated financial statements for these entities. The Society and Foundation have been classified as not a private foundation.

Management has analyzed the Society and Foundation's income tax filing positions in the federal and state jurisdictions where it is required to file income tax returns, for all open tax years in these jurisdictions, to identify potential uncertain tax positions.

Management has evaluated the Society's and Foundation's income tax filing positions for all open tax years and concluded that there are no significant uncertain tax positions requiring recognition in the Organization's consolidated financial statements. Management does not expect the total amount of unrecognized tax benefits ("UTB") (e.g. tax deductions, exclusions, or credits claimed or expected to be claimed) to significantly change in the next twelve months. The Society and Foundation do not have any amounts accrued for interest and penalties related to UTBs at December 31, 2024 or 2023, and is not aware of any claims for such amounts by federal or state income tax authorities.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

Functional Allocation of Expenses

The cost of program and supporting services activities have been summarized on a functional basis in the consolidated statements of activities. The consolidated statements of functional expenses present the natural classification detail of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The consolidated financial statements report certain categories of expenses that are attributed to more than one program or supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. Natural expenses attributable to more than one functional expense category are allocated on the basis of either specific identification or salaries and salary related expenses, whichever is more appropriate. Salaries and salary related expenses are allocated on the basis of estimated time spent for each function. Although the methods of allocation are considered reasonable, other methods could be used and produce different amounts.

Reclassification

Certain amounts as reported in the 2023 consolidated financial statements have been reclassified to conform with the 2024 presentation. Certain amounts in cash and cash equivalents in 2023 were reclassified to investments in 2024.

Subsequent Events

In preparing these consolidated financial statements, management has evaluated, for potential recognition or disclosure, significant events or transactions that occurred during the period subsequent to the most recent consolidated statement of financial position presented herein, through the date these consolidated financial statements were available to be issued.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

2. LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the consolidated statement of financial position date, comprise the following as of December 31:

	2024	2023
Cash and cash equivalents	\$ 2,008,113	\$ 3,129,725
Grants receivable	357,877	97,607
Deposit receivable	1,000,000	-
Accounts receivable	610,350	677,304
Levy receivable	10,000	10,000
Investment securities	36,685,755	33,114,068
Distributions from beneficial interest in perpetual trusts	42,692	42,787
Less amounts unavailable for general expenditure within one year due to:		
Board-designated for endowment	(13,731,603)	(12,644,102)
Board-designated other	(10,179,934)	(9,472,608)
Donor restricted net assets - subject to		
Expenditure for specified purpose	(8,576,291)	(7,781,881)
Passage of time	(47,237)	(46,228)
Endowment spending policy and appropriation	(5,648,229)	(5,195,556)
	<u>\$ 2,531,493</u>	<u>\$ 1,931,116</u>

The endowment funds consist of donor-restricted endowments and funds designated by the board as endowment. Income from donor-restricted endowments is restricted for specific purposes, with the exception of the amounts available for general use. Donor-restricted endowment funds are not available for general expenditure.

The board-designated endowment of \$13,731,603 and \$12,644,102 as of December 31, 2024 and 2023, respectively, is subject to an annual spending rate as described in Note 13. Although the Organization does not intend to spend from this board-designated endowment (other than amounts appropriated for general expenditure as part of the Board's annual budget approval and appropriation), these amounts could be made available if necessary. Board-designated other of \$10,179,934 and \$9,472,608 as of December 31, 2024 and 2023, respectively, can also be made available, if necessary, by board approval.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

As part of the Organization's liquidity plan, tax levies, admissions, membership and park operations revenue and contributions, bequests, and grants and other revenue without donor or other restrictions limiting their use are available for general expenditures, within one year of the consolidated statement of financial position date. Additionally, to help manage unanticipated liquidity needs, the Organization has a line of credit with maximum borrowing of \$15,000,000 (of which there was \$5,331 outstanding as of December 31, 2024 and \$3,090,349 outstanding as of December 31, 2023), which it could draw upon.

3. INVESTMENT SECURITIES AND FAIR VALUE MEASUREMENTS

The Organization utilizes fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures. Investments and beneficial interest in perpetual trusts are recorded at fair value on a recurring basis.

