For The Living Desert Zoo and Gardens, 2020 will go down as one of those years that stands apart from all the others. It started with a joyous celebration of our 50th year of operations and quickly changed to the Park being shuttered for almost three months due to the COVID-19 pandemic. The dichotomy between our wonderful plans for the future and record-setting Zoobilee Gala on March 7th to laying off staff on March 18th so we could remain a viable conservation organization was unprecedented. Fortunately, we had a leadership team with the Board of Trustees and Senior Staff that saw this for what it was: an opportunity to assess the situation, put in place a new set of plans for the future, and strategically adapt to ensure our continued success.

An encouraging discovery from dealing with our closure was that when we reached out to our community for support, they stood up, made their voices heard, and generously gave to help support our crucial mission of animal care. While we were closed, with just a core group of essential staff taking care of the animals and basic business operations, the fixed costs were $22,000 per day. With no daily admissions revenue to offset this kind of burn rate, our cash reserves were going down quickly.

The generous donations that came in, large and small, had notes of encouragement and hope. Stories about visiting as a child and now bringing their grandchildren. Another apologized for a small donation, stating they had just been laid off but wanted to do what they could. When we heard messages like these, we knew The Living Desert is a valued treasure. At The Living Desert, we believe that we serve our community in a variety of ways in addition to our commitment to the natural world. We are a place of family, inspiration, solace, community, and a place to connect with nature.

If the pandemic taught us anything, it was that we can not rest on our laurels. We need to build up our financial reserves for other challenges that our organization will eventually face. Thank you for your support which will help ensure that The Living Desert will be around for another 50 years.

Thank you for making a difference!

Allen Monroe, President/CEO
Bill Appel, Chairman of the Board
## Our Impact

<table>
<thead>
<tr>
<th><strong>50</strong></th>
<th>Years in Operation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>347,975</strong></td>
<td>VISITORS TO THE PARK</td>
</tr>
<tr>
<td><strong>586</strong></td>
<td>VOLUNTEERS</td>
</tr>
<tr>
<td><strong>50,109</strong></td>
<td>VOLUNTEER HOURS</td>
</tr>
<tr>
<td><strong>500</strong></td>
<td>ANIMALS IN OUR CARE</td>
</tr>
<tr>
<td><strong>50</strong></td>
<td>Threatened or Endangered Species: <strong>17</strong></td>
</tr>
<tr>
<td><strong>101</strong></td>
<td>ANIMAL SPECIES</td>
</tr>
<tr>
<td><strong>56</strong></td>
<td>GARDENS</td>
</tr>
<tr>
<td><strong>1,500</strong></td>
<td>SPECIES OF PLANTS</td>
</tr>
<tr>
<td><strong>13,424</strong></td>
<td>MEMBERS</td>
</tr>
</tbody>
</table>

### Education, Conservation, and Recreation

Celebrating 50 years since our founding, The Living Desert Zoo and Gardens spent this fiscal year reflecting on and celebrating our growth, impact, and accomplishments. Over the last five decades, more than 10 million guests have visited The Living Desert Zoo and Gardens to experience the magic of the desert and learn about the plants and animals that call deserts around the world home.

Thanks to our forward-thinking founders, the cornerstone was set for a cutting-edge conservation organization whose mission still resonates today: Conservation through preservation, education, and appreciation. That small piece of pristine desert that was set aside as a preserve 50 years ago has grown to over 1,200 acres of natural desert landscape of which 80 acres supports the Zoo and Gardens. Our masterplan guides the careful and thoughtful future development of the facility with engaging and meaningful guest experiences.

In March we were excited to open our newest guest experience, Australian Adventures, which features the opportunity to walk among the wallabies. Guests learn about the land down under and the threats to its native species. Closures due to the pandemic thwarted our initial grand opening plans, but we were able to open June 15 to share this new addition with our guests.

Our education programs annually reach over 100,000 school-age children through a plethora of programs including: Me and You at the Zoo, school field trips, zoo camps, ZooTeens, and special events. These unique interactions support California education standards by providing science-based curriculum to local schools and educators. We are proud to be raising up a future generation of conservationists that will lead our world to a better tomorrow.

As leaders in desert conservation, we are focused on saving desert species and the ecosystems that support them locally and around the globe. We’ve partnered with 57 organizations to support 35 projects in ten countries. We are leading the way by giving our partners the tools and expertise through our “Building Community Conservation Success” program to change community perceptions and engage deeper.

Challenges lie ahead but we are up to the task at hand. Eager, smiling faces walk through our gates daily with curiosity and wonder. Our guests are excited to learn, open to explore, and long to build a better world. The future looks bright as we step into the next 50 years!

