Heart of the Zoo—Phase One opened in 2011, culminating a series of changes that have completely transformed the experience of visiting the Minnesota Zoo.

The deserted, crumbling whale pool, an outdated relic of the original zoo constructed in the mid-1970s, was repurposed as a spectacular new indoor theater, where macaws, owls, cockatoos and hawks take flight.

The Zoo’s dark concrete orientation theater was transformed into an immersive African penguin habitat that today invites guests of all ages to climb the rocks or gaze under water to commune with a flock of these charismatic birds.

A worn concrete sidewalk was replaced by a gracious and green entryway, welcoming our guests into the Zoo, connecting them with the natural world, and leading them into an expanded and greatly improved education center.

The transformed Minnesota Zoo provides opportunities for guests to experience emotional connections with wildlife, learn about science and conservation, and gain a greater appreciation for the wild places that sustain animals—and people—around the world.

We are inspiring our guests to care about animals and the environment. It is our sincerest hope that this in turn will lead to positive action on behalf of animals and their wild homes.
Five years ago, the transformation began. The Minnesota Zoo launched Heart of the Zoo, a comprehensive fund-raising campaign that combines support from the State of Minnesota and the private sector to create a world-leading zoo. To date, this extraordinary partnership has exemplified the very best of what can be accomplished when our State and our communities work together. Since the campaign launched, we have secured and invested more than $72 million, creating an institution that can be a point of pride for all Minnesotans.

We promised to build innovative new exhibits and expanded guest amenities; to introduce enhanced education programs in new and improved facilities designed to foster experiential learning; and to increase our wildlife conservation activities, both here at home and around the globe. While we are not finished yet, we are pleased to report that in fiscal year 2011, the transformation made a huge leap, with extraordinary results.

Following a year of construction, and with a commitment to “build green,” we opened the Target® Learning Center, 3M Penguins of the African Coast exhibit, and the Cargill Environmental Education Center. We also revitalized our South Entry, inviting the Zoo’s guests to begin their experience on a beautiful new pathway, providing an immediate connection with nature and clearly leading to a comfortable, efficient gateway to the Zoo.

Each of these new capital projects was made possible thanks to $1 million or more in gifts from several of the Zoo’s corporate partners, augmenting the tremendous support received from the Minnesota State Legislature. This unprecedented support exemplifies the strong public/private partnership that has coalesced around the Zoo.

During this past year, we launched several new educational initiatives that meet the needs of our rapidly-growing audience and affirm the Zoo’s commitment to improve science, technology, engineering, and math (STEM) education. We began a new distance learning program, and created “ZooMS - Engineering a Modern Zoo.” This innovative program will provide both teachers and students the opportunity to apply critically-important STEM concepts to real world situations dealt with by zoos, such as exhibit safety engineering, robotics and aquatic animal life support systems.

The Zoo also celebrated successful conservation efforts. Working with our partners in Namibia, Africa, we helped to translocate 15 desert black rhinos back into historical Namibian rangeland and deployed the first-ever GPS collars on free-ranging Hartmann’s mountain zebras in their natural habitat. We also increased our commitment to moose and lynx research in Minnesota and sent Zoo staff to participate in these efforts.

Our achievements in fiscal year 2011 were made possible because so many have recognized the unique role the Zoo plays in environmental learning and wildlife conservation, as well as our important contributions to the quality of life and economy of our state. We extend our grateful thanks to Governor Mark Dayton; members of the Minnesota State Legislature; our corporate, foundation, and individual donors; and to our Board members, Zoo volunteers and staff.

Our fiscal year 2011 performance reflects the vision and values that guide us. The success of the Heart of the Zoo campaign’s first five years underscores those commitments, and demonstrates what we are able to accomplish. The transformation will continue. Thanks to you, your Zoo is well positioned to continue to excel.
More than 4,192 Minnesota Zoo animals served as ambassadors for their species in fiscal year 2011, increasing Zoo guests’ awareness of the growing challenges to the survival of wildlife around the globe. Animal breeding programs, scientific research, hands-on field work—all are critical for saving wild animals and wild lands.

