







[DEAR FRIENDS]

Thanks to your support, the Minnesota Zoo celebrated a record year!

During the year, we welcomed more than 1.36 million guests, the highest number in our 34-year history. We are grateful to our 46,033 member households (also an all-time high) who supported our Zoo with year-round investments. Lastly, we celebrated the successful conclusion of the Heart of the Zoo campaign, a public/private partnership that raised more than \$76 million from the State of Minnesota and thousands of donors, and transformed the experience of visiting the Minnesota Zoo.

The combined impact of these milestone achievements is powerful. As the state's largest environmental education center, the Minnesota Zoo believes (and evidence affirms) that people who establish personal connections with the natural world are more invested in protecting it. By serving record numbers of people and attracting significant financial support, the Minnesota Zoo is building a community of conservation leaders and advocates who are motivated to save wild animals and wild lands.

Our education and conservation programs continued to grow through the work of our staff, volunteers and Board of Trustees. For example, to meet the critical need of developing a workforce skilled in Science, Technology, Engineering and Math (STEM), we hosted a planning institute where teachers and Zoo staff worked together to integrate engineering into their curricula and into two new Zoo classes. We also launched a Distance Learning program that delivered science classes from the Zoo to 35 communities throughout the state, and we are now developing new programs linking engineering applications and the animal world.

We also celebrated the establishment of two new Minnesota-based conservation programs: one to study and protect moose and one to preserve native prairie butterflies. Made possible by the Minnesota Legacy Amendment's Arts and Cultural Heritage Fund and supported by Morrie's Automotive Group, these projects join our other successful conservation initiatives, including ongoing field work with desert black rhinos and Hartmann's mountain zebras in Namibia; our 20-year leadership role to save wild tigers; and our small grants program that enables Zoo staff to participate in field conservation efforts both here at home and around the globe. All of these activities advance the Zoo's work in securing a future for the world's wildlife.

New and revitalized exhibits are critical to our success in inspiring guests to be better stewards of wild animals and the natural world. New exhibits attract more guests who, inspired by our animals and their stories, can become advocates and help spread the word and work toward solving our conservation challenges. Last November, we opened the new dhole (Asian wild dog) exhibit on the Northern Trail, and today, three adorable pups are playing and exploring under the watchful eye of the four adults (and numerous human guests!). In May, we revealed our revitalized Tropical Reef exhibit which now includes hundreds of fish darting among bright artificial corals. And we brought *Dinosaurs!* to the Zoo for the summer, delighting guests of all ages and helping them better understand the great dinosaur extinction of the Mesozoic Era.

Today, we are seeing potential for the greatest mass extinction of animal life since the time of dinosaurs, and this is sobering. But the Minnesota Zoo, in collaboration with zoos and other conservation groups in the state and around the world, is working hard to protect endangered species and ecosystems. As we reflect on our accomplishments of the past fiscal year, we also can celebrate our successes which offer hope, such as the birth of the rare Amur tiger cub pictured on the cover. With your continued support, we hope to provide her and her wild cousins with a very bright future indeed.

Ken Cutler Chair of the Board Minnesota Zoo

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Lee C. Ehmke
Director/CEO
Minnesota Zoo

Cassy Ordway
Chair of the Board
Minnesota Zoo Foundation

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Melissa Parker Lindsay Executive Director Minnesota Zoo Foundation

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[Celebrated the births and hatchings of several important species, including Amur leopards, Amur tiger, dholes, Southern tamanduas, De Brazza's monkey, Linne's two-toed sloth, and Bali mynah]

[Received the 2011 Minnesota Waste Wise Leader Award, recognizing the Zoo's accomplishments in preventing and reducing waste, increasing energy efficiency, using eco-friendly products, and raising environmental awareness among staff and quests]

[Honored with "40 under 40" recognition for Zoo Conservation Director Dr. Tara Harris by the Minneapolis St. Paul Business Journal

[Expanded Math Days to two days and attracted 2,602 students in kindergarten to twelfth grades who were exposed to many ways to use mathematics in their everyday lives]

[Celebrated a record year for Zoo Camp, with a nine percent increase in the number of campers and an eight percent increase in total revenue]

[Launched Wild Readers, a wildlife reading program for grades 1–3 school children who read animal books by a specific author and meet the Zoo's animals to excite them about the magic of reading

[Awarded an "Honorable Mention Pinnacle" award by the Center for Interactive Learning and Collaboration for the inaugural year of our Distance Learning program, funded by the 3M Foundation

Received a Minnesota Business magazine "2012 Top Marketer Award"

[Celebrated the 20th Anniversary of Music in the Zoo]

[Received Classics Award, "best annual report" for the fourth year in a row from the Minnesota chapter of the Public Relations Society of America]

Recognized with a "Best of the Twin Cities" award for 3M Penguins of the African Coast exhibit from Minnesota Monthly magazine and a "Significant Achievement for Marketing" award from the Association of Zoos and Aquariums for the exhibit's "Do the Waddle" campaign

[Recognized 984 Friends of the Minnesota Zoo who contributed \$250 or more to the Zoo, a 20 percent increase over the previous year]

[Raised a record \$80,000 in 10 minutes for Fund-A-Need at the 2012 Beastly Ball Macaw Masquerade]

[Thanked 1,043 volunteers who provided 122,981 hours of service, the equivalent of 60 additional full-time staff]

[Honored Zoo volunteer Andy Anderson, a 2012 KARE-11 "Eleven Who Care" recipient. Andy, a 92-year old retired farmer, has volunteered at the Wells Fargo Family Farm for the past nine years

[Honored by "Dakota County 2012 Exceptional Businesswomen Award" for Zoo Deputy Director/COO Connie Braziel]

heart of the zoo

olunteers







[SAVING MINNESOTA'S PRAIRIE BUTTERFLIES] The Poweshiek skipperling, a once-common butterfly in Minnesota's prairies, has not been seen in our state since 2007. Several other prairie butterfly species also are experiencing steep declines in population. In response, the Zoo launched a prairie butterfly conservation program in February 2012 designed to preserve and promote awareness of Minnesota's imperiled native butterflies and their diminishing habitats.

Zoo staff members have surveyed dozens of remaining prairie sites in Minnesota to assess the status of several rare butterfly species, identify threats, and develop solutions to contribute to their survival. As a hedge against extinction, we are collaborating with partners in Wisconsin and Michigan to establish breeding populations at the Zoo for the Poweshiek skipperling. We also are attempting to rear and breed the regal fritillary, an iconic prairie butterfly that is now largely extinct east of the Mississippi River.

