

ANNUAL GENERAL MEETING 2020



BUILDING THE FUTURE



AGENDA

1. Welcome & Confirmation of quorum
2. Meeting called to order & approval of Agenda
 - a.) Introductions
3. Approval of Minutes from Annual General Meeting, 2019
4. Vision, Mission, Values
5. Amend FHPZ's Bylaws to enable charitable status
6. Approve an amendment to the Letters Patent to enable charitable status
7. Election of 2019 Board of Directors
 - a.) Introduction of Board of Directors
8. Financial Statements, Auditor's reports
9. Appointment of Auditor for 2020
10. Reports
11. Q&A
12. Adjournment

APPROVAL OF MINUTES

- Minutes from AGM 2019
- Only those members present at AGM 2019

FHPZ: VISION, MISSION

VISION

To ensure there is always a free community zoo in High Park for families to enjoy.

MISSION

To enhance High Park Zoo for the benefit of all visitors by leading activities that engage the community, while promoting education, awareness and fundraising for the Zoo.



FHPZ: VALUES

Accountable – we will be responsible, transparent and accountable to all of our stakeholders

Professional – we will at all times conduct ourselves in a manner that is both professional and respectful

Collaborate – we will work collectively with each other and others in order to achieve our goals

Community Oriented – we will engage in initiatives and activities that support High Park Zoo and the community



CHARITABLE STATUS

Loss of Charitable Partner

- FHPZ lost its charitable partner in 2019 (Toronto Parks and Trees Foundation)
- The City of Toronto has stepped in to help out the Zoo with significant donations toward the Master Plan by accepting funds and issuing tax receipts
- FHPZ is seeking charitable status
- Three Main Advantages of Charitable Status:
 - FHPZ would qualify for a broader range of grants
 - FHPZ could issue tax receipts for donations
 - FHPZ would pay less HST



CHARITABLE STATUS

Amendments to Operating By-Law

- Deletion of the “Dissolution” provision
- Deletion of our “Purpose and Objects” provision

Both “Dissolution” and “Purchase and Objects” to be updated as set out in the Letters Patent, as amended below



CHARITABLE STATUS

Amendments to Letters Patent

- Amended as required by charitable law:

1. Objects

- (i) To support the operation, maintenance and capital needs of the High Park Zoo;

- (ii) To develop and operate programs for, and to educate and increase the public's understanding of, the protection, preservation and care of wildlife at the High Park Zoo;

- (iii) To receive, maintain, manage and invest a fund or funds and to apply, from time to time, all or part thereof and the income earned therefrom for the benefit of the purposes carried out by the High Park Zoo.

2. Dissolution

Upon dissolution of FHPZ, the assets will be distributed to the City for the benefit of the Zoo, and if the Zoo no longer exists, to a similar charity.

3. Corporation to be Subject to the Charitable Accounting Act



MEMBER VOTING: 2020

Proposed Board of Directors:

Mat Scolozzi (re-election - 1 Year Term)

Catherine Murray (re-election - 1 Year Term)

Amy Strizic (new - 2 Year Term)

Melanie Fernandez (new - 2 Year Term)

Existing Board Members: 1 Year Term Remaining

John Formosa

Simone Stock

Chris Diceman

Esme Markle

Sarah Doucette

Ana Sainz

Councilor Gord Perks - ex-officio



FINANCIAL

- Financial Statements 2019
- Auditor's Report:
Sloan Partners LLP

AUDITOR 2020

- Appointment of Auditor for 2020:
Board to select

ENHANCE & SUSTAIN

OPERATING FUND

Programming:

Grant Applications

- Capital
- Docent - Tours

SHORT TERM

CAPITAL FUND

Enhancement:

Benches. Master Plan, Llama Pen, Corporate Donors, Gate Competition

MEDIUM TERM

ENDOWMENT FUND

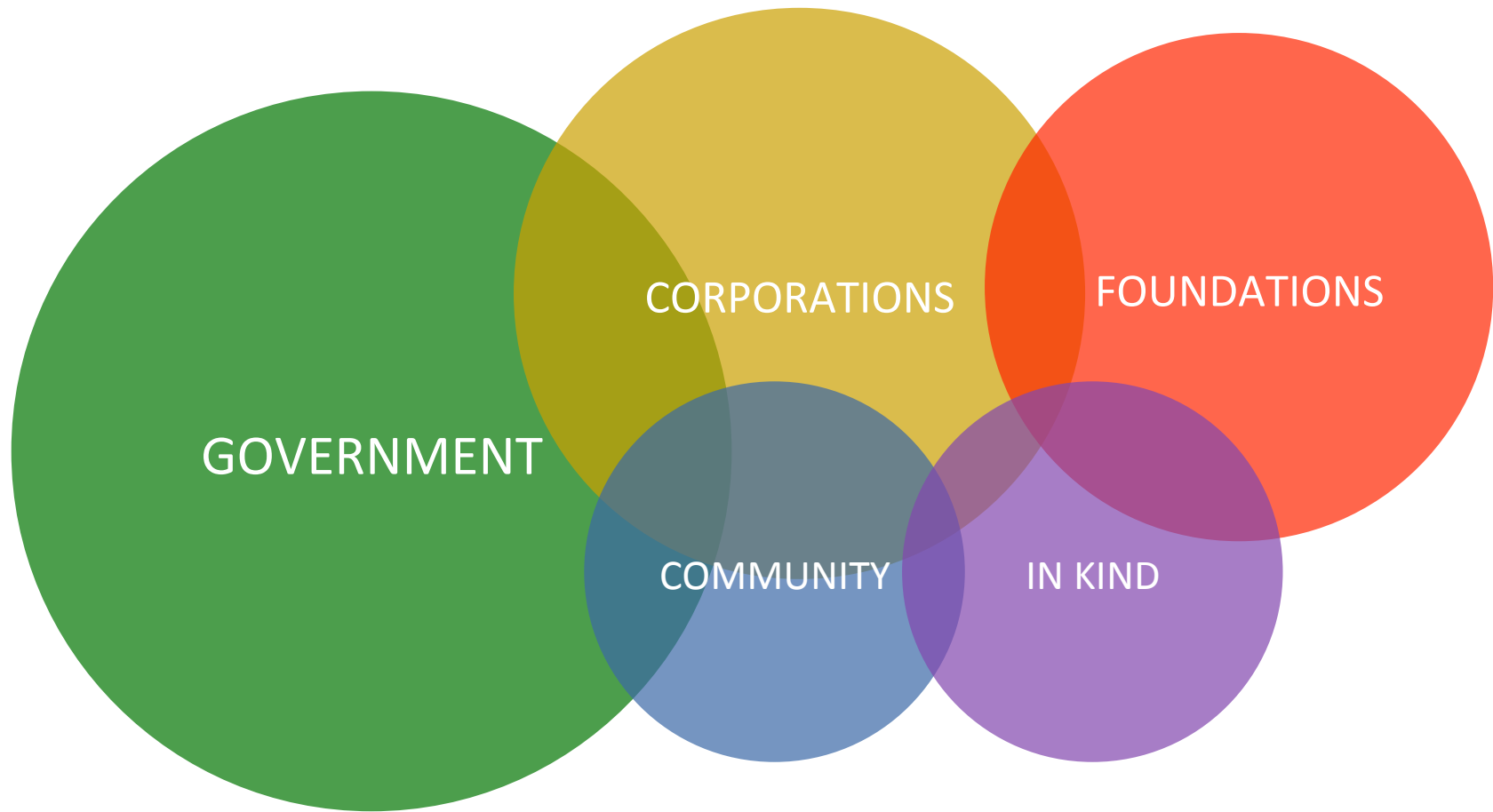
Sustainability:

