

2013 Operating Plan and

Budget Submission





TRANSMITTAL MEMORANDUM

Toronto Zoo - 2013 Operating Budget Submission - DRAFT Re:

Introduction

The Toronto Zoo's 2013 Requested Base Budget has a Net Operating Cost of \$11,108.0 thousand which represents a 0% decrease from the budgeted 2012 Net Operating Cost including the absorption by the program of the annualization of salary and wage increases from 2012. As union contracts are scheduled for renegotiation in 2013, increases (COLA) for all staff are not included in the submission. Amounts for salary and wage adjustments will be provided for centrally through the Financial Planning Division of the City. Gross Program expenditures of \$45,735.9 thousand have increased by \$75.0 thousand or 0.2% as a result of the annualization of prior year increases.

Base attendance is estimated at 1,300,000 in 2013, taking the five year trend into consideration. The Penguin Exhibit opened in 2011 and the new White Lion Exhibit opened in 2012 are expected to continue to stimulate visitor interest in 2013, together with Hudson, the polar bear introduced to the public in 2012. As outlined in the budget guidelines, user fees for general and school group admissions have been reviewed and are due for adjustment in 2013 This is reflected in the "New / Existing Service Change" business case in the 2013 submission.

In order to meet the zero-growth net expenditure target, the Zoo has undertaken its annual review of expenditures on a line-by-line basis to determine potential reduction possibilities. A review of services was also completed to ascertain possible changes to alleviate financial pressures on the City.

Program revenues of \$34,627.9 thousand for the Requested Base Budget remain at virtually the same level as in 2012.

Governance Structure

The Toronto Zoo is an asset of the City of Toronto. The operation, management and maintenance of the Zoo is the responsibility of the Board of Management of the Toronto Zoo. As a result of structure changes to the Board approved by City Council in 2011, the Board of Management is now comprised of fourteen members (previously eleven), including six members of Toronto City Council and eight (previously five) citizen members. A governance sub-committee of the Board is currently undertaking a review of the governance structure with a view to recommending the appropriate governance model for the Toronto Zoo going forward.

2012 Key Service Achievements

The following significant achievements are anticipated to be accomplished in 2012:

- Saved and successfully nurtured the baby polar bear cub, Hudson, introducing him to the public in January.
- Opened the new White Lion exhibit, a very popular offering with the public;
- Successfully introduced other babies to the public (penguin chicks, babirusa, camel, bison).
- Hosting "Sharks at Stingray Bay", the fifth year of a special touch tank exhibit open from May 1st to Thanksgiving weekend;
- Secured giant panda loan with the Chinese government; commenced design, scheduled construction of Panda exhibit and theming of orientation centre.
- Completion of detailed design of Eurasia area of the North Zoo Site Redevelopment and start of construction;
- Completed detailed design of the Wildlife Health Centre;
- Improvements to guest services through the addition of a standalone, attendant free "pay-on-foot" parking kiosk;

2013 Strategic Direction and Service Priorities

The Strategic Plan of the Toronto Zoo envisions the Zoo as a dynamic and exciting action centre that inspires people to love, respect and protect wildlife and wild spaces. As such, the strategic directions of the Zoo focus on activities that nurture a culture of best practice, passion and commitment, protect wildlife populations and the places that sustain them by demonstrating environmental leadership through model conservation programs and partnerships; offer compelling education and outreach experiences to inspire people to care about wildlife and protect habitats; deliver a guest experience that is fun, welcoming, interactive and shows our commitment to sustainable living; create dynamic habitats that celebrate the spectrum of plants and animals and connect people with nature; satisfy our accreditation requirements and build revenue streams, fundraising capacity and strategic relationships.

New / Existing Service Changes

A key driver for increased attendance of 300,000 visitors in 2013 over the base budget of 1,300,000 will be the arrival of two giant pandas on loan from China. This will result from approval of the New / Existing Service Change business case and will certainly stimulate the level of visitor interest for the Zoo. This will be a key exhibit in the revitalized Eurasia area and will feature an orientation centre, providing the public with educational and conservation information about the critically endangered species. Early opening and special event evenings will also potentially add value to the participating public. New retail, food services, and washroom facilities for the public will also be available within in the revitalized Eurasia area along with a Zoomobile drive-through in some of the paddocks.

The Board supported a decision several years ago to implement price increases on a more regular basis (every few years) to keep pace with the market, rather than less frequent, larger changes. In 2012, a "peak" / "non-peak" pricing methodology was implemented as a means of encouraging increased visitation in the shoulder season. However, no market based changes As such, the Toronto Zoo is scheduled for a change in 2013 and the were made. recommended pricing to be implemented includes an increased fee of \$3 per general admission and \$1 for school groups. There would also be a corresponding price increase (approx. 5%) to the cost of a membership to keep its value in line with the general admission price. A special "club" membership is also planned to provide specific benefits to purchasing members. In preparing the New / Existing Service Change business case a detailed review of pricing was completed and resulted in the recommendation to adjust admission and membership fees. Adjusting admission fees versus a separate charge takes into consideration the input from and experience of other zoos that currently have similar exhibits. It also considers the benefit of the exhibit to all visitors to the Toronto Zoo and mitigates revenue risk over the five (5) year duration of the exhibit. As well, the "peak" / "non-peak" pricing methodology implemented in 2012 will continue in 2013 for General, Senior and Child fees as a means of encouraging increased visitation in the shoulder season.

2013 Priority Goals

In summary, the Zoo has the following priority goals in 2013:

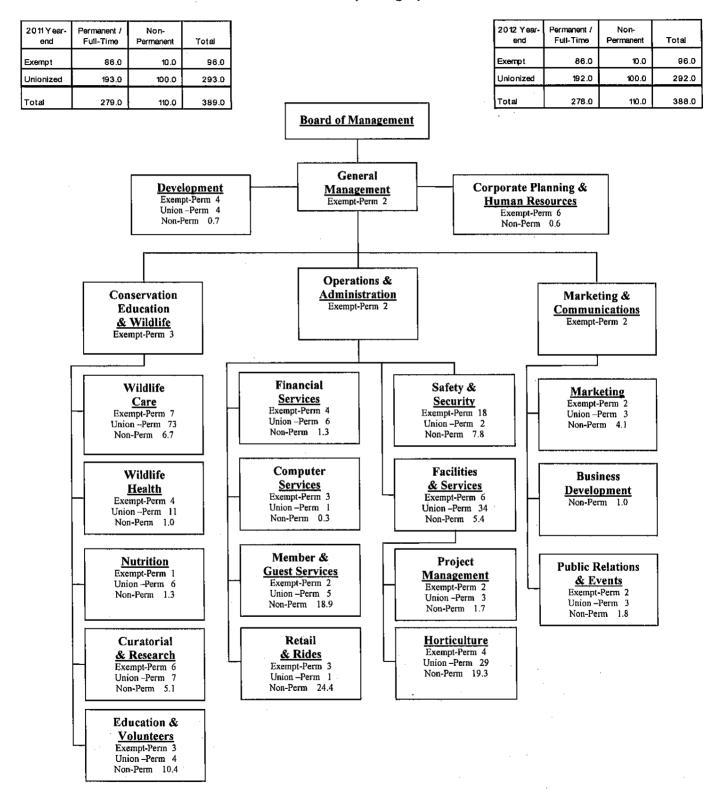
- Achieve attendance targets and a high level of visitor satisfaction through:
 - Addition of giant pandas and revitalization of the Eurasia area (Conservation, Education, Research, and community engagement);
 - Highly interactive / experiential short-term exhibits;
 - Comprehensive special event plans;
 - Continued utilization of social media / database development in efforts to strategically build awareness, attendance and customer loyalty;
 - Customer service excellence, wayfinding, maintenance and state of good repair of the grounds and facilities;
 - Growth of membership base, donor base, and school visits to build affinity and enhance community support.
- Continue progress on the major fundraising campaign to raise funds for capital projects, exhibit improvements and conservation and education programs;
- Continue implementation of the Zoo's "green plan" with initiatives for 2013;
- Develop public/private sector partnerships and strategic alliances;
- Pursue all available grants to deliver optimal conservation and research programs;
- Implement governance best practices;
- Develop new five (5) year Strategic Plan;
- Obtain / maintain AZA / CAZA accreditation.