Finally, we are developing a laboratory to conduct the first study of geographic genetic variation for several prairie butterfly species, and creating educational media resources for Zoo guests.







[SAVING AMUR LEOPARDS] It's been nearly 17 years since our last Amur leopard birth, so we're thrilled about our two cubs, born on May 29, 2012, to first-time mother and father, "Polina" and "Chobby." These cubs are of particular significance because Amur leopards are one of the most endangered species of cats in the world, with fewer than 40 remaining in the wild. To help preserve this rare species, the Russian government is reviewing a proposal to reintroduce these animals from zoo-bred lineages into a nature reserve in the Russian Far East that was once home to Amur leopards. Our hope is that the proposal will move forward and that our cubs will be candidates for this reintroduction program.

The Minnesota Zoo continues to raise funds for Amur leopard conservation, along with 13 coalition members of the Amur Leopard and Tiger Alliance (ALTA). We receive donations from Zoo guests in the *Russia's Grizzly Coast* Conservation Cabin, from donors in Minnesota, and from other North American zoos. Since 2007, we have provided nearly \$100,000 to support field conservation efforts, including programs to curb poaching, set up camera traps to monitor wild Amur leopards, and educate children in the Russian Far East about the importance of saving these magnificent animals.



[MOOSE MYSTERY: UNDERSTANDING A MINNESOTA ICON] Moose populations have declined by more than 50 percent in Minnesota since 2006, and there is concern that this species may soon be lost from the state entirely. Evidence suggests that rising temperatures in northern

may soon be lost from the state entirely. Evidence suggests that rising temperatures in northern Minnesota may be contributing to the decline, but our understanding of how moose respond to temperature changes is incomplete.

To better understand the physiological responses of moose, the Minnesota Zoo began research in 2012 to identify temperature and humidity thresholds above which moose become heat-stressed. We also went into the field to study whether they modify their habitat selection behavior based on temperature. The Minnesota Zoo will use the results to develop management recommendations aimed at preventing the loss of Minnesota's largest wild animal.



[DESIGNING A MODEL FOR RHINO CONSERVATION] Currently in South Africa, poachers kill an average of two rhinos every day. Conversely, just to the north in Namibia, only one rhino in the past 18 years has been lost to poachers, testimony to Namibia's long-standing tradition of applying community-based solutions to the protection of rhinos. The partnership between the Minnesota Zoo, The Nature Conservancy's Africa Program, and the Namibian conservation organization Save the Rhino Trust continues to build on this tradition by expanding and strengthening the community-based approach of active monitoring in the protection of endangered rhino populations.

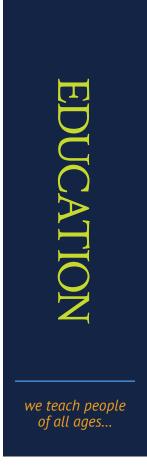
In 2012, we worked with The Nature Conservancy to raise funds for a new Rhino Ranger Incentive Program that will expand monitoring efforts in the region by equipping, training, and conducting joint patrols with a new generation of community rangers. During the past year, we also worked to develop nationally-accredited Responsible Rhino Tourism training curricula to promote tourism that benefits both rhinos and the communities.

[CREATING A TIGER CONSERVATION LEGACY] The Minnesota Zoo has been a respected leader in tiger conservation since it opened in 1978. The Tiger Species Survival Plan (SSP®)—one of the very first SSPs—was developed at our Zoo to create a scientific, collaborative, and coordinated approach to the management of an endangered species in captivity. This approach has since been duplicated by zoos for the benefit of many endangered species.

Today, Minnesota Zoo staff still coordinate the Tiger SSP, which launched the Tiger Conservation Campaign in January 2012 to raise awareness of the plight of these animals and raise money for their conservation. More than \$30,000 was received for wild tiger conservation efforts in fiscal year 2012 and an additional \$20,000 was pledged.

At the same time, the Zoo celebrated the birth of a tiger cub pictured on the cover of this annual report. Representing roughly 350 Amur tigers in the wild, her birth is a significant victory in ensuring the continuation of these animals for generations to come. What an extraordinary and heartwarming ambassador for her wild counterparts!







[EDUCATING GUESTS ABOUT THE WORLD OF BIRDS] Zoo animals are

ambassadors for their species, helping guests expand their views of the natural world and learn more about their relatives in the wild. One extraordinary way to make that connection is at the Zoo's *World of Birds Show*, which began its first full season in the new Target® Learning Center in October 2011. Soaring hawks, endangered macaws, talking parrots, majestic owls, and many more rare and beautiful birds help tell the story of approximately 10,000 bird species in the world, 13 percent of which are threatened or endangered. The Zoo's birds demonstrate free-flight natural behavior while Zoo staff share stories about the natural abilities of birds, the challenges they face in the wild, the diversity of species on our planet, and the importance of natural habitats.









[ENGAGING CITIZENS IN CONSERVATION] Throughout the year, speakers came to the Zoo to share their conservation expertise as part of the *Our World Speaker Series*, supported by Rasmussen College. Committed to increasing public awareness and support, the Zoo hosted nine free lectures for 952 guests, sparking interest in issues as wide-ranging as the importance of bees to the health of Minnesota's ecosystem, to the status of two of the world's top predators. Through education and awareness, the Minnesota Zoo is inspiring conservation leaders to help save wild animals and wild lands.



[DELIVERING CLOSE ENCOUNTERS] As Zoo guests always enjoy learning more about wild animals, we are now offering Close Encounters, a new program that gives our guests more opportunities to view enrichment and training activities while the animals are on exhibit. During the past year, we increased enrichment activities considerably so that our animals could both learn to participate in their own health care (allowing keepers and vets to do exams, administer medications, or give injections), as well as to enable the animals to make choices and express their natural behaviors. By facilitating greater staff engagement with our guests, the Close Encounters program creates yet another layer of enrichment – for both our animals and our guests.

[RECEIVING AWARDS FOR TEACHING LANGUAGES & CULTURES] In

October 2011, the Minnesota Zoo received the Pro Lingua Award from the Minnesota Council on the Teaching of Languages and Culture for our World Language Days program. The award recognizes the Zoo's role in helping to teach languages and cultures to Minnesota students, as well as the Zoo's support for the language teaching profession.

Launched in 1979 as a way to attract new audiences to the Zoo, World Language Days, supported by a grant from MOM Brands, provides students with a field trip to the Zoo where they discover fascinating facts about our animals and their habitats, all in the language of the day. The program began with three languages—French, German and Spanish—and today has grown to include Japanese, Chinese, and American Sign Language. The program has grown from 1,600 students to more than 6,000 students in 2012.