Foundation & Legacy Donor Applications

LONG TERM

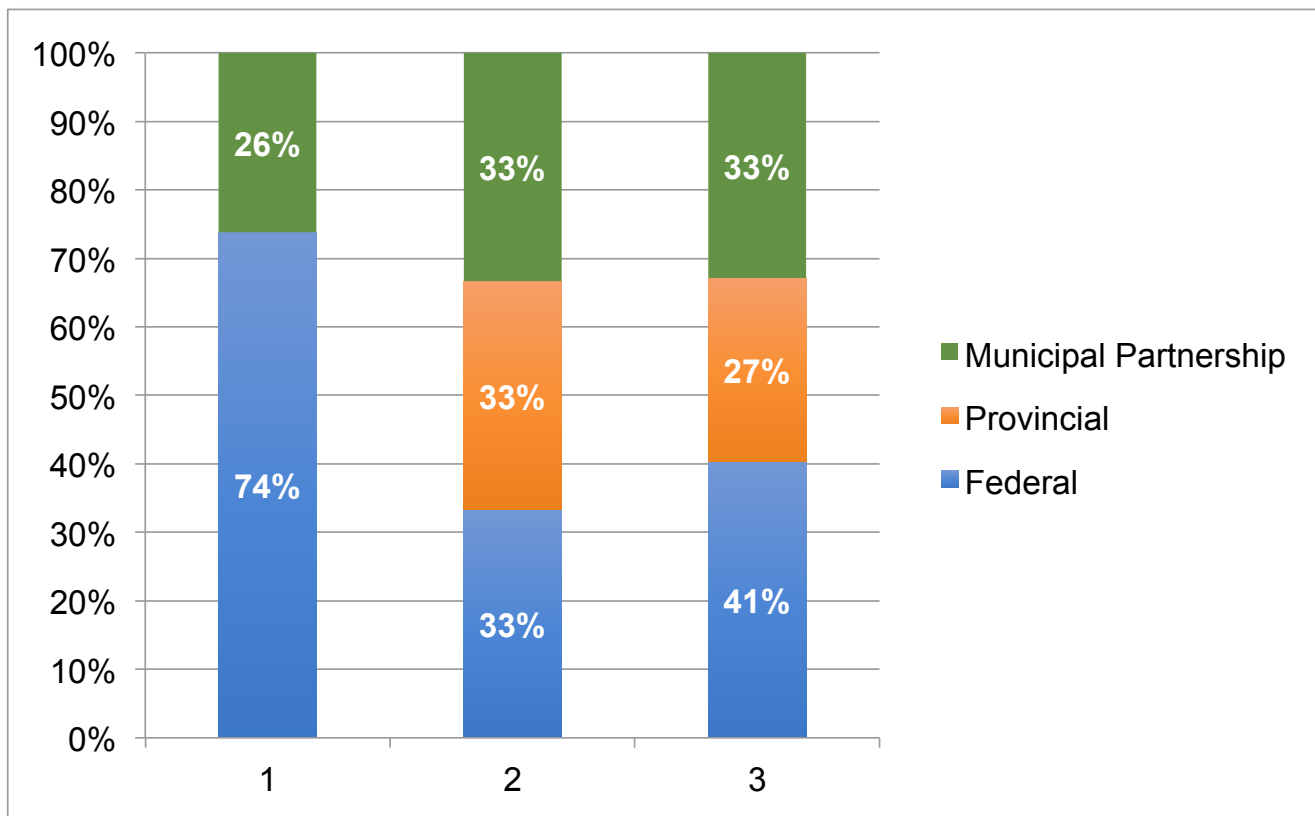


FUNDRAISING STRATEGY






Inclusive Funding Model

MP: PHASING - FUNDING



SUMMARY

FUNDING SOURCE		Phase 1	Phase 2	Phase 3
	Federal	74%	33%	41%
	Provincial	0%	33%	27%
	Municipal Partnership	26%	33%	33%



MP: PHASING - FUNDING

2020-2022

PHASE 1

- Llama Building
- Deer Pen Road
- Green initiatives/planting
- Storm water management
- Heritage Building
Remediation

\$4.2 M

2023-25

PHASE 2

- Animal Exhibit Upgrades
- Accessibility Upgrades
- First Nations Exhibit
- Playground
- Entry Gates/ signage
- Washroom facilities

\$8.3 M

2025-30

PHASE 3

- Exhibit Upgrades 2
- Accessibility Upgrades
- Entry Gates/signage 2
- New Animal Pavilion

\$10.1 M



FINANCIAL HIGHLIGHTS

	2019	2018	
CONTRIBUTIONS			
Donations	72,537	53,472	35.7%
Fundraising Events	9,856	21,555	-54.3%
Grants	3,391		
Interest Income	1,398	1,115	
Donated Goods		6,483	
Pledges		770	
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	87,182	83,395	4.5%
EXPENSES			
Professional Fees	15,727	5,665	
Fundraising Expenses	9,771	39,940	
Office and general	3,697	3,467	
Insurance	3,233	3,132	
Amortization	-	843	
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	32,428	53,047	-38.9%
EXCESS OF REVENUE OVER EXPENSES			
	54,754	30,348	80.4%

(1) Net income up 80.4% to \$55K, driven by lower expenses and a 4.5% increase in revenue

(2) Expenses were lower vs 2018 that included our Peacock Gala. Spent more on Professional Fees on a path to Charitable status

(3) Approximately 42% or \$37K was collected by our volunteers at the Llama Exhibit and in Donation Boxes.



FINANCIAL HIGHLIGHTS

CASH FLOW

	2019	2018	
Net cash from operating activities	47,564	40,560	17.3%
Development costs	<u>48,019</u>	<u>26,583</u>	80.6%
Net (decrease) increase in Cash	(455)	13,977	

(1) Net cash flow was invested in Development Costs (\$48K) furthering our Phase 1 and 2 projects.

BALANCE SHEET

Development costs	303,995	255,976	18.8%
Quick assets	295,552	290,514	1.7%

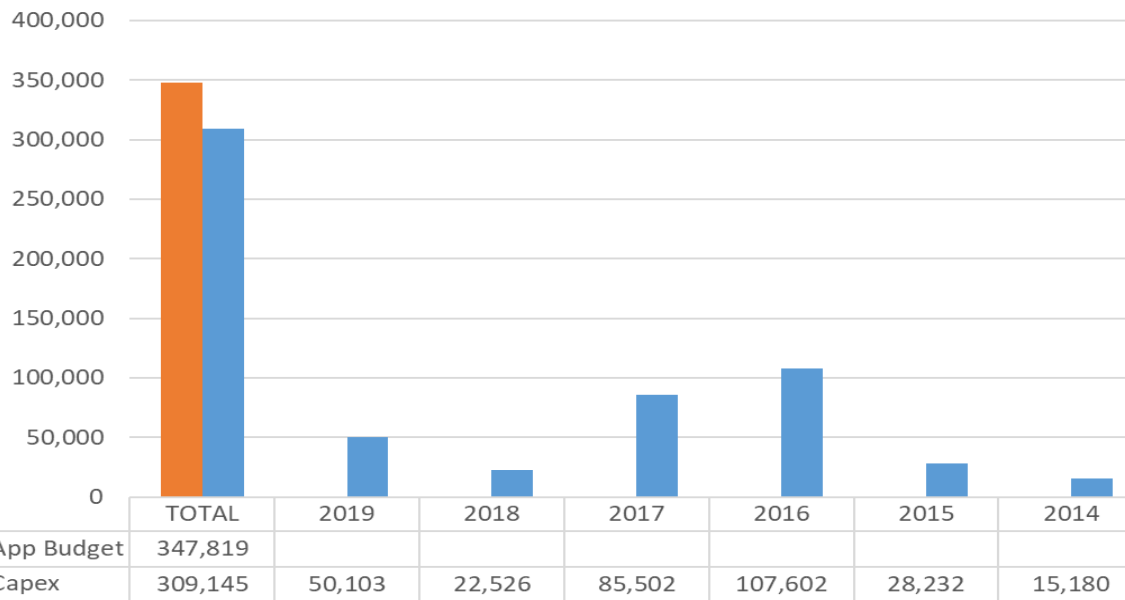
(2) Total Development Costs sit at \$304K roughly half of our total Assets of \$608K

(3) Our quick assets rose 1.7% to \$296K - well prepared to fund roughly \$260K for Phase 1.



