

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail

November 2023 through October 2024

	Nov '23 - Oct 24	Budget	\$ Over Budget	% of Budget
Income				
4100 · Guest Services Income				
4110 · Admission				
4110.1 · Gate Admission	78,177.82	1,250,000.00	-1,171,822.18	6.3%
4110.2 · Group Admission (Non-Education)	12,896.00	150,000.00	-137,104.00	8.6%
4241 · Zoo Pass Sales				
4241.1 · Groupon Sales	0.00	0.00	0.00	0.0%
4241.2 · Zoo Pass Sales Adult	0.00	0.00	0.00	0.0%
4241.3 · Zoo Pass Sales Child	0.00	0.00	0.00	0.0%
Total 4241 · Zoo Pass Sales	0.00	0.00	0.00	0.0%
Total 4110 · Admission	91,073.82	1,400,000.00	-1,308,926.18	6.5%
4160 · Sales (Merchandise)				
4160.3 · Nature Store (Taxable)	28,642.50	368,491.00	-339,848.50	7.8%
4160.4 · Nature Store (Non-Taxable)				
4160.4W · Nature Store - Water (NT)	266.70	4,500.00	-4,233.30	5.9%
4160.4 · Nature Store (Non-Taxable) - Other	8,343.97	72,111.33	-63,767.36	11.6%
Total 4160.4 · Nature Store (Non-Taxable)	8,610.67	76,611.33	-68,000.66	11.2%
4160.5 · Nature Store - Taxable Food/Dr	1,383.20	11,049.00	-9,665.80	12.5%
4160.6 · General Store (Taxable)				
4160.6B · General Store - Build a Zoo	0.00	15,195.74	-15,195.74	0.0%
4160.6 · General Store (Taxable) - Other	0.00	30,625.00	-30,625.00	0.0%
Total 4160.6 · General Store (Taxable)	0.00	45,820.74	-45,820.74	0.0%
4160.7 · General Store (Non-Taxable)	0.00	0.00	0.00	0.0%
4160.8 · General Store - Food/Drink	0.00	1,499.65	-1,499.65	0.0%
4160.81 · General Store - Water (NT)	0.00	1,976.00	-1,976.00	0.0%
4160.9 · Cart Merchandise Sales	0.00	16,500.00	-16,500.00	0.0%
Total 4160 · Sales (Merchandise)	38,636.37	521,947.72	-483,311.35	7.4%
4161 · Sales (Food)				
4161.1 · Cafe Food	1,096.44	35,000.00	-33,903.56	3.1%
4161.2 · Cafe Drinks	16.97	7,000.00	-6,983.03	0.2%
4161.21 · Cafe - Water (NT)	241.70	18,000.00	-17,758.30	1.3%
4161.4 · Cart Food Sales				
4161.4N · Food/Dr Sales Non Taxable	0.00	0.00	0.00	0.0%
4161.4 · Cart Food Sales - Other	0.00	60,740.00	-60,740.00	0.0%
Total 4161.4 · Cart Food Sales	0.00	60,740.00	-60,740.00	0.0%
Total 4161 · Sales (Food)	1,355.11	120,740.00	-119,384.89	1.1%
4162 · Drink Vending	1,073.94	1,541.00	-467.06	69.7%
4164 · Cafe / Food Vendor Commission	0.00	40,500.00	-40,500.00	0.0%
4165 · Services				
4165.02 · Stroller Rental	560.00	3,530.00	-2,970.00	15.9%
4165.07 · Penny Press	106.99	756.00	-649.01	14.2%
4165.10 · Binoculars	0.00	150.00	-150.00	0.0%
4165.12 · Token Revenue	3,491.75	84,000.00	-80,508.25	4.2%
4165.14 · Photo Booth Revenue	938.96	2,004.00	-1,065.04	46.9%
4165.20 · Services - Other Activities	0.00	0.00	0.00	0.0%
Total 4165 · Services	5,097.70	90,440.00	-85,342.30	5.6%
4170 · Animal Feed				
4170.3 · Giraffe Feeding	0.00	76,947.00	-76,947.00	0.0%
4170 · Animal Feed - Other	0.00	0.00	0.00	0.0%
Total 4170 · Animal Feed	0.00	76,947.00	-76,947.00	0.0%
4195 · Over/Under Registers	-414.12	0.00	-414.12	100.0%
Total 4100 · Guest Services Income	136,822.82	2,252,115.72	-2,115,292.90	6.1%

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4179 · Winter Light Spectacular				
4179.01 · WLS Admissions	889,701.71	850,000.00	39,701.71	104.7%
4179.02 · WLS Taxable Sales - Booths	151,419.38	150,000.00	1,419.38	100.9%
4179.03 · WLS Activities	4,122.70	4,000.00	122.70	103.1%
4179.05 · WLS Photos	5,715.47	5,000.00	715.47	114.3%
4179.07 · WLS Stroller/Wagon Rental	410.00	500.00	-90.00	82.0%
4179.10 · WLS Sponsorships	58,500.00	63,000.00	-4,500.00	92.9%
4179.11 · Conservation Activity Funds	0.00	3,000.00	-3,000.00	0.0%
4179.12 · WLS Event Rentals	24,843.00	15,000.00	9,843.00	165.6%
4179.14 · WLS Nature Store - Taxable	19,169.86	20,000.00	-830.14	95.8%
4179.15 · WLS Nature Store - NonTax	6,860.70	5,500.00	1,360.70	124.7%
4179.17 · WLS - Food Vendor Commission	17,534.50	15,000.00	2,534.50	116.9%
4179.20 · WLS Cart Sales				
4179.21 · WLS Cart Sales Merch Tax	29,828.69	35,000.00	-5,171.31	85.2%
4179.22 · WLS Cart Sales Merch Non Tax	42,182.00	45,000.00	-2,818.00	93.7%
Total 4179.20 · WLS Cart Sales	72,010.69	80,000.00	-7,989.31	90.0%
4179.30 · WLS Cafe Revenue				
4179.32 · WLS Cafe Revenue Non Tax	5,322.80	5,000.00	322.80	106.5%
Total 4179.30 · WLS Cafe Revenue	5,322.80	5,000.00	322.80	106.5%
4179.50 · WLS Donations	139.00			
4179.95 · WLS Over Under	526.92	0.00	526.92	100.0%
4179 · Winter Light Spectacular - Other	0.00	0.00	0.00	0.0%
Total 4179 · Winter Light Spectacular	1,256,276.73	1,216,000.00	40,276.73	103.3%
4200 · Development & Marketing Income				
4220 · Membership				
4220.1 · Basic Membership	162,398.53	453,075.00	-290,676.47	35.8%
4220.2 · Donor Level Membership	2,540.00	6,200.00	-3,660.00	41.0%
Total 4220 · Membership	164,938.53	459,275.00	-294,336.47	35.9%
4225 · Events				
4225.1 · Music Events				
4225.08 · Raffle	0.00	0.00	0.00	0.0%
4225.1 · Music Events - Other	0.00	15,000.00	-15,000.00	0.0%
Total 4225.1 · Music Events	0.00	15,000.00	-15,000.00	0.0%
4225.3 · Boo at the Zoo	0.00	0.00	0.00	0.0%
4225.4 · Run Wild	0.00	17,890.00	-17,890.00	0.0%
4225.5 · Otttoberfest	0.00	0.00	0.00	0.0%
4225.6 · Special Events -After Hours	8,526.00	22,165.00	-13,639.00	38.5%
4225.8 · Other Special Events	4,312.00	40,788.00	-36,476.00	10.6%
4225 · Events - Other	0.00	0.00	0.00	0.0%
Total 4225 · Events	12,838.00	95,843.00	-83,005.00	13.4%
4235 · Adopt an Animal Club	16,560.94	17,000.00	-439.06	97.4%
4240 · Zoo Rental				
4240.5 · Catering referral fee	0.00	1,000.00	-1,000.00	0.0%
4240 · Zoo Rental - Other	3,276.00	20,000.00	-16,724.00	16.4%
Total 4240 · Zoo Rental	3,276.00	21,000.00	-17,724.00	15.6%
4242 · Conservation Program Income				
4242.1 · Penguin Pathway Brick	612.00	2,500.00	-1,888.00	24.5%
4243 · Gala Event				
4243.1S · Gala Sponsor	1,000.00	7,500.00	-6,500.00	13.3%
4243.2D · Gala Donations	0.00	7,000.00	-7,000.00	0.0%
4243.3A · Silent Auction	1,576.00	13,800.00	-12,224.00	11.4%
4243.3B · Live Auction	0.00	11,500.00	-11,500.00	0.0%
4243.3F · Live Auction - Fund the Mission	0.00	11,500.00	-11,500.00	0.0%
4243.3R · Live Auction - Restricted	0.00	0.00	0.00	0.0%
4243.4T · Gala Tickets	0.00	17,250.00	-17,250.00	0.0%
4243.5E · Gala - Animal Enrichment	0.00	500.00	-500.00	0.0%
4243 · Gala Event - Other	0.00	0.00	0.00	0.0%
Total 4243 · Gala Event	2,576.00	69,050.00	-66,474.00	3.7%
4242 · Conservation Program Income - Other	8,695.87	18,000.00	-9,304.13	48.3%
Total 4242 · Conservation Program Income	11,883.87	89,550.00	-77,666.13	13.3%
4245 · General Operating Support				
4245.2 · Unrestricted Grants	2,000.00	60,000.00	-58,000.00	3.3%

