### SUPPORT AND REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program and class fees</td>
<td>$478,258</td>
<td>-</td>
<td>$478,258</td>
</tr>
<tr>
<td>Government grants</td>
<td>$163,723</td>
<td>-</td>
<td>$163,723</td>
</tr>
<tr>
<td>Contributions and grants</td>
<td>$441,976</td>
<td>$276,504</td>
<td>$718,480</td>
</tr>
<tr>
<td>Special events</td>
<td>$74,379</td>
<td>-</td>
<td>$74,379</td>
</tr>
<tr>
<td>Membership</td>
<td>$22,260</td>
<td>-</td>
<td>$22,260</td>
</tr>
<tr>
<td>Donated services and supplies</td>
<td>$12,029</td>
<td>-</td>
<td>$12,029</td>
</tr>
<tr>
<td>Facility rent in-kind</td>
<td>$324,000</td>
<td>-</td>
<td>$324,000</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>$11,648</td>
<td>-</td>
<td>$11,648</td>
</tr>
<tr>
<td>Investment income for operations</td>
<td>$156,555</td>
<td>$26,285</td>
<td>$182,840</td>
</tr>
<tr>
<td></td>
<td><strong>$1,684,828</strong></td>
<td><strong>$302,789</strong></td>
<td><strong>$1,987,617</strong></td>
</tr>
</tbody>
</table>

#### Net assets released from restrictions

- **$200,256**
- **($200,256)**
- **$0**

#### Total support and revenue

- **$1,885,084**
- **$102,533**
- **$1,987,617**

### EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries, payroll taxes and benefits</td>
<td>$828,306</td>
</tr>
<tr>
<td>Other employee costs</td>
<td>$16,457</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$40,503</td>
</tr>
<tr>
<td>Educational programs and services</td>
<td>$125,481</td>
</tr>
<tr>
<td>Capital renovations</td>
<td>$45,532</td>
</tr>
<tr>
<td>Wildlife rehabilitation and animal care</td>
<td>$45,768</td>
</tr>
<tr>
<td>Building maintenance and utilities</td>
<td>$145,914</td>
</tr>
<tr>
<td>Depreciation</td>
<td>$1,832</td>
</tr>
<tr>
<td>Insurance</td>
<td>$14,484</td>
</tr>
<tr>
<td>Technology</td>
<td>$76,597</td>
</tr>
<tr>
<td>Marketing</td>
<td>$32,824</td>
</tr>
<tr>
<td>Professional fees</td>
<td>$10,767</td>
</tr>
<tr>
<td>Facility rent in-kind</td>
<td>$324,000</td>
</tr>
</tbody>
</table>

#### Total expenses

- **$1,708,465**
- **$1,708,465**
- **$0**

### CHANGE IN NET ASSETS FROM OPERATIONS

- **$176,619**
- **$102,533**
- **$279,152**

### OTHER CHANGES

- Investment return in excess of amounts designated for operations
  - **($24,637)**
  - **$169,143**
  - **$144,506**

### CHANGES IN NET ASSETS

#### Net assets, July 1, 2018

- **$151,982**
- **$271,676**
- **$423,658**

#### Net assets, June 30, 2019

- **$901,027**
- **$3,669,890**
- **$4,570,917**

- **$1,053,009**
- **$3,941,566**
- **$4,994,575**

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**Revenue**

- **48%** Grants and donations
- **26%** Class fees and memberships
- **16%** Facility rent in-kind
- **9%** Investment income
- **1%** Donated services and supplies

**Expenditures**

- **49%** Payroll and employee benefits
- **19%** Facility rent in-kind
- **15%** Facility, operations and technology
- **10%** Program materials, wildlife food and supplies
- **4%** Fundraising and marketing
- **3%** Capital Projects

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Audit prepared by Card, Palmer, Sibbison & Co.
COMMUNITY IMPACT

Preschool Programs
DEVELOPING CHILDREN’S CURiosity

LARGEST
nature-based preschool program in the region

ONLY
preschool in the region to specialize in planetarium education for ages 0 – 7

23,295
preschoolers and adults participated in hands-on, nature-based programming

School Age Programs
EXPLORING NATURE’S WONDER

16,349
students from kindergarten through college have participated in field trips, summer camps, wildlife programs, college classes and internships

66
natural science badges offered to scouts in our specialized programs

Family Programs
CONNECTING TO THE NATURAL WORLD

10,992
family program attendees spent quality time together learning about nature at our family programs

Service-Learning Programs
PROJECT WILDLIFE & INTERNSHIPS

ONLY
program in our region to offer a hands-on wildlife education program for high school students

2,938
hours Project Wildlife teens spent caring for the Center’s animals and educating the public through live encounters

31
college interns have gained valuable experience working side by side with the Center’s wildlife experts while pursuing degrees in biology, veterinary medicine and related studies

Wildlife Program
INSPIRING CONSERVATION

ONLY
wildlife rehabilitation facility in Cuyahoga County, serving one of the state’s largest metropolitan areas

5,252
people educated with wildlife inquiries

1,200
ill or injured animals assisted by wildlife staff

190
different species treated in our care

FREE
wildlife rehabilitation service to the public

147,286
Total People Served

Planetarium
DISCOVERING THE UNIVERSE

1 of 2
public access planetariums in Greater Cleveland offering interactive programming for toddlers through adults

NATURALLY CONNECTED • LAKE ERIE NATURE & SCIENCE CENTER • 5