FINANCIAL HIGHLIGHTS

FHPZ CAPEX Spending

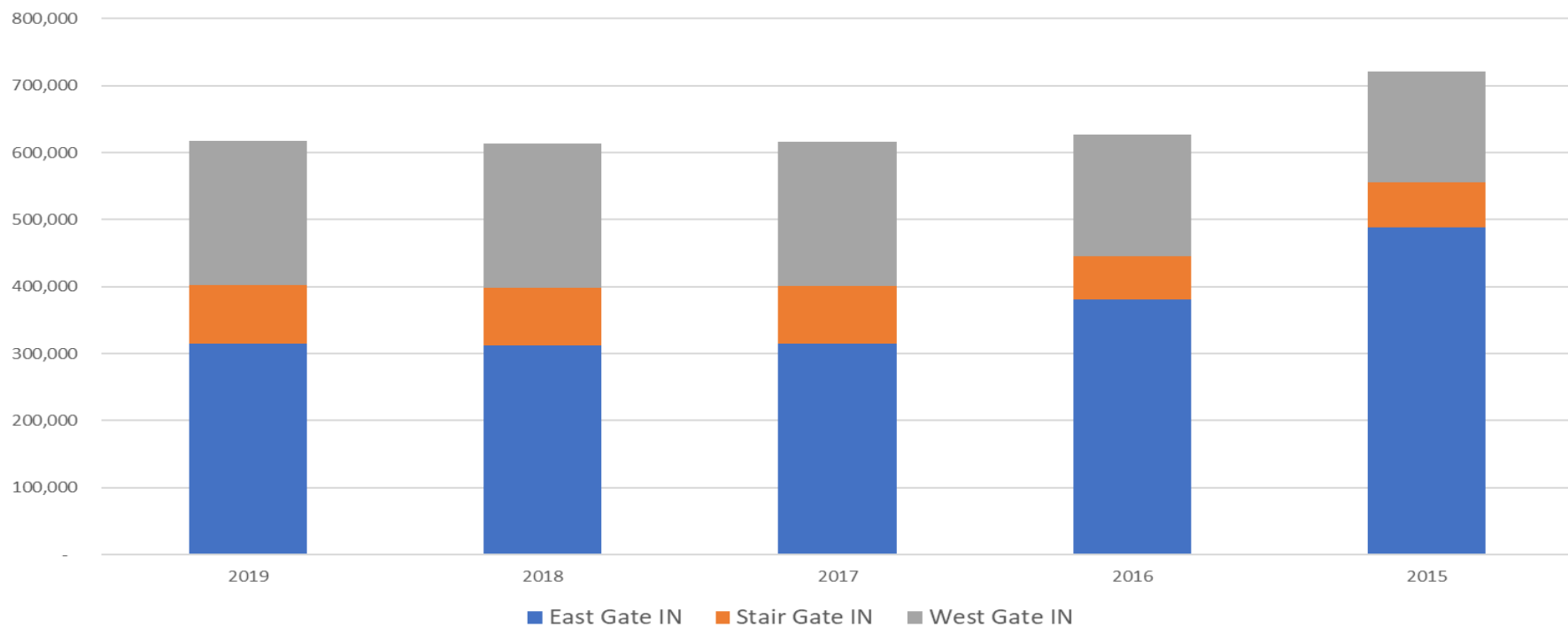


(1) Continued spending on soft costs of Master Plan: \$32K on Phase 2, \$18K on Phase 1.

(2) In 2020, we approved the Llama Building Project - \$746K in Hard Costs, \$3K in Soft Costs (\$50K of Soft Costs spent)