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4245.3 · Individual Contributions				
4245.3A · AmazonSmile Contributions	0.00	1,500.00	-1,500.00	0.0%
4245.3E · Etsy Store Contributions	1,130.17	3,350.00	-2,219.83	33.7%
4245.3U · United Way Distributions	6,924.00	11,700.00	-4,776.00	59.2%
4245.3 · Individual Contributions - Other	64,462.81	104,500.00	-40,037.19	61.7%
Total 4245.3 · Individual Contributions	72,516.98	121,050.00	-48,533.02	59.9%
4245.4 · Organizational Contributions	571.44	15,000.00	-14,428.56	3.8%
4245.5 · Business Partners	33,890.00	114,000.00	-80,110.00	29.7%
4245.6 · Matching Gifts	0.00	1,200.00	-1,200.00	0.0%
4245.7 · Tribute Gifts				
4245.7B · Benches	0.00	12,000.00	-12,000.00	0.0%
4245.7 · Tribute Gifts - Other	1,973.50	3,600.00	-1,626.50	54.8%
Total 4245.7 · Tribute Gifts	1,973.50	15,600.00	-13,626.50	12.7%
4245.8 · In-Kind Contributions	374.76	26,400.00	-26,025.24	1.4%
Total 4245 · General Operating Support	111,326.68	353,250.00	-241,923.32	31.5%
4250 · Restricted Contributions				
4250.1 · Restricted Grants	138,200.00	178,500.00	-40,300.00	77.4%
4250.2 · Restricted Donations	103,279.10	10,000.00	93,279.10	1,032.8%
4250.3 · EITC Contributions	17,500.00	21,500.00	-4,000.00	81.4%
Total 4250 · Restricted Contributions	258,979.10	210,000.00	48,979.10	123.3%
4270 · Africa				
4270.12 · Business Ptr/Spons Africa	0.00	0.00	0.00	0.0%
Total 4270 · Africa	0.00	0.00	0.00	0.0%
Total 4200 · Development & Marketing Income	579,803.12	1,245,918.00	-666,114.88	46.5%
4300 · Education Income				
4330 · Education Programs				
4330.1 · Zoo Camp	0.00	90,000.00	-90,000.00	0.0%
4330.2 · Explore & Snore	0.00	0.00	0.00	0.0%
4330.3 · On-Site Programs				
4330.3M · On Site Encounters	14,689.00	50,000.00	-35,311.00	29.4%
4330.3 · On-Site Programs - Other	5,655.50	143,000.00	-137,344.50	4.0%
Total 4330.3 · On-Site Programs	20,344.50	193,000.00	-172,655.50	10.5%
4330.4 · Outreach Programs	5,038.00	30,600.00	-25,562.00	16.5%
4330.5 · Birthday Parties	13,480.87	48,000.00	-34,519.13	28.1%
Total 4330 · Education Programs	38,863.37	361,600.00	-322,736.63	10.7%
Total 4300 · Education Income	38,863.37	361,600.00	-322,736.63	10.7%
4400 · Animal Care Income				
4401 · Giraffe Encounter	350.00	9,000.00	-8,650.00	3.9%
4402 · Otter Encounter / Enrichment	4,950.00	25,000.00	-20,050.00	19.8%
4445 · Donations / Enrichment Income	405.00	10,000.00	-9,595.00	4.1%
4465 · Services				
4465.1 · Bison/Elk Care	30,000.00	150,000.00	-120,000.00	20.0%
Total 4465 · Services	30,000.00	150,000.00	-120,000.00	20.0%
Total 4400 · Animal Care Income	35,705.00	194,000.00	-158,295.00	18.4%
4500 · Veterinary Services Income				
4590 · Miscellaneous Income	0.00	0.00	0.00	0.0%
Total 4500 · Veterinary Services Income	0.00	0.00	0.00	0.0%
4600 · Facilities and Grounds Income				
4690 · Miscellaneous Income	0.00	0.00	0.00	0.0%
Total 4600 · Facilities and Grounds Income	0.00	0.00	0.00	0.0%

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4700 · Admin & Finance Income				
4710 · Interest Income	1,301.93	700.00	601.93	186.0%
4720 · Other Income	0.00	0.00	0.00	0.0%
4763 · Sales Tax Discounts Earned	74.21	300.00	-225.79	24.7%
4764 · Payment Discounts Taken	0.00	0.00	0.00	0.0%
4790 · Miscellaneous Income	0.00	0.00	0.00	0.0%
Total 4700 · Admin & Finance Income	1,376.14	1,000.00	376.14	137.6%
Total Income	2,048,847.18	5,270,633.72	-3,221,786.54	38.9%
Gross Profit	2,048,847.18	5,270,633.72	-3,221,786.54	38.9%
Expense				
6100 · Guest Services Expense				
6101 · Wages (Salaried)	63,395.94	156,019.00	-92,623.06	40.6%
6102 · Wages (Full-Time)	25,548.34	112,624.00	-87,075.66	22.7%
6103 · Wages (Part-Time)	16,514.38	164,025.00	-147,510.62	10.1%
6106 · Payroll Tax	8,768.49	43,266.80	-34,498.31	20.3%
6107 · Benefits	24,232.31	45,851.40	-21,619.09	52.8%
6108 · Uniforms	781.00	600.00	181.00	130.2%
6110 · HR Expense	0.00	0.00	0.00	0.0%
6111 · PTO Expense	0.00	0.00	0.00	0.0%
6112 · Workers' Compensation	4,114.18	11,400.00	-7,285.82	36.1%
6115 · Office Supplies	0.00	780.00	-780.00	0.0%
6120 · Copies/Printing	0.00	0.00	0.00	0.0%
6121 · Signage	0.00	7,000.00	-7,000.00	0.0%
6126 · Postage	0.00	0.00	0.00	0.0%
6128 · Information Technology	0.00	700.00	-700.00	0.0%
6131 · Professional/Contract Services	0.00	850.00	-850.00	0.0%
6132 · Fees & Service Charges	9,538.64	56,000.00	-46,461.36	17.0%
6135 · Permits & Licenses	5,082.00	12,015.00	-6,933.00	42.3%
6140 · Dues & Memberships	142.50	180.00	-37.50	79.2%
6145 · Repair/Maintenance	0.00	3,000.00	-3,000.00	0.0%
6150 · Operating Supplies				
6150.1 · Tokens	0.00	5,200.00	-5,200.00	0.0%
6150.2 · Freight Charges	0.00	0.00	0.00	0.0%
6150 · Operating Supplies - Other	6,082.83	8,000.00	-1,917.17	76.0%
Total 6150 · Operating Supplies	6,082.83	13,200.00	-7,117.17	46.1%
6151 · Janitorial				
6151.1 · Janitorial Shipping	93.41	0.00	93.41	100.0%
6151 · Janitorial - Other	3,168.21	12,557.00	-9,388.79	25.2%
Total 6151 · Janitorial	3,261.62	12,557.00	-9,295.38	26.0%
6155 · Minor Equipment	1,293.65	10,000.00	-8,706.35	12.9%
6160 · Professional Development	0.00	500.00	-500.00	0.0%
6165 · Travel	0.00	1,500.00	-1,500.00	0.0%
6166 · Hospitality	0.00	400.00	-400.00	0.0%
6167 · Fuel	1,582.52	2,700.00	-1,117.48	58.6%
6170 · Merchandise Expense-Gift Shops				
6170.1 · Merch Expense (Taxable)				
6170.1C · Merch Exp Consumable	253.80	0.00	253.80	100.0%
6170.1G · Merch Exp Gift	0.00	0.00	0.00	0.0%
6170.1J · Merch Exp Jewelry	0.00	0.00	0.00	0.0%
6170.1N · Merch Exp Novelty	2,705.60	0.00	2,705.60	100.0%
6170.1P · Merch Exp Plush	12,949.17	0.00	12,949.17	100.0%
6170.1T · Merch Exp Toy	0.00	0.00	0.00	0.0%
6170.1Z · Build-A-Zoo Expense	1,305.98	0.00	1,305.98	100.0%
6170.1 · Merch Expense (Taxable) - Other	95,125.93	150,000.00	-54,874.07	63.4%
Total 6170.1 · Merch Expense (Taxable)	112,340.48	150,000.00	-37,659.52	74.9%
6170.2 · Merch Clothing Exp (Non-Tax)				
6170.2N · Non Tax Merch.	0.00	0.00	0.00	0.0%
6170.2 · Merch Clothing Exp (Non-Tax) - Other	24,295.57	25,000.00	-704.43	97.2%
Total 6170.2 · Merch Clothing Exp (Non-Tax)	24,295.57	25,000.00	-704.43	97.2%
6170.3 · Merch Shipping Expense				
6170.3Z · Build A Zoo Shipping	119.89	0.00	119.89	100.0%
6170.3 · Merch Shipping Expense - Other	6,981.30	16,500.00	-9,518.70	42.3%
Total 6170.3 · Merch Shipping Expense	7,101.19	16,500.00	-9,398.81	43.0%

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6170 · Merchandise Expense-Gift Shops - Other	0.00	0.00	0.00	0.0%
Total 6170 · Merchandise Expense-Gift Shops	143,737.24	191,500.00	-47,762.76	75.1%
6175 · Food/Drink Expense-Gift Shops				
6175.3 · Gift Shop Food & Drink Shipping	0.00	0.00	0.00	0.0%
6175 · Food/Drink Expense-Gift Shops - Other	705.80	7,500.00	-6,794.20	9.4%
Total 6175 · Food/Drink Expense-Gift Shops	705.80	7,500.00	-6,794.20	9.4%
6176 · Cafe Expense				
6176.1 · Cafe Food Expense	-1,301.33	10,000.00	-11,301.33	-13.0%
6176.2 · Cafe Drink Expense	101.76	7,500.00	-7,398.24	1.4%
6176.3 · Cafe Supply Expense	-54.17	400.00	-454.17	-13.5%
6176.DD · Dippin' Dots				
6176.DF · Dippin Dots Fuel Surcharge	0.00	0.00	0.00	0.0%
6176.DO · Dippin' Dots Supplies	0.00	2,000.00	-2,000.00	0.0%
6176.DS · Dippin' Dots Shipping cost	0.00	0.00	0.00	0.0%
6176.DD · Dippin' Dots - Other	1,826.29	22,000.00	-20,173.71	8.3%
Total 6176.DD · Dippin' Dots	1,826.29	24,000.00	-22,173.71	7.6%
6176 · Cafe Expense - Other	0.00	0.00	0.00	0.0%
Total 6176 · Cafe Expense	572.55	41,900.00	-41,327.45	1.4%
6178 · Services Expense				
6178.10 · Binoculars Expense	0.00	0.00	0.00	0.0%
6178 · Services Expense - Other	0.00	3,000.00	-3,000.00	0.0%
Total 6178 · Services Expense	0.00	3,000.00	-3,000.00	0.0%
6190 · Conservation Program Expense	162.00	0.00	162.00	100.0%
Total 6100 · Guest Services Expense	315,515.99	899,068.20	-583,552.21	35.1%
6179 · Winter Light Spectacular Exp				
61031 · Wages WLS (Hourly)	55,175.23	71,902.00	-16,726.77	76.7%
61061 · Payroll Tax WLS	5,432.11	7,190.00	-1,757.89	75.6%
6179.01 · Advertising/Promotion	65,568.23	65,000.00	568.23	100.9%
6179.02 · Food & Merchandise Expense				
6179.F · WLS Food Expense	27,367.56	20,000.00	7,367.56	136.8%
6179.M · WLS Merchandise Expense	22,319.59	20,000.00	2,319.59	111.6%
6179.S · Food & Merch. Shipping	59.06	3,000.00	-2,940.94	2.0%
6179.02 · Food & Merchandise Expense - Other	0.00	20,000.00	-20,000.00	0.0%
Total 6179.02 · Food & Merchandise Expense	49,746.21	63,000.00	-13,253.79	79.0%
6179.03 · Activities Expense	7,715.00	8,000.00	-285.00	96.4%
6179.05 · Photo Expense	35.88	5,000.00	-4,964.12	0.7%
6179.07 · Equipment/Costume Expense	0.00	200.00	-200.00	0.0%
6179.09 · Cafe Expense	0.00	0.00	0.00	0.0%
6179.10 · Operating Expense	45,982.10	40,000.00	5,982.10	115.0%
6179.12 · Partnership Expense	592,809.25	550,000.00	42,809.25	107.8%
6179 · Winter Light Spectacular Exp - Other	0.00	0.00	0.00	0.0%
Total 6179 · Winter Light Spectacular Exp	822,464.01	810,292.00	12,172.01	101.5%
6200 · Development & Marketing Expense				
6201 · Wages (Salaried)	61,775.53	175,083.00	-113,307.47	35.3%
6202 · Wages (Full-Time)	34,298.61	97,040.00	-62,741.39	35.3%
6203 · Wages (Part-Time)	11,241.71	9,000.00	2,241.71	124.9%
6206 · Payroll Tax	9,355.64	28,112.30	-18,756.66	33.3%
6207 · Benefits	7,194.15	49,618.80	-42,424.65	14.5%
6208 · Uniforms	218.20	0.00	218.20	100.0%
6211 · PTO Expense	0.00	0.00	0.00	0.0%
6212 · Workers' Compensation	129.40	408.00	-278.60	31.7%
6215 · Office Supplies	0.00	1,200.00	-1,200.00	0.0%
6216 · Volunteer Expense	790.60	470.00	320.60	168.2%
6220 · Copies/Printing	4,636.48	1,440.00	3,196.48	322.0%
6221 · Signage	3,079.42	8,000.00	-4,920.58	38.5%
6222 · Publications	0.00	504.00	-504.00	0.0%
6226 · Postage	1,165.16	2,500.00	-1,334.84	46.6%
6228 · Information Technology	392.05	500.00	-107.95	78.4%
6229 · Advertising	0.00	125,000.00	-125,000.00	0.0%
6231 · Professional/Contract Services	10,814.40	22,500.00	-11,685.60	48.1%
6232 · Fees & Service Charges	5,399.65	13,131.00	-7,731.35	41.1%
6235 · Permits & Licenses	0.00	125.00	-125.00	0.0%
6240 · Dues & Memberships	285.00	1,124.00	-839.00	25.4%
6245 · Repair/Maintenance	0.00	420.00	-420.00	0.0%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail

November 2023 through October 2024

	Nov '23 - Oct 24	Budget	\$ Over Budget	% of Budget
6250 · Operating Expense				
6250.1 · Membership	411.46	2,700.00	-2,288.54	15.2%
6250.2 · Adopt an Animal Club	2,839.16	3,600.00	-760.84	78.9%
6250.3 · Zoo Rental	0.00	800.00	-800.00	0.0%
6250.4 · Conservation Program Expense				
6250.G · Gala Conservation Celebration	2,756.75	20,000.00	-17,243.25	13.8%
Total 6250.4 · Conservation Program Expense	2,756.75	20,000.00	-17,243.25	13.8%
6250.7 · Tribute Expense				
6250.7B · Tribute Expense -Benches	0.00	750.00	-750.00	0.0%
Total 6250.7 · Tribute Expense	0.00	750.00	-750.00	0.0%
6250.9 · Merchandise Expense	0.00	600.00	-600.00	0.0%
6250.D · Donor recognition	90.00	1,430.00	-1,340.00	6.3%
6250 · Operating Expense - Other	275.53	1,550.00	-1,274.47	17.8%
Total 6250 · Operating Expense	6,372.90	31,430.00	-25,057.10	20.3%
6255 · Minor Equipment	0.00	0.00	0.00	0.0%
6258 · Training	0.00	0.00	0.00	0.0%
6260 · Professional Development	0.00	500.00	-500.00	0.0%
6265 · Travel	61.78	500.00	-438.22	12.4%
6266 · Hospitality				
6266.2 · Hospitality - Other	0.00	480.00	-480.00	0.0%
6266 · Hospitality - Other	127.72	0.00	127.72	100.0%
Total 6266 · Hospitality	127.72	480.00	-352.28	26.6%
6270 · Africa				
6270.7 · Conservation Program Expense	1,352.34	8,000.00	-6,647.66	16.9%
Total 6270 · Africa	1,352.34	8,000.00	-6,647.66	16.9%
6295 · Event Production Exp.				
6295.1 · Music Events	0.00	4,000.00	-4,000.00	0.0%
6295.3 · Boo at the Zoo	-150.00	12,000.00	-12,150.00	-1.3%
6295.4 · Run Wild	0.00	6,000.00	-6,000.00	0.0%
6295.5 · Otttoberfest	0.00	0.00	0.00	0.0%
6295.6 · Special Events -After Hours	1,304.33	9,000.00	-7,695.67	14.5%
6295.8 · Other Special Events	2,578.40	19,200.00	-16,621.60	13.4%
6295.9 · New Exhibit Opening	0.00	1,000.00	-1,000.00	0.0%
6295 · Event Production Exp. - Other	0.00	0.00	0.00	0.0%
Total 6295 · Event Production Exp.	3,732.73	51,200.00	-47,467.27	7.3%
Total 6200 · Development & Marketing Expense	162,423.47	628,286.10	-465,862.63	25.9%
6300 · Education Expense				
6301 · Wages (Salaried)	11,719.97	50,758.08	-39,038.11	23.1%
6302 · Wages (Full-Time)	61,870.12	163,948.00	-102,077.88	37.7%
6303 · Wages (Part-Time)	7,175.50	60,300.00	-53,124.50	11.9%
63031 · Wages - GA (Part-Time)	0.00	9,000.00	-9,000.00	0.0%
6306 · Payroll Tax	7,178.91	27,500.62	-20,321.71	26.1%
6307 · Benefits	13,606.86	28,800.00	-15,193.14	47.2%
6308 · Uniforms	817.87	450.00	367.87	181.7%
6310 · HR Expense	60.25	0.00	60.25	100.0%
6311 · PTO Expense	0.00	0.00	0.00	0.0%
6312 · Workers' Compensation	1,769.42	4,980.00	-3,210.58	35.5%
6315 · Office Supplies	221.93	500.00	-278.07	44.4%
6316 · GA / Docent Expense	320.00			
6320 · Copies/Printing	0.00	100.00	-100.00	0.0%
6322 · Graphics & Interpretives	245.95	700.00	-454.05	35.1%
6326 · Postage	0.00	30.00	-30.00	0.0%
6328 · Information Technology	948.13	3,800.00	-2,851.87	25.0%
6331 · Professional/Contract Services	2,537.00	4,000.00	-1,463.00	63.4%
6332 · Fees & Service Charges	3,535.50	10,848.00	-7,312.50	32.6%
6335 · Permits & Licenses	0.00	0.00	0.00	0.0%
6340 · Dues & Memberships	430.00	800.00	-370.00	53.8%
6345 · Repair/Maintenance	0.00	100.00	-100.00	0.0%
6350 · Operating Supplies	1,082.72	4,000.00	-2,917.28	27.1%
6351 · Janitorial	0.00	144.00	-144.00	0.0%
6355 · Minor Equipment	0.00	300.00	-300.00	0.0%
6358 · Training	0.00	300.00	-300.00	0.0%
6360 · Professional Development	0.00	2,500.00	-2,500.00	0.0%
6365 · Travel	38.00	1,500.00	-1,462.00	2.5%
6366 · Hospitality	105.99	400.00	-294.01	26.5%
6367 · Fuel	0.00	250.00	-250.00	0.0%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail November 2023 through October 2024

	Nov '23 - Oct 24	Budget	\$ Over Budget	% of Budget
6378 · Activities Expense				
6378.05 · Preston's Pad	0.00	0.00	0.00	0.0%
Total 6378 · Activities Expense	0.00	0.00	0.00	0.0%
6380 · Animal Purchases	109.79			
6381 · Animal Transport	0.00	0.00	0.00	0.0%
6390 · Conservation Program Expense	1,000.00	5,000.00	-4,000.00	20.0%
6395 · Program/Event Production Exp.				
6395.1 · Zoo Camp	184.88	7,000.00	-6,815.12	2.6%
6395.3 · On-Site Programs	52.12	1,500.00	-1,447.88	3.5%
6395.4 · Outreach Programs	0.00	300.00	-300.00	0.0%
6395.5 · Birthday Parties	2,209.38	7,000.00	-4,790.62	31.6%
6395.6 · Special Activities	0.00	200.00	-200.00	0.0%
6395.7 · Grant Expenditures	11.77	300.00	-288.23	3.9%
6395 · Program/Event Production Exp. - Other	39.99	0.00	39.99	100.0%
Total 6395 · Program/Event Production Exp.	2,498.14	16,300.00	-13,801.86	15.3%
Total 6300 · Education Expense	117,272.05	397,308.70	-280,036.65	29.5%
6400 · Animal Care Expense				
6401 · Wages (Salaried)	50,598.06	123,807.00	-73,208.94	40.9%
6402 · Wages (Full-Time)	176,424.95	454,068.00	-277,643.05	38.9%
6403 · Wages (Part-Time)	8,064.48	53,220.00	-45,155.52	15.2%
6406 · Payroll Tax	20,142.33	63,109.50	-42,967.17	31.9%
6407 · Benefits	32,320.28	71,900.00	-39,579.72	45.0%
6408 · Uniforms	1,327.98	1,275.00	52.98	104.2%
6411 · PTO Expense	0.00	0.00	0.00	0.0%
6412 · Workers' Compensation	4,689.86	14,000.00	-9,310.14	33.5%
6415 · Office Supplies	15.06	480.00	-464.94	3.1%
6420 · Copies/Printing	0.00	200.00	-200.00	0.0%
6422 · Graphics & Interpretives	129.00	200.00	-71.00	64.5%
6426 · Postage	233.00	800.00	-567.00	29.1%
6431 · Professional/Contract Services	1,495.00	2,500.00	-1,005.00	59.8%
6435 · Permits & Licenses	75.00	234.00	-159.00	32.1%
6440 · Dues & Memberships	745.00	1,000.00	-255.00	74.5%
6445 · Repair/Maintenance				
6445.2 · Maintenance Shipping/Freight	0.00	0.00	0.00	0.0%
6445 · Repair/Maintenance - Other	566.23	7,500.00	-6,933.77	7.5%
Total 6445 · Repair/Maintenance	566.23	7,500.00	-6,933.77	7.5%
6450 · Operating Supplies				
6450.1 · Operating Supplies Shipping	843.09	0.00	843.09	100.0%
6450.2 · Operating Supplies Tax	0.00	0.00	0.00	0.0%
6450 · Operating Supplies - Other	6,520.98	20,000.00	-13,479.02	32.6%
Total 6450 · Operating Supplies	7,364.07	20,000.00	-12,635.93	36.8%
6451 · Janitorial	1,086.46	7,200.00	-6,113.54	15.1%
6454 · Animal Enrichment	1,922.30	6,000.00	-4,077.70	32.0%
6455 · Minor Equipment	4,512.05	10,000.00	-5,487.95	45.1%
6458 · Training	0.00	650.00	-650.00	0.0%
6460 · Professional Development	905.00	3,000.00	-2,095.00	30.2%
6465 · Travel	3,088.42	3,000.00	88.42	102.9%
6466 · Hospitality				
6466.Z · Zookeeper Week	0.00	300.00	-300.00	0.0%
6466 · Hospitality - Other	0.00	300.00	-300.00	0.0%
Total 6466 · Hospitality	0.00	600.00	-600.00	0.0%
6467 · Fuel	14,456.77	25,000.00	-10,543.23	57.8%
6480 · Animal Purchases	1,800.00	0.00	1,800.00	100.0%
6481 · Animal Transport	2,211.04	3,000.00	-788.96	73.7%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail

November 2023 through October 2024

	Nov '23 - Oct 24	Budget	\$ Over Budget	% of Budget
6483 · Animal Feed, Meat & Produce				
6483.1 · Rodents	7,201.78	15,100.00	-7,898.22	47.7%
6483.10 · Produce	557.95	2,490.00	-1,932.05	22.4%
6483.11 · Animal Feed- Canine Diet	511.00	3,000.00	-2,489.00	17.0%
6483.2 · Animal Feed-Insects	2,712.85	4,500.00	-1,787.15	60.3%
6483.3 · Fish	4,272.59	10,000.00	-5,727.41	42.7%
6483.4 · Chicks	0.00	1,900.00	-1,900.00	0.0%
6483.5 · Grain	18,640.24	36,000.00	-17,359.76	51.8%
6483.6 · Animal Feed- Lettuce Giraffe	1,890.00	1,100.00	790.00	171.8%
6483.7 · Animal feed- Fruit	1,614.58	440.00	1,174.58	367.0%
6483.8 · Animal Feed- Vegetables	2,111.13	1,900.00	211.13	111.1%
6483.9 · Animal Feed-Feline	784.11	800.00	-15.89	98.0%
6483.S · Animal Feed- Shipping	704.14	3,100.00	-2,395.86	22.7%
6483 · Animal Feed, Meat & Produce - Other	14,204.37	29,000.00	-14,795.63	49.0%
Total 6483 · Animal Feed, Meat & Produce	55,204.74	109,330.00	-54,125.26	50.5%
6484 · Hay	15,755.60	29,000.00	-13,244.40	54.3%
6490 · Conservation Program Expense	0.00	9,000.00	-9,000.00	0.0%
6498 · Depreciation Expense	41,910.56	90,000.00	-48,089.44	46.6%
6400 · Animal Care Expense - Other	78.07	0.00	78.07	100.0%
Total 6400 · Animal Care Expense	447,121.31	1,110,073.50	-662,952.19	40.3%
6500 · Veterinary Services Expense				
6501 · Wages (Salaried)	34,911.58	159,848.00	-124,936.42	21.8%
6502 · Wages (Full-Time)	0.00	0.00	0.00	0.0%
6503 · Wages (Part-Time)	19,784.49	0.00	19,784.49	100.0%
6506 · Payroll Tax	4,830.39	15,984.80	-11,154.41	30.2%
6507 · Benefits	6,830.52	13,104.00	-6,273.48	52.1%
6508 · Uniforms	60.00	150.00	-90.00	40.0%
6511 · PTO Expense	0.00	0.00	0.00	0.0%
6512 · Workers' Compensation	1,196.92	3,960.00	-2,763.08	30.2%
6515 · Office Supplies	200.75	300.00	-99.25	66.9%
6520 · Copies/Printing	0.00	0.00	0.00	0.0%
6526 · Postage	399.51	300.00	99.51	133.2%
6531 · Professional/Contract Services				
6531.1 · Consulting/Backup Vet	745.00	0.00	745.00	100.0%
6531.2 · Lab Fees				
6531.21 · Idexx	2,083.22	16,800.00	-14,716.78	12.4%
6531.22 · Other Lab Fees	270.50	3,600.00	-3,329.50	7.5%
6531.23 · University of Miami	3,790.91	7,800.00	-4,009.09	48.6%
6531.24 · NorthWest Zoopath	1,829.00	3,600.00	-1,771.00	50.8%
6531.2 · Lab Fees - Other	0.00	700.00	-700.00	0.0%
Total 6531.2 · Lab Fees	7,973.63	32,500.00	-24,526.37	24.5%
6531.5 · Prof/Contract Services - Other	0.00	600.00	-600.00	0.0%
Total 6531 · Professional/Contract Services	8,718.63	33,100.00	-24,381.37	26.3%
6535 · Permits & Licenses	1,433.00	1,500.00	-67.00	95.5%
6540 · Dues & Memberships	1,168.00	1,825.00	-657.00	64.0%
6545 · Repair/Maintenance				
6545.1 · Freight Charges	0.00	0.00	0.00	0.0%
6545 · Repair/Maintenance - Other	2,587.50	4,020.00	-1,432.50	64.4%
Total 6545 · Repair/Maintenance	2,587.50	4,020.00	-1,432.50	64.4%
6550 · Operating Supplies	893.38	3,000.00	-2,106.62	29.8%
6551 · Janitorial	216.32	420.00	-203.68	51.5%
6553 · Pharmacy	6,890.79	26,400.00	-19,509.21	26.1%
6555 · Minor Equipment	2,933.44	4,200.00	-1,266.56	69.8%
6560 · Professional Development	0.00	2,400.00	-2,400.00	0.0%
6561 · Library & Subscriptions	0.00	0.00	0.00	0.0%
6565 · Travel	0.00	1,000.00	-1,000.00	0.0%
6566 · Hospitality	100.85	1,000.00	-899.15	10.1%
6567 · Fuel	0.00	300.00	-300.00	0.0%
Total 6500 · Veterinary Services Expense	93,156.07	272,811.80	-179,655.73	34.1%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail

November 2023 through October 2024

	Nov '23 - Oct 24	Budget	\$ Over Budget	% of Budget
6600 · Facilities & Grounds Expense				
6601 · Wages (Salaried)	0.00	0.00	0.00	0.0%
6602 · Wages (Full-Time)	34,935.93	96,143.00	-61,207.07	36.3%
6603 · Wages (Part-Time)	0.00	5,760.00	-5,760.00	0.0%
6606 · Payroll Tax	3,081.88	10,190.30	-7,108.42	30.2%
6607 · Benefits	5,313.32	6,400.80	-1,087.48	83.0%
6608 · Uniforms	200.00	200.00	0.00	100.0%
6611 · PTO Expense	0.00	0.00	0.00	0.0%
6612 · Workers' Compensation	716.49	2,400.00	-1,683.51	29.9%
6620 · Copies/Printing	0.00	0.00	0.00	0.0%
6631 · Professional/Contract Services	25,449.77	149,100.00	-123,650.23	17.1%
6635 · Permits & Licenses	2,497.75	2,200.00	297.75	113.5%
6645 · Exhibit Maintenance	3,798.07	24,000.00	-20,201.93	15.8%
6646 · Vehicle Maintenance	6,108.12	9,000.00	-2,891.88	67.9%
6647 · Equipment Maintenance	4,167.44	6,000.00	-1,832.56	69.5%
6648 · Building Maintenance	1,706.22	24,000.00	-22,293.78	7.1%
6650 · Operating Supplies	4,684.66	12,000.00	-7,315.34	39.0%
6651 · Janitorial	0.00	0.00	0.00	0.0%
6652 · Pest Control	2,408.40	5,760.00	-3,351.60	41.8%
6655 · Minor Equipment	633.55	5,760.00	-5,126.45	11.0%
6661 · Library & Subscriptions	0.00	0.00	0.00	0.0%
6665 · Travel	0.00	0.00	0.00	0.0%
6667 · Fuel	6,081.79	14,400.00	-8,318.21	42.2%
6685 · Plant Materials	0.00	4,800.00	-4,800.00	0.0%
Total 6600 · Facilities & Grounds Expense	101,783.39	378,114.10	-276,330.71	26.9%
6700 · Admin & Finance Expense				
6701 · Wages (Salaried)	122,045.49	309,072.00	-187,026.51	39.5%
6702 · Wages (Full-Time)	0.00	0.00	0.00	0.0%
6703 · Wages (Part-Time)	3,425.93	21,480.00	-18,054.07	15.9%
6706 · Payroll Tax	10,244.23	33,055.20	-22,810.97	31.0%
6707 · Benefits	15,046.20	28,000.00	-12,953.80	53.7%
6708 · Uniforms	2,597.00	0.00	2,597.00	100.0%
6709 · Recruiting	0.00	0.00	0.00	0.0%
6710 · HR Expense	1,260.32	2,700.00	-1,439.68	46.7%
6711 · PTO Expense	0.00	0.00	0.00	0.0%
6712 · Workers' Compensation	137.48	432.00	-294.52	31.8%
6713 · Morale & Team Building	1,231.41	0.00	1,231.41	100.0%
6714 · Donations	0.00	0.00	0.00	0.0%
6715 · Office Supplies	560.21	2,200.00	-1,639.79	25.5%
6720 · Copies/Printing	3,041.86	6,200.00	-3,158.14	49.1%
6726 · Postage	444.70	640.00	-195.30	69.5%
6727 · Telephone	916.84	1,800.00	-883.16	50.9%
6728 · Information Technology	6,824.22	12,000.00	-5,175.78	56.9%
6730 · Utilities/Electric	29,749.53	66,000.00	-36,250.47	45.1%
6731 · Professional/Contract Services				
6731.1 · Institutional Insurance	45,807.90	108,609.60	-62,801.70	42.2%
6731.2 · Accounting & Audit	0.00	11,500.00	-11,500.00	0.0%
6731.3 · PA Zoo Council	1,600.00	3,600.00	-2,000.00	44.4%
6731.4 · Payroll Preparation	5,836.71	24,100.00	-18,263.29	24.2%
6731.5 · Other Consulting	15,000.00	0.00	15,000.00	100.0%
6731 · Professional/Contract Services - Other	0.00	0.00	0.00	0.0%
Total 6731 · Professional/Contract Services	68,244.61	147,809.60	-79,564.99	46.2%
6732 · Fees & Service Charges				
6732.1 · Credit Card Acceptance Fees	251.15	1,200.00	-948.85	20.9%
6732.2 · Bank Fees	382.44	1,200.00	-817.56	31.9%
6732.3 · Other Fees & Service Charges	1,982.50	0.00	1,982.50	100.0%
6732 · Fees & Service Charges - Other	29.00	0.00	29.00	100.0%
Total 6732 · Fees & Service Charges	2,645.09	2,400.00	245.09	110.2%

Lehigh Valley Zoo
Profit & Loss Budget vs. Actual - Detail
 November 2023 through October 2024