**Flying Rhinos**

Catalyzed by an unprecedented demand from rural communities to restore rhinos to their communal lands, Minnesota Zoo Conservation Biologist Jeff Muntfuring worked with the Zoo’s partners in Namibia to translocate 15 rhinos into historical rangeland, and then co-led the initial skills training with local community members who will monitor the newly released rhino. In partnership with Namibia’s Ministry of Environment and Tourism, The Nature Conservancy and Save the Rhino Trust, the successful operation was the country’s first-ever rhino airlift, and the training culminated in the first confirmed sighting of the previously released rhino.

**Changing of the Guard**

Dr. Ron Tilson was the Minnesota Zoo’s Director of Conservation for more than 28 years until his retirement in April 2011. He served as Coordinator for the Association of Zoos and Aquariums’ (AZA) Tiger Species Survival Plan, and his passion for tigers drove innovative conservation projects in Asia, including the award-winning Sumatran Tiger Conservation Program. The Zoo’s legacy of tiger conservation continues with his successor Dr. Tara Harris who was recently named the coordinator for AZA’s Tiger Species Survival Plan.
Our Namesake | “Sota,” the first desert rhino to be named after a U.S. state (“Minne-SOTA”), was spotted again this year by Save the Rhino Trust trackers. The 18-month old black rhino was reportedly in very good health and remained comfortably near his mother “Sharon” in their wilderness refuge.

Reduce Our Impact | Protecting the earth’s natural environment is critical to the long-term health of animals and people. Therefore, for the first phase of the Heart of the Zoo project, completed in fiscal year 2011, the Zoo continued its commitment to “build green”—to reduce our overall impact on the environment and maximize our energy efficiency. Construction on the project began with the demolition of the Zoo’s former entryway and the old whale tank, recycling as much of the material as possible such as metal, glass, and concrete. One of the last pieces of the project involved planting a vegetative green roof that covers the Zoo’s beautiful new entryway. The new green roof will reduce the amount of energy needed for heating and cooling and provide habitat for wildlife. By capturing and storing rainwater, the roof also will prevent the flow of urban runoff which deposits pollutants into our lakes and rivers.
Three snow monkeys were born at the Zoo in fiscal year 2011. The Zoo participates in the Species Survival Plan (SSP) for snow monkeys and breeds them to maintain genetically healthy populations in zoos.

Sustaining Animal Populations | Preserving the world’s populations of wildlife is a priority for the Minnesota Zoo and accredited zoos worldwide. While particular attention is paid to some of the world’s rarest and most endangered species, zoos also are concerned with species with currently healthy populations, due to the continuing destruction of wildlife habitat. This past year we celebrated 196 births, including DeBrazza’s monkeys, a Przewalski’s wild horse, a rare Sichuan takin, and a female dolphin named “Tajah.” We also acquired six snow monkeys from Japan after working more than two years to obtain the necessary permits and make the complex arrangements to bring them to Minnesota. The new snow monkeys were added to the existing troop of 16 monkeys, and in spring 2011, the group produced three offspring, adding valuable new genetics to the North American population.

Zebra Conservation | As part of the Zoo’s Hartmann’s mountain zebra study, we successfully fitted three free-ranging zebras with GPS-VHF collars, providing the first ever glimpse of their movement patterns across the Kunene region in Namibia, Africa. We also expanded the Zoo’s genetic assessment of Hartmann’s mountain zebra by collecting an additional 130 dung samples for DNA analysis, which will help to assess the zebras’ long-term movement and breeding patterns across the region. The information we obtain from this study will be used to identify unprotected areas that will be most important for ensuring the zebras’ long-term survival.

Making a Difference | The Zoo expanded “Recycle for Rainforests,” a cell phone recycling program designed to help protect chimpanzees and gorillas and their rainforest habitat, and raised nearly $8,000 for African rainforest conservation. Minerals found in cell phones are sometimes mined illegally in African forests, home to species such as the colobus monkey and DeBrazza’s monkey, both found in the Zoo’s Faces of the African Forest exhibit. Thanks to a special promotion in partnership with local electronics recycler MPC, Zoo guests brought in more than 7,000 cell phones.