Following is a description of the valuation methodologies and key inputs used to measure financial assets recorded at fair value. The description includes an indication of the level of the fair value hierarchy in which the assets are classified.

The Organization classifies its investments in mutual funds and exchange traded funds as Level 1 in the fair value hierarchy since the values are based on their quoted prices in active markets.

The Organization classifies its corporate bonds and treasury notes as Level 2 in the fair value hierarchy as measurement is valued by the custodians of the securities using pricing models based on credit quality, time to maturity, stated interest rates, and market-rate assumptions, all of which are observable in the market.

The Organization classifies the beneficial interest in perpetual trusts as Level 3 in the fair value hierarchy. The underlying trust assets cannot be liquidated or redeemed by the Organization. As such, no quoted prices or active market are available for these assets. As a practical expedient, the carrying value of the assets is deemed equal to the fair value of the total investments held in the trusts.

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 Organization 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.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

The following tables set forth by level, within the fair value hierarchy, the recorded amount of assets measured at fair value on a recurring basis at December 31:

2024	Assets at Fair Value			
	Level 1	Level 2	Level 3	Total
Investments				
Mutual funds				
Money market	\$ 3,822,124	\$ -	\$ -	\$ 3,822,124
Small cap	2,062,239	-	-	2,062,239
Mid cap	1,851,697	-	-	1,851,697
Large cap	14,103,499	-	-	14,103,499
International	4,712,086	-	-	4,712,086
Fixed income	7,406,230	-	-	7,406,230
Real estate	262,406	-	-	262,406
Alternative	996,106	-	-	996,106
Exchange traded funds	273,544	-	-	273,544
Corporate bonds	-	749,260	-	749,260
Treasury notes	-	446,564	-	446,564
Beneficial interest in perpetual trusts	-	-	910,843	910,843
Total assets at fair value	\$ 35,489,931	\$ 1,195,824	\$ 910,843	\$ 37,596,598

2023	Assets at Fair Value			
	Level 1	Level 2	Level 3	Total
Investments				
Mutual funds				
Money market	\$ 4,015,370	\$ -	\$ -	\$ 4,015,370
Small cap	1,980,041	-	-	1,980,041
Mid cap	1,792,735	-	-	1,792,735
Large cap	12,051,129	-	-	12,051,129
International	4,145,833	-	-	4,145,833
Fixed income	5,568,769	-	-	5,568,769
Real estate	309,879	-	-	309,879
Alternative	1,139,926	-	-	1,139,926
Exchange traded funds	234,181	-	-	234,181
Corporate bonds	-	936,599	-	936,599
Treasury notes	-	939,606	-	939,606
Beneficial interest in perpetual trusts	-	-	874,486	874,486
Total assets at fair value	\$ 31,237,863	\$ 1,876,205	\$ 874,486	\$ 33,988,554

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

The table below sets forth a summary of changes in the fair value of the Organization's Level 3 assets, consisting of the perpetual trust agreements, for the years ended December 31:

	2024	2023
Balance, January 1	\$ 874,486	\$ 819,256
Unrealized gains relating to instruments held at the reporting date	<u>36,357</u>	<u>55,230</u>
Balance, December 31	<u>\$ 910,843</u>	<u>\$ 874,486</u>

4. CONTRIBUTION RECEIVABLE

The Organization is undergoing a capital campaign to obtain funds for the Master Plan of which there were no contributions pledged and outstanding as of December 31, 2024 and 2023, respectively. Campaign contributions of \$996,912 and \$1,109,262 were reported for the years ended December 31, 2024 and 2023, respectively, and are presented as donor restricted contributions in the consolidated statements of activities. During 2022, the Organization received a \$500,000 permanent endowment pledge, which is estimated to be collected as follows as of December 31:

	2024	2023
Less than one year	\$ 100,000	\$ 100,000
One to four years	<u>100,000</u>	<u>300,000</u>
Total contribution receivable	200,000	400,000
Less discount to present value, using discount rate of 6%	<u>5,660</u>	<u>32,699</u>
Contribution receivable, net	<u>\$ 194,340</u>	<u>\$ 367,301</u>

Management has concluded that an allowance for doubtful accounts related to this contribution receivable is not necessary.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

5. REVENUE FROM CONTRACTS WITH CUSTOMERS

Revenue from contracts with customers for the Organization for the years ended December 31, 2024 and 2023, is as follows:

	2024	2023
Park operations - recognized point in time	\$ 13,516,257	\$ 12,918,730
Admissions - recognized point in time	7,728,296	7,467,808
Memberships - recognized over time	<u>10,250,484</u>	<u>9,244,427</u>
Total	<u>\$ 31,495,037</u>	<u>\$ 29,630,965</u>

Park operations (concessions, gift and souvenir sales, parking, rides, catering and facility rentals, and tours) and admissions are recognized at a point in time as control does not transfer to the customer until the point of sale. As discussed in Note 1, certain variable consideration and customer rights have not been reported as a contract liability, as the amounts are not considered to be material to the consolidated financial statements. The exchange portion of memberships are recognized over time as the customer simultaneously receives and consumes the benefit of the services. See Note 6.

6. DEFERRED MEMBERSHIP

Deferred membership of \$2,326,845 and \$2,268,785 as of December 31, 2024 and 2023, respectively, represents performance obligations associated with membership fees with payments received and for which the benefits have not been fully realized. The deferred membership will be ratably recognized as membership benefits are consumed, with consideration of the Organization's seasonal activity. The following table provides information about significant changes to the contract liabilities for the years ended December 31:

	2024	2023
Deferred membership, beginning of year	\$ 2,268,785	\$ 1,981,161
Revenue recognized that was included in deferred membership at the beginning of the year	(2,268,785)	(1,981,161)
Increase in deferred revenue due to cash received during the period	<u>2,326,845</u>	<u>2,268,785</u>
Deferred membership, end of year	<u>\$ 2,326,845</u>	<u>\$ 2,268,785</u>

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

7. BANK REVOLVING NOTE PAYABLE

The Society has available an unsecured \$15,000,000 bank revolving note due June 30, 2025 to be used for capital improvements and operating purposes. Interest at the Daily Simple SOFR plus 1.90% (effective rate of 6.31% and 5.48% at December 31, 2024 and 2023, respectively) is payable monthly. The outstanding balance at December 31, 2024 was \$5,331 and \$3,090,349 at December 31, 2023.

The bank revolving note agreement contains certain customary financial covenants which require the Society to, among other stipulations, maintain a current ratio of no less than 1.5 to 1.0 and a debt service coverage ratio of 1.0 to 1.0.

8. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions are available for the following purposes at December 31:

	2024	2023
Subject to expenditure for specified purpose		
Care of animals	\$ 1,836,216	\$ 1,670,620
Capital projects	7,879,734	5,501,009
Works progress administration		
buildings maintenance	310,040	287,759
Research and collaboration	133,295	119,325
Other programs	151,006	194,668
Accessibility	6,000	8,500
Total subject to expenditure for specified purpose	10,316,291	7,781,881
Subject to passage of time		
Charitable gift annuities, time restrictions	47,237	46,228
Beneficial interests in perpetual trusts	910,843	874,486
Endowment receivable - accessibility	194,340	367,301
Endowments held in perpetuity		
General endowment	2,510,000	2,510,000
Care of animals endowment	181,184	181,184
Conda Zoo Teen endowment	598,216	544,393
Conda Zoo for All endowment	346,808	111,478
Carnivore education center	1,688,756	1,578,103
Research and collaboration endowment	80,000	80,000
Camp scholarship	233,265	180,398
Foundation WPA Building	10,000	10,000
Total endowments held in perpetuity	5,648,229	5,195,556
Total net assets with donor restrictions	\$ 17,116,940	\$ 14,265,452

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

The net assets released from donor restrictions in 2024 and 2023 amounted to \$1,466,618 and \$1,330,690, respectively. Such amounts related primarily to the satisfaction of property and equipment acquisitions.

9. RETIREMENT PLANS

The Society maintains a defined contribution plan covering salaried and bargaining unit employees. The plan provides for both a basic contribution for all employees as well as matching contributions, up to limits defined in the plans. Retirement expense relating to the plan was \$733,102 in 2024 and \$738,426 in 2023 and is reported in fringe benefits.