In 2012, the Toronto Zoo delivered on the 10% reduction target established by the City. This was after meeting a 5% reduction in each of 2010 and 2011, and zero growth targets in each of the three preceding years. The Toronto Zoo's 2013 Requested Budget Net Operating Cost of \$11,108.0 thousand (excluding salary and wage adjustments) meets the zero growth objective

established by the City. Innovative shorter-term exhibit offerings (Dinosaurs Alive - 2007, Stingray Bay - 2008, Sharks at Stingray Bay - 2009, 2010 & 2011) and new permanent exhibit openings (Great Barrier Reef - 2008, Tundra Trek - 2009, south-end of the African Rainforest Pavilion, Penguin Exhibit, White Lion Exhibit) have stimulated visitor interest and assisted the Zoo in the effort towards ensuring a relevant and dynamic visitor experience. Combined with the giant panda exhibit, the promotion of initiatives such as the baby polar bear and other arrivals in delivering a strong conservation, education and scientific research message both nationally and globally, it is anticipated that significant interest and loyalty will be generated for the Toronto Zoo in 2013 and beyond.

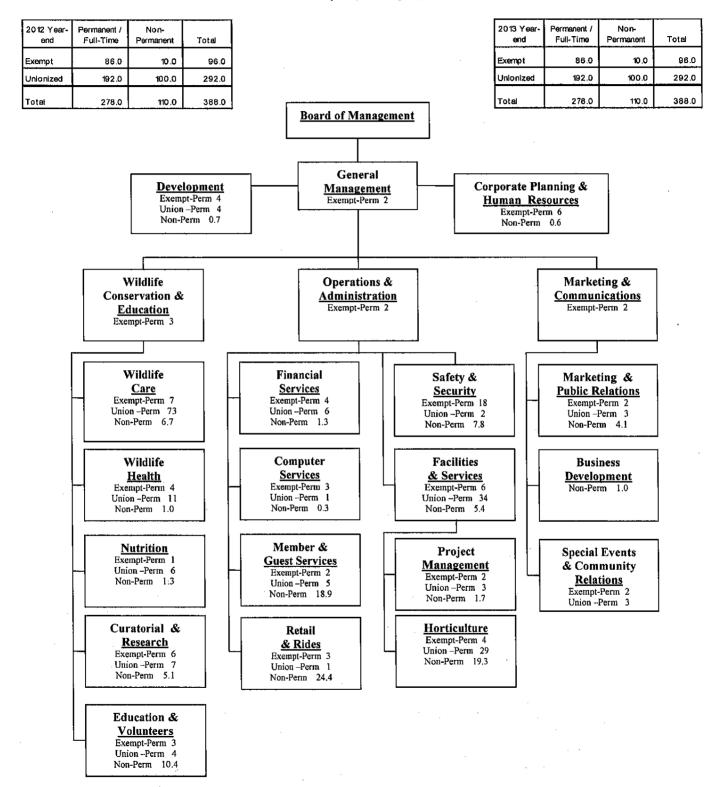


2012 Organizational Structure FTE Staff by Category





2013 Organizational Structure FTE Staff by Category



(in \$000s)

TORONTO 200

PROGRAM (Consolidated)

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	Actual	Approved	<u>Actual</u>	Projected Actual	Approved	Prior Year	Economic	Adjusted	Other Base	Revenue	Requested	Service	Services	Firsncial	2012 Approved Budget		2012 Projected Actual	_	4 8 4 4
	(\$000s)	(S000s)	(\$000s)	(3000s)		(S000s)	(\$800s)	(S000s)	(\$000s)	(\$000s)	(S000s)	(\$000s)	(\$000s)	s	s	*	* S	(S000s)	[종
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Equipment	443.3	732.4	535.1	626.3	627.8	0.0	0.0	627.8	0.0	0.0	627.8	0.0	354.7	982.5	354.7			6.9	0.0
Services & Rents	9,858.8	11,292.6	9,040.9	10,664.6	10,664.6	0.0	0.0	10,664.6	0.0	0,0	10,664.6	0.0	3,189.5	13,854.1	3,189.5			0,0	0.0
Cost of Sales	1,153.9	1,536.9	1,048.3	1,430.3	1,430.3	0:0	0.0	1,430.3	0 0	0.0	1,430.3	0.0	0.0	0.0	000	N S	0.0	A N	0.0
Interdepartmental Charges Contribution to Res/Res Fund	136.0	136.0	136.0	136.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0,0	136.0	0.0			0.0	0.0
Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0 0	0.0	0.0	0.0	0:0	2,253.7	2,253.7	2,253.7	NA NA	2,253.7	A X	0.0
Other	0.0	0.0	0.0	0.0	0.0	000	2.0	200	3	2	96 326	6	0 300 0	0000	7 001 0	ļ	_	17.3	5
TOTAL GROSS EXPENDITURES	41,153.2	46,405.8	42,411,4	45,655.2	45,660.9	75.0	0.0	45,735.9	0.0	0.0	43,733.9	ρ	6.079,1	0.200,00	(,701.7	1	Ŀ	2	3
Grants from Others	991.9	6,166	934.2	1,011.5	1,011.5	0.0	0.0	1,011.5	0.0	0.0	1,011.5	0.0	0'0	1,011.5	0.0	0.0		0.0	0.0
Federal Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	¥:		≨ :	0.0
Other Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0'0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	¥;		¥:	0.0
Interdepartmental Recoveries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	E C	2, 6	¥ 6	0 0
Contribution from Res/Res Funds	136.0	136.0	136.0	136.0	136.0	0.0	0.0	.136.0	0.0	0 6	130.0	0.0	0.0	136.0	0.00) or	0 0
User Fees	27,793.8	31,027.8	28,781.3	30,634.5	2 770 9	0.0	0.0	2,770.9	000	0.0	2,770.9	0.0	0.0	2,7709	0.0	0.0		0.0	0'0
TOTAL BEVENIE	301369	34.827.7	30.871.6	34.552.9	34.552.9	0.0	0.0	34,552.9	0.0	75.0	34,627.9	0.0	7,826.9	42,454.8	7,901.9	7, 622	7,901.9	22.9	0.0
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TOTAL NET EXPENDITURES	11,016.3	11,578.1	11,539.8	11,102.3	11,108.0	75.0	0.0	11,183.0	0.0	(75.0)	11,108.0	0.0	0.0	11,108,0	0.0	00	5.7	0.1	0.0
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(in \$000s)