Champions for Composting | While the Zoo has been composting its animal waste for many years, we expanded our commitment to composting to include other waste streams as well. Lancer Hospitality, the Zoo’s food service partner, now composites all of its food scraps, and we have engaged our guests, staff members, and Zoo campers in our composting efforts as well. We now compost food scraps, napkins, plates, utensils, coffee grounds—even animal enrichment items such as shredded phone books!
Education | With an amazing living collection, the Minnesota Zoo brings learning to life by connecting our guests with animals and the natural world. As the state’s largest environmental learning center, the Zoo delivered innovative natural science discovery programs to more than one million people of all ages in fiscal year 2011.

Minnesota’s Largest Environmental Education Center | To meet the growing demand for the Zoo’s education programs, an extraordinary new educational facility opened at the end of fiscal year 2011: the new Cargill Environmental Education Center, made possible in part by a donation from the Cargill Foundation. It features four new classrooms, including one dedicated early childhood learning and one with a floor-to-ceiling curved acrylic window with a view into the penguin exhibit. This new facility is helping the Zoo meet its commitment to instill in more than 350,000 students each year a sense of environmental stewardship and respect for our natural world.

Inspiring Stewardship | Rhinos, apes, butterflies, and invasive species were just several of the topics presented to more than 400 people at the Our Backyard/Our World Speakers Series. Now in its second full year, the series introduces attendees to experts in local and global wildlife conservation and environmental issues.

Above | “Wildlife Friendly Gardens” was one of the topics at the 2011 Our Backyard/OurWorld Speaker Series. Attendees learned how to attract birds and butterflies to their gardens by including native plants.
A New Footprint | Soaring birds, magical puppets, theatrical productions, stunning high-definition animal videos, and conservation stories from around the world—an amazingly rich assortment of entertaining and educational activities are now featured in the new Target® Learning Center which opened in May 2011. From the KAYTEE World of Bird Shows during the fall and winter months to Odessa’s Magical Menagerie, a new puppet show funded by the Clean Water, Land & Legacy Amendment, the Target® Learning Center’s programs feature animals, arts, and activities, all designed to educate Zoo guests of all ages about science and the natural world. The Target® Learning Center is also an astonishing re-birth of an outdated facility; it is located in the footprint of the Zoo’s former beluga whale pool.

Children and Animals | Children develop a natural affinity and curiosity for animals at a very young age. It’s no accident that many of the most popular and award-winning children’s books and movies feature real or cartoon animals. To encourage and promote the discovery and exploration of the natural world and its animals, in fiscal year 2011 the Zoo continued to expand its early childhood offerings for preschoolers and toddlers with a new Toddler Time series of classes based on the wonderful books of Leo Lionni and a new Penguin Plunge preschool class. Parents and their children joined Zoo naturalists who read stories and led animal encounters and art projects.
Interpretive Naturalist Erika Anderson and two students learn more about crocodile biology at the Zoo’s Tropics Trail.

Sustainable Solutions | The Minnesota Zoo is committed to supporting ocean conservation efforts. One of the best ways we can do that in land-locked Minnesota is to promote sustainable seafood and freshwater choices through the distribution of Seafood Watch wallet cards (over 15,000 were distributed in fiscal year 2011). Thanks to a grant from the Walton Family Foundation, the Zoo is now developing a unique partnership program called Fish Smart and growing our October sustainable seafood event, Fish Bites, into a premier culinary and educational event. In recognition of these efforts, Assistant Director of Education Grant Spickelmier was named a 2010 Seafood Champion by Monterey Bay Aquarium and Seafood Watch.

Science in Perspective | 2011 marks the first year of “ZooMS: Minnesota Zoo Math and Science Program—Engineering the Modern Zoo” developed by the Zoo’s Education Department and funded by the 3M Foundation. ZooMS provides both teachers and students the opportunity to apply critically-important science, technology, engineering, and math (STEM) concepts to real world situations. The ZooMS program enables students and teachers to explore the Zoo from an engineering perspective through hands-on classroom curriculum lessons, on-site Zoo programs, teacher professional development, and student design challenges. During this first year, Zoo staff held the ZooMS Curriculum Development Institute with 12 STEM master teachers who helped develop the frameworks for the ZooMS curriculum.