10. LEVY SUPPORT AND CONCENTRATION

The Society is the recipient of two Lucas County real estate tax levies. One levy, under contractual arrangements with the Board of Lucas County Commissioners, is specifically designated for capital improvements and was passed in November 2015 and will be collected through 2026. The second levy, for current operations, was passed as a renewal levy in 2021 for an additional five years with millage dropping from 0.75 mills to 0.65 mills, which will reduce the revenue generated by this levy by approximately \$750,000 per year. This levy will be collected through 2026. The capital improvements levy generated revenue of \$7,517,060 in 2024 and \$7,476,707 in 2023. The operating levy generated revenue of \$4,881,755 in 2024 and \$4,861,241 in 2023. Approximately 22% in 2024 and 22% in 2023 of the Society's consolidated revenues, gains (losses) and other support was obtained through Lucas County capital and operating real estate tax levies.

11. DONATED SERVICES

The recorded contributed fair value of donated services provided by doctors and paramedics to the Society's animals approximated \$37,000 in 2024 and \$41,000 in 2023. The contributed fair value of these services is measured at the cost to provide these services as provided by the service providers. Additionally, approximately 61,000 hours in 2024 and 56,000 hours in 2023 were volunteered for certain programs and fundraising events by non-specialized individuals for which no value has been assigned.

12. PROPERTY AND EQUIPMENT COMMITMENT AND DEPOSIT RECEIVABLE

Construction in progress at December 31, 2024, relates to costs incurred with respect to various projects approved by the Board of Directors of the Society. Such projects relate to Reptile house area renovations, property redevelopment and other major maintenance and repair projects. These projects are estimated to cost an additional \$14.8 million and will be completed over the following 1 to 2 years. Funding for these projects will be from a capital campaign, capital improvements tax levy, and general operations.

The construction in progress balance at December 31, 2023 includes a \$1,000,000 prepayment for construction costs in escrow with the contractor. This project was completed in 2024, and this prepayment was not used to pay for the construction costs. As such, this amount was moved to a deposit receivable as of December 31, 2024.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

13. ENDOWMENTS

The Organization's endowments consist of funds established for the benefit of the Society. Its endowments consist of both donor-restricted endowment funds and funds designated by the Board of Directors for the Society and Foundation ("Boards") to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Boards to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Boards of the Organization have interpreted the State of Ohio's Uniform 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. At December 31, 2024 and 2023, there were no such donor stipulations. As a result of this interpretation, we retain in perpetuity:

- The original value of initial and subsequent gifts (including promises to give net of discount and allowance for doubtful accounts) donated to the endowment.
- Any accumulations to the endowment made in accordance with direction of the applicable donor gift instrument at the time the accumulation is added.

Donor-restricted amounts not retained in perpetuity are subject to appropriation for expenditure by the Boards in a manner consistent with the standard of prudence prescribed by UPMIFA. The Boards consider the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

1. The duration and preservation of the fund.
2. The purpose of the Organization and the donor-restricted endowment fund.
3. General economic conditions.
4. The possible effect of inflation and deflation.
5. The expected total return from income and the appreciation of investments.
6. Other resources of the Organization.
7. The investment policies of the Organization.

Return Objectives and Risk Parameters

The Organization has adopted an investment policy for endowment assets that attempts to manage fund assets according to prudent standards as established in common trust law. Investment of the funds will be so diversified as to minimize the risk of large losses, unless under the circumstances it is clearly prudent not to do so. The intent is for investments to be broadly diversified so as to participate in market growth. It is not the intent to dramatically allocate among asset classes in an attempt to "time" the markets.

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

Distribution Policy

The Foundation has adopted a Statement of Distribution Policy ("Distribution Policy") to provide financial support to the Society as may be determined from time to time by the Board of Directors of the Foundation. The Distribution Policy is also designed to provide endowment protection and future growth to ensure the perpetuity of the funding of the Foundation.

It is the policy of the Foundation to make a distribution up to 5% of the previous three-year moving average market value of the Foundation, or a particular endowment, using the fund balances as of June 30 of each year.

Strategies Employed for Achieving Objectives

In order to meet its needs, the investment strategy of the Organization is to emphasize total return; that is the aggregate return from realized and unrealized capital gains and losses and dividends and interest income.

From time to time, certain donor-restricted endowment funds may have fair values less than the amount required to be maintained by donors or by law (underwater endowments). The Boards have interpreted UPMIFA to permit spending from underwater endowments in accordance with prudent measures required under law. At December 31, 2024 and 2023, the Organization did not have any underwater endowments.