PROGRAM SERVICE	-	Toronto Zoo General Management	zement															
	2010	2011	2011	2012	<u> </u>	├		2013		3	2013	Existing	,	2013	Change from		Change from	9 1
	Actual (\$000s)	Approved Budget (\$000s)	Actual (\$000s)	Actual (\$000s)	Approved P Budget (\$000s)	Prior Year Impacts (\$000s)	Economic Factors (\$000s)	Adjusted Base (\$000s)	Other Base Changes (\$000s)	Changes (\$000s)	Requested Base (\$000s)	Changes (\$000s)	Services (\$000s)	Plan S	Bodget S %		Actual S	3 ×
Salaries and Benefits	5,896.6	6,337.6	6,431.3		6,760.3	0.61	0.0	6,779.3	0.0	0.0	6,779.3	0.0	0:0	6.779.3	19.0		19.0	0.3
Materials and Supplies	135.5	587.6	101.1	520.3	520.3	0.0	0.0	520.3	0.0	0.0	520.3	0.0	0.0	520.3	0 0		0.0	0.0
Equipment Services & Rents	(6.5) 593.8	1,541.3	949.4	1,514.5	1,514.5	0.0	0.0	1,514.5	000	0.0	1,514.5	0.0	1,225.8	2,740.3	1,225.8	80.9 AA	1,225.8	80.9 NA
Cost of Sales Interdepartmental Charges	0.0	0.0	0.0	2 2	0.0	0:0	0.0	0:0	0.0	3 3	0:00	6	0.0	0.0	0.0		0.0	2
Contribution to Res/Res Fund	0.0	0.0	0.0	0:0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0	¥ ż
Other Transfers Other (2003 Holdbacks)	0.0	0.0	0:0	0.0	000	0.0	0.0	0.0	0.0	0.00	0.0	0.0	0.0	0.0	0.0		0.0	NA NA
TOTAL GROSS EXPENDETURES	6,62	8,497.6	7,505.1	8,808.8	8,808.8	19.0	0.0	8,827.8	0.0	0.0	8,827.8	0.0	3,479.5	12,307.3	3,498.5	39.7	3,498.5	39.7
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Federal Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA :	0.0	¥ ż
Other Subsidies	0.0	0.0	0.0	0.0	00	000	0.0	0.0	0 0	0:0	0.0	0.0	0.0	0.0	9 0	K Z	9 0	Z Z
Interdepartmental Recoveries	0.00	0,0	0.0	0.0	0.0	0 0	000	0.00	0.0	0.0	000	0.0	0.0	0.0	0.0	×	0.0	ž
User Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0:0	0.0	0.0	0.0	0.0	0.0	NA	0.0	ž
Other	833.3	2,471.7	616.0	2,473.6	2,473.6	0.0	0.0	2,473.6	0.0	0.0	2,473.6	0.0	0.0	2,473.6	0.0	0.0	0.0	0.0
TOTAL REVENUE	833.3	2,471.7	0.919	2,473.6	2,473.6	0.0	0.0	2,473.6	0.0	0.0	2,473.6	0.0	0.0	2,473.6	0.0	0.0	0.0	8
TOTAL NET EVDENHITERE	2,000	6 175 9	0 688 9	63353	6.335.3	0.61	0.0	6,354.3	0.0	0.0	6,354.3	0.0	3,479.5	9,833.8	3,498.5	55.2	3,498.5	55.2
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APPROVED POSITIONS	14.3	14.3	14.3	17.3	17.3	0.0	0.0	17.3	0.0	0.0	17.3	0.0	0:0	17.3	0.0	0:0	0.0	0.0
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2014 Outlook (S000s) 0.0

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(in \$000s)

Change from 2012 Approved Budget 844.9 259.6 176.5 484.6 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 1,365.6 400.0 24.4 10,564.4 3,944.3 617.6 2,211.4 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 4,587.0 13,883.6 228.5 4,884.3 18,767.9 2013 Financial Plan S 0.0 0.0 0.0 0.0 0.0 0.0 817.7 259.6 176.5 484.6 0.0 0.0 0.0 400.0 338.4 24.4 New Services (\$000s) 0.0 0.0 00000000 0.0 00 Existing
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259.6 176.5 176.5 484.6 0.0 0.0 0.0

2014 Outlook (\$000s)

Change from 2012 Projected Act. Expend.

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(in \$000s)

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-	Actual	Approved	Actual	Act Evanord	Approved	Prior Year	Economic	Adjusted	Other Base	Change	Requested	Service	Services	Financial Plan	2012 Approved	proved	Act Exnend		2014 Outlook
	(\$000s)	(\$000s)	(\$000s)	(\$000s)		(\$000s)	(\$000s)	(\$000s)	(\$000s)	(\$000s)	(\$000s)	(2000s)	(\$000s)	s	S	*	\$ %		(S000s)
Solaries and Renefits	988 2	6'020'1	997.2	1.030.4	1 030 4	2.9	0.0	1.033.3		0'0	1,033,3	0.0	100.6	1,133.9	103.5		103.5	10.01	0.0
Materials and Supplies	354.5	400.2	337.3	387.9	387.9	0.0	0.0	387.9		0.0	387.9	0.0	0.79	454.9	0.79		67.0	17.3	0.0
Equipment	6.91	45.1	38.1	41.9	41.9	0.0	0.0	41.9		0.0	41.9	0.0	7.2	49.1	7.2		. 72	17,2	0.0
Services & Rents	7,073.9	6,542.2	6,134.1	6,389.3	6,389.3	0.0	0.0	6,389.3		0.0	6,389.3	0.0	1,388.8	7,778.1	1,388.8		1,388.8	21.7	0.0
Cost of Sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	000	0.0	0.0	0.0	0.0	000	0.0	žž	0 0	¥ ₹	0.0
Contribution to Res/Res Fund Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	ž	00	§ §	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	8	0.0	0:0	0.0	00	0.0	¥	00	¥	0.0
TOTAL GROSS EXPENDITURES	8,433.5	8,018.5	7,506.8	7,849.5	7,849.5	2.9	0.0	7,852.4	0.0	0.0	7,852.4	0.0	1,563.6	9,416.0	1,566.5	20.0	1,566.5	20.0	0.0
Proxincial Subsidiae	0.0		0.0	00	00	0.0	0:0	0.0	0.0	0.0			0.0	0.0	0.0		0.0	0.0	0.0
Federal Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0	0.0	0.0		00	0.0	0.0
Other Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0	0.0	0.0		000	0.0	0.0
Interdepartmental Recoveries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0	0.0	¥.	0.0	¥:	0.0
Contribution from Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	000			0.0	0.0	0.0		0.0	¥ °	0.0
User fees Other	5,891.1	6,643.6	0.0	0.0	0,533.6	0.0	9 00	0.0	0.0	0.0		0.0	0.0	0.0	0.0	NA NA	0.0	NA	0.0
TOTAL REVENUE	5,891.1	6,643.6	6,170.6	6,533.6	6,533.6	0.0	0.0	6,533.6	0.0	66.1	7.665,9	0.0	1,029.1	7,628.9	1,095.2	16.8	1,095.2	16.8	0.0
TOTAL NET EXPENDITURES	2,542.4	1,374.9	1,336.1	1,315.9	1,315.9	2.9	0.0	1,318.8	0.0	(66.1)	1,252,7	0.0	534.5	1,787.2	471.3	35.8	471.3	35.8	0.0
APPROVED POSITIONS	17.1	17.1	17.1	17.1	17.1	0.0	0.0	17.1	0.0	0.0	17.1	0.0	2.0	1.61	2.0	11.7	2.0	11.7	0.0
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(in \$000s)