Virtual Classroom | Thanks to the Clean Water, Land & Legacy Amendment, the Zoo reached beyond its borders and launched live Interactive Video Conference (IVC) distance learning programs for schools and students throughout the state. We piloted two initial programs with 25 individual classrooms whose teachers participated in a follow-up focus group and workshop to refine the program experience and guide the development of future program content. With additional programs under development, teachers will be able to choose from six standards-based lessons, fully customizable for each grade level, by the close of the 2012 school year. Each program includes live interaction with a Zoo naturalist, behind-the-scenes visits of popular Zoo exhibits, interviews with keepers, live camera views of animals on exhibit, and hands-on activities that engage students with the program topic.
Experience  | The Minnesota Zoo is fun! As a leading cultural institution and recreational attraction, the Zoo this past fiscal year welcomed nearly 1.2 million guests, who experienced wildlife in immersive and award-winning exhibits and enjoyed entertaining special events and activities. The Zoo continues to have a significant economic impact on Minnesota’s economy: direct and indirect economic benefits exceed $114 million.

It’s All About the Waddle  | Minnesotans from around the state were treated to a fun, interactive, multi-faceted advertising campaign that celebrated the opening of the Zoo’s newest animal exhibit: 3M Penguins of the African Coast. Developed by Minneapolis advertising agency Clarity Coverdale Fury, the campaign, aptly titled “Do the Waddle,” featured a song and dance, television and radio ads, a music video, and more. The television commercial was filmed entirely at the Zoo and starred Zoo staff members’ and guests’ children.

Happy Birthday Bears  | The Minnesota Zoo’s grizzly bears—Sadie, Kenai, and Haines—turned five-years-old this past year. To celebrate, the Zoo threw them a birthday bash! Thousands of Zoo guests signed a special birthday card for them, and they received bear-friendly birthday cakes. The Zoo’s grizzly bears were orphaned in Alaska and have grown up together in Russia’s Grizzly Coast, a state-of-the-art exhibit that continues to be one of the Zoo’s most popular attractions.
Dr. Seuss is on the Loose! | Yertle the Turtle and the Grinch were two of the stars of *Dr. Seuss is on the Loose* which featured life-sized bronze sculptures of several of Dr. Seuss’s most iconic characters. The Zoo created a special Dr. Seuss-inspired scavenger hunt, unique displays from the pages of Dr. Seuss (perfect for photo opportunities), and story time in the new Target® Learning Center. *Dr. Seuss is on the Loose* gave Zoo guests of all ages the opportunity to reconnect with Dr. Seuss’s most beloved books and characters.

Year of the Farm | More than 30,000 cans of SPAM® classic and Hormel® chili formed the Family Farm CANstruction at the Wells Fargo Family Farm in honor of the *Year of the Farm* 10th anniversary celebration. Following the event, the product was donated to Second Harvest Heartland, a member of Feeding America and the Upper Midwest’s largest hunger-relief organization.

A Picture Perfect Photo Contest | Popular Photography magazine has recognized the Minnesota Zoo as one of the top zoos in the country for wildlife photography, so it’s not surprising that our first online photo contest attracted more than 1,300 entries submitted through the Zoo’s Flickr contest page and voted on by Facebook fans. National Camera Exchange sponsored the contest, and provided digital cameras to all category winners.

*The Minnesota Zoo’s first online photo contest yielded more than 1,300 entries including this winning photo of a Victoria crown pigeon from the Zoo’s Tropics Trail.*
Memorable accomplishments