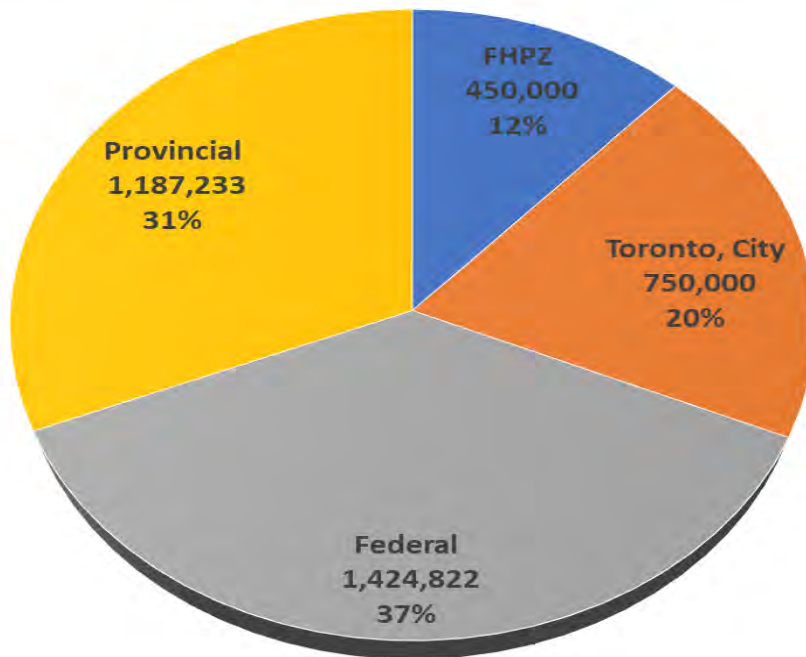
(3) Construction expected to start September 1, 2020 until April 2021.

HIGH PARK ZOO ATTENDANCE



FINANCIAL HIGHLIGHTS

FHPZ Deer Pen Trail Project (Phase Two) - Funding



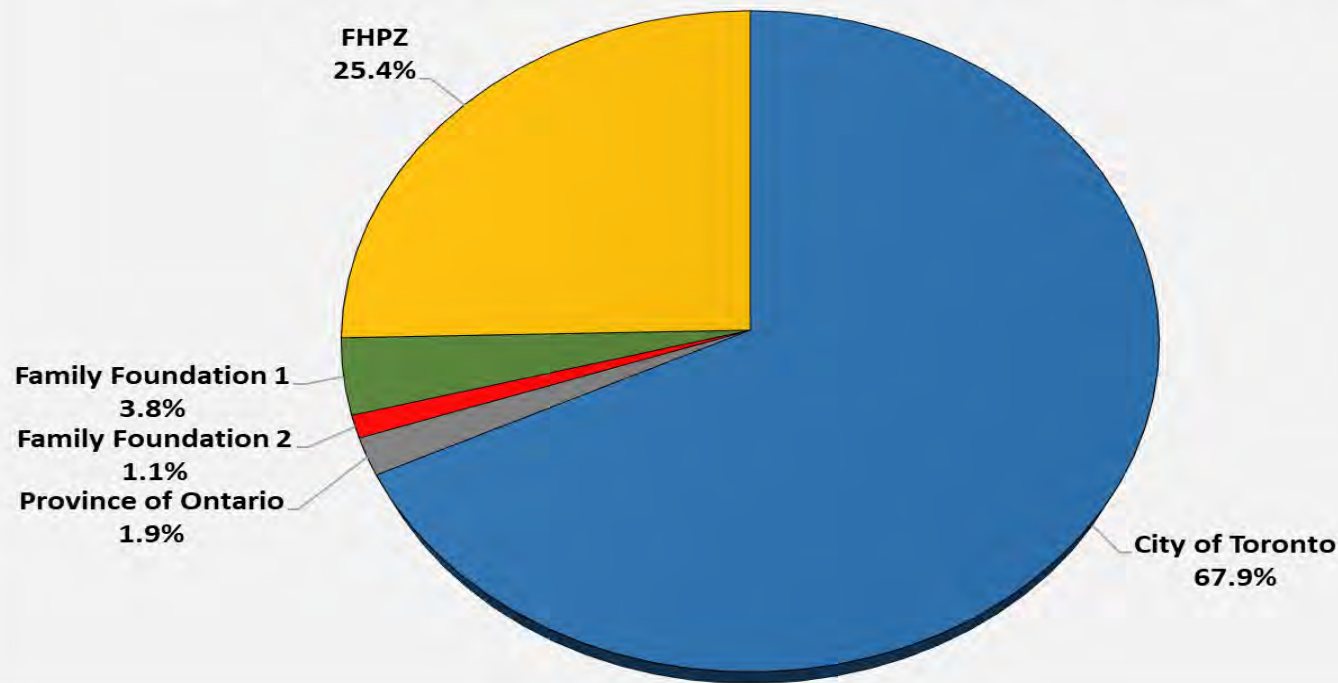
(1) Our Phase 2 Trail project is \$3.8 million, (\$250K of Soft Costs incurred to-date and \$3.6 million of Hard Costs)

(2) Leveraging our Soft Cost design investment, \$750K of City funding, we have applied for \$2.5 million of Federal/Provincial ICIP funding

(3) Project demonstrates inclusive funding model and will target much needed improvement to the road and infrastructure