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	2010	2011	2011	2012	2012	Drive Vana	Populania	2013 Adimeted	Other Base	Bergania	Z013 Pagnacted	Service	į	ZUI3 Financial	Change Irom		Change trom	_	2014
	ACTUAL	Budget	ACULA	Act Expend.	Badget	Impacts	Factors	Base	Changes	Changes	Base	Changes	Services	Plan	Budge		Act. Expend.	_	Outlook
	(SONOS)	(\$000s)	(SOMOS)	(SOHOS)	(Spage)	(Suxus)	(SAMAC)	(Sarraes)	(Surnes)	(Spring)	Source	(SAMA)	(Specie)	•	•	T	<u></u>	╄	(conne
Salaries and Benefits	9,149,5	9,131.7	9,393.7	9,137.8	9,137.8	25.9	0.0	9,163.7	0.0	0.0	9,163.7	0.0	116.0	. 9,279.7	141.9	1.6	141.9	9.1	0:0
Materials and Supplies	1,605.3	1 669 1	1,513.5	1,557.1	1,561.3	0.0	0.0	1,561.3	0.0	0.0	1,561.3	0.0	0.899	2,229.3	0.899	42.8		43.2	0.0
Equipment	116.7	154.9	53.8	129.5	131.0	0.0	0.0	131.0	0.0	0.0	131.0	0.0	171.0	302.0	171.0	30.5	172.5	33.2	00
Services & Rents	611.2	1,007.4	457.3	1,034.0	1,034.0	0.0	0.0	1,034.0	0.0	0.0	1,034.0	0.0	96.	1,124.3	90.4	œ.		8.7	0.0
Interdepartmental Charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0 0	\$;		Y :	2 6
Contribution to Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	9 6	Y Y		4 7	5 6
Other Transfers	0.0	0.0	0.0	0 0	9.0	0.0	0.0	0 0	0.0	000	2.0	0.0	0.0	00	0.0	×	200	S Z	200
School Section	1 400 1	11 000 11	11 410 2	11 959 5	11 864 2	25.0	2	1 890 1	00	00	1 890	0	1 045 3	12.935.4	1.071.2		⊢	1.6	00
IOIAL GROSS EAFENDIIORES	11,702.1	1,000	C.011.	1,120,00	7.100		3									L	-		
Grants from Others	6166	6166	934.2	1,011.5	1,011.5	0.0	0.0	1,011.5	0.0	0.0	1,011.5	0.0	0.0	1,011.5	0.0	0.0	99	0.0	0.0
Federal Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	ž	0.0	¥.	0.0
Other Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Y.	0.0	Y :	0.0
Interdepartmental Receveries	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Y,	0.0	¥:	0.0
Contribution from Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Y.	9 6	¥.	5 6
User Fees	120.0	782.5	1,564.9	6.806	908.9	0.0	0.0	6'806	0.0	6.0	917.8	000	0.0	917.8	6,0	0.1	5, 6	0.1	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	O'O	0.0	0.0	2	25	2	3	Ş	3	 - -	
TOTAL REVENUE	1,111.9	1,774.4	2,499.1	1,920.4	1,920.4	0.0	0.0	1,920.4	0.0	8.9	1,929.3	0.0	0.0	1,929.3	6.8	5.0	68	0.5	8
							•								÷				
TOTAL NET EXPENDITURES	10,370.8	10,218.7	8,919.2	9,938.1	9,943.8	25.9	0.0	7.696,6	0.0	(8.9)	8.096,6	0.0	1,045.3	11,006.1	1,062.3	10.7	1,068.0	10.7	0.0
														-		-	-	}	
					_											,		. ;	
APPROVED POSITIONS	149.0	149.0	149.0	149.5	149.5	0.0	0.0	149.5	0.0	0:0	149.5	0.0	5.0	154.5	5.0	7	2	<u>2</u>	a'o
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(in \$000s)

PROGRAM Toronto Zoo
SERVICE Reserve Funds
(Consolidated)

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	0102	2011	2011	2012	2012	•		2013			2013	Existing	;	2013	Сванде from		Change from		
	Actual	Approved	Actual	Act. Expend.	Approved Budget	Prior Year Impacts	Economic Factors	Adjusted Base	Other Base Changes	Changes	Requested	Changes	New Services	Financia Plan	2012 Approved Budget		Act. Expend.	_	2014 Outlook
	(\$000s)	(2000s)	(\$000s)	(\$000s)	(\$000s)	(\$000s)	(S000S)	(\$000s)	(2000s)	(\$0008)	(2000s)	(\$00@s)	(\$000g)	s		*	s	+	S900s)
Colories and Benefits	0.0	0.0	. 0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Ā	0.0	NA A	0.0
Meterials and Sunnline	0.0	00	00	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	ž	0.0	Ν̈́	0.0
Foundation of Property	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0'0	0.0	0.0	0.0	ž	0.0	ž	0.0
Services & Rents	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	N.	0.0	Ž	0.0
Interdepartmental Charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA VA	0.0	ΝĀ	0.0
Contribution to Res/Res Fund	136.0	136.0	136.0	136.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	0.0	0:0	0.0
Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	000	0.0	¥:	0.0	¥ Z	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	00	00	ž	30	¥.	0.0
TOTAL GROSS EXPENDITURES	136.0	136.0	136.0	136.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	0.0	0.0	0.0
	;				0.0	0		9	6		6		0		ć	Ý	S	42	00
Provincial Subsidies	0.0	0.0	000	0.0	0.0	000	0.0	3 6	0.0	9 6	2.0	200	0.0	200	0	2	0	Ž	0.0
Federal Subsidies	0.0	0.0	0.0	0.0	9.0	0.0	0.0	000	000	0.0	0.0	00	00	0.0	0.0	ź	00	ΝĀ	0.0
United Substituted Decoration	0.0	2 5	9 6	000	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	N	0.0	NA	0.0
Contribution from Res/Dec Fund	136.0	1360	1360	136.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	0.0	0.0	0.0
Tiger Fores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Ϋ́	0.0	NA	0.0
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	00	¥	0.0	¥	0.0
TOTAL BEVENUE	136.0	136.0	136.0	136.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	136.0	0.0	0.0	0.0	0.0	0.0
														-					
TOTAL NET EXPENDITURES	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA	0.0	NA	0.0
																ŀ		-	
						•						,							
APPROVED POSITIONS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	N.	0.0	¥.	0.0
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(in \$000s)

	2010	2011	2011	2012	2012 Appropried	Prior Vear	Fronomic	2013 Adiusted	Other Base	Revenue	2013 Requested	Existing	ž	2013 Financial	Change from 2012 Approved		Change from 2012 Projected	,
	(\$0008)	Budget (S000s)	(\$000s)	Act. Expend. (S000s)	Budget (\$000s)	Impacts (\$000s)	Factors (5000s)	Base (\$000s)	Changes (\$000s)	Changes (\$000s)	Base (\$000s)	Changes (\$000s)	Services (\$000s)	Plan	Budget		Act Expend.	0 9
	11 6364	17.460.8	11.060.0	0.526.61	0.535.01	00	0.0	12 343 0	0.0	0.0	12 343 0	00	5.124.8	17.467.8	5 124.8			
Parking	2,786.2	2,907.6	2,730.2	2,907.6	2,907.6	0.0	0.0	2,907.6	0.0	0.0	2,907.6	0.0	200.0	3,407.6	500.0		500.0	
Memberships	3,608.4	3,506.8	3,128.0	3,445.9	3,445.9	0.0	0.0	3,445.9	0.0	0.0	3,445.9	0.0	772.9	4,218.8	772.9			
Other	253.7	137.5	728.8	137.5	137.5	000	0.0	137.5	0.0	0.0	137.5	0.0	0 0	171.0	0.0			
Contribution to Res/Res Fund	0.0	0.0	000	0.0	0.0	0.0	0.0	00	0.0	00	0.0	0.0	0.0	0.0	0.0	NA A		
Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	¥ ¥	900	NA 0.0
TENTAL COOR DEVENDED	18 340 8	10.107	17 804 1	19 005 0	0.500.61	0.0	00	19 005.0	0.0	0.0	19.005.0	0.0	6,397.7	25,402.7	6.397.7	33.7 6.3	6,397.7 33	33.7 0.0
TOWN TOWN		į,				3			5	5		5	0.0	o	0.0	42		
Provincial Subsidies Rederal Subsidies	0.0	0.0	000	0.00	0.0	0.0	0.0	0.0	0:0	00	0.0	0.0	0.0	0.0	00	¥ Z	0.0	NA 0.0
Other Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	Ž	_	
Interdepartmental Recoveries	0.0	0.0	0.0	0.0	0,0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	000	0.0	0.0	¥ ž		
Contribution from Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	000	000	0.0	000	000	000	000	0.0	0.0	2		
Other	0.0	0.0	000	0.00	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	ΝĄ		
TOTAL REVENUE	0.0	0.0	0.0	0'0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA	ν 0.0	NA 0.0
								:		•								
TOTAL REVENUE	18,340.8	19,192.7	17,804.1	19,005.0	19,005.0	0.0	0.0	19,005.0	0.0	0.0	19,005.0	0.0	6,397.7	25,402.7	6,397.7	33.7 6.	6,397.7 33	33.7 0.0
															-			
APPROVED POSITIONS	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NA	0.0	NA 0.0
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PROGRAM SUMMARY BY SERVICE