- Completed Heart of the Zoo—Phase One, and opened the Target® Learning Center, Cargill Environmental Education Center, and 3M Penguins of the African Coast exhibit.
- Raised $5,493,333 for Heart of the Zoo, The Campaign for the Minnesota Zoo, including the annual fund, which increased 52 percent over fiscal year 2010. Since the campaign launched in fiscal year 2007, we have secured more than $72 million from our corporate, foundation and individual donors, and the State of Minnesota.
- Secured a $1.4 million grant from the 3M Foundation in support of 3M Penguins of the African Coast and several new education initiatives.
- Celebrated the birth of “Taijah,” a female Atlantic bottlenose dolphin calf. Sadly, just six months later, Taijah’s grandmother “April” died of several ailments for which she was being treated.
- Received $307,000 from the Clean Water, Land & Legacy Amendment in fiscal year 2010–fiscal year 2011 biennium, which supported a puppet and masked theater production called Odessa’s Magical Menagerie; a new distance learning program to help reach out-state Minnesota students; and the design of a new black bear exhibit on the Medtronic Minnesota Trail. Support from the Legacy Amendment increased tenfold to $3 million for the current fiscal year 2013–fiscal year 2014 biennium.
- Raised a record $522,000 from the Zoo’s annual Beastly Ball gala.
- Increased participation in Minnesotans for a Great Zoo, a grassroots advocacy group of Zoo supporters, to 1,300. Members reached 34 percent of State representatives and 43 percent of State senators with supportive messages about the Zoo.
- Increased the number of Zoo volunteers by seven percent to a record 1,157 volunteers, who provided more than 107,000 hours—the equivalent of 52 additional full-time staff members.
- Honored Carmen and Jim Campbell with the 2010 Minnesota Zoo Stewardship Award in recognition of their steadfast commitment to the Zoo and its education and conservation programs.
- Awarded top honors in education for WolfQuest and a significant achievement award in marketing for Africa! from the Association of Zoos and Aquariums (AZA).
- Hosted the first annual William David Romans Golf Classic and raised more than $22,000 for an endowment that funds Zoomobile visits to children’s hospitals and Zoo field trips to economically-challenged, culturally-diverse kindergarten through third grade students.
- Served a record 3,512 children in Zoo Camp.
- Launched the first Chinese Language Day at the Zoo with over 400 students and teachers participating.
- Traveled more than 27,000 miles and reached over 43,500 people in 43 counties with Zoo Safari, the Zoo’s donor-funded transportable learning center, serving nearly 9,200 students and teachers.
- Increased Zoo memberships to 42,788 households, a 27 percent increase since Heart of the Zoo launched in fiscal year 2007. Increased the number of Friends donors, who gave $250 or more, to 822, a 29 percent increase during the same time period.
- Honored by the election of the Minnesota Zoo’s Director/CEO Lee Ehmke as President-Elect of the World Association of Zoos and Aquariums (WAZA).
- Partnered with the Mayo Clinic Media Department to produce “Zoo TV,” a series of high-definition, behind-the-scenes videos of Zoo animals, animal enrichment activities, and veterinary care, highlighted at the new Target® Learning Center.
- Broke ground for a new black bear exhibit, which will be the final component of the award-winning Medtronic Minnesota Trail.
- Hosted the annual meeting of the Old World Monkey Taxon Advisory Group, bringing primate specialists from zoos around the country together to develop captive management strategies for several primate species.
- Completed an “Environmental Sustainability Action Plan” for the Zoo, thanks to the Zoo’s Green Team, and initiated a number of new activities to encourage Zoo staff and guests to incorporate sustainable practices in their daily activities.
- Expanded Zoo Safari, the Zoo’s donor-funded education field trip program for students in third or fifth grade, and welcomed 120 schools in 10 districts, serving nearly 9,200 students and teachers.
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- Hosted the annual meeting of the Old World Monkey Taxon Advisory Group, bringing primate specialists from zoos around the country together to develop captive management strategies for several primate species.

“Taijah,” a female Atlantic bottlenose dolphin, was born in July 2010 and joined her mother “Allie” and her father “Semo” in the Zoo’s Discovery Bay.
Penguin Promenade: A Celebration in Black and White  |  While the focus was on penguins at the 23rd annual Beastly Ball, the theme was generosity—a spirit of giving by more than 620 guests who helped achieve an all-time record by raising more than $520,000 for the Minnesota Zoo. Thanks to Honorary Chair George Buckley, 3M Chairman, President and CEO, and Beastly Ball Chair Leni Moore and her committee, the Ball was an extraordinary evening of fine food; unique silent and live auction items; a global market featuring jewelry, pottery, baskets, and crafts from around the world; and the raffle of a 2010 Toyota Matrix, donated by Twin Cities Toyota Dealers.