	Nov '23 - Oct 24	Budget	\$ Over Budget	% of Budget
6735 · Permits & Licenses	25.00	2,400.00	-2,375.00	1.0%
6740 · Dues & Memberships	1,514.00	1,200.00	314.00	126.2%
6745 · Repair/Maintenance	0.00	0.00	0.00	0.0%
6750 · Operating Supplies	1,894.28	4,500.00	-2,605.72	42.1%
6751 · Janitorial	3,136.35	6,000.00	-2,863.65	52.3%
6755 · Minor Equipment	103.59	0.00	103.59	100.0%
6756 · Major Equipment	0.00	0.00	0.00	0.0%
6758 · Training	0.00	300.00	-300.00	0.0%
6760 · Professional Development	510.00	2,500.00	-1,990.00	20.4%
6761 · Library & Subscriptions	99.00	0.00	99.00	100.0%
6762 · Board Development	283.04	1,500.00	-1,216.96	18.9%
6765 · Travel	1,519.10	3,000.00	-1,480.90	50.6%
6766 · Hospitality	91.73	350.00	-258.27	26.2%
6767 · Fuel	13.39	0.00	13.39	100.0%
6790 · Conservation Program Expense	0.00	12,000.00	-12,000.00	0.0%
6791 · AZA Accreditation	6,096.00	18,000.00	-11,904.00	33.9%
6792 · WAZA - World Assoc of Zoos/Aqu	2,915.38	3,000.00	-84.62	97.2%
6793 · Interest Expense	1,686.54	4,100.00	-2,413.46	41.1%
6794 · Capital Lease Interest Expense	0.00	0.00	0.00	0.0%
6798 · Depreciation Expense	24,505.61	79,000.00	-54,494.39	31.0%
6799 · Gain (Loss) on Disposal of FA	0.00	0.00	0.00	0.0%
Total 6700 · Admin & Finance Expense	312,808.13	771,638.80	-458,830.67	40.5%
Total Expense	2,372,544.42	5,267,593.20	-2,895,048.78	45.0%
Net Income	-323,697.24	3,040.52	-326,737.76	-10,646.1%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
Income				
4100 · Guest Services Income				
4110 · Admission				
4110.1 · Gate Admission	1,150,217.62	1,201,634.00	-51,416.38	95.7%
4110.2 · Group Admission (Non-Education)				
4110.2A · Group Admission - Adult	0.00	0.00	0.00	0.0%
4110.2C · Group Admission - Child	0.00	0.00	0.00	0.0%
4110.2 · Group Admission (Non-Education) - Other	145,891.75	105,300.00	40,591.75	138.5%
Total 4110.2 · Group Admission (Non-Education)	145,891.75	105,300.00	40,591.75	138.5%
4241 · Zoo Pass Sales				
4241.1 · Groupon Sales	672.21			
4241.2 · Zoo Pass Sales Adult	0.00	0.00	0.00	0.0%
4241.3 · Zoo Pass Sales Child	0.00	0.00	0.00	0.0%
Total 4241 · Zoo Pass Sales	672.21	0.00	672.21	100.0%
Total 4110 · Admission	1,296,781.58	1,306,934.00	-10,152.42	99.2%
4160 · Sales (Merchandise)				
4160.3 · Nature Store (Taxable)	350,162.29	395,520.00	-45,357.71	88.5%
4160.4 · Nature Store (Non-Taxable)				
4160.4C · Merch Clothing	0.00	0.00	0.00	0.0%
4160.4W · Nature Store - Water (NT)	4,036.00	7,107.00	-3,071.00	56.8%
4160.4 · Nature Store (Non-Taxable) - Other	66,619.91	72,111.33	-5,491.42	92.4%
Total 4160.4 · Nature Store (Non-Taxable)	70,655.91	79,218.33	-8,562.42	89.2%
4160.5 · Nature Store - Taxble Food/Dr	11,513.55	10,403.00	1,110.55	110.7%
4160.6 · General Store (Taxable)				
4160.6B · General Store - Build a Zoo	15,533.20	14,385.75	1,147.45	108.0%
4160.6 · General Store (Taxable) - Other	26,205.81	30,625.00	-4,419.19	85.6%
Total 4160.6 · General Store (Taxable)	41,739.01	45,010.75	-3,271.74	92.7%
4160.7 · General Store (Non-Taxable)	118.74	0.00	118.74	100.0%
4160.8 · General Store - Food/Drink	1,390.76	1,499.65	-108.89	92.7%
4160.81 · General Store - Water (NT)	2,011.80	1,976.00	35.80	101.8%
4160.9 · Cart Merchandise Sales	23,433.89	13,000.00	10,433.89	180.3%
Total 4160 · Sales (Merchandise)	501,025.95	546,627.73	-45,601.78	91.7%
4161 · Sales (Food)				
4161.1 · Cafe Food	36,289.28	19,000.00	17,289.28	191.0%
4161.2 · Cafe Drinks	10,168.06	4,000.00	6,168.06	254.2%
4161.21 · Cafe - Water (NT)	21,990.24	10,000.00	11,990.24	219.9%
4161.4 · Cart Food Sales				
4161.4N · Food/Dr Sales Non Taxable	0.00	0.00	0.00	0.0%
4161.4 · Cart Food Sales - Other	77,591.01	56,000.00	21,591.01	138.6%
Total 4161.4 · Cart Food Sales	77,591.01	56,000.00	21,591.01	138.6%
Total 4161 · Sales (Food)	146,038.59	89,000.00	57,038.59	164.1%
4162 · Drink Vending	3,897.60	1,000.00	2,897.60	389.8%
4164 · Cafe / Food Vendor Commission	37,282.10	40,500.00	-3,217.90	92.1%
4165 · Services				
4165.02 · Stroller Rental	4,830.00	3,096.00	1,734.00	156.0%
4165.07 · Penny Press	1,036.97	756.00	280.97	137.2%
4165.10 · Binoculars	193.00	150.00	43.00	128.7%
4165.12 · Token Revenue	77,208.89	84,000.00	-6,791.11	91.9%
4165.14 · Photo Booth Revenue	3,510.15	2,004.00	1,506.15	175.2%
4165.20 · Services - Other Activities	0.00	0.00	0.00	0.0%
Total 4165 · Services	86,779.01	90,006.00	-3,226.99	96.4%
4170 · Animal Feed				
4170.3 · Giraffe Feeding	75,755.18	80,000.00	-4,244.82	94.7%
4170 · Animal Feed - Other	0.00	0.00	0.00	0.0%
Total 4170 · Animal Feed	75,755.18	80,000.00	-4,244.82	94.7%
4195 · Over/Under Registers	-482.81	0.00	-482.81	100.0%
Total 4100 · Guest Services Income	2,147,077.20	2,154,067.73	-6,990.53	99.7%
4179 · Winter Light Spectacular				
4179.01 · WLS Admissions	761,829.96	874,211.90	-112,381.94	87.1%
4179.02 · WLS Taxable Sales - Booths	153,342.59	150,000.00	3,342.59	102.2%
4179.03 · WLS Activities	3,844.71	4,000.00	-155.29	96.1%
4179.05 · WLS Photos	4,950.00	3,000.00	1,950.00	165.0%
4179.07 · WLS Stroller/Wagon Rental	370.00	0.00	370.00	100.0%
4179.10 · WLS Sponsorships	68,500.00	57,500.00	11,000.00	119.1%
4179.11 · Conservation Activity Funds	1,663.00	3,000.00	-1,337.00	55.4%
4179.12 · WLS Event Rentals	10,912.50	20,000.00	-9,087.50	54.6%
4179.14 · WLS Nature Store - Taxable	19,384.74	20,000.00	-615.26	96.9%
4179.15 · WLS Nature Store - NonTax	3,310.89	10,500.00	-7,189.11	31.5%
4179.17 · WLS - Food Vendor Commission	16,115.63	15,000.00	1,115.63	107.4%