[REACHING BEYOND OUR GATES] Imagine living 388 miles from the Minnesota Zoo. That's how far the folks from Warroad, Minnesota would need to travel to visit. Instead, we bring the Zoo to them. Zoomobile, our premiere outreach program, celebrated a record year, traveling 29,571 miles to 40 counties and sharing the Zoomobile animal collection with 53,027 people. Schools, hospitals, senior citizen homes, libraries, community centers – all welcomed a cadre of Zoo animals which educated, entertained, and inspired participants. Zoomobile naturalists introduced "Annie" the great horned owl, "Monte" the ball python, and "Ouch" the porcupine, among many program animals that serve as ambassadors for wild animals and the natural world.

[GETTING TEENS & TEACHERS OUT INTO THE WILD] One of the best ways to connect people to the natural world is by immersing them in biodiversity hot spots and giving them hands-on experiences in wildlife conservation. In 2012, as part of the Zoo's educational travel programs for teens and teachers, high school students observed Olive Ridley sea turtles laying eggs on a Costa Rican beach and planted native trees in the cloud forests. Across the ocean in South Africa, teachers witnessed a rare sighting of a leopard feeding on its prey high in a natal mahogany tree in Kruger National Park and engaged in penguin conservation efforts around the Cape Point Peninsula.

Both students and teachers came home with great photos and unforgettable memories, but more importantly, they returned with a new appreciation for conservation and the inspiration to share their passion for preserving wildlife and wild places with others.





[PROTECTING OUR OCEANS] For every Minnesotan who loves seafood (and for those who simply love our oceans), the Zoo significantly expanded its sustainable seafood education program in fiscal year 2012 with the launch of Fish Smart, a program designed to help protect the environment by increasing the availability of sustainable seafood in the Twin Cities. Thanks to a grant from the Walton Family Foundation, Fish Smart builds public awareness to inspire people to make informed decisions that can create positive changes for our oceans' fish populations, nearly 80 percent of which are exploited, many nearing collapse.

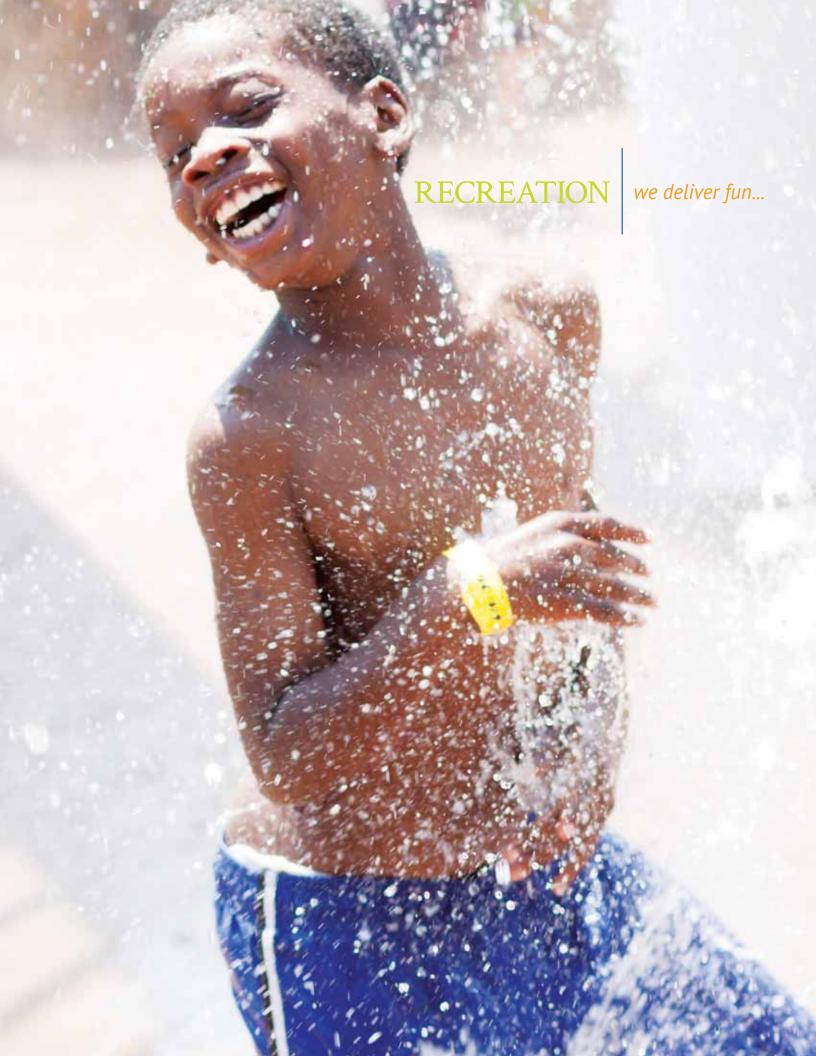
As part of Fish Smart, the Zoo is partnering with Whole Foods Markets of Minnesota to introduce a "Fish of the Month" program that encourages consumers to buy sustainable seafood. Each month, all Whole Foods Markets in Minnesota carry a selection at their stores, and Fish Smart partner chefs, including Chef Robert Wohlfeil from The Oceanaire Seafood Room in Minneapolis and Chef James Kohler from Luci Ancora and Ristorante Luci in Saint Paul, share their preparations and receipes for each monthly selection.



[CONNECTING STUDENTS-AT-A-DISTANCE TO ANIMALS AND NATURE]

To reach students who may not be able to visit the Minnesota Zoo, we launched a Distance Learning program in February 2012, following a year of development and testing. Thanks to funds from the Legacy Amendment's Arts and Cultural Heritage Fund and with a grant from the 3M Foundation, our Distance Learning program boasts a video conferencing studio with a high definition monitor; a highzoom camera for close examination of biomaterials and props; a custom-built transport and display box for the Egyptian fruit bats used during programs; and a "green" screen for Weather Channel-style video integration. In addition, cameras are now capturing the activities of live animals in three Zoo exhibits, with plans to greatly expand in the months ahead, creating just one more way for students to experience the Zoo from a distance.

The first two Distance Learning programs available in 2012 included "Moose Mystery: Minnesota's Vanishing Icon" and "Calls from the Wild: Exploring Animal Communication." In just four months, the Zoo delivered 35 separate programs to students in ten Minnesota counties, and reached audiences in Ohio, Michigan, New York, and Texas. To meet the growing Minnesota and national demand for STEM (Science, Technology, Engineering, and Math) curriculum in classrooms, the Zoo is now developing new programs to be launched in the 2012-2013 school year, focusing on engineering and the animal world.