Protecting the desert black rhino in Namibia resonated strongly with guests as they contributed more than $55,000 to this year’s Fund-A-Need. They also bid often using their “new” hand-held BidPals and raised more than $87,000 in the silent auction, exceeding the previous high by more than $15,000.
Beer to Wine and Golf to Running | The Zoo appealed to the interests of just about everyone this past year with special events, concerts, lectures, and more. Whether guests were heading down the fairway during the first annual William David Romans Golf Classic, running through the Zoo at the Tiger Tracks 5K and Kids’ Run, or enjoying a suds-sippin’ safari while listening to the smooth sounds of Tim Mahoney at Brew at the Zoo, adults and children alike experienced the Zoo in a whole new way while contributing more than $120,000 for education and conservation programs.

Young Professionals Advisory Council (YPAC) and AZUL | Connecting people, animals, and the natural world is the mission of the Minnesota Zoo, so what better way to connect 20- and 30-somethings than to launch a new young professionals organization? We began by recruiting 12 people (ages 25-40) to join the Young Professionals Advisory Council (YPAC). Their task was to create an organization whose purpose is to increase the overall engagement of young professionals with the Minnesota Zoo. The outcome was AZUL, a membership-based organization of over 100 like-minded young individuals committed to conservation, education, and social activities in support of the Minnesota Zoo.

Since AZUL launched, the group hosted: Warm Up in the Wild, a cocktail party held in the Minnesota Zoo’s Tropics Trail where guests met and mingled with Zoo conservation experts; Tiger Talk featuring retired Director of Conservation Ron Tilson who spoke about his work with tigers in China; and the exclusive AZUL Penguin Preview where guests enjoyed wine and hors d’oeuvres with the Zoo’s new African penguins. AZUL’s primary goal is to connect people to one another—to new networks, educational and volunteer opportunities, conservation initiatives, and of course, the Minnesota Zoo. They’re off to a great start!
Every effort is made to ensure the accuracy of our records. If our report contains errors or omissions, please contact us at 952.431.9374 so that we may extend our apologies and correct our records.

Thank you to the following individuals for their outstanding support of the Zoo’s mission to connect people, animals, and the natural world.

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Michael and Cheri Stimson
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George and Denise Shouse
William and Carin Simpson
Kevin and Pamela Smith
Stone Pier Foundation on behalf of
James G. and Megan M. Dayton
Marshall and Erin Strommen
Paul and Cathleen Thom
John C. and JIN. Trautz
Hugh A. Tyndall
Michael J. Walker
Sharon and lan Werninges
Ann and David Wasson
Pamela Wheelock
Clark and Sharon Winslow
Frederick and Eleanor C.
Klein and Lauren Wright
Walter Yee

Staff members at the KATIE World of Birds show know four-year-old Little by heart. When Thomas L. asks questions after the show, and Gandall the hyacinth macaw is her favorite bird. Her two-year-old brother Gabe can tell you which tropic animals is next on the train, and both siblings know these three etters by name.

Parents Jeff and Jennifer Little were among the first to join the Friends of the Minnesota Zoo giving society. Originally they joined because of the membership benefits and its free two guest passes, but over time Jeff’s and Jennifer’s support became more about giving back to a place they love. They also appreciate the chance to become more connected through donor activities, they will talk about the zoo’s Favorites dragon friend! Thrivent Finanl for Lutheran matches their contributions, doubling the impact of their support.

Thank you to the Little’s, and to the other 81 individuals and families who supported us through Friends of the Minnesota Zoo this year!
If you visit the Zoo on a Tuesday, you may have the pleasure of meeting Bobbie, a nine-year-volunteer who discovered the Zoo when she moved from Santa Barbara to Minnesota. She says, "The animals are so wonderful! The Minnesota Zoo has enriched my life greatly through all I've learned in our training sessions and daily experiences. And I'm impressed with the Zoo's equal commitment to education and equal opportunity, making this Zoo a fun place to be."