Lehigh Valley Zoo

Profit & Loss Budget vs. Actual - Detail

November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
4179.20 · WLS Cart Sales				
4179.21 · WLS Cart Sales Merch Tax	24,456.58	40,000.00	-15,543.42	61.1%
4179.22 · WLS Cart Sales Merch Non Tax	35,277.19	27,500.00	7,777.19	128.3%
Total 4179.20 · WLS Cart Sales	59,733.77	67,500.00	-7,766.23	88.5%
4179.30 · WLS Cafe Revenue				
4179.31 · WLS Cafe Revenue Tax	0.00	0.00	0.00	0.0%
4179.32 · WLS Cafe Revenue Non Tax	4,435.74	0.00	4,435.74	100.0%
Total 4179.30 · WLS Cafe Revenue	4,435.74	0.00	4,435.74	100.0%
4179.95 · WLS Over Under	-1,134.09	0.00	-1,134.09	100.0%
4179 · Winter Light Spectacular - Other	0.00	0.00	0.00	0.0%
Total 4179 · Winter Light Spectacular	1,107,259.44	1,224,711.90	-117,452.46	90.4%
4200 · Development & Marketing Income				
4220 · Membership				
4220.1 · Basic Membership	436,220.47	431,500.00	4,720.47	101.1%
4220.2 · Donor Level Membership	4,486.00	6,200.00	-1,714.00	72.4%
Total 4220 · Membership	440,706.47	437,700.00	3,006.47	100.7%
4225 · Events				
4225.1 · Music Events	13,126.00	20,000.00	-6,874.00	65.6%
4225.3 · Boo at the Zoo	0.00	0.00	0.00	0.0%
4225.4 · Run Wild	17,468.25	25,000.00	-7,531.75	69.9%
4225.5 · Otttoberfest	0.00	0.00	0.00	0.0%
4225.6 · Special Events -After Hours	36,159.75	15,000.00	21,159.75	241.1%
4225.8 · Other Special Events	76,622.49	31,500.00	45,122.49	243.2%
4225 · Events - Other	0.00	0.00	0.00	0.0%
Total 4225 · Events	143,376.49	91,500.00	51,876.49	156.7%
4235 · Adopt an Animal Club	10,814.26	17,000.00	-6,185.74	63.6%
4240 · Zoo Rental				
4240.5 · Catering referral fee	3,892.50	1,000.00	2,892.50	389.3%
4240 · Zoo Rental - Other	34,957.99	20,000.00	14,957.99	174.8%
Total 4240 · Zoo Rental	38,850.49	21,000.00	17,850.49	185.0%
4242 · Conservation Program Income				
4242.1 · Penguin Pathway Brick	1,742.00	2,500.00	-758.00	69.7%
4243 · Gala Event				
4243.1S · Gala Sponsor	9,600.00	6,500.00	3,100.00	147.7%
4243.2D · Gala Donations	2,399.00	6,000.00	-3,601.00	40.0%
4243.3A · Silent Auction	15,472.00	12,000.00	3,472.00	128.9%
4243.3B · Live Auction	11,725.00	10,000.00	1,725.00	117.3%
4243.3F · Live Auction - Fund the Mission	5,650.00	10,000.00	-4,350.00	56.5%
4243.3R · Live Auction - Restricted	3,700.00	0.00	3,700.00	100.0%
4243.4T · Gala Tickets	14,500.00	15,000.00	-500.00	96.7%
4243.5E · Gala - Animal Enrichment	1,922.00	500.00	1,422.00	384.4%
4243.6B · Gala - Other Items	385.00	0.00	385.00	0.0%
4243 · Gala Event - Other	0.00	0.00	0.00	0.0%
Total 4243 · Gala Event	65,353.00	60,000.00	5,353.00	108.9%
4242 · Conservation Program Income - Other	19,636.59	18,000.00	1,636.59	109.1%
Total 4242 · Conservation Program Income	86,731.59	80,500.00	6,231.59	107.7%
4245 · General Operating Support				
4245.2 · Unrestricted Grants	0.00	60,000.00	-60,000.00	0.0%
4245.3 · Individual Contributions				
4245.3A · AmazonSmile Contributions	1,273.03	1,500.00	-226.97	84.9%
4245.3E · Etsy Store Contributions	3,804.87	1,350.00	2,454.87	281.8%
4245.3U · United Way Distributions	16,080.65	10,700.00	5,380.65	150.3%
4245.3 · Individual Contributions - Other	73,726.43	44,500.00	29,226.43	165.7%
Total 4245.3 · Individual Contributions	94,884.98	58,050.00	36,834.98	163.5%
4245.4 · Organizational Contributions	7,633.88	15,000.00	-7,366.12	50.9%
4245.5 · Business Partners	123,723.00	114,000.00	9,723.00	108.5%
4245.6 · Matching Gifts	0.00	1,200.00	-1,200.00	0.0%
4245.7 · Tribute Gifts				
4245.7B · Benches	5,150.00	15,000.00	-9,850.00	34.3%
4245.7 · Tribute Gifts - Other	2,481.50	3,600.00	-1,118.50	68.9%
Total 4245.7 · Tribute Gifts	7,631.50	18,600.00	-10,968.50	41.0%
4245.8 · In-Kind Contributions	33,027.30	14,400.00	18,627.30	229.4%
Total 4245 · General Operating Support	266,900.66	281,250.00	-14,349.34	94.9%
4250 · Restricted Contributions				
4250.1 · Restricted Grants	197,500.00	150,000.00	47,500.00	131.7%
4250.2 · Restricted Donations	12,586.34	20,000.00	-7,413.66	62.9%
4250.3 · EITC Contributions	13,000.00	30,000.00	-17,000.00	43.3%
4250.8 · Exhibit Donation Income	206.00	0.00	206.00	100.0%
Total 4250 · Restricted Contributions	223,292.34	200,000.00	23,292.34	111.6%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
4270 · Africa				
4270.12 · Business Ptr/Spons Africa	0.00	0.00	0.00	0.0%
Total 4270 · Africa	0.00	0.00	0.00	0.0%
Total 4200 · Development & Marketing Income	1,210,672.30	1,128,950.00	81,722.30	107.2%
4300 · Education Income				
4330 · Education Programs				
4330.1 · Zoo Camp	92,369.00	78,000.00	14,369.00	118.4%
4330.2 · Explore & Snore	0.00	0.00	0.00	0.0%
4330.3 · On-Site Programs				
4330.3M · On Site Encounters	46,707.20	42,200.00	4,507.20	110.7%
4330.3 · On-Site Programs - Other	132,156.94	102,000.00	30,156.94	129.6%
Total 4330.3 · On-Site Programs	178,864.14	144,200.00	34,664.14	124.0%
4330.4 · Outreach Programs	28,274.00	22,700.00	5,574.00	124.6%
4330.5 · Birthday Parties	44,753.25	35,000.00	9,753.25	127.9%
Total 4330 · Education Programs	344,260.39	279,900.00	64,360.39	123.0%
Total 4300 · Education Income	344,260.39	279,900.00	64,360.39	123.0%
4400 · Animal Care Income				
4401 · Giraffe Encounter	5,250.00	8,050.00	-2,800.00	65.2%
4402 · Otter Encounter / Enrichment	26,050.00	17,150.00	8,900.00	151.9%
4445 · Donations / Enrichment Income	3,358.60	15,000.00	-11,641.40	22.4%
4465 · Services				
4465.1 · Bison/Elk Care	120,000.00	120,000.00	0.00	100.0%
Total 4465 · Services	120,000.00	120,000.00	0.00	100.0%
Total 4400 · Animal Care Income	154,658.60	160,200.00	-5,541.40	96.5%
4500 · Veterinary Services Income				
4590 · Miscellaneous Income	0.00	0.00	0.00	0.0%
Total 4500 · Veterinary Services Income	0.00	0.00	0.00	0.0%
4600 · Facilities and Grounds Income				
4690 · Miscellaneous Income	100.00	0.00	100.00	100.0%
Total 4600 · Facilities and Grounds Income	100.00	0.00	100.00	100.0%
4700 · Admin & Finance Income				
4710 · Interest Income	897.82	144.00	753.82	623.5%
4720 · Other Income	0.00	0.00	0.00	0.0%
4763 · Sales Tax Discounts Earned	236.95	300.00	-63.05	79.0%
4764 · Payment Discounts Taken	0.00	0.00	0.00	0.0%
4790 · Miscellaneous Income	123.80	0.00	123.80	100.0%
Total 4700 · Admin & Finance Income	1,258.57	444.00	814.57	283.5%
Total Income	4,965,286.50	4,948,273.63	17,012.87	100.3%
Gross Profit	4,965,286.50	4,948,273.63	17,012.87	100.3%
Expense				
6100 · Guest Services Expense				
6101 · Wages (Salaried)	155,181.96	150,076.00	5,105.96	103.4%
6102 · Wages (Full-Time)	93,507.06	129,024.00	-35,516.94	72.5%
6103 · Wages (Part-Time)	192,544.71	164,106.00	28,438.71	117.3%
6106 · Payroll Tax	39,469.33	44,320.60	-4,851.27	89.1%
6107 · Benefits	36,752.04	28,980.00	7,772.04	126.8%
6108 · Uniforms	1,187.48	600.00	587.48	197.9%
6110 · HR Expense	65.00	0.00	65.00	100.0%
6111 · PTO Expense	-875.68	0.00	-875.68	100.0%
6112 · Workers' Compensation	10,764.33	11,400.00	-635.67	94.4%
6115 · Office Supplies	37.60	780.00	-742.40	4.8%
6120 · Copies/Printing	0.00	0.00	0.00	0.0%
6121 · Signage	834.40	7,000.00	-6,165.60	11.9%
6126 · Postage	0.00	0.00	0.00	0.0%
6128 · Information Technology	674.95	700.00	-25.05	96.4%
6131 · Professional/Contract Services	0.00	850.00	-850.00	0.0%
6132 · Fees & Service Charges	54,749.98	52,277.36	2,472.62	104.7%
6135 · Permits & Licenses	12,103.00	12,015.00	88.00	100.7%
6140 · Dues & Memberships	47.50	180.00	-132.50	26.4%
6145 · Repair/Maintenance	812.98	3,000.00	-2,187.02	27.1%
6150 · Operating Supplies				
6150.1 · Tokens	3,640.00	5,200.00	-1,560.00	70.0%
6150.2 · Freight Charges	188.42	0.00	188.42	100.0%
6150 · Operating Supplies - Other	9,415.75	5,000.00	4,415.75	188.3%
Total 6150 · Operating Supplies	13,244.17	10,200.00	3,044.17	129.8%
6151 · Janitorial				
6151.1 · Janitorial Shipping	649.83	0.00	649.83	100.0%
6151 · Janitorial - Other	15,310.86	10,500.00	4,810.86	145.8%
Total 6151 · Janitorial	15,960.69	10,500.00	5,460.69	152.0%

Lehigh Valley Zoo
Profit & Loss Budget vs. Actual - Detail
 November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
6155 · Minor Equipment	6,219.50	600.00	5,619.50	1,036.6%
6158 · Training	219.00	0.00	219.00	100.0%
6160 · Professional Development	40.00	500.00	-460.00	8.0%
6161 · Library & Subscriptions	417.04			
6165 · Travel	0.00	1,500.00	-1,500.00	0.0%
6166 · Hospitality	430.84	400.00	30.84	107.7%
6167 · Fuel	1,844.57	2,700.00	-855.43	68.3%
6170 · Merchandise Expense-Gift Shops				
6170.1 · Merch Expense (Taxable)				
6170.1C · Merch Exp Consumable	1,482.50	0.00	1,482.50	100.0%
6170.1G · Merch Exp Gift	0.00	0.00	0.00	0.0%
6170.1J · Merch Exp Jewelry	2,003.00	0.00	2,003.00	100.0%
6170.1N · Merch Exp Novelty	8,509.06	0.00	8,509.06	100.0%
6170.1O · Merch Exp Other	1,098.48	0.00	1,098.48	100.0%
6170.1P · Merch Exp Plush	14,505.41	0.00	14,505.41	100.0%
6170.1T · Merch Exp Toy	11,328.60	0.00	11,328.60	100.0%
6170.1Z · Build-A-Zoo Expense	7,395.62	0.00	7,395.62	100.0%
6170.1 · Merch Expense (Taxable) - Other	125,150.64	159,000.00	-33,849.36	78.7%
Total 6170.1 · Merch Expense (Taxable)	171,473.31	159,000.00	12,473.31	107.8%
6170.2 · Merch Clothing Exp (Non-Tax)	32,058.96	25,000.00	7,058.96	128.2%
6170.3 · Merch Shipping Expense				
6170.3Z · Build A Zoo Shipping	664.25	0.00	664.25	100.0%
6170.3 · Merch Shipping Expense - Other	10,660.97	16,500.00	-5,839.03	64.6%
Total 6170.3 · Merch Shipping Expense	11,325.22	16,500.00	-5,174.78	68.6%
Total 6170 · Merchandise Expense-Gift Shops	214,857.49	200,500.00	14,357.49	107.2%
6175 · Food/Drink Expense-Gift Shops				
6175.3 · Gift Shop Food & Drink Shipping	102.08	0.00	102.08	100.0%
6175 · Food/Drink Expense-Gift Shops - Other	8,132.52	0.00	8,132.52	100.0%
Total 6175 · Food/Drink Expense-Gift Shops	8,234.60	0.00	8,234.60	100.0%
6176 · Cafe Expense				
6176.1 · Cafe Food Expense	16,092.02	6,000.00	10,092.02	268.2%
6176.2 · Cafe Drink Expense	10,294.77	4,500.00	5,794.77	228.8%
6176.3 · Cafe Supply Expense	369.80	100.00	269.80	369.8%
6176.DD · Dippin' Dots				
6176.DF · Dippin Dots Fuel Surcharge	0.00	0.00	0.00	0.0%
6176.DO · Dippin' Dots Supplies	2,988.44	500.00	2,488.44	597.7%
6176.DS · Dippin' Dots Shipping cost	321.35	0.00	321.35	100.0%
6176.DD · Dippin' Dots - Other	27,264.35	16,000.00	11,264.35	170.4%
Total 6176.DD · Dippin' Dots	30,574.14	16,500.00	14,074.14	185.3%
6176 · Cafe Expense - Other	5.00	0.00	5.00	100.0%
Total 6176 · Cafe Expense	57,335.73	27,100.00	30,235.73	211.6%
6178 · Services Expense				
6178.10 · Binoculars Expense	115.80	0.00	115.80	100.0%
6178 · Services Expense - Other	1,726.54	3,000.00	-1,273.46	57.6%
Total 6178 · Services Expense	1,842.34	3,000.00	-1,157.66	61.4%
6190 · Conservation Program Expense	5,281.60	0.00	5,281.60	100.0%
Total 6100 · Guest Services Expense	923,784.21	862,308.96	61,475.25	107.1%
6179 · Winter Light Spectacular Exp				
61031 · Wages WLS (Hourly)	60,964.05	67,336.00	-6,371.95	90.5%
61061 · Payroll Tax WLS	5,819.41	6,733.60	-914.19	86.4%
6179.01 · Advertising/Promotion	64,774.68	65,000.00	-225.32	99.7%
6179.02 · Food & Merchandise Expense				
6179.F · WLS Food Expense	25,877.66	21,000.00	4,877.66	123.2%
6179.M · WLS Merchandise Expense	38,514.78	45,000.00	-6,485.22	85.6%
6179.S · Food & Merch. Shipping	2,183.48	0.00	2,183.48	100.0%
6179.02 · Food & Merchandise Expense - Other	25,644.44	0.00	25,644.44	100.0%
Total 6179.02 · Food & Merchandise Expense	92,220.36	66,000.00	26,220.36	139.7%
6179.03 · Activities Expense	7,711.48	6,000.00	1,711.48	128.5%
6179.05 · Photo Expense	38,514.78	5,401.11	401.11	108.0%
6179.07 · Equipment/Costume Expense	29.99	0.00	29.99	100.0%
6179.08 · Reindeer Expense	0.00	0.00	0.00	0.0%
6179.09 · Cafe Expense	0.00	0.00	0.00	0.0%
6179.10 · Operating Expense	49,952.94	35,500.00	14,452.94	140.7%
6179.12 · Partnership Expense	520,825.00	550,000.00	-29,175.00	94.7%
6179 · Winter Light Spectacular Exp - Other	0.00	0.00	0.00	0.0%
Total 6179 · Winter Light Spectacular Exp	807,699.02	801,569.60	6,129.42	100.8%