### Public Opinion

- **10 Best Zoos in USA Today**
- **57 Global Conservation Partners**
- **5 Stars on Yelp**
- **Best of the Best**

### Awards

- **ASIS Awards 19**
- **Association of Zoos and Aquariums 37 Years of Accreditation**
- **International Union for Conservation of Nature**

As of June 30, 2020.
GLOBAL CONSERVATION REACH

As desert conservation leaders, we support and participate in world-wide conservation efforts to prevent species extinction from the smallest pupfish to the tallest giraffe. Here at The Living Desert Zoo and Gardens, we care for 17 threatened and endangered species and manage the national breeding efforts for five. As a conservation organization, we are committed to our mission of desert conservation. Locally, nationally, and abroad we are involved in 35 projects in ten countries, partnering with 57 global conservation organizations that support the protection of biological diversity, the creation and restoration of intact ecosystems, and community building and sustainability.

BUILDING COMMUNITY CONSERVATION SUCCESS AROUND THE GLOBE

For many years, conservation work has focused on the breeding of endangered species and the protection of their habitats around the world. Yet, much of the cause of species decline is due to humans’ impact on the natural world. We now know that conservation success is highly dependent on the support, involvement, and inclusion of local communities. Learning how to most effectively involve local people so that nature, wildlife, and humans benefit is clearly the best way forward for conservation success.

By understanding the importance of community involvement, Dr. James Danoff-Burg, Director of Conservation Engagement and Learning, has implemented the “Building Community Conservation Success” workshop. The first four workshops in 2019 took place in Kenya, Tanzania, Botswana, and Zimbabwe. A total of 33 organizations participated in these in-person workshops. In total, over 400 people from 29 countries have participated and benefited from the program.

The primary goal of the workshops is to build capacity among conservationists so they can comfortably engage with, learn from, and involve local communities in the protection of wildlife and wild places. The workshops offer a structured, scientifically rigorous methodology to measure how programs affect knowledge, attitude, and behavior. Armed with this social science approach, the programs can now gauge how they are changing what people think and the actions they are taking for wildlife.

During the COVID-19 time of travel restrictions, The Living Desert continues to offer these workshops virtually, however, the most effective method is in-person training. We look forward to returning to the field to train more biologists in this method, which will help build an essential set of research tools among researchers to improve conservation locally and globally in a unique and highly effective manner.

YOUR FINANCIAL SUPPORT ALLOWS US TO TRAIN UP A NEW GENERATION OF CONSERVATIONISTS.

Partner Successes in Community-Based Conservation

- In Botswana, Cheetah Conservation Botswana worked with ranchers to reduce retaliation killing of cheetah by providing guard dogs that protect their livestock loss from cheetah attacks.
- In Tanzania, partners are building passion for conservation of “Africa’s Giants” through education and engagement programs for children and adults.

YOUR SUPPORT MATTERS!
ZOOS ARE ON THE FOREFRONT OF PREVENTING THE NEXT PANDEMIC

The illegal practice of taking wildlife from their natural habitats is devastating populations and contributing to potential extinction for many species.

The global COVID-19 pandemic shuttered businesses, forced students to finish the school year virtually, and brought illness and death to millions. While the pandemic has implications for a wide variety of issues, ranging from human health to the world economy, as a conservation organization we look at it from a different perspective. Like many of the animal-borne viruses of the last 50 years, including AIDS, Ebola and SARS, this latest threat seems to have originated from the sale, processing, and consumption of wild animals in “wet markets” around the world. These markets serve as a gateway for the illegal movement and consumption of endangered species for perceived “medicinal” qualities and the illegal pet trade. Many of these illegally imported animals and parts come in through Southern California ports – a huge gateway to the United States’ illegal trade markets.

“Wildlife trafficking is a global epidemic, and is driving some of the world’s most beloved animals to the brink of extinction,” said by Dan Ashe, President and CEO of Association of Zoos and Aquariums.

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LIFETIME GIVING
The Living Desert Zoo and Gardens shows our appreciation to our major donors for their generosity and lifetime of giving.