[WALKING IN THE FOOTSTEPS OF DINOSAURS!] It was an extraordinary time travel experience when Zoo guests entered Dinosaurs!, a summer 2012 blockbuster exhibit sponsored by Think Mutual Bank. Featuring 15 larger-than-life animatronic dinosaurs, the exhibit included Tyrannosaurus Rex, Giganotosaurus and Brachiosaurus, who spit, roared, and reared. Representing the Mesozoic Era, approximately 230 million to 65 million years ago, the exhibit's unique plants, natural landscape and remote environment created an "out of this world" experience that helped contribute to the Zoo's record-breaking attendance this year. Daytime attendance during the exhibit totaled 732,792 guests, 44 percent of whom visited *Dinosaurs!*









[BRINGING LOCALLY-GROWN TO THE ZOO'S FARMERS' MARKET] The

Zoo welcomed the summer season with its first ever Farmers' Market, giving local residents and Zoo guests the chance to purchase fresh produce and other goods while supporting their local farmers and community. The Market also included weekly food demonstrations and Seafood Throwdown competitions organized by Fish Smart, another Minnesota Zoo program committed to sustainable, ocean-friendly fishing and aquaculture.

[TRANSFORMING THE CORAL REEF INTO THE TROPICAL REEF] The most peaceful place at the Minnesota Zoo was transformed this past year into a new Tropical Reef, an underwater cove of beautiful fish and relaxing ambient sounds. Formerly known as the Coral Reef, located in the Tropics Trail building, our newly-renovated Reef now includes realistic new artificial coral, an improved filtration system, better viewing areas, and hundreds of fish including new species such as the bluespot boxfish, lemonpeel angelfish, and sunburst butterfly fish. One of the most popular elements of the exhibit continues to be the interactive dive show, when aquarists scuba dive in the giant aquarium and answer guests' questions while under water. The most commonly-asked question? "Just how many fish are in that tank any way?" (Currently 350 and growing to about 600 next year).

[CONNECTING WITH YOUNG PROFESSIONALS] Two years ago, a group of young professionals formed YPAC (Young Professionals Advisory Council) and was tasked with creating an organization whose purpose is to engage this demographic with the Minnesota Zoo and its mission to connect people, animals, and the natural world. The result was AZUL, a membership-based organization of over 100 like-minded young professionals who are truly committed to conservation, education, and social activities in support of the Minnesota Zoo.

This past year, AZUL hosted its second Warm Up in the Wild event and its first Wild Night at the Beastly Ball; participated in an Earth Day Clean Up in conjunction with Friends of the Mississippi River; raised \$3,000 for our Tiger Conservation Campaign; and hosted its first Conservation Conversation. These intimate conversations provide AZUL members with opportunities to learn about short- and long-term volunteer projects, and to talk with local conservationists about career options.



[AMBASSADORS FROM THE WILDS OF THE FAR EAST] The Zoo launched a new American/European partnership to help secure a future for the newest addition on the Northern Trail-dholes (pronounced 'dols), also known as Asian wild dogs. With possibly fewer than 2,500 animals left in the wilds of Thailand, Russia, China, and India, dholes' major threats include habitat loss, lack of prey, and disease from domestic and feral dogs. Currently, dholes are found at only two other zoos in the United States. But working together with the European Association of Zoos and Aquariums (EAZA) and the Association of Zoos and Aquariums (AZA), the Minnesota Zoo will expand both the U.S. and European dhole breeding programs. We're off to a promising start: in May, three pups were born, significant births that will help ensure a self-sustaining population for many



[THE ZOO FARM TO FORK PROJECT] We all expect to eat fresh, locally grown and sustainable vegetables when dining out at fine restaurants throughout the Twin Cities. But it's also what our guests are served at the Minnesota Zoo, thanks to the Zoo's garden at the Wells Fargo Family Farm. Partnering with our on-site caterer Lancer Hospitality and working with Zoo volunteers David Schmidt, Bob Erickson and Sara Klasky, the Zoo launched a sustainability program called Farm to Fork.

The Wells Fargo Family Farm is a working farm where volunteers plant and harvest various crops such as Big Boy and cherry tomatoes, jalapenos, bell peppers, Romaine lettuce, and cucumbers. By using the locally-grown produce of Farm to Fork, Lancer Hospitality and the Zoo reduce consumption of fossil fuels in the transport of food products, eliminate wasteful packaging, and reduce the use of prepackaged, processed foods on the menu.

vears to come.











[\$76 MILLION FOR THE MINNESOTA ZOO!] In 2006, we launched the largest fundraising campaign in the Zoo's history and transformed the experience of visiting the Minnesota Zoo. Thanks to support from the State of Minnesota and gifts from individual, corporate, and foundation donors, the Heart of the Zoo campaign raised more than \$76 million to sustain and strengthen Minnesota's world leading Zoo.

The Heart of the Zoo campaign created more opportunities for guests to connect with wildlife, participate in science and educational activities, and gain a deeper appreciation for the wild places and habitats that sustain animals and people around the world. We are inspiring and activating our guests and our community to conserve the world's wild animals and wild places.

NOU & THE ZOO

[WE PARTIED WITH A PURPOSE] To raise money for our Zoo and to learn more about animals and the threats that are affecting them each and every day, the 2012 Beastly Ball Macaw Masquerade and its 530 guests raised nearly a half million dollars, including a record-breaking \$80,000 for Fund-A-Need targeted for conservation activities both in Minnesota and around the world. Beastly Ball Chair Carol Bossman and her committee created a magical evening of dining and dancing while guests opened their hearts and their wallets, joining together to support the Zoo. For the first time ever, the Beastly Ball also included Wild Night, a "crash-the-ball" event sponsored by AZUL, the Zoo's young professionals' organization.



[CLOCKWISE FROM LEFT] Clockwise from left: Maggie Walsh, Regan Gray, Warren Herreid, Jeannine Rivet, and Benit Gray; Carol Bossman, Lee Ehmke, Melissa Lindsay, and Lee Valsvik; Bryan and Jennie Smith; and Christopher Parish and Danielle Faribault

Beastly Ball











[CLOCKWISE FROM TOP LEFT] Hanna Buckley; Carmen and Jim Campbell; Katie and Jason Stockwell; Mardi and Ron Ringling; Carnaval Brasilero samba dancers and Nicholas Zimet; and Julie and Doug Craven



NOU & THE ZOO

[WE LIKE TO CELEBRATE] Throughout the year, the Zoo hosted events for members, music lovers, donors, community leaders, runners, golfers, foodies, and more. We enjoyed our beer and wine. We had fun running with our kids and families, golfing with our friends and coworkers, and listening to amazing music.