Bobbie has faithfully supported the Zoo through annual gifts to the Friends of the Minnesota Zoo program, and she has recently given to the next level with a Charitable Gift Annuity now offered by the Minnesota Zoo. "I have found of these arrangements, so am delighted that the Foundation now offers them," says Bobbie. Through this tax-wise gift arrangement, Bobbie will enjoy a fixed income for life while providing support for the Zoo after her lifetime. The Zoo is grateful for Bobbie's enduring dedication and generosity.
One of our key goals at 3M is to increase student achievement in math and science, and that’s why we supported the Minnesota Zoo because science is everywhere—not just in a textbook.”

The Zoo’s Dreamnight partners include Gillette’s Children’s Hospital, Mayo Clinic, Lancer Hospitality, and Service Systems Associates. The transportation and lodging for these children were provided by Delta Air Lines, Southwest Airlines, and Ryan Companies U.S. Inc. The Mayo Clinic and UnitedHealth Group also sponsored meals.

“With our data storage needs.

Community partners help transform the Zoo and its programs in a variety of ways that are not always visible to our guests. One such way is through in-kind giving, or the donation of product item. There are dozens of businesses that give products to support many of the heroes of the seasons operations of the Zoo. For example, this past year The Toro Company provided lawn and irrigation equipment to help maintain the Zoo’s 485 acres.

In June, children with disabilities or special health care needs spent a magical evening at the Minnesota Zoo’s third annual Dreamnight. Joining more than 220 in 36 countries around the world, we opened our doors free of charge to more than 1,100 children and their families for this very special occasion.

“We are proud to help underwrite Dreamnight at the Minnesota Zoo,” says Program Director Lauren MacLeish of The Cities 97 Sampler, the lead sponsor of Dreamnight. “It’s an event that brings multiple worthy organizations together to benefit so many deserving children.” In addition to the excitement of seeing the animals, Dreamnight guests enjoy animal demonstrations, talks, face painting, games and prizes, music, and more.

Additional support was provided by the Mayo Clinic, Lancer Hospitality, and Service Systems Associates. The Zoo’s Dreamnight partners include Gillette’s Children’s Hospital, Ronald McDonald House, and Centerstone.

2011 Report to the Community
In memory of Carmen and Jim have been donors to the Minnesota Zoo since 1993, and this year they made a significant gift to agricultural heritage,” says Jim. “Sadly, today very few know about farming or farm animals so we’re delighted that Minnesota and lambs arrive each spring. Celebrating its 10th anniversary in 2010, the exhibits at the Minnesota Zoo, particularly when chicks, goat kids, calves, and llamas arrive each spring. Celebrating its 10th anniversary in 2010, the Minnesota Zoo guests have the chance to experience a family farm.” As a former teacher, Carmen particularly values the wide variety of educational programs available at the Zoo. “Whether it’s learning about how food gets from farms to tables or teaching students about wildlife and wild places, the Minnesota Zoo offers people of all ages opportunities to learn about our natural world,” says Carmen.

Carmen and Jim have been donors to the Minnesota Zoo since 1993, and this year they made a significant gift to agricultural heritage,” says Jim. “Sadly, today very few know about farming or farm animals so we’re delighted that Minnesota and lambs arrive each spring. Celebrating its 10th anniversary in 2010, the exhibits at the Minnesota Zoo, particularly when chicks, goat kids, calves, and llamas arrive each spring. Celebrating its 10th anniversary in 2010, the Minnesota Zoo guests have the chance to experience a family farm.” As a former teacher, Carmen particularly values the wide variety of educational programs available at the Zoo. “Whether it’s learning about how food gets from farms to tables or teaching students about wildlife and wild places, the Minnesota Zoo offers people of all ages opportunities to learn about our natural world,” says Carmen.

The Minnesota Zoo is honored to recognize donors like Carmen and Jim whose generous gifts are critical to the development of new Zoo exhibits and its education and conservation programs.

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$1 Million +

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**Foundations**

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S. 온. 노. S.
Circle of Life Society

We remember those who have remembered the Minnesota Zoo in their estate plans.

Anonymous

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Marilyn C. Benson

Debbie Biddick

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* Deceased

donor profile | BRUCE & TERRY HUTCHINS

“I feel like a little kid again when I’m at the Minnesota Zoo,” says Terry Hutchins. “Bruce and I have loved bringing our grandchildren and friends there for many years. When I retired last summer,” she says, “I bought my entire office to the Zoo. They loved it! It’s a magical place.”