FINANCIAL HIGHLIGHTS

FHPZ Llama Building Project (Phase One) - Funding



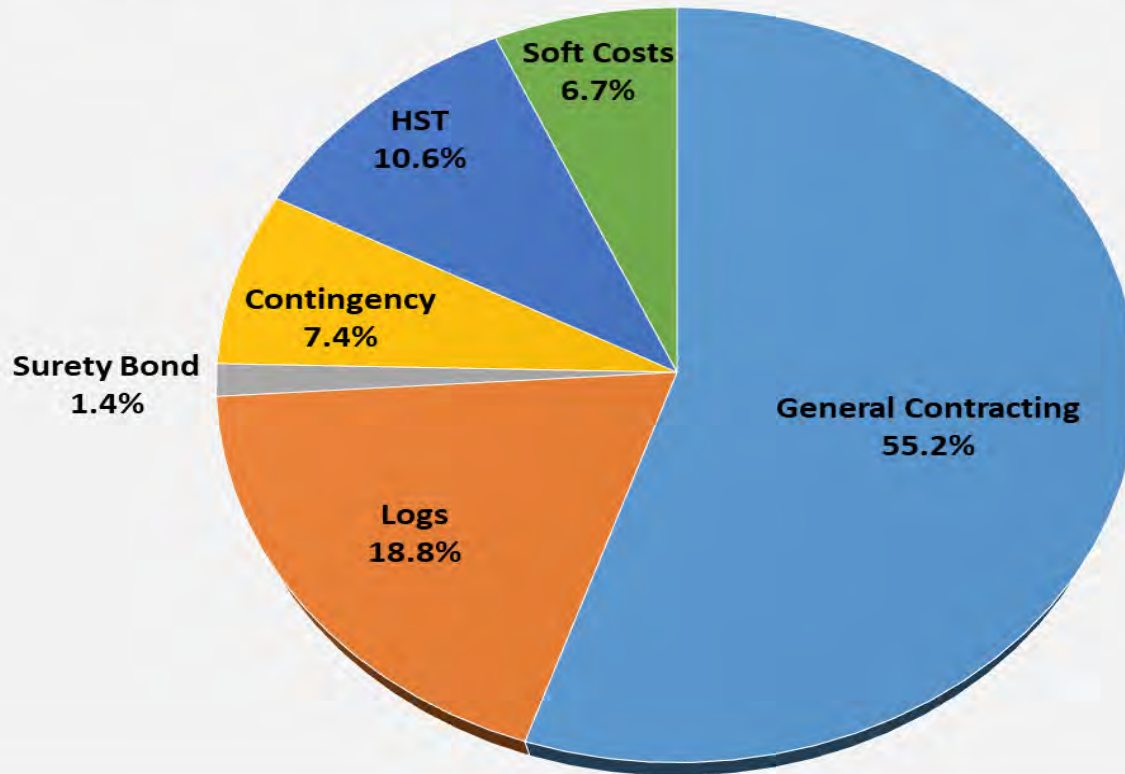
(1) Roughly \$800K project funded by our inclusive funding model

(2) 25% (\$256K) FHPZ, 5% (\$39K) Family Foundations; and 70% (\$543K and \$15K) City of Toronto & Province of Ontario



FINANCIAL HIGHLIGHTS

FHPZ Llama Building Project (Phase One) - Costing



(1) Project lead by FHPZ's \$50K investment in design and consultants

(2) 74% of the Project is hard costs of GC and Log Builder, while the remaining 26% includes HST, Contingency and Soft Costs and Surety Bond.



LLAMA BUILDING

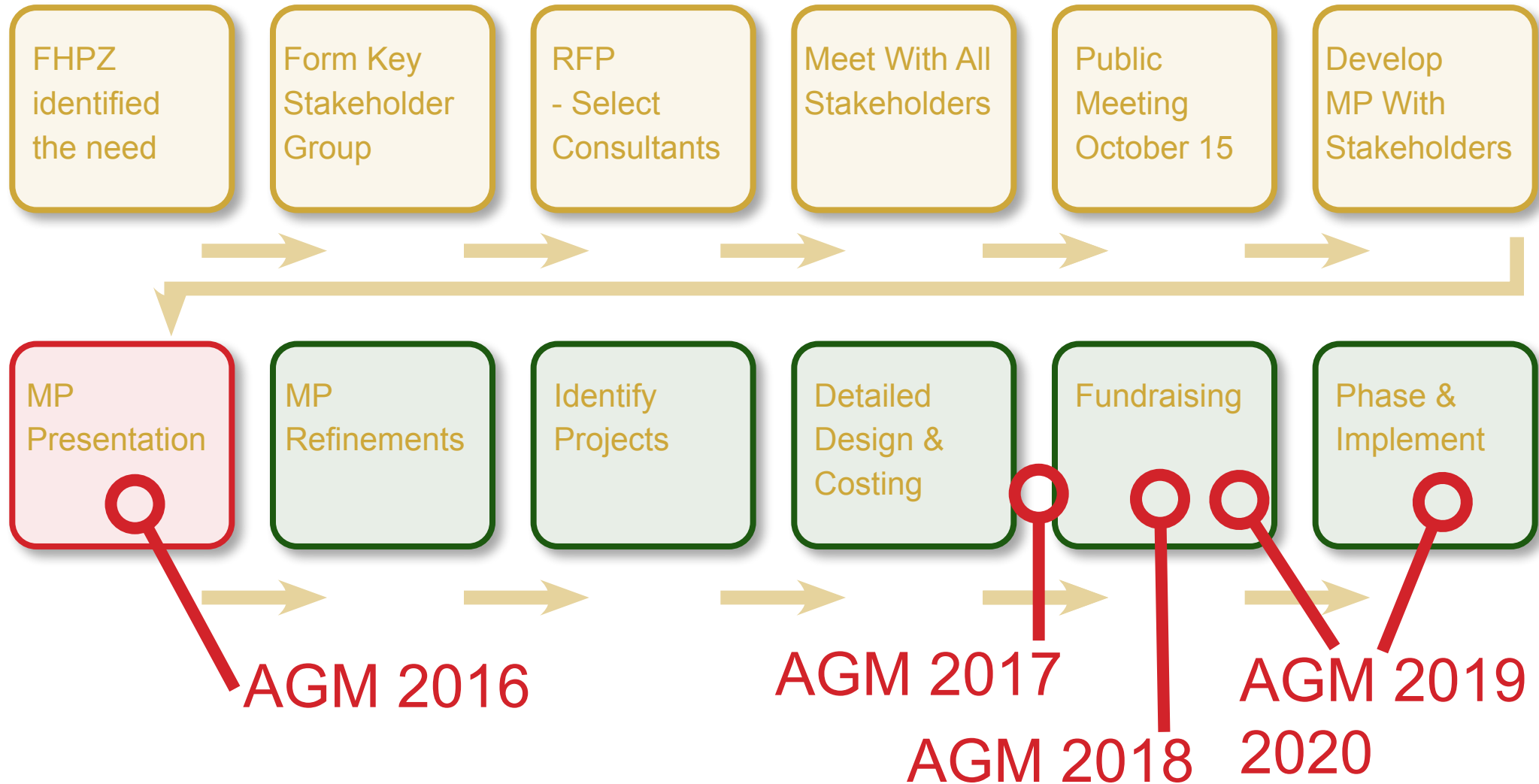
- Permits Secured
- Funding Secured
- Contractor Secured
- Construction September 1, 2020 - April 1, 2020