Endowment Net Asset Composition by Type of Fund as of December 31, 2024

	Without Donor Restriction	With Donor Restriction	Total
Board designated endowment funds	\$ 13,731,603	\$ -	\$ 13,731,603
Donor restricted endowment funds	-	5,648,229	5,648,229
Total funds	\$ 13,731,603	\$ 5,648,229	\$ 19,379,832

THE TOLEDO ZOOLOGICAL SOCIETY

Notes to Consolidated Financial Statements

Changes in Endowment Net Assets for the Year Ended December 31, 2024

	Without Donor Restriction	With Donor Restriction	Total
Endowment net assets, beginning of year	\$ 12,644,102	\$ 5,195,555	\$ 17,839,657
Donations	87,263	258,994	346,257
Net investment return	1,631,035	302,944	1,933,979
Other changes			
Appropriations of endowment assets for expenditure	(630,797)	(109,264)	(740,061)
Endowment net assets, end of year	\$ 13,731,603	\$ 5,648,229	\$ 19,379,832

Endowment Net Asset Composition by Type of Fund as of December 31, 2023

	Without Donor Restriction	With Donor Restriction	Total
Board designated endowment funds	\$ 12,644,102	\$ -	\$ 12,644,102
Donor restricted endowment funds	-	5,195,555	5,195,555
Total funds	\$ 12,644,102	\$ 5,195,555	\$ 17,839,657

Changes in Endowment Net Assets for the Year Ended December 31, 2023

	Without Donor Restriction	With Donor Restriction	Total
Endowment net assets, beginning of year	\$ 11,278,273	\$ 2,603,756	\$ 13,882,029
Donations	239,419	2,381,496	2,620,915
Net investment return	1,767,638	308,683	2,076,321
Other changes			
Appropriations of endowment assets for expenditure	(641,228)	(98,380)	(739,608)
Endowment net assets, end of year	\$ 12,644,102	\$ 5,195,555	\$ 17,839,657



INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION

April 30, 2025

Board of Directors
The Toledo Zoological Society
Toledo, Ohio

We have audited the consolidated financial statements of *The Toledo Zoological Society* as of and for the years ended December 31, 2024 and 2023, and have issued our report thereon dated April 30, 2025, which expressed an unmodified opinion on those consolidated financial statements. Our audits were performed for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information as listed in the table of contents, which is the responsibility of management, is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. The supplementary information has not been subjected to the auditing procedures applied in our audits of the basic consolidated financial statements, and accordingly, we do not express an opinion or provide any assurance on it.

Rehmann Lobson LLC



**SUPPLEMENTARY INFORMATION
FOR THE YEARS ENDED
DECEMBER 31, 2024 AND 2023**

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidated Schedules of Park Operations

	Year Ended December 31	
	2024	2023
Park operations revenue		
Concessions	\$ 5,393,028	\$ 5,045,232
Gifts and souvenirs	3,909,462	3,810,809
Parking	1,008,543	1,017,653
Rides	659,344	729,633
Catering and facility rentals	2,377,573	2,198,573
Tours	168,307	116,830
	<hr/>	<hr/>
Total park operations revenue	13,516,257	12,918,730
Cost of goods sold	3,978,968	3,821,104
	<hr/>	<hr/>
Park operations gross profit	\$ 9,537,289	\$ 9,097,626

See independent auditors' report on supplementary information.

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidating Statement of Financial Position