Forento Zoo consolidated)								
VISION STATEMENT		The Toronto Zoo wil wild spaces.	l be a dynamic and	l exciting action o	entre that inspires p	people to love, resp	ect and prot	ect wildlife and
	2010 Actuals S	2011 Actuals	2011 <u>Approved</u> <u>Budget</u> S	2012 <u>Projected</u> <u>Actuals</u> S	2013 Requested Base S	Change fr 2012 Appro Budget S	ved	2014 <u>Outlook</u> S
GROSS EXPENDITURE - SERVICE	· · · · · · · · · · · · · · · · · · ·	·				-		
Wildlife, Conservation & Education	11,482.7	11,418.3	11,864.2	11,864.2	11,890.1	25.9	0%	0.0
Marketing & Communications	8,433.5	7,506.8	7,849.5	7,849.5	7,852.4	2.9	0%	0.
Operations & Administration	14,479.0	15,845.3	17,002.4	17,002.4	17,029.6	27.2	0%	0.
General Management	6,622.0	7,505.1	8,808.8	8,808.8	8,827.8	19.0	0%	0.
Animal & Endangered Species	136.0	136.0	136.0	136.0	136.0	0.0	n/a	0.
	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.1
TOTAL GROSS EXPENDITURES	41,153.2	42,411.4	45,660.9	45,660.9	45,735.9	75.0	0%	0.
REVENUE - SERVICE								
Wildlife, Conservation & Education	1,111.9	2,499.1	1,920.4	1,920.4	1,929.3	· 8.9	0%	0.
Marketing & Communications	5,891.1		6,533.6	6,533.6	6,599.7	66.1	1%	0.
Operations & Administration	3,823.8		4,484.3	4,484,3	4,484.3	0.0	n/a	0.
General Management	833.3		2,473.6	2,473.6	2,473.6	0.0	n/a	0. 0.
Animal & Endangered Species	136.0		136.0	136.0	136.0	0.01	n/a	U. O.
Revenue & Recoveries	18,340.8		19,005.0	19,005.0	19,005.0	0.0	n/a n/a	0. 0.
TOTAL REVENUE	30,136.9	30,871.6	34,552.9	34,552.9	34,627.9	75.0	0%	0
	, ,			,				
NET EXPENDITURE - SERVICE								
Wildlife, Conservation & Education	10,370.8		9,943.8	9,943.8	9,960.8	17.0	0%	0.
Marketing & Communications	2,542.4		1,315.9	1,315.9	1,252.7	(63,2)	-5%	0.
Operations & Administration	10,655.2		12,518.0	12,518.0	12,545.2	27.2	0%	0.
General Management	5,788.7		6,335.3	6,335.3	6,354.3	19.0	0%	0.
Animal & Endangered Species	0.0		0.0	0.0	0,0	0.0	n/a	0.
Revenue & Recoveries	(18,340.8)	(17,804.1)	(19,005.0)	(19,005.0)	(19,005.0)	• 0.0	n/a	0.
TOTAL NET EXPENDITURES	11,016.3	11,539.8	11,108.0	11,108.0	11,108.0	0.0	0%	0.
APPROVED POSITIONS	384.5	384.5	388.0	388,0	388.0	0.0	n/a	0,

PROGRAM SUMMARY BY EXPENDITURE CATEGORY

Toronto Zoo (consolidated)								
VISION STATEMENT		The Toronto Zoo and wild spaces.	will be a dynamic	and exciting action	centre that inspire	s people to lo	ve, respect a	nd protect wildlife
	2009 Actuals S	2011 Actuals \$	2011 Approved Budget \$	2012 Projected Actuals \$	2013 Requested Base S	Change 2012 Ap Bud \$	proved	2014 <u>Outlook</u> \$
Salaries and Benefits	23,911.9	26,300.1	26,648.0	26,648.0	26,723.0	75.0	0%	0.0
Materials and Supplies	5,649.2	5,351.0	6,154.2	6,154.2	6,154.2	0.0		0.0
Equipment	443.3	535.1	627.8	627.8				0.0
Services & Rents	9,858.8		10,664.6					0.0
Interdepartmental Charges	0.0	0.0	0.0	0.0	0.0	0.0		0.0
Contribution to Res/Res Fund	136.0					0.0 0.0		0.0 0.0
Other Transfers Cost of Goods Sold	0.0 1,153.9	0.0 1,048.3	0.0 1,430.3		0.0 1,430.3			
TOTAL GROSS EXPENDITURES	41,153.2	42,411.4	45,660.9	45,660.9	45,735.9	75,0	0%	0.1

SERVICE:		Wildlife, Conserva	tion & Education					
PURPOSE STATEMENT								
	4.4						rpose. This includes co o's vision as a leader in p	
							o a vision as a leader in j d provides school and pi	
							lection, as well as nutriti	
		reproductive research		aretorne traetesperior	to min votottimy cm	, v. 110 mm.	ive a city at a real at a real at	OH MIG
			2011	2012	2013		ige from	
	<u>2009</u>	<u>2011</u>	Approved	<u>Projected</u>	Requested		Approved	2014
	Actuals	Actuals \$	<u>Budget</u> S	Actuals S	Base S		udget	Outlook
GROSS EXPENDITURE - ACTIVITY	ş		. 3	-	3	\$	%	S
Education	712.0	712.0	878.6	878.6	878.6	0.0	0%	0.
Volunteers	222.0	222.0	195.6	195.6	195.6	0.0	0%	0.
Wildlife Health	1,341.2	1,341.2	1,375.2	1,375.2	1,375.2	0.0	0%	0.
Wildlife Nutrition	1,355.4	1,355.4	1,355.2	1,355.2	1,355.2	0.0	- 0%	O.
Wildlife Care	5,572.4	5,572.4	5,712.2	5,712.2	5,712.2	0.0	0%	0.
Curatorial & Research	2,211.2	2,211.2	2,546.9	2,546.9	2,546.9	0.0	0%	0.
Divisional Gapping	0.0	0.0	(205.3)	(205.3)	(205.3)	0,0	0%	0.
TOTAL GROSS EXPENDITURES	11,414.3	11,414.3	11,858.5	11,858.5	11,858,5	0.0	0%	0.
REVENUE - ACTIVITY					·			
Education	1,318.1	1,564.9	908.9	908.9	917.8	8.9	1%	0.
Volunteers	6.8	6.8	21.6	21.6	21.6	0.0	. 0%	0.
Wildlife Health	1.6	1.6	10.0	10.0	10.0	0.0	0%	0.
Wildlife Nutrition	61.4	61.4	63.5	63.5	63.5	0.0	0%	O.
Wildlife Care	1.1	1.1	0.0	0.0	0,0	0,0		0.
Curatorial & Research	863,3	863,3	916.4	916,4	916.4	0.0		0.
Divisional Gapping		0.0	0.0	0.0	0.0	0.0	n/a	0.
TOTAL REVENUE	2,252.3	2,499.1	1,920.4	1,920.4	1,929,3	8.9	. 0%	0.
NET EXPENDITURE - ACTIVITY					İ]	
Education	(606,0)	(852.9)	(30.3)	(30.3)	(39.2)	(8.9)	29%	0.
Volunteers	215.2	215.2	174.0	174.0	174.0	0.0		0.
Wildlife Health	1,339.6		1,365.2	1,365.2	1,365.2	0.0		0
Wildlife Nutrition	1,294.0		1,291.7	1,291.7	1.291.7	0.0	I I	0.
Wildlife Care	5,571.3		5,712.2	5,712.2	5,712.2	0.0		ű
Curatorial & Research	1,347.9		1,630.5	1,630.5	1,630,5	0,0		0.
Divisional Gapping	0.0		(205.3)	(205.3)	(205.3)	0,0	0%	0
TOTAL NET EXPENDITURES	9,162.0	8,915.2	9,938.1	9,938.1	9,9 2 9.2	(8,9)	. 0%	0
		-,- 15.0		-1-50.1	1,20010	(0.2)	ļ v.	
APPROVED POSITIONS	149.0	149.0	149.5	149.5	149,5	0.0	0.0	