MASTER PLAN



MASTER PLAN



GRANTS & SPONSORSHIPS

- **We applied for 27 separate grants and/or sponsorships since the last AGM**
- **Grants writing hampered by lack of charitable registration status**

Awarded for 2020:

Meridian	\$1,000.00
High Park Western Beaches	\$8,896.67
Honey Family Foundation	\$50,000.00

Awarded for 2019:

Griggs Family Foundation	\$4,000.00
Honey Family Foundation	\$16,000.00

Notable declines:

Alternia Savings, General Motors, Nissan Canada Foundation, Park People, RHB Giving Back, Tree Canada, Terrapure Environmental



EVENTS

- 2019 saw FHPZ hold events at the Zoo and off premises
- These events are meant to engage various stakeholders and except for the SBM, are not considered a significant source of revenue for FHPZ.
- 2020 events have been limited to only one held before the restrictions of COVID -19 were imposed.

2019 Event PL				
Event	Revenue	Expenses	Net	
Face painting	\$294.00	\$0.00	\$294.00	Member donated the expenses of \$150.
Llama headbands	\$390.00	\$394.47	-\$4.47	1 headband (too large) kept as yarn sample.
Grandparents Day	\$446.30	\$27.80	\$418.50	
Seniors outing	\$408.44	\$408.44	\$0.00	Expense covered by grant money.
Chalk Art	\$350.00	\$359.64	-\$9.64	\$350 of expense was prize money.
ZooBoo!	\$1,240.65	\$695.19	\$545.46	
Scotia Bank Marathon	\$4,600.00	\$319.94	\$4,280.06	
HP Brewery	\$3,457.95	\$840.00	\$2,617.95	Includes sales of Peacock Pilsner.
Santa (Dec 1)	\$0.00	\$531.78	-\$531.78	Event was cancelled due to poor weather.
	\$ 11,187.34	\$ 3,577.26	\$ 7,610.08	



FHPZ - FUNDING CAMPAIGN 2020

- The Honey Family Foundation has been donating to Friends of High Park Zoo since 2012.
- Their generosity has provided us with Matching Fund Campaigns and this year is no exception.
- Since 2012 we have raised over \$500,000 through these campaigns!
- Today we are launching the 2020 Matching Fund Campaign where the first \$50,000 raised will be matched. Visit our website for more information on how to donate.



THANK YOU

Current Partners



dtah



Griggs
Family
Foundation

**MOSES
ZNAIMER**



PleasantShield™

HIGH PARK
WESTERN BEACHES
FUND



THE
GRENADIER
GROUP



Lynett Funeral Home

Tim Hortons

EPDI



GeoPro Consulting Limited
Geotechnical-Hydrogeology-Environmental-Materials-Inspection



propeller
coffee co.



