



MINNESOTA ZOO®

SENT VIA EMAIL

John Frawley, Director
Minnesota Zoo
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Office of Governor Tim Walz & Lt. Governor Peggy Flanagan
130 State Capitol
75 Rev Dr. Martin Luther King Jr. Blvd.
St. Paul, MN 55155

Governor Walz:

Today, the Minnesota Zoo testified in the Environment and Natural Resources Conference Committee at the invitation of Chair Hansen. Zoo leadership described the impact of the COVID-19 pandemic on the Minnesota Zoo, and explained how your budget recommendation provides the resources needed for the Zoo to recover and rebuild.

We thank Chair Hansen and Chair Ingebrigtsen for their concern and understanding of the Zoo's critical position. It is evident both leaders want to ensure the Minnesota Zoo has resources to recover and rebuild. At the conclusion of our testimony, Chairs Ingebrigtsen and Hansen requested that we provide to your office a clear summary of the Zoo's revenue loss as a result of the COVID-19 pandemic.

The Minnesota Zoo's actual revenue loss to date is \$12,152,000 with an additional projection of \$2,341,000 loss through June 30, 2021, totaling \$14,493,000. See chart below.

The Zoo has worked hard on a smart business plan that would allow us to return to our pre-COVID operation by the FY 2024–2025 biennium with the resources recommended in your budget. However, time is of the essence. As you know, until we have additional resources, we cannot rebuild our reduced staffing and animal collection which is necessary to serve 1.3 million guests annually. We will not be able to welcome back the nearly 90,000 school children who visit our campus from 1,000 schools in Minnesota as we did pre-COVID. We will not be able to rebuild the onsite or offsite programming that attracts guests and members from all parts of Minnesota. We will not be able to address deferred maintenance or restart halted projects. And, our \$226 million of annual economic impact to Minnesota will be drastically reduced.

We know the needs across the state are many. We thank you for your continued support of this beloved statewide asset.

John Frawley
Director, Minnesota Zoo

The following is a summary of the Zoo's actual and projected revenue losses:

Minnesota Zoo

Earned Revenue (\$ in 000s)

FY 2020 Actual	Pre-COVID	COVID	Revenue Loss
Admissions	4,838	2,812	(2,026)
Membership	5,919	4,137	(1,782)
Parking	710	436	(274)
Food Commission	1,004	636	(368)
Retail Commission	513	328	(185)
Education	1,182	229	(953)
Events/Rentals	1,521	1,810	289
Other	674	523	(151)
Total	16,363	10,913	(5,450)

FY 2021 through April	Pre-COVID	COVID	Revenue Loss
Admissions	3,464	1,716	(1,749)
Membership	5,103	2,877	(2,226)
Parking	511	226	(286)
Food Commission	608	95	(513)
Retail Commission	344	162	(182)
Education	1,000	10	(990)
Events/Rentals	1,529	1,188	(341)
Other	471	56	(415)
Total	13,031	6,330	(6,701)

Actual Revenue Loss March 2020 through April 2021	(12,152)
Projected Additional Revenue Loss through June 2021	(2,341)
Total Projected Revenue Loss for FY 2020-21 Biennium	(14,493)

** Zoo projects additional revenue loss for the FY2022 -23 biennium due to lingering effects of pandemic and timeline to rebuild

Cc: Chair Rick Hansen, Environmental and Natural Resources Conference Committee
 Chair Bill Ingebrigtsen, Environmental and Natural Resources Conference Committee
 Peter Strohmeier, Committee Administrator
 Megan Hennen, Committee Administrator