SERVICE:	:	Marketing & Com	munications					
PURPOSE STATEMENT		with an effective me attendance, member communications stra target markets to att	rketing program, pr ship and usage of that ategies and plans (in end, generate loyalt	oduct/program offeri ne Zoo's service offer cluding advertising, r	ngs, and on-site attra ings. This includes t nedia relations, pron embership program,	ctions to generate he development as totions, special eve	onservation mandate a revenue through new id implementation of r ents, group sales) to en nge of food outlets for	and repeat narketing and courage various
	2010 Actuals S	2011 Actuals \$	2011 Approved Budget S	2012 <u>Projected</u> <u>Actuals</u> S	2013 Requested Base S	2012	ge from Approved Idget %	2014 Qutlook \$
GROSS EXPENDITURE - ACTIVITY								
Food Services	4,709.2	4,709.2	4,625.4	4,625.4	4,625.4	0.0	0%	0.0
Graphics	229.5	229.5	242.1	242.1	242.1	0.0	0%	0.0
Business Development Public Relations	98.7 576.3	98.7	133.9 773.6	133.9 773.6	133.9	0.0	0% . 0%	0.0 0.0
Marketing	1,893.1	576.3 1,893.1	2,110.1	2,110.1	773.6 2,109.1	0.0 (1.0)	. 0%	0.0
Divisional Gapping	1,053.1	1,653.1	(35.6)	(35.6)	(35.6)	0.0	0%	0.0
String Suppling	0.0				122.02	<u> </u>		0.0
TOTAL GROSS EXPENDITURES	7,506.8	7,506.8	7,849.5	7,849.5	7,848,5	(1.0)	0%	0.0
REVENUE - ACTIVITY								
Food Services	5,805.9	5,805.9	5,863.6	5,863.6	5,929.7	66.1	1%	0.0
Graphics	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0
Business Development	181.0	181.0	575.0	575.0	575,0	0.0	0%	0.6
Public Relations	183.8	183.8	95.0	95.0	95.0	0.0	. 0%	0.6
Marketing	0.0	0.0	0.0	0,0	0.0	0.0	n/a	0.0
Divisional Gapping	0.0	0.0	0.0	0.0	0,0	0,0	0%	0.0
TOTAL REVENUE	6,170.6	6,170.6	6,533.6	6,533.6	6,599.7	66.1	1%	0.0
NET EXPENDITURE - ACTIVITY			i					
Food Services	(1.096.7)	(1,096.7)	(1.238.2)	(1,238.2)	(1,304.3)	(66.1)	5%	0.0
Graphics	229.5	229.5	242.1	242.1	242.1	0.0	0%	0.0
Business Development	(82.3)	(82.3)	(441.1)	(441.1)	(441.1)	0.0	0%	0.0
Public Relations	392,6	392.6	678.6	678.6	678.6	0.0	0%	0.0
Marketing	1,893.1	1,893.1	2,110.1	2,110.1	2,109.1	(I.0)	0%	0.0
Divisional Gapping	0.0	0.0	(35.6)	(35.6)	(35.6)	0.0	. 0%	0.0
TOTAL NET EXPENDITURES	1,336.1	1,336.1	1,315.9	1,315.9	1,248.8	(67.1)	-5%	0.0
APPROVED POSITIONS	17.1	17,1	17.1	17.1	17.1	0	0%	0,0

SERVICE:	i	Operations & Adm	inistration					
PURPOSE STATEMENT						······	·	
							nber services, on-site at ces in security, mainten	
		renovation and cons	truction of facilities	exhibits and services	on site. The business	priorities include	customer service to gue	sts and members;
							ncial information and a yees and the animal coll	
· · · · · · · · · · · · · · · · · · ·							project development an	
	2009 Actuals	<u>2011</u> Actuals	2011 Approved Budget	2012 <u>Projected</u> Actuals	2013 Requested Base	2012	nge from Approved udget	2014 Outlook
	S	\$	S	\$. S	s ²	%	S
GROSS EXPENDITURE - ACTIVITY								
Accounting / Finance	1,462.1	1,462.1	1,497.5	1,497.5	1,497.5	0,0	0%	0.0
Computer Services Guest Services	481.5	481.5	452.2	452.2	452,2	0.0	0%	0.0
Membership Services	683.7 501.5	683.7 501.5	713.7 519.7	713.7 519.6	713.7 519.7	0.0 0.0	0% 0%	0.0 0.0
Retail	1,673.7	301.3 1,673.7	2,060.5	2,060,5	2,060.5	0.0	0% 0%	0.0 0.0
Rides & Rentals	720.4	720.4	342.1	342.1	2,060.3 342,1	0.0	0%	0.0
Security & Safety	1,291.0	1,291.0	1,314.0	1,314.0	1.314.0	0.0	. 0%	0.0
Facilities & Services	9,031.5	9,031.5	10,299.5	10,059.9	10,299,5	0.0	0%	0,0
Divisional Gapping	0.0	0.0	(191.7)	(191.7)	(191.7)	0.0	0%	0.0
TOTAL GROSS EXPENDITURES	15,845.3	15,845.3	17,007.4	16,767.6	17,007.4	0.0	0%	0.0
TOTAL GROSS EXTERNITORES	13,843.3	13,643.3	17,007.4	10,707.0	17,007.4	0.0	U76	U.V
REVENUE - ACTIVITY	1							
Accounting / Finance	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0
Computer Services	1.7	1.7	1.0	1.0	1.0	· 0.0	` 0%	0.0
Guest Services	47.1	47.1	83.2	83.2	0.0	(83.2)	-100%	0,0
Membership Services	0.0	0.0	0.0	0,0	0.0	0.0	n/a	0.0
Retail	2,453.5	2,453.5	3,044.0	3,044.0	3,044.0	0.0	. 0%	0.0
Rides & Rentals	788.1	788.1	1,143.0	788,1	1,143.0	0.0	0%	0.0
Security & Safety	11.2	11.2	1.7	1.7	1.7	0.0	0%	0.0
Facilities & Services	344.1	344.1	211.4	218.8	211.4	0.0		0.0
Divisional Gapping	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0
TOTAL REVENUE	3,645.7	3,645.7	4,484.3	4,136.9	4,401.1	(83.2)	-2%	0.1
NET EXPENDITURE - ACTIVITY					•			
Accounting / Finance	1,462.1	1,462.1	1,497.5	1,497.5	1,497,5	0.0	0%	0.0
Computer Services	479.8	479.8	451.2	451.2	451.2	0.0	0%	0.0
Guest Services	636.6	636.6		630.5	713,7	83.2	13%	0.0
Membership Services	501.5	501.5	519.7	519.6	519.7	0.0	0%	0.0
Retail	(779.9)	(779.9)	(983.5)	(983.5)	(983.5)	0.0	. 0%	0.0
Rides & Rentals	(67.8)	(67.8)	(800.9)	(446.0)	(800.9)	0.0	. 0%	0.0
Security & Safety	1,279.8	1,279.8	1,312.3	1,312.3	1,312.3	0.0	0%	0.0
Facilities & Services	8,687.4	8,687.4	10,088.0	9,841.0	10,088.0	0.0	0%	0.0
Divisional Gapping	0.0	0.0	(191.7)	(191.7)	(191.7)	0.0	0%	0.0
TOTAL NET EXPENDITURES	12,199.5	12,199.5	12,523.0	12,630.8	12,606.2	83.2	. 1%	0.0
APPROVED POSITIONS	204.1	204.1	204.1	204.1	204,1	0.0	0%	0.0