Lehigh Valley Zoo
Profit & Loss Budget vs. Actual - Detail
 November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
6200 · Development & Marketing Expense				
6201 · Wages (Salaried)	154,511.95	140,199.37	14,312.58	110.2%
6202 · Wages (Full-Time)	85,477.50	100,176.00	-14,698.50	85.3%
6203 · Wages (Part-Time)	15,411.16	12,000.00	3,411.16	128.4%
6206 · Payroll Tax	21,609.16	25,237.54	-3,628.38	85.6%
6207 · Benefits	44,108.69	54,000.00	-9,891.31	81.7%
6208 · Uniforms	-878.76	0.00	-878.76	100.0%
6209 · Recruiting	51.60			
6210 · HR Expense	511.43			
6211 · PTO Expense	-2,736.66	0.00	-2,736.66	100.0%
6212 · Workers' Compensation	421.90	408.00	13.90	103.4%
6215 · Office Supplies	418.15	1,200.00	-781.85	34.8%
6216 · Volunteer Expense	833.71	470.00	363.71	177.4%
6220 · Copies/Printing	1,031.01	1,440.00	-408.99	71.6%
6221 · Signage	6,080.39	8,000.00	-1,919.61	76.0%
6222 · Publications	0.00	504.00	-504.00	0.0%
6226 · Postage	2,193.44	2,500.00	-306.56	87.7%
6228 · Information Technology	409.00	500.00	-91.00	81.8%
6229 · Advertising	127,005.00	125,000.00	2,005.00	101.6%
6231 · Professional/Contract Services	23,109.39	22,500.00	609.39	102.7%
6232 · Fees & Service Charges	12,412.75	13,131.00	-718.25	94.5%
6235 · Permits & Licenses	462.00	125.00	337.00	369.6%
6240 · Dues & Memberships	810.00	1,124.00	-314.00	72.1%
6245 · Repair/Maintenance	110.16	420.00	-309.84	26.2%
6250 · Operating Expense				
6250.1 · Membership	1,813.86	2,700.00	-886.14	67.2%
6250.2 · Adopt an Animal Club	2,505.30	3,600.00	-1,094.70	69.6%
6250.3 · Zoo Rental	1,004.80	800.00	204.80	125.6%
6250.4 · Conservation Program Expense				
6250.G · Gala Conservation Celebration	29,885.90	15,000.00	14,885.90	199.2%
Total 6250.4 · Conservation Program Expense	29,885.90	15,000.00	14,885.90	199.2%
6250.7 · Tribute Expense				
6250.7B · Tribute Expense -Benches	876.81	750.00	126.81	116.9%
6250.7 · Tribute Expense - Other	0.00	0.00	0.00	0.0%
Total 6250.7 · Tribute Expense	876.81	750.00	126.81	116.9%
6250.9 · Merchandise Expense	0.00	600.00	-600.00	0.0%
6250.D · Donor recognition	2,338.80	480.00	1,858.80	487.3%
6250 · Operating Expense - Other	2,545.30	1,000.00	1,545.30	254.5%
Total 6250 · Operating Expense	40,970.77	24,930.00	16,040.77	164.3%
6255 · Minor Equipment	133.46	0.00	133.46	100.0%
6258 · Training	0.00	0.00	0.00	0.0%
6260 · Professional Development	650.00	500.00	150.00	130.0%
6261 · Library & Subscriptions	0.00	0.00	0.00	0.0%
6265 · Travel	934.69	500.00	434.69	186.9%
6266 · Hospitality				
6266.1 · Leadership Gatherings	120.00			
6266.2 · Hospitality - Other	287.12	480.00	-192.88	59.8%
6266 · Hospitality - Other	293.43	0.00	293.43	100.0%
Total 6266 · Hospitality	700.55	480.00	220.55	145.9%
6270 · Africa				
6270.7 · Conservation Program Expense	25,708.38	8,000.00	17,708.38	321.4%
Total 6270 · Africa	25,708.38	8,000.00	17,708.38	321.4%
6295 · Event Production Exp.				
6295.1 · Music Events	2,917.22	4,000.00	-1,082.78	72.9%
6295.3 · Boo at the Zoo	8,513.75	8,000.00	513.75	106.4%
6295.4 · Run Wild	7,352.91	6,000.00	1,352.91	122.5%
6295.5 · Otttoberfest	30.00	0.00	30.00	100.0%
6295.6 · Special Events -After Hours	7,102.56	6,000.00	1,102.56	118.4%
6295.8 · Other Special Events	21,624.82	14,200.00	7,424.82	152.3%
6295.9 · New Exhibit Opening	2,907.10	1,000.00	1,907.10	290.7%
Total 6295 · Event Production Exp.	50,448.36	39,200.00	11,248.36	128.7%
Total 6200 · Development & Marketing Expense	612,909.18	582,544.91	30,364.27	105.2%

Lehigh Valley Zoo
Profit & Loss Budget vs. Actual - Detail
 November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
6300 · Education Expense				
6301 · Wages (Salaried)	49,579.21	47,977.06	1,602.15	103.3%
6302 · Wages (Full-Time)	129,465.63	124,544.00	4,921.63	104.0%
6303 · Wages (Part-Time)	33,785.77	50,400.00	-16,614.23	67.0%
63031 · Wages - GA (Part-Time)	5,653.80	9,000.00	-3,346.20	62.8%
6306 · Payroll Tax	18,314.46	23,192.09	-4,877.63	79.0%
6307 · Benefits	24,605.92	28,800.00	-4,194.08	85.4%
6308 · Uniforms	292.27	450.00	-157.73	64.9%
6310 · HR Expense	219.75	0.00	219.75	100.0%
6311 · PTO Expense	1,334.22	0.00	1,334.22	100.0%
6312 · Workers' Compensation	4,157.23	4,980.00	-822.77	83.5%
6315 · Office Supplies	71.43	504.00	-432.57	14.2%
6316 · GA / Docent Expense	8.00			
6320 · Copies/Printing	0.00	120.00	-120.00	0.0%
6322 · Graphics & Interpretives	553.67	500.00	53.67	110.7%
6326 · Postage	0.00	55.00	-55.00	0.0%
6328 · Information Technology	34.50	3,800.00	-3,765.50	0.9%
6331 · Professional/Contract Services	5,653.00	0.00	5,653.00	100.0%
6332 · Fees & Service Charges	6,326.03	8,397.00	-2,070.97	75.3%
6335 · Permits & Licenses	0.00	0.00	0.00	0.0%
6340 · Dues & Memberships	1,554.00	790.00	764.00	196.7%
6345 · Repair/Maintenance	0.00	120.00	-120.00	0.0%
6350 · Operating Supplies	2,678.05	4,000.00	-1,321.95	67.0%
6351 · Janitorial	42.71	144.00	-101.29	29.7%
6355 · Minor Equipment	0.00	300.00	-300.00	0.0%
6358 · Training	240.00	300.00	-60.00	80.0%
6360 · Professional Development	1,251.32	4,300.00	-3,048.68	29.1%
6365 · Travel	1,196.60	1,000.00	196.60	119.7%
6366 · Hospitality	263.58	400.00	-136.42	65.9%
6367 · Fuel	0.00	252.00	-252.00	0.0%
6378 · Activities Expense				
6378.05 · Preston's Pad	1,099.95	1,000.00	99.95	110.0%
Total 6378 · Activities Expense	1,099.95	1,000.00	99.95	110.0%
6390 · Conservation Program Expense	1,680.00	5,000.00	-3,320.00	33.6%
6395 · Program/Event Production Exp.				
6395.1 · Zoo Camp	6,980.06	5,000.00	1,980.06	139.6%
6395.3 · On-Site Programs	234.66	1,503.00	-1,268.34	15.6%
6395.4 · Outreach Programs	330.00	270.00	60.00	122.2%
6395.5 · Birthday Parties	7,709.38	4,500.00	3,209.38	171.3%
6395.6 · Special Activities	23.03	270.00	-246.97	8.5%
6395.7 · Grant Expenditures	0.00	540.00	-540.00	0.0%
6395 · Program/Event Production Exp. - Other	95.81	0.00	95.81	100.0%
Total 6395 · Program/Event Production Exp.	15,372.94	12,083.00	3,289.94	127.2%
Total 6300 · Education Expense	305,434.04	332,408.15	-26,974.11	91.9%
6400 · Animal Care Expense				
6401 · Wages (Salaried)	109,142.25	122,074.64	-12,932.39	89.4%
6402 · Wages (Full-Time)	435,485.30	418,286.05	17,199.25	104.1%
6403 · Wages (Part-Time)	34,475.16	47,430.00	-12,954.84	72.7%
6406 · Payroll Tax	48,078.70	58,779.07	-10,700.37	81.8%
6407 · Benefits	57,302.23	81,900.00	-24,597.77	70.0%
6408 · Uniforms	1,495.01	1,275.00	220.01	117.3%
6411 · PTO Expense	450.46	0.00	450.46	100.0%
6412 · Workers' Compensation	12,676.46	13,200.00	-523.54	96.0%
6415 · Office Supplies	216.18	480.00	-263.82	45.0%
6420 · Copies/Printing	49.90	240.00	-190.10	20.8%
6422 · Graphics & Interpretives	292.00	1,000.00	-708.00	29.2%
6426 · Postage	963.97	780.00	183.97	123.6%
6428 · Information Technology	149.45			
6431 · Professional/Contract Services	3,520.74	0.00	3,520.74	100.0%
6435 · Permits & Licenses	0.00	250.00	-250.00	0.0%
6440 · Dues & Memberships	435.00	4,530.00	-4,095.00	9.6%
6445 · Repair/Maintenance				
6445.2 · Maintenance Shipping/Freight	49.00	0.00	49.00	100.0%
6445 · Repair/Maintenance - Other	9,766.19	10,000.00	-233.81	97.7%
Total 6445 · Repair/Maintenance	9,815.19	10,000.00	-184.81	98.2%
6450 · Operating Supplies				
6450.1 · Operating Supplies Shipping	188.79			
6450.2 · Operating Supplies Tax	0.00	0.00	0.00	0.0%
6450 · Operating Supplies - Other	27,664.06	19,800.00	7,864.06	139.7%
Total 6450 · Operating Supplies	27,852.85	19,800.00	8,052.85	140.7%
6451 · Janitorial	6,979.59	7,800.00	-820.41	89.5%
6454 · Animal Enrichment	9,014.87	6,000.00	3,014.87	150.2%
6455 · Minor Equipment	11,898.95	9,000.00	2,898.95	132.2%
6458 · Training	399.98	0.00	399.98	100.0%
6460 · Professional Development	3,039.72	3,285.00	-245.28	92.5%
6461 · Library & Subscriptions	158.89			
6465 · Travel	4,096.52	3,800.00	296.52	107.8%