December 31, 2024

ASSETS	Toledo Zoological Society	Toledo Zoological Society Foundation	Eliminations	Total
Assets				
Cash and cash equivalents	\$ 150,617	\$ 1,806,160	\$ 51,336	\$ 2,008,113
Intercompany receivable	(128,316)	128,316	-	-
Grants receivable	357,877	-	-	357,877
Contribution receivable, net	-	194,340	-	194,340
Accounts receivable	448,280	213,406	(51,336)	610,350
Deposit receivable	1,000,000	-	-	1,000,000
Levy receivable	10,000	-	-	10,000
Inventory	835,683	-	-	835,683
Prepaid expenses and deposits	710,853	14,944	-	725,797
Investment securities	-	36,685,755	-	36,685,755
Beneficial interest in perpetual trusts	910,843	-	-	910,843
Property and equipment				
Land and improvements	32,055,699	-	-	32,055,699
Buildings and structures	226,693,803	-	-	226,693,803
Equipment	13,327,400	-	-	13,327,400
Construction in progress	7,943,519	-	-	7,943,519
Total property and equipment	280,020,421	-	-	280,020,421
Less accumulated depreciation	124,881,494	-	-	124,881,494
Net property and equipment	155,138,927	-	-	155,138,927
Total assets	\$ 159,434,764	\$ 39,042,921	\$ -	\$ 198,477,685
LIABILITIES AND NET ASSETS				
Liabilities				
Bank revolving note payable	\$ 5,331	\$ -	\$ -	\$ 5,331
Accounts payable	2,751,764	6,668	-	2,758,432
Accrued payroll, vacation pay and payroll taxes	583,510	-	-	583,510
Deferred membership	1,861,476	465,369	-	2,326,845
Deferred revenue	436,103	14,660	-	450,763
Total liabilities	5,638,184	486,697	-	6,124,881
Net assets				
Without donor restrictions	150,818,647	24,247,133	170,084	175,235,864
With donor restrictions	2,977,933	14,309,091	(170,084)	17,116,940
Total net assets	153,796,580	38,556,224	-	192,352,804
Total liabilities and net assets	\$ 159,434,764	\$ 39,042,921	\$ -	\$ 198,477,685

See independent auditors' report on supplementary information.

THE TOLEDO ZOOLOGICAL SOCIETY

Consolidating Statement of Activities

Year Ended December 31, 2024

	Toledo Zoological Society	Toledo Zoological Society Foundation	Eliminations	Total
Net assets without donor restrictions				
Revenues, gains, and other support				
Tax levies	\$ 12,398,815	\$ -	\$ -	\$ 12,398,815
Park operations	13,516,257	-	-	13,516,257
Admissions	7,728,296	-	-	7,728,296
Memberships	8,650,533	9,861,231	(8,261,280)	10,250,484
Special events and programs	1,157,010	778,354	-	1,935,364
Zoo pals	-	185,849	-	185,849
Investment return, net of fees	-	2,311,315	-	2,311,315
Contributions and bequests	619	2,038,349	(51,336)	1,987,632
Grants and other revenue	7,101,644	35,000	(5,397,247)	1,739,397
Net assets released from restriction	446,056	1,269,450	(248,888)	1,466,618
Total revenues, gains, and other support	50,999,230	16,479,548	(13,958,751)	53,520,027
Expenses and losses				
Program expenses				
Animal care and exhibitions	21,018,424	-	-	21,018,424
Park operations	12,488,456	-	-	12,488,456
Conservation	2,162,557	-	(51,336)	2,111,221
Education	1,811,235	-	-	1,811,235
Membership services	865,248	545,808	-	1,411,056
Awareness	3,606,925	-	-	3,606,925
Total program expenses	41,952,845	545,808	(51,336)	42,447,317
Supporting services expenses				
General and administrative	6,216,065	-	-	6,216,065
Fundraising	722,391	13,803,316	(13,658,527)	867,180
Total supporting services expenses	6,938,456	13,803,316	(13,658,527)	7,083,245
Losses				
Loss on disposal of property and equipment	12,500	-	-	12,500
Total expenses and losses	48,903,801	14,349,124	(13,709,863)	49,543,062
Changes in net assets without donor restrictions	2,095,429	2,130,424	(248,888)	3,976,965
Net assets with donor restrictions				
Investment return, net of fees	36,357	1,275,751	-	1,312,108
Contributions and bequests	-	1,114,992	-	1,114,992
Grants and other revenue	1,891,006	-	-	1,891,006
Net assets released from restriction	(446,056)	(1,269,450)	248,888	(1,466,618)
Changes in net assets with donor restrictions	1,481,307	1,121,293	248,888	2,851,488
Changes in net assets	3,576,736	3,251,717	-	6,828,453
Net assets, beginning of year	150,219,844	35,304,507	-	185,524,351
Net assets, end of year	\$ 153,796,580	\$ 38,556,224	\$ -	\$ 192,352,804

See independent auditors' report on supplementary information.