SERVICE:	•	General Manageme	ent					
PURPOSE STATEMENT		Development Office Zoo and consistent v divisions, undertakes	. The Chief Execut with the plans and po s strategic planning,	ive Office and Corpor plicies approved by th	ate Planning provides e Board of Managem views external propos	s executive leadership ent. This office prov	man Resource manage p to ensure the effective ides direction and support oard sub-committee ag	e operation of the
	2009 <u>Actuals</u> S	<u>2011</u> <u>Actuals</u> S	2011 <u>Approved</u> <u>Budget</u> S	2012 <u>Projected</u> <u>Actuals</u> \$	2013 <u>Requested</u> <u>Base</u> S	Change 2012 Ap Bud \$	proved	2014 <u>Outlook</u> S
GROSS EXPENDITURE - ACTIVITY								
General Management	679.8	679.8	1,252.5	1,227.1	1,252.5	0.0	0%	0.
Human Resources Development	5,782.5 563.6	5,782.5 563.6	5,363.3 760.8	5,782.5 760.8	5,363.3 760.8	0.0	0% 0%	0
Capital Campaign	363.6 480.4	363.6 480.4	1,432.2	1.432.2	1,432.2	0.0	0%	(
Capital Campaign	460.4	460.4	1,432.2	1,434.4	1,432.2	0.0	U74	
TOTAL GROSS EXPENDITURES	7,506.4	7,506.4	8,808.8	9,202.6	. 8,808.8	0.0	0%	
REVENUE - ACTIVITY	1					·		
General Management	13.5	13.5	0.0	0.0	0,0	0.0	n/a	(
Human Resources	17.4	17.4	6.5	17.4	6.5	0.0	0%	
Development	583.1	583.1	1,023.0	1,023.0	1,023.0	0.0	0%	1
Capital Campaign	2.0	2.0	1,432.2	1,432.2	1,432.2	0.0	0%	
TOTAL REVENUE	616.0	616.0	2,461.7	2,472.6	2,461.7	0.0	0%	
NET EXPENDITURE - ACTIVITY	1						i	
General Management	666.3	666.3	1,252.5	1,227.1	1,252,5	0.0	0%	
Human Resources	5,765,1	5,765.1	5,356.8	5,765.1	5,356.8	0,0	0%	,
Development	(19.5)	(19.5)	(262.2)	(262.2)	(262.2)	0.0	0%	•
Capital Campaign	478.4	478.4	0.ó	0.0	0.0	0.0	n/a	
TOTAL NET EXPENDITURES	6,890.3	6,890.3	6,347.2	6,730.0	6,347.2	0.0	0%	ı
APPROVED POSITIONS	. 14.3	14.3	17.3	17.3	17.3	. 0	0%	(

SERVICE SUMMARY BY EXPENDITURE CATEGORY

SERVICE:		Wildlife, Conservation & Education								
PURPOSE STATEMENT	The Wildlife, Conservati protects wildlife and hab well, the Education Bran Division has responsibili research	itats, speaking as an adv ch focuses on delivering	ocate on wildlife issue an engaging learning	s, and furthering the Z experience on the site	oo's vision as a tea and provides school	nder in greer of and public	initiatives. As programs. This			
	2009 <u>Approyed</u> Actuals	2011 : <u>Actuals</u> \$	2011 Approyed Budget S	2012 Projected Actuals S	2013 Requested Base S	Change fr 2012 Appr Budge S	oved	2014 <u>Outlook</u> S		
Salaries and Benefits	9,149.5	9.393.7	9,137,8	9,137.8	9,163.7	25.9	0%	0.		
Materials and Supplies	1,605,3	1,513.5	1,561.3	1,561.3	1,561,3	0.0	0%	0.		
Equipment	116.7	53.8	131.0	131.0	131.0	0.0	0%	0.		
Services & Rents	611.2	457.3	1,034.0	1,034.0	1,034.0	0.0	0%	0.		
Interdepartmental Charges	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.		
Contribution to Res/Res Fund	0.0	0.0	0.0	. 0.0	.0.0	. 0.0	n/a	0.		
Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.		
Other	0.0	0.0	0.0	0.0	0.0	0.0	п/а	0.		
TOTAL GROSS EXPENDITURES	11,482.7	11,418.3	11,864.2	11,864.2	11,890.1	25.9	0%	0.		
Grants from Others	991.9	934.2	1.011.5	1.011.5	1.011.5	0.0	0%	0		
Federal Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	n/a	Ö		
Other Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	n/a	ō		
Interdepartmental Recoveries	0.0	0.0	0.0	0.0	0.0	0.0	n/a	ō		
Contribution from Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	n/a	Ó		
User Fees	120.0		908.9	908.9	917.8	8.9	1%	Ö		
Other	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0		
TOTAL REVENUE	1,111.9	2,499.1	1,920.4	1,920.4	1,929.3	8.9	. 0%	0		
TOTAL NET EXPENDITURES	10,370.8	8,919.2	9,943.8	9,943.8	9,960.8	17.0	0%	0		
APPROVED POSITIONS	149.0	149.0	149.5	149.5	149.5	0,0	0%	a		

SERVICE SUMMARY BY EXPENDITURE CATEGORY

SERVICE:		Marketing & Commun	nications					
PURPOSE STATEMENT							•	
		The purpose of the Mark with an effective market membership and usage o strategies and plans (incl attend, generate loyalty to attractions on-site to rou	ing program, product/pro if the Zoo's service offeri uding advertising, media o the Zoo with a Membe	gram offerings, and or ngs. This includes the relations, promotions, rship program, provide	n-site attractions to get a development and imp , special events, group	nerate revenue thro plementation of me sales) to encourag	ugh new and rketing and e various ta	d repeat attendance communications get markets to
	2009 Actuals S	<u>2011</u> <u>Actuals</u> \$	2011 <u>Approved</u> <u>Budget</u> \$	2012 <u>Projected</u> <u>Actuals</u> S	2013 <u>Requested</u> <u>Base</u> \$	Change fr 2012 Appr Budget \$	oved	2014 Outlook S
Salaries and Benefits	988.2	997.2	1,030.4	1,030.4	1,033,3	2.9	0%	
Materials and Supplies	354.5	337.3	387.9	387.9	387.9	0.0	0%	-
Equipment	16.9	38.1	41.9	41.9	41.9	0.0	0%	+
Services & Rents	7,073.9	6,134.1	6,389.3	6,389.3	6,389.3	0.0	0%	
Interdepartmental Charges	0.0	0.0	0.0	0.0	0.0	0.0	n/a	1
Contribution to Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	п/а	
Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	n/a	1
Cost of Goods Sold	0.0	0.0	0.0	0.0	0.0	0.0	n/a	
OTAL GROSS EXPENDITURES	8,433.5	7,506.8	7,849.5	7,849.5	7,852.4	2.9	0%	
Grants from Others	0.0	0.0	0.0	0.0	0.0	0.0	n/a	
Federal Subsidies	0.0	0.0	0.0	0.0	0,0	0.0	n/a	
Other Subsidies	0.0	0.0	0.0	0.0	0.0	0.0	n/a	
Interdepartmental Recoveries	0.0	0.0	0.0	0,0	0.0	0.0	n/a	
Contribution from Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	n/a	
User Fees	5,891.1	6,170.6	6,533.6	6,533.6	6,599.7	. 66.1	1%	
Other	0.0	0.0	0.0	0.0	0.0	0.0	n/a	
TOTAL REVENUE	5,891.1	6,170.6	6,533.6	6,533.6	6,599.7	66,1	1%	
TOTAL NET EXPENDITURES	2,542.4	1,336.1	. 1,315.9	1,315.9	1,252,7	(63.2)	-5%	
	1					0,0		

TORONTO ZOO 2013 Operating Budget

SERVICE SUMMARY BY EXPENDITURE CATEGORY

(in \$000s)

SERVICE:	Operations & Administration
PURPOSE STATEMENT	
	The mandate of the Operations & Administration Division includes the management of guest and member services, on-site attractions that generate revenues through attendance (new and repeat), relatified and ride services, the provision of services in security, maintenance, repair, removation and construction of facilities exhibits and services on sites. The business priorities include customer service to sustee and members:

The mandate of the Operations & Administration Division includes the management of guest and member services, on-site attractions that generate revenues through attendance (new and repeat), retail and ride services, the provision of services in security, maintenance, repair, renovation and construction of facilities, exhibits and services on site. The business priorities include customer service to guests and members; retail and ride services; computer systems administration and development; provision of accurate financial information and analysis of the sources and uses of Zoo funds. The operating goals are to ensure the safety of all Zoo visitors, employees and the animal collection; the maintenance of the physical plant and grounds; accounting services; and the effective management of project development and construction.