We opened our gates to honor those who have served our country. We closed our gates so that those with different abilities could have the Zoo to themselves. And we escaped the winter blues by creating our very own Tropical Beach.



[CLOCKWISE FROM LEFT] Music in the Zoo, Brew at the Zoo, Tiger Tracks 5K, William David Romans Golf Classic, Zoo Day at the Capitol, Fish Bites

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July 1, 2006-June 30, 2012

Visionaries

\$1,000,000

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The Minnesota Zoo is grateful to Leni and David Moore for their leadership and generosity.

CONSERVATION LEADERS & **SUPPORTERS**

"The truth is I have always loved animals and cared deeply about life in all of its forms," reflects Leni Moore. "It's essential that everyone has the opportunity to learn about the natural world and its inhabitants." Leni certainly did during her childhood visits to the Cincinnati Zoo.

As an adult living in New York City, Leni raised her children and built a career in investment banking, while also earning a certificate in conservation biology from Columbia University that introduced her to issues in conservation and the environment. Leni moved to Minneapolis in 2004 and became involved with the Minnesota Zoo, serving on the Foundation Board as Treasurer and Co-Chair of the Governance committee, and chairing the Beastly Ball. "I am delighted to be part of it," said Leni. "The Minnesota Zoo is a conservation organization that teaches guests and activates them to help in the conservation of natural habitat. The Zoo does a remarkable job of bringing to life what nature is all about and how important it is to protect it."

Adds her husband David, "I'm also impressed by how much the Zoo adds to the level of science education for children throughout the state of Minnesota."

Naturally, Leni and David support the Zoo's conservation programs, and have been impressed by Jeff Muntifering, a Minnesota Zoo Conservation Biologist who works in Namibia to protect endangered black rhinos in collaboration with Save the Rhino *Trust. The program is effective and growing—and in* need of more funding—so they hosted a fundraiser in their home this winter which raised \$38,000 for black rhino conservation.

"Seeing rhinos in travels to Africa brought this vividly to life for me. Since the Minnesota Zoo is very involved in this program, I wanted to share my enthusiasm for Jeff's efforts with friends and others who are interested," said Leni.

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July 1, 2011–June 30, 2012

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LIKE FATHER, LIKE SON



The Minnesota Zoo is grateful for this generous support from two generations of Hanleys.

Nine-year old Cade Hanley loves science, whether he's immersed in space and aviation camp or learning about the fascinating creatures at the Minnesota Zoo.

Adventurous visits to the Zoo with his dad have nurtured Cade's interest in animals, particularly in the Zoo's two tree kangaroos. Why? "They are interesting animals, and not too many people get to see them," explains Cade. "I figured out online that they are getting to be endangered."

When his father decided to increase his annual gift to the Zoo, Cade was inspired to make his own gift, too. Motivated by his special fondness for tree kangaroos, Cade challenged his school classmates to chip in with their own donations. The students enthusiastically agreed and considered several Zoo animals, with tree kangaroos and river otters as the two finalists. River otters won the final vote to receive the class gift.

Undeterred, Cade brought his dad to the Minnesota Zoo and donated his own allowance to care for the sweet marsupials. Cade was treated to a close-up visit with the tree kangaroos, who received special treats of yogurt and popcorn. "I felt very good," remembers Cade. Josh Hanley, a professional soccer coach and stay-at-home dad, is delighted by his son's generosity and determination. "Cade is a great kid, and we are teaching him about giving," said Josh. "We think it's important to give to good things that you believe in. We've been coming to the Zoo for 20 years and are happy to see how the Zoo keeps progressing. It's really nice."

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The Minnesota Zoo proudly recognizes Dave and Sara for their service, dedication, and support as volunteers and donors.

EXEMPLARY SERVICE & GENEROUS SUPPORT

"I was excited about the "New Zoo" from day one and knew I wanted to be a volunteer," states Zoo volunteer Sara Klasky. The master naturalist, master gardener, and day captain, recently celebrated 10,000 hours of service. Sara started as a Zoo volunteer in the spring of 1996, training as a year-round adult interpretive volunteer and sharing her enthusiasm with husband Dave Schmidt, who joined the volunteer team one year later. Growing up on a farm in rural Minnesota and helping his father in the dairy industry, Dave was excited about the planned farm exhibit and became involved early on as a Farm day captain.

Over the years Sara and Dave have been instrumental in a number of Zoo programs, most recently helping to create the Zoo's "Farm to Fork" program and starting a Volunteer Conservation Corps to deliver green education to Zoo quests. As a passionate conservation advocate and master naturalist, Dave brings his dedication to the Zoo community saying, "One thing that's kept us going for 15 plus years is that we've been given latitude to put ideas forward and get involved."

And involved they are. Dave and Sara teach classes, serve on committees, attend lectures and events, travel with the Zoo overseas, and advocate for Zoo support through the Zoo Coalition. In addition, Dave and Sara are Friends of the Zoo, supporting financially in addition to all of the time, leadership and experience they give so generously.

Their excitement has grown over the years as they've watched Director Lee Ehmke's plans for the Zoo come to fruition. Sara smiles broadly as she says, "I am amazed at what Lee has accomplished and know he could do even more with additional resources. I am so thrilled with his vision."

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AVEDA

The Minnesota Zoo is grateful to many companies in our region for their strong support and partnership, but is particularly thrilled when the mission of a company aligns so closely with the work of the Zoo. Since 2007 Aveda has sponsored the Zoo's summer butterfly garden, helping to further both organizations' commitments to the environment.

"As a user of plant ingredients, Aveda recognizes the importance of butterflies as plant pollinators and the critical ecosystem services they provide," says Chuck Bennett, Vice President of Earth and Community Care at Aveda. "We value the Zoo's efforts to educate their quests about butterfly diversity and also admire the Zoo's larger work on prairie butterfly conservation in Minnesota. An added benefit of this partnership for Aveda is the appreciation our employees have for the Zoo and the pride that they experience in seeing Aveda's support for the Zoo's mission when they visit."

With the support from Aveda, more than 130,000 children and adults participated in the Zoo's butterfly exhibit this past summer, learning about these beautiful and delicate pollinators and the important role they play in our world.