Bruce, a member of the Zoo’s Board of Directors, is delighted that their 12-year-old grandchildren still love the Zoo. “We have an absolutely great time, being together doing something we all enjoy. We see people of all ages thoroughly engaged with the animals, birds, and dolphins. When it comes down to it, seeing that connection with nature at work—that’s why we support the Minnesota Zoo.”

Recently, Terry and Bruce updated their wills and included a bequest for the Minnesota Zoo Foundation. “The Zoo has been a wonderful part of our lives for many years,” reflects Bruce. “Through our bequest, we’ll be able to continue our support of the Zoo even after our lifetimes.” The Minnesota Zoo celebrates estate gifts through the Circle of Life Society, and is grateful to count Bruce and Terry Hutchins among its members.

donor profile | CARGILL FOUNDATION

For over 20 years, the Cargill Foundation has supported the Minnesota Zoo with annual fund gifts, volunteers, in-kind gifts of salt, and, of course, a major gift to Heart of the Zoo, supporting the new Cargill Environmental Education Center designed to meet the growing demand for educational programs at the Zoo.

“When children and their teachers visit the new Cargill Environmental Education Center, we’re confident that they’ll be engaging in educational activities that complement and enhance their classroom work. That’s an important consideration for us,” says Kayla Yang-Becker, Director of the Cargill Foundation. “Cargill’s support of the Zoo meets our company’s commitment to bolster academic achievement for Minnesota’s students. We’re proud of our partnership with the Minnesota Zoo.”
Statement of Revenue and Expenses for the Fiscal Year Ending June 30, 2011, Unaudited

**Revenue**
- Earned Revenue ........................................ $11,669,298
- State Appropriation .................................. 6,540,466
- Contributed Revenue ................................ 1,932,160

**TOTAL** .................................................. $20,141,924

**Expenses**
- Physical Facilities ..................................... $6,486,618
- Animals and Conservation ......................... 5,950,941
- Guests/Sales/Marketing ............................... 3,193,080
- Education ............................................. 2,321,246
- Administration and Finance ....................... 2,674,023

**TOTAL** .................................................. $20,625,908

**Capital Disbursements Funded from Operations**
- New Generator Lease Purchase ..................... $210,312
- Equipment Purchases ................................. 132,829
- Equipment Lease Purchase ......................... 69,236
- Energy Improvement Debt ......................... 47,616
- Roof Repair Debt Service ......................... 37,559
- Building Improvements ......................... 20,863

**TOTAL** .................................................. $518,415

**TOTAL Operating Expenses** and Capital Funded from Operations $21,144,323

**Net Cash** ................................................... ($1,002,399)

**Prior Year Fund Balance** ......................... $2,668,995

**Fund Balance June 30, 2011** ....................... $1,666,596

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**Revenue**
- Individuals ........................................... $1,667,549
- Corporations ........................................... 2,369,638
- Foundations ............................................ 203,061
- Events .................................................. 560,349
- Other ................................................... 729,175

**TOTAL** .................................................. $5,529,772

**Expenses**
- Grants to the Zoo* .................................. $3,999,512
- Other Grants ........................................... 98,760
- Program Expenses .................................... 329,661
- General Operations .................................. 949,496

**TOTAL** .................................................. $5,377,429

**Net Expense Over Revenue** .................. $152,343

**Net Assets, Beginning Of Year** ............. $5,458,714

**Net Assets, End Of Year** ....................... $5,611,057

* Includes in-kind contributions, program support and capital grants

**The Foundation has accumulated net assets in prior years due to the recognition of multi-year pledges. These net assets are used in the years that pledge payments are received and expended for grants, program expenses and operations.**
Grizzly bears “Haines” and “Kenai” engage in a daily ritual of wrestling in their home inside Russia’s Grizzly Coast. The Zoo’s three grizzly bears were orphaned in Alaska. They are the same species as the brown bears in Russia.
2011 Annual Report Production

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* Term expired June 30, 2011
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