	2009 Actuals S	2011 Actuals S	2011 Approved Budget S	2012 Projected Actuals \$	2013 Requested Base 5	Change fr 2012 Appr Budge S	oved	2014 <u>Outlook</u> S
Salaries and Benefits	7,877.6	9,477.9	9,719.5	9.719.5	9,746.7	27.2	0%	0.0
Materials and Supplies	3,553.9	3,399.1	3,684.6		3,684.6	0.0	0%	0.0
Equipment	313.6	419.8		441.1	441.1	0.0	0%	0.0
Services & Rents	1,579.9	1,500.2	1,726.8	1,726.8	1,726.8		0%	0.0
Interdepartmental Charges	0.0	0.0		0.0	0.0		n/a	0.0
Contribution to Res/Res Fund	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0
Other Transfers	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.0
Cost of Goods Sold	1,153.9	1,048.3	1,430.3	1,430,3	1,430.3	0.0	0%	0.0
TOTAL GROSS EXPENDITURES	14,479.0	15,845.3	17,002.4	17,002.4	17,029.6	27,2	0%	0.0
Grants from Others	0.0	0.0	0.0	0.0	0.0		n/a	0.0
Federal Subsidies	0.0	0.0	0.0	0.0			n/a	0.1
Other Subsidies	0.0		0.0	0.0			n/a	0.1
Interdepartmental Recoveries Contribution from Res/Res Fund	0.0		0.0	0.0			n/a	0.
User Fees	0.0	0.0		0.0			n/a	0.0
Other	3,441.9 381.9		4,187.0 297.3	4,187.0 297.3	4,187.0 297.3		0% 0%	0.0
· · · · · · · · · · · · · · · · · · ·	3013	401.1	2773	227.3	231.3			<u> </u>
TOTAL REVENUE	3,823.8	3,645.7	4,484.3	4,484.3	4,484.3	0.0	0%	0.0
TOTAL NET EXPENDITURES	10,655.2	12,199.5	12,518.0	12,518.0	12,545.2	27.2	0%	00
APPROVED POSITIONS	204.1	204.1	204.1	204.1	204.1	0.0	0%	0.0
			i					

09/18/2012

SERVICE SUMMARY BY EXPENDITURE CATEGORY

SERVICE:		General Management										
PURPOSE STATEMENT		Development Office. To Zoo and consistent with	he Chief Executive Offic the plans and policies ap ategic planning, develop	e and Corporate Plant proved by the Board of s policies, reviews ext	uing provides executive of Management. This o	leadership to ensu office provides dire	Resource management, and the isure the effective operation of the lirection and support to operating ub-committee agendas. The					
	2010 <u>Actuals</u> S	2011 <u>Actuals</u> \$	2011 Approved Budget S	2012 <u>Projected</u> <u>Actuals</u> \$	2013 Requested Base S	Change fi 2012 Appr Budge S	oved	2014 <u>Outlook</u> S				
Salaries and Benefits Materials and Supplies Equipment	5,896.6 135.5 (3.9)	101.1	6,760.3 520.3 13.8	6,760.3 520.3 13.8	520.3	19.0 0.0 0.0		0.0 0.0 0.0				
Services & Rents Interdepartmental Charges Contribution to Res/Res Fund	593.8 0.0 0.0	949.4 0.0			1,514.5 0.0		0% n/a n/a	0.0 0.0 0.0				

SERVICE SUMMARY BY REVENUE CATEGORY

		This service contains all of the revenues for visitor admissions, parking, memberships, the recovery of salaries and wages from the Zoo Capi Works Program and other revenues.								
2010 <u>Actuals</u> S		<u>2011</u> <u>Actuals</u> \$	2011 <u>Approyed</u> <u>Budget</u> S	2012 <u>Projected</u> <u>Actuals</u> \$	2013 <u>Requested</u> <u>Base</u> \$	Change fr 2012 Appro Budget S	yed	2014 Outlook S		
Admissions	11,616.4	11,060.0	12,343.0	12,343.0	12,343.0	0.0	0%	(
Parking	2,786.2	2,730.2	2,907.6	2,907.6	2,907,6	0.0	0%	i		
Membership Contribution	3,608.4	3,128.0	3,445.9	3,445.9	3,445.9	0.0	0%			
Other	253.7	728.8	137.5	137.5	137.5	0.0	0%			
Recovery from CWP	76.0	157.0	171.0	171.0	171.0	0.0	0%			
Other	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
	0.0	0.0	0.0	0.0	0.0	0,0	n/a			
	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
REVENUE & RECOVERIES	18,340.8	17,804.1	19,005.0	19,005.0	19,005.0	0.0	0%			
Grants from Others	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
Interdepartmental Recoveries	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
User Fees	0.0	0.0	0.0	0.0	0.0	. 0.0	n/a			
Other	0.0	0.0	0.0	0.0	0.0	0,0	n/a			
	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
	0.0	0.0	0.0	0.0	0.0	0.0	n/a			
REVENUE	0.0	0.0	0.0	0.0	0.0	0 .0	n/a			
TOTAL REVENUE & RECOVERIES	18,340.8	17,804.1	19,005.0	19,005.0	19,005.0	. 0.0	0%			
<u> </u>										
APPROVED POSITIONS	0.0	0,0	0.0	0.0	0,0	0.0	n/a			

SERVICE SUMMARY BY EXPENDITURE CATEGORY

SERVICE: PURPOSE STATEMENT	Animal Transaction & The purpose of the Anim in consortiums for the pr research projects for the	nal Transaction Reserv eservation of endangered	e Fund is to purchase I animals. The Endan	gered Species Reserv				
	2009 <u>2011</u> Actuals	2011 Actuals S	2011 Approved Budget \$	2012 <u>Projected</u> <u>Actuals</u> \$	2013 <u>Requested</u> <u>Base</u> S	Change fr 2012 Appr Budge \$	oved	2014 <u>Outlook</u> \$
Salaries and Benefits Materials and Supplies Equipment Services & Rents Interdepartmental Charges Contribution to Res/Res Fund Other Transfers Other TOTAL GROSS EXPENDITURES Provincial Subsidies Federal Subsidies	0.0 0.0 0.0 0.0 136.0 0.0 0.0 136.0	0.0 0.0 0.0 0.0 0.0 136.0 0.0 136.0	0.0 0.0 0.0 0.0 0.0 136.0 0.0 136.0 0.0 0.0	0.0 0.0 0.0 0.0 0.0 136.0 0.0 136.0	0.0 0.0 0.0 0.0 136.0 0.0 136.0	0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	n/a n/a n/a n/a n/a 0% n/a n/a n/a	0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0
Other Subsidies Interdepartmental Recoveries Contribution from Res/Res Fund User Fees Other TOTAL REVENUE	0.0 0.0 136.0 0.0 0.0 136.0	0.0 136.0 0.0 0.0	0.0 0.0 136.0 0.0 0.0	0.0 0.0 136.0 0.0 0.0	0.0 0.0 136.0 0.0 0.0	0.0 0.0 0.0 0.0	1/a . n/a . 0% n/a . n/a	0. 0. 0. 0.
TOTAL NET EXPENDITURES	0.0	0.0	0.0	0,0	0.0	0 .0	n/a	0
APPROVED POSITIONS	0.0	0.0	0.0	0.0	0.0	0.0	n/a	0.