THINK MUTUAL BANK

In 2010, the Minnesota Zoo embarked on a new partnership with Rochester-based Think Mutual Bank during its expansion into the Twin Cities market. The partnership grew considerably this year when Think Mutual Bank came "roaring" in with major support of the Zoo's summer-blockbuster Dinosaurs!

"The Minnesota Zoo is a great community and business partner and has a reputation as one of Minnesota's finest attractions," said Kirk Muhlenbruck, Vice President, Market Development, Twin Cities Region. "We're proud to support the Zoo's excellent educational and entertainment opportunities, and we're pleased to have partnered with the Minnesota Zoo in both public and private events with results that have always been well planned, well received and first class?

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CREATING A LASTING IMPACT



The Minnesota Zoo gratefully acknowledges Karel's leadership and generous estate intentions as a member of the Circle of Life Society. Karel Weigel was delighted to receive a call from Gov. Pawlenty's office in 2005 appointing her to a seat on the Board at the Minnesota Zoo. A respected leader in Rochester with many community connections, Karel was serving as administrator for community relations at Mayo Clinic and was deeply involved in her Rotary Club. "As I thought about it," she remembers, "I realized there is nothing I'd rather do than serve on the Zoo Board."

Her passion for biology and natural sciences made the Zoo a perfect fit. Karel began her career planning to become a biology teacher, but a summer job in hospital health information management led to a career change and ultimately to Mayo Clinic. "The natural sciences gave me an appreciation for the interconnectedness that plants, animals and all of us share. This fascinates me and is critically important to our understanding of ourselves."

A believer in education and conservation, Karel appreciates how the Zoo teaches visitors about their world and the importance of conservation. "The Zoo illustrates how human activities affect the world. As we destroy the rain forest, the chain reaction impacts climate change, plants and animals; the world's food supply. These lessons help us understand our personal responsibility."

Karel's desire to better the future inspired her to include the Minnesota Zoo in her estate, and join the Zoo's Circle of Life Society. "My advisor helped me designate part of my retirement plan," she reflects. "Because I don't have children, I can do something to help other people's children, now and in the future. Some people ask, 'What can I do, I'm just one person?' but many gifts together can create a lasting impact."

REMEMBERING JENNY ENGH



"I believe we have all been given an opportunity to leave things better, helping others improve their lives." Jenny Engh, 1959–2012

Jenny Engh was a remarkable woman, and her life was an inspiration to many. Numerous Zoo staff members, Trustees and volunteers are proud to have called Jenny a friend and are honored to have known this smart, giving, accomplished and caring individual.

Serving as a Minnesota Zoo Board Trustee since 2005, Jenny shared her passion for community service and helped achieve a number of milestones in the Zoo's history, including the opening of the Cargill Environmental Education Center in 2011. Jenny was also a charter member of the Minnesota Zoo and perhaps one of its earliest, if not youngest, donors. When she was a child, local television personality Casey Jones asked kids to send in money to help get the "New Zoo" started. Jenny saved up her allowance and mailed in \$2.00 taped to a piece of paper. She received a "charter member" card for the new Minnesota Zoo to put in her wallet. Just before she died, Jenny told us that she still had that card

Jenny's generosity continued this past year when she joined the Circle of Life Society, leaving the Zoo in her will. In honor of Jenny's work on behalf of the Minnesota Zoo, the Sky Classroom, one of four classrooms in the new Cargill Environmental Education Center, was named in her memory. The children who explore nature and learn about wildlife in this classroom will have opportunities to leave things better for the next generation...just like Jenny.

Kathryn and James Green Sheldon I. Greenberg* Margaret H. Gruver* Donald H. Hageman and Ruth A. Hageman Trust Rae Nan Harmon Roberta W. Hedge Joyce L. Huff Bruce E. and Terry L. Hutchins Mary L. Kolderie Pat Koors Eric and Christine Martick Dick and Joyce H. McFarland Mary Ann McNeil and David Higgins Marjorie Mereen Susan Morisato and Tom Remec Karl-Thomas Opem* Dr. Julien V.* and Charlotte Petit Phyllis S. Poehler* Laurie Pumper The Estate of Dr. R. H. Reimer Ellis B. Rittmaster* Alison E. Roberts Mendon F. Schutt Family Fund of The Minneapolis Foundation Sharon M. Spernick Estate of Margaret M. Theisen Christopher and Jeralyn Thelen John E. Tilton Trust Maude A. Trask Fund Hugh A. Tyndall Caroline L. Vernon Donald Weesner Charitable Trust Karel M. Weigel Joseph and Pat Yenkosky Steven J. Zellmer Estate

Memorial and Honorary Gifts Gifts of Honor

In honor of Vickie Batroot Betty Hawk

In honor of Scott Bennett Betty Hawk

In honor of James Biesinger for a wonderful day at the Zoo Terry and Drake Talbert

In honor of Sophia Blumenthal Claire Dunlap

In honor of Kathleen Brooks Betty Hawk

In honor of James R. Campbell Greater Twin Cities United Way

In honor of future veterinarian Emily Carr

Timothy and Jennifer Carr In honor of Lynn Davie for being such a wonderful friend and

Michael and Kamarie Livingston

In honor of Patricia Dirks Tricia's OE Team

In honor of Martha Erickson Sandra Scherb

In honor of the Andrew J. Fish Family

Margaret and Brian Brosnahan In honor of Kyla and Addison Groehler horn going to the zoo

Groehler, born going to the zoo Bonnie Fisher In honor of Jennifer Gustason, a great Zoo staff member Robert Gustason In honor of Andrew Haertzen

Mark and Cynthia Haertzen In honor of Art and Judy Jytyla's 50th wedding anniversary Jack and Joan Barrett

In honor of Peter Koelsch Betty Hawk

In honor of Carlye Landin Betty Hawk

In honor of Peter Maritz on the completion of his dissertation John and Kathy Colwell

Jeff and Helene Slocum

In honor of Eric Mattson Megan Hard

In honor of Leigh Mazion Betty Hawk

In honor of Christine McKnight Lynn Kirk

In honor of Minnesota Zoo staff and volunteers

Steve and Susie Jedlund In honor of Veronica Diane Mool Elizabeth and Jonathan Mool

In honor of Oliver Nairne Stephen Nairne

In honor of my daughter, Amy Olsen

Patrice Nadeau and Stephen Trudeau

In honor of Christopher Parish Danielle Faribault

In honor of Yolanda Pauly William Dunlap and JoAnne Pastel Kristen and Jeffrey Starkman Jessica and Peter McDonald Lupita Forsyth