E R A

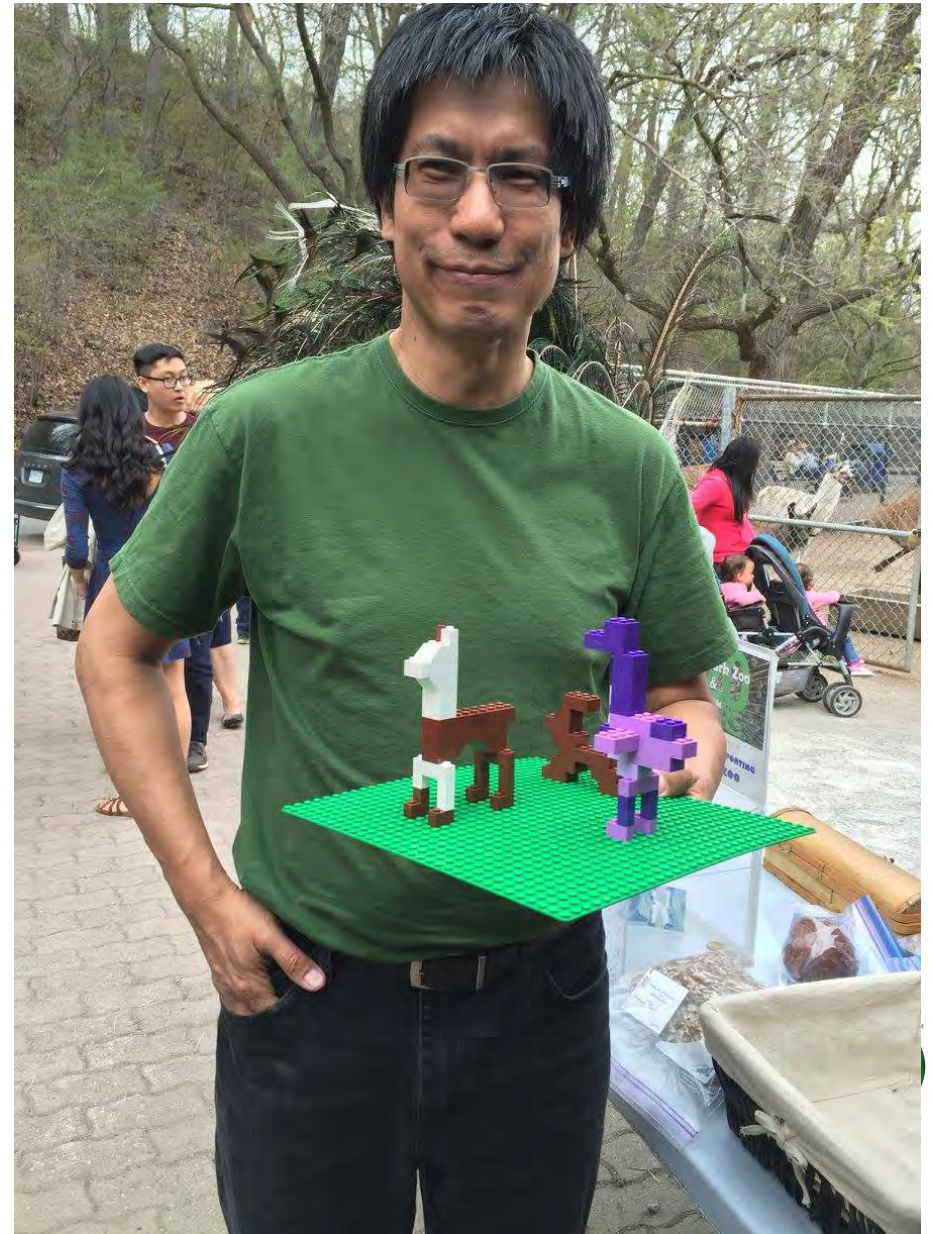
2019 FHPZ VOLUNTEERS

- Thank You To Our Wonderful Volunteer Coordinators
- Thank You To Our Over 400 Volunteers!
- Llama Pen Volunteers ~ 750 hours
- FHPZ Total ~ 1,500 hours

you are making a difference!

REMEMBERING A FRIEND

Bruce Doo Yuen Ing
February 4, 1968 - July 10, 2020



SCOTIA WATERFRONT MARATHON

Over \$4300 Raised!

- It was a fun, sunny, incredible day!
- **Champions:** Catherine Murray, Emily Pascual, Vanessa Martin, Scott Cairns
- **Volunteers:** Friends of High Park Zoo
- **Entertainers:** Gotta Dance Dancers, DJ Insurgent Stock
- **Stage Decoration:** Beautiful plants from the High Park Greenhouse.

This Year: Sunday, October 31st, 2020
It will be a virtual race!



SCOTIA WATERFRONT MARATHON



Sarah

COMMUNICATIONS

Social Media



- Continued increased presence in 2019
- Many pictures sent in to us by zoo visitors which were then shared with our followers
- In 2020, community reached out to FHPZ via email and social media for updates on the Zoo's closure during the COVID-19 pandemic
- #TBT (Throwback Thursdays) used to share pictures during the Zoo's closure
- Current social media followers:
 - 2953 followers on Facebook (23% increase over 2019)
 - 1468 followers on Twitter
 - 1352 followers on Instagram (22% increase)



COMMUNICATIONS

Media

- We continue to receive requests for live media spots at the Zoo as well as interview requests for podcasts and other media content.

FHPZ Website

- Introduced “Llama Dramas” blog – a series of interactions observed by Jacky Sawatzky, Ph.D. candidate at York University:

<https://www.highparkzoo.ca/llama-dramas>

- Website is currently undergoing a complete “refresh” to allow for a better visitor experience and streamlining of information. Anticipated completion in Q4 of 2020



2020 CONSTRUCTION

By the City of Toronto



Deer Sail



New Aviary

Q & A





THANK YOU

DONATE
VOLUNTEER
VISIT