



Audubon Nature Institute  
*Celebrating the Wonders of Nature*

November 12, 2019 Minutes

The Meeting of the Audubon Nature Institute Board was called to order on Tuesday, November 12, 2019, at 12:00 pm in the Gulf Conference Room at the Audubon Aquarium of the Americas by Chairman Lynes R. Sloss.

Attending were Lynes R. Sloss, Dr. Willard Dumas, Hunter Cazes, Peter Moss, Wilmer Jacobs, Dr. Deirdre Hooper, Quentin Messer, Nolan Marshall, Leslie Gottsegen, Qiana Wiggins, Anne Long, and Thomas Westfeldt. The minutes of the September 17, 2019 meeting were unanimously accepted.

**2020 Operating Budget**

Ms. Conkerton, EVP, and CAO presented the Audubon Nature Institute proposed 2020 operating budget.

2020 BUDGET (AMOUNTS IN THOUSANDS) PROPOSED								
NET OPERATING RESULTS BY FACILITY:								
FACILITY	BUDGET 2020	BUDGET 2019	BUDGET VARIANCE	FORECAST* 2019	FORECAST VARIANCE	ACTUAL 2018		
Aquarium/EGST	7,492	6,839	653	6,741	751	6,949		
Zoo & Park	(6,344)	(5,702)	(642)	(6,269)	(75)	(6,032)		
Butterfly Garden & Insectarium	368	387	(19)	392	(24)	597		
FMASSC	(615)	(828)	213	(754)	139	(591)		
Louisiana Nature Center	(551)	(349)	(202)	(309)	(242)	(343)		
<b>TOTAL</b>	<b>\$350</b>	<b>\$347</b>	<b>\$3</b>	<b>(\$199)</b>	<b>\$549</b>	<b>\$580</b>		
Excludes capital revenues and expenses.								
SELECT CATEGORIES:								
	BUDGET 2020	BUDGET 2019	BUDGET VARIANCE	%	FORECAST* 2019	FORECAST VARIANCE	%	ACTUAL 2018
<b>Overall revenue</b>	<b>\$57,325</b>	<b>\$55,664</b>	<b>\$1,661</b>	3.0%	<b>\$52,913</b>	<b>\$4,412</b>	8%	<b>\$52,176</b>
<b>Overall expenses</b>	<b>\$56,975</b>	<b>\$55,317</b>	<b>\$1,658</b>	3.0%	<b>\$53,112</b>	<b>\$3,863</b>	7%	<b>\$51,596</b>
Attendance	2,218	2,216	2	0%	2,122	96	5%	2,085
Admissions revenue	\$18,670	\$18,408	\$262	1%	\$17,266	\$1,404	8%	\$17,957
Admissions revenue Per Cap	\$8.42	\$8.31	\$0.11	1%	\$8.14	\$0.28	3%	\$8.61
Tax Millage Revenue	\$4,500	\$4,000	\$500	13%	\$4,000	\$500	13%	\$4,000
Salaries	\$27,608	\$26,659	\$949	4%	\$25,625	\$1,983	8%	\$24,514

During the presentation, she expressed some of the goals and focus for next year being on conservation, education, inclusivity, and branding. She further explained some of the key assumptions for 2020 and how those would affect the budget. Medical benefits are up 8% over 2019 budget, property/liability rates are up 20% over 2019 budget, millage allocation is up 12.5% over 2019 budget, and there's a new expense of \$566K for wage adjustments from Living HR analysis and FLSA. The proposed 2020 budget also includes an increase in pricing for some ticket categories and an increase in membership prices.

After some discussion, Ms. Conkerton presented a motion to approve the proposed 2020 operating budget. Motion carried. (Messer/Dumas/Unanimous)

Ms. Conkerton then presented a motion to approve a resolution from Hancock Whitney Bank to add Laurie Conkerton, Kyle Burks, and Rebecca Dietz as authorized persons for Hancock Whitney Bank lines of credit. And to remove William Kurtz as an authorized person for Hancock Whitney Bank lines of credit as well authorized signer for all Hancock Whitney Bank accounts. Motion carried. (Jacobs/Messer/Unanimous)

She further presented a motion for approval of a resolution from JPMorgan Chase Bank to add Laurie Conkerton, Kyle Burks, and Rebecca Dietz as authorized persons for JPMorgan Chase Bank lines of credit, and to remove William Kurtz as an authorized person for JP Morgan Chase Bank lines of credit as well authorized signer for all JPMorgan Chase Bank accounts. Motion carried. (Jacobs/Messer/Unanimous)

Ms. Conkerton then presented a motion to authorize the president or authorized representative of Audubon Nature Institute to commit supplemental funding for the CDBG disaster recovery grant application for preserving Woldenberg riverfront park – splash pad and landscape improvements and to certify that supplemental funds are available. Motion carried. (Messer/Dumas/Unanimous)

### **Public Relations Update**

Ms. Rebecca Dietz, EVP of Public Affairs and General Counsel reported there will be a Park Partners public meeting on 11/13 and two public engagement meetings in December to discuss Audubon's tennis facilities. And the very popular Community Connect program will continue in 2020.

### **Development Update**

Ms. Lani McWilliams, VP of Advancement, presented a motion to authorize the Chairman of the Audubon Nature Institute Board or President and CEO of Audubon Nature Institute to transfer funds received (\$149,739.20) as a bequest from the estate of William Oscar Kruger to be transferred from Audubon Nature Institute to the Audubon Nature Institute Foundation. These funds will establish a dedicated account (or will be dedicated to an established account), the interest from which may be used to support Audubon Aquarium of the Americas as stated in the donor's last will and testament. Motion carried. (Dumas/Messer/Unanimous)

Ms. McWilliams further reported on Development's end of the year campaign, hoping for 100% board participation. She also gave an update on Zoo-to-Do announcing Leslie Gottsegen as the 2020 Chair. Qiana Wiggins gave a brief update on the Olmsted campaign and the success of a recent donor event for the Park.

### **New Business**

Mr. Ron Forman, President and CEO, mentioned the upcoming millage public hearing/meeting that Audubon Commission is hosting on November 14, 2019. At that time, the Commission will meet to discuss and vote. Since it is a public meeting, Mr. Forman invited board members to attend and participate.

Mr. Forman went on to announce that the OIG was finalizing one of three audit reports. And that report will be released sometime in December.

### **Uptown Facilities Update**

Mr. Marshall, VP and Managing Director for Audubon Zoo & Park, gave a brief update of uptown facilities. Breeding activity has been seen in both lions and gorillas. Nocturnal House will be reopening by the end of the month.

There being no further business the meeting was adjourned at 1:21 pm.