Leslie and Jerad Hahn In honor of pets that have and continue to enrich my life

Sandra Erickson
In honor of Pothos

Nicholas Zimet and Liz Sanborn

In honor of Aaliyah Proctor John Dagger and Ellen Weissbrodt

In honor of The Sharp Family Debra Hoffmann and Wiley Sharp

In honor of Victoria and Aidan Smith

Abigail and Jeffrey Smith In honor of Sam Struthers

Nancy and Steven Struthers In honor of Robin Torgerson Betty Hawk

In honor of Tom Waldon Betty Hawk

In honor of Jennifer Weixel Betty Hawk

In honor of Betsy Weyerhaeuser Frederick Weyerhaeuser Spencer and Catherine Morley Julie and Timothy Heidmann

In honor of Linda Zabel Betty Hawk

* Deceased

Gifts in Memory In memory of Wilma Grace Anderson Verlon Anderson In memory of Matthew James Boenigk Walter and Gloria Boenigk Bill and Nancy Vaughn In memory of Ray Bonnabeau Howard and Gail Wold In memory of Jim A. Cook Anonymous David and Christene Airy Leland and Norma Baie Bob and Marylin Cook John and Joyce Cook Theresa and Curtis Cook Andrea Diaz John A. Gaffney Daniel and Sandra Good Jacqueline Halterman Dorothy Holland Philip and Marilyn Holland George Keagle Philip and Beverly Leipold David and Jaimi Romans Paul and Judith Romans Terry and Mickey Lou Vandekamp Denny Holland Warren Keagle Sally and Robert Niffenegger Norma Slaughter Clare Stephens Shirley Titus In memory of Thomas Crosby, Sr. Judy and Malcolm W. McDonald Family Charitable Account In memory of Donald Dayton Judy and Malcolm W. McDonald Family Charitable Account In loving memory of Anne Hatch Jerrold L. Boardman and Mary E. Cayan R. Mark Frey, Mona Walden-Frey and Hannah Song-Yee Frey Michael and Patricia Hatch Barbara Haug Paul Heckt Josephine Johnson Thomas A. Keller III **Janet Robert** Lisa Rotenberg Kirk Wythers and Alyssa Rebensdorf In memory of Jenny Engh Ellie and Tom Crosby Peter Maritz Terese and Thomas Mitchell Karel M. Weigel In memory of Eric Hayes Apropos Studio, Inc. James and Laurie Hayes Edwin and Lori Schultz

Chuck and Mary Kiester Susan Kubiak David and Wendy Kunz Thomas and Patricia Lewis Robert and Jayne Lindgren Diane and James Martin Theodore and Marjorie Pittorf John and Marsha Woodworth In memory of Lynn Niznik Mark E. Niznik In memory of William David Romans Anonymous Paul and Peggy Adelmann Sum and Jen Ambur Donald and Jayne Archibeque Karl and Carmen Arensdorf Chris and Wendy Baumgardt Connie Belk Kenneth and Sandra Berger Brian Black Blaine Central Veterinary Clinic Connie Braziel Matthew and Jennifer Calnan Clay and Sunshine Carter Nancy and Jim Cook Angela Cortese Deborah Croker and Rick Treece Luke and Molly Dandelet Rochelle DeGroot Christopher and Kelly Dillon Mike and Lisa Doyle Juya and Jean-Marie Ebrahimi Elijah Edwards Matthew Edwards James and Susan Elsass **Emergency Physicians** Professional Association Kacia Engel and Troy Fiesel The Estacio Family The Fautsch Family Michael and Erin Florin Fridley Children's and Teenagers' Medical Center Stuart Fritz Alan Fuller Chad and Jennifer Gednalske Michael and Kimberly Glynn Jeffrey and Susan Hafferman Steve Hagen Jeff and Kiersten Hathaway Nicholas and Nicole Hendrickson Benjamin Hinrichsen and Angela Cook Denny Holland Mari Ito Warren Keagle William and Kathi Keig Bowen and Amy Keller Michael and Megan Knudson Keith and Heidi Koland Robert and Dana Kolb Megan and Michael Kowalski Dylan and Wendy Laine Mike Leavengood Kyle and Kymberly Lehenbauer Dana Lindsay and Tim Pabst

Ling Family Dentistry Jean and Mary Kathleen Linn Thomas and Mary Lujan Jeanne and Terry Lund Dean and Melissa Macal Kristin Mack Chris and Carolyn McClain Michael and Lisa McGinn Marcie Michaelsen-Reynolds Linda Middlebrook Ian and Beth Moorhead Sally and Robert Niffenegger Jason and Stacy Nugent Phil and Cassy Ordway Heather Paradise Michael M. Parish Gregory S. Park Frank and Jennifer Petronis Pioneer Credit Company Chad and Lindsay Reuter Jamie and Jennifer Riesterer Dawn and Andrew Rolling David and Jaimi Romans Paul and Judith Romans Marshall and Teleen Saunders Anne and Michael Schwemm Daniel Sipple Norma Slaughter Jason Smith and Monika Linowska-Smith Clare Stephens Adam and Jenny Thomas Robert Thomas Craig Thomka **Shirley Titus** Treasure Island Resort & Casino Ryan and Alison Vandewiele Bill Von Bank Walser Roseville Buick - GMC Colleen Weed Maggie Weigel Chris and Nancy Wendell David and Betsy Weyerhaeuser Josh and Kimberly White Andrew Winter Walter Yee In memory of my dear cousin Robert Rutkowski Dana Mireles In memory of Sage, my beloved feline friend Kimberly Hruby In memory of Sparky Doug and Mary Johnson In memory of James H. Streater Christine M. McKnight Harold and Louise Streater In memory of Alton Tekse Alan and Julie Baumgartner In memory of Bart and Helen Trombley

John and Diane Tapper

In memory of Ron Wiger

Donna Sandstrom

In memory of Rene Van der Haeghen

Charlotte Van der Haeghen

Every effort is made to ensure the accuracy of our records. If our report contains errors or omissions, please contact us at 952.431.9237 so that we may extend our apologies and correct our records