BENEFACtor Circle ($250,000-$499,999)
- The Ahmanson Foundation
- Monique M. and John S. Barr
- Kaelen and Carinna Beal
- Dorothy and Philip Boyd
- The Brinson Foundation
- Mary and Lawrence A. Cane
- Susan and Jin Goul
- Kay and Ralph E. Henningway
- Richard L. Herman
- Harmony and Edward D. Harrell
- Kae A. Hershey
- Highland Street Foundation
- Coleman Foundation
- Kean University
- Carolyn and David Koeller
- C. Art and C. Miller
- Jonathan M. and Marjorie Johnson
- Patricia Ann and Terry E. Simmons
- Suzan and William R. Smitherman
- Peggy Fouke and James Worts
- Bille F. and Eugene Yaeger

FOROUR CIRCLE ($1,000,000-$2,499,999)
- Mary Ann Altomari Living Trust
- Peggy and Hal Bernthal
- City of Indian Wells
- Mary Ann and Lawrence A. Cone
- The Brinson Foundation
- Edeltraud and Patrick McCarthy
- R.D. and Joan Dale Hubbard Foundation
- Dr. and Mrs. Eugene M. Kay
- Daphne and Tom DeMartino
- Suzan and Bill Appel
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- Frances L. Rich
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- Wayne N. Garwood and Pamela W. Garwood
- Mary and Robert H. Flint
- John F. Grundhofer Charitable Foundation
- Patti and Jack Grundhofer
- City of Indian Wells
- Mary Ann Altomari Living Trust
- ($1,000,000-$2,499,999)
- CHAIRMAN CIRCLE
- Miriam U. and H. Earl Hoover
- ($5,000,000-$9,999,999)
- CORNERSTONE CIRCLE
- ($10,000,000+)
- VISIONARY CIRCLE
- ($1,000,000-$2,499,999)
- LEADERSHIP CIRCLE
- ($5,000,000-$9,999,999)
- ($500,000-$999,999)
- ($100,000-$249,999)
- PATRON CIRCLE
- ($250,000-$499,999)
-imarily of The Living Desert's daily operations of the Zoo and Gardens, work, public engagement, and youth conservation outreach including field work, public engagement, and youth education that help save our beloved desert animals and plants from extinction.

For five decades, The Living Desert has championed the well-being of desert flora and fauna through the generous support of our patrons and donors. As a 501(c)3 non-profit organization that does not receive ongoing municipal operating support, we are an institution funded almost entirely by visitors, members, and generous individual donors.

Your gift makes a difference to the animals under our care and the wild places we love.

For your financial contribution supports the daily operations of the Zoo and Gardens and our ability to provide exceptional services to the animals in our care. Your donation also contributes to the larger global efforts of The Living Desert’s conservation outreach including field work, public engagement, and youth education that help save our beloved desert animals and plants from extinction.
### 2019-2020 ROLL OF DONORS

**Gifts Received from July 1, 2019 through June 30, 2020**

<table>
<thead>
<tr>
<th>Amount</th>
<th>Donor Name and Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000 - $49,999</td>
<td>Angela A. Brown, Joseph A. Brant, Brian M. Bruner, Cheryl A. Bruner, John M. Bruner, Lauren M. Bruner, Michael J. Bruner, and Kelly A. Bruner.</td>
</tr>
</tbody>
</table>

**MISSION: ANIMAL CARE**

Your response made all the difference!

**HERITAGE SOCIETY MEMBERS**

The Heritage Society recognizes those donors who have made arrangements for deferred gifts in their estate: a bequest in a will, a charitable remainder trust, a life insurance policy with The Living Desert named as the beneficiary, real estate property, appreciated stock, and more. Members of the Heritage Society are a unique group of people who share the same vision as Karen Sausman, President Emerita, and the original Board of Trustees. Heritage Society members understand the need to provide for the sustainable future of The Living Desert and the incredible and often endangered plants and animals found in the world’s deserts.

James R. and Elaine L. Aky
Gerald and Wendy Anderson
Cyndi J. Andrews
Anonymous
Bill and Susan Appel
Dr. C. Dennis and Dr. Patricia G. Ashby
William and Mary Baker
Raj Sriram and Michael Baran
Robert G. Bar, Jr.
Kerry Berman
Guy and Beth Benthall
Karen E. Caesar
Janice Robichaud
Carol and John Hozlinate
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Mary O. Cone
Carol and Jason Couch
Debbie and Doug Robinson
Sunny and Jason Rodriguez
Judy and Rick Rowe
Lynette Rudyk
Mary Ann Sage
Lou and Scott Sanders
Linda and Rob Schrader
Mary Lynn and Charles Schuler
Diane and Ken Schuller
Bill and Cathy Doldson
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Marilyn Hahagen
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Barbara Starna and Sarah Cogules
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Sarah S. and John P. Tyle
Raymond and Elizabeth Welch
Elaine White
Catherine and Mark Wesel
Sandra and James Williams
Rita D. Wood
Sandra Cooper Windsor
Bill F. Yager

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