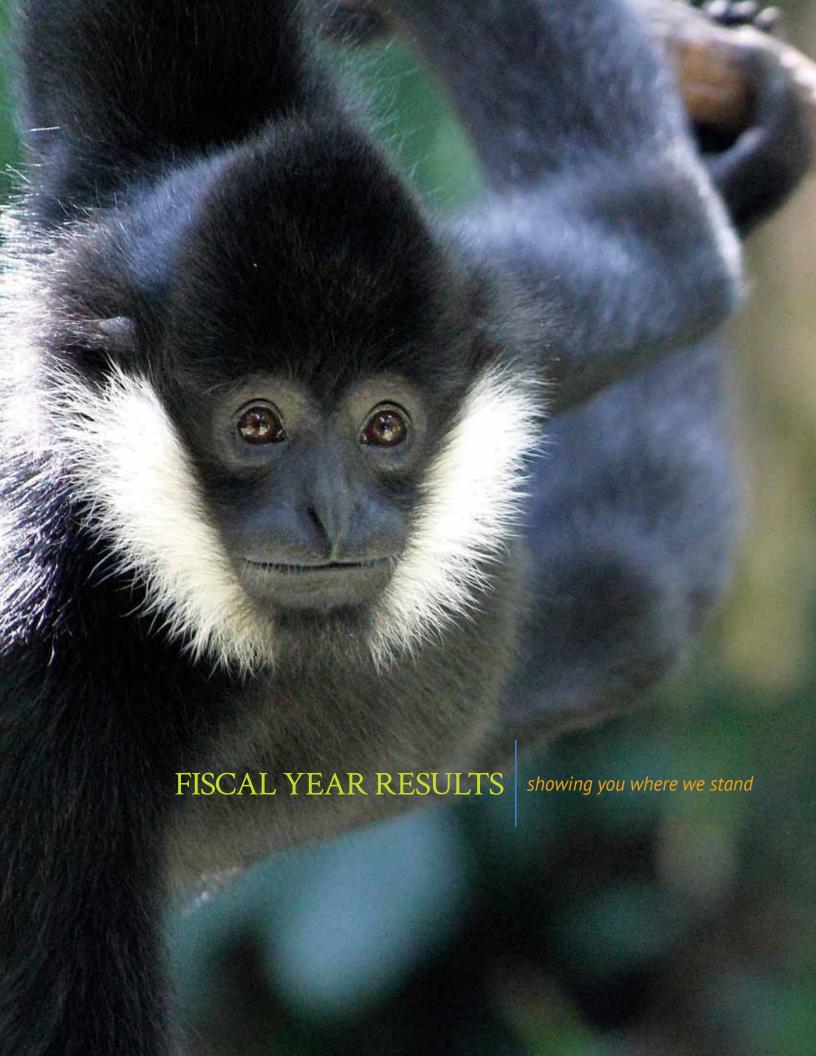
William and Inger Schultz

John and Cindy Folsom

Janet and Mark Gjerde

Janet Carney

In memory of Jenny Rebecca Mahan





Statement of Revenue and Expenses for the Fiscal Year Ending June 30, 2012 Unaudited

Revenue

Earned Revenue	\$14,402,971
State Appropriation	5,591,000
Legacy Appropriation	1,500,000
Contributions	
TOTAL	\$23,586,418

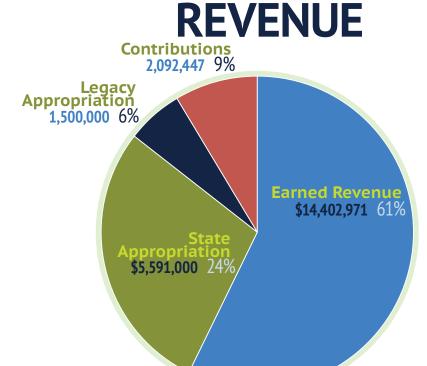
Expenses

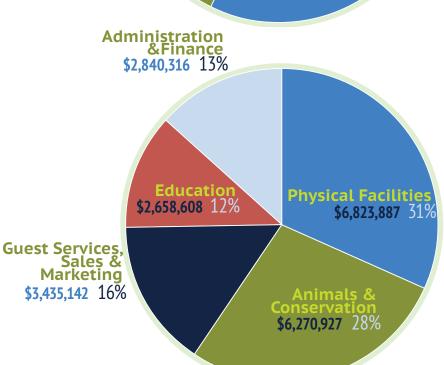
Physical Facilities	\$6,823,887
Animals and Conservation	
Guest Services, Sales & Marketing	3,435,142
Education	2,658,608
Administration and Finance	2,840,316

TOTAL \$22,028,880

Capital Disbursements Funded from Operations

i unucu nom operations			
New Generator Lease Purchase	\$210,312		
Equipment Purchases	106,106		
Equipment Lease Purchase			
Energy Improvement Debt Roof Repair Debt Service Building Improvements	15,973		
		TOTAL	\$515,564
		TOTAL Operating Expenses and Capital Funded from	\$22,544,444
Operations			
Net Cash	\$1,041,974		
Prior Year Fund Balance	\$1,651,761		







Fund Balance June 30, 2012

\$2,693,735

Statement of Revenue and Expenses for the Fiscal Year Ending June 30, 2012 Unaudited

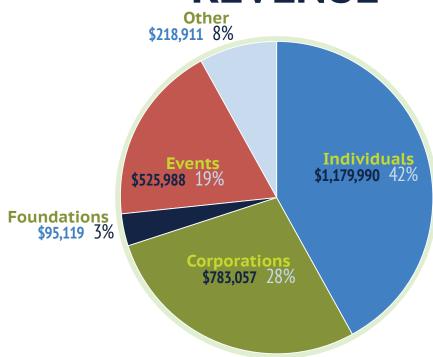
Revenue

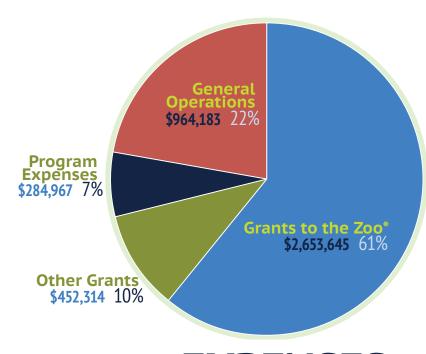
INC V CITUC	
Individuals	\$1,179,990
Corporations	
	525,988
Other	
TOTAL	\$2,803,065
Expenses	

TOTAL	\$2,000,000
Expenses	
Grants to the Zoo*	\$2,653,645
Other Grants	
Program Expenses	284,967
General Operations	
TOTAL	\$4,355,109
Net Expense Over Revenue **	(\$1,552,044)
Net Assets, Beginning of Year	\$5,611,057
Net Assets, End of Year	\$4,059,013

^{*} 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

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Lee C. Ehmke

- Term expired June 30, 2012
- ** Resigned
- *** Deceased

2012 Annual Report Production

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