Lehigh Valley Zoo
Profit & Loss Budget vs. Actual - Detail
 November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
6466 · Hospitality				
6466.Z · Zookeeper Week	290.00	300.00	-10.00	96.7%
6466 · Hospitality - Other	263.27	300.00	-36.73	87.8%
Total 6466 · Hospitality	553.27	600.00	-46.73	92.2%
6467 · Fuel	17,746.23	26,400.00	-8,653.77	67.2%
6480 · Animal Purchases	198.00	0.00	198.00	100.0%
6481 · Animal Transport	2,376.76	4,050.00	-1,673.24	58.7%
6483 · Animal Feed, Meat & Produce				
6483.1 · Rodents	18,179.37	16,100.00	2,079.37	112.9%
6483.10 · Produce	557.69	2,490.00	-1,932.31	22.4%
6483.11 · Animal Feed- Canine Diet	556.10	1,500.00	-943.90	37.1%
6483.2 · Animal Feed-Insects	5,052.84	4,400.00	652.84	114.8%
6483.3 · Fish	7,399.06	8,900.00	-1,500.94	83.1%
6483.4 · Chicks	2,208.05	600.00	1,608.05	368.0%
6483.5 · Grain	39,594.19	31,900.00	7,694.19	124.1%
6483.6 · Animal Feed- Lettuce Giraffe	2,725.41	400.00	2,325.41	681.4%
6483.7 · Animal feed- Fruit	605.39	120.00	485.39	504.5%
6483.8 · Animal Feed- Vegetables	2,258.85	300.00	1,958.85	753.0%
6483.9 · Animal Feed-Feline	719.75	300.00	419.75	239.9%
6483.S · Animal Feed- Shipping	3,293.29	3,100.00	193.29	106.2%
6483 · Animal Feed, Meat & Produce - Other	38,937.68	14,900.00	24,037.68	261.3%
Total 6483 · Animal Feed, Meat & Produce	122,087.67	85,010.00	37,077.67	143.6%
6484 · Hay	29,942.74	30,000.00	-57.26	99.8%
6490 · Conservation Program Expense	5,000.00	12,000.00	-7,000.00	41.7%
6498 · Depreciation Expense	94,493.33	74,280.00	20,213.33	127.2%
6400 · Animal Care Expense - Other	0.00	0.00	0.00	0.0%
Total 6400 · Animal Care Expense	1,050,387.37	1,042,249.76	8,137.61	100.8%
6500 · Veterinary Services Expense				
6501 · Wages (Salaried)	147,798.59	154,682.00	-6,883.41	95.5%
6502 · Wages (Full-Time)	0.00	0.00	0.00	0.0%
6503 · Wages (Part-Time)	0.00	0.00	0.00	0.0%
6506 · Payroll Tax	11,634.72	15,468.20	-3,833.48	75.2%
6507 · Benefits	11,466.03	13,750.92	-2,284.89	83.4%
6508 · Uniforms	9.35	150.00	-140.65	6.2%
6510 · HR Expense	199.00			
6511 · PTO Expense	-1,802.00	0.00	-1,802.00	100.0%
6512 · Workers' Compensation	3,634.96	4,140.00	-505.04	87.8%
6515 · Office Supplies	214.31	300.00	-85.69	71.4%
6520 · Copies/Printing	0.00	0.00	0.00	0.0%
6526 · Postage	38.32	750.00	-711.68	5.1%
6528 · Information Technology	1,028.95	0.00	1,028.95	100.0%
6531 · Professional/Contract Services				
6531.1 · Consulting/Backup Vet	495.00	504.00	-9.00	98.2%
6531.2 · Lab Fees				
6531.21 · Idexx	16,037.52	18,000.00	-1,962.48	89.1%
6531.22 · Other Lab Fees	1,723.75	4,008.00	-2,284.25	43.0%
6531.23 · University of Miami	6,506.59	8,004.00	-1,497.41	81.3%
6531.24 · NorthWest Zoopath	2,448.00	4,008.00	-1,560.00	61.1%
6531.2 · Lab Fees - Other	72.12	0.00	72.12	100.0%
Total 6531.2 · Lab Fees	26,787.98	34,020.00	-7,232.02	78.7%
6531.5 · Prof/Contract Services - Other	682.01	504.00	178.01	135.3%
6531 · Professional/Contract Services - Other	70.72	0.00	70.72	100.0%
Total 6531 · Professional/Contract Services	28,035.71	35,028.00	-6,992.29	80.0%
6535 · Permits & Licenses	1,538.00	1,620.00	-82.00	94.9%
6540 · Dues & Memberships	1,731.00	1,400.00	331.00	123.6%
6545 · Repair/Maintenance				
6545.1 · Freight Charges	17.39			
6545 · Repair/Maintenance - Other	3,276.97	3,804.00	-527.03	86.1%
Total 6545 · Repair/Maintenance	3,294.36	3,804.00	-509.64	86.6%
6550 · Operating Supplies	2,617.48	3,000.00	-382.52	87.2%
6551 · Janitorial	648.82	252.00	396.82	257.5%
6553 · Pharmacy	23,303.70	24,996.00	-1,692.30	93.2%
6555 · Minor Equipment	3,988.92	5,004.00	-1,015.08	79.7%
6558 · Training	105.90			
6560 · Professional Development	1,175.00	4,004.00	-2,829.00	29.3%
6561 · Library & Subscriptions	125.51	0.00	125.51	100.0%
6565 · Travel	544.11	2,004.00	-1,459.89	27.2%
6566 · Hospitality	1,193.76	2,004.00	-810.24	59.6%
6567 · Fuel	0.00	300.00	-300.00	0.0%
Total 6500 · Veterinary Services Expense	242,524.50	272,657.12	-30,132.62	88.9%

Lehigh Valley Zoo Profit & Loss Budget vs. Actual - Detail November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
6600 · Facilities & Grounds Expense				
6601 · Wages (Salaried)	0.00	0.00	0.00	0.0%
6602 · Wages (Full-Time)	85,997.08	90,128.00	-4,130.92	95.4%
6603 · Wages (Part-Time)	2,477.75	0.00	2,477.75	100.0%
6606 · Payroll Tax	7,543.02	9,012.80	-1,469.78	83.7%
6607 · Benefits	5,821.29	10,899.00	-5,077.71	53.4%
6608 · Uniforms	200.00	0.00	200.00	100.0%
6610 · HR Expense	0.00			
6611 · PTO Expense	72.00	0.00	72.00	100.0%
6612 · Workers' Compensation	1,829.71	3,300.00	-1,470.29	55.4%
6631 · Professional/Contract Services	119,004.48	137,100.00	-18,095.52	86.8%
6635 · Permits & Licenses	1,817.44	1,200.00	617.44	151.5%
6640 · Dues & Memberships	127.19			
6645 · Exhibit Maintenance	22,133.35	25,000.00	-2,866.65	88.5%
6646 · Vehicle Maintenance	10,762.54	9,000.00	1,762.54	119.6%
6647 · Equipment Maintenance	11,369.35	6,800.00	4,569.35	167.2%
6648 · Building Maintenance	17,176.20	26,200.00	-9,023.80	65.6%
6650 · Operating Supplies	17,346.85	16,500.00	846.85	105.1%
6651 · Janitorial	53.81	0.00	53.81	100.0%
6652 · Pest Control	5,780.16	4,800.00	980.16	120.4%
6655 · Minor Equipment	5,554.87	4,800.00	754.87	115.7%
6658 · Training	52.95			
6665 · Travel	1,225.49			
6667 · Fuel	13,244.33	11,000.00	2,244.33	120.4%
6685 · Plant Materials	3,385.78	2,700.00	685.78	125.4%
Total 6600 · Facilities & Grounds Expense	332,975.64	358,439.80	-25,464.16	92.9%
6700 · Admin & Finance Expense				
6701 · Wages (Salaried)	262,488.72	289,539.00	-27,050.28	90.7%
6702 · Wages (Full-Time)	0.00	0.00	0.00	0.0%
6703 · Wages (Part-Time)	8,802.76	21,660.00	-12,857.24	40.6%
6706 · Payroll Tax	21,975.60	31,119.90	-9,144.30	70.6%
6707 · Benefits	26,225.79	20,009.00	6,216.79	131.1%
6708 · Uniforms	0.00	0.00	0.00	0.0%
6709 · Recruiting	0.00	0.00	0.00	0.0%
6710 · HR Expense	3,553.89	0.00	3,553.89	100.0%
6711 · PTO Expense	1,272.07	0.00	1,272.07	100.0%
6712 · Workers' Compensation	348.51	432.00	-83.49	80.7%
6713 · Morale & Team Building	0.00	0.00	0.00	0.0%
6714 · Donations	0.00	0.00	0.00	0.0%
6715 · Office Supplies	2,366.54	2,160.00	206.54	109.6%
6720 · Copies/Printing	7,103.52	4,800.00	2,303.52	148.0%
6726 · Postage	783.34	360.00	423.34	217.6%
6727 · Telephone	2,155.40	1,800.00	355.40	119.7%
6728 · Information Technology	15,191.72	12,000.00	3,191.72	126.6%
6730 · Utilities/Electric	62,350.99	66,000.00	-3,649.01	94.5%
6731 · Professional/Contract Services				
6731.1 · Institutional Insurance	100,921.79	80,400.00	20,521.79	125.5%
6731.2 · Accounting & Audit	11,675.00	11,500.00	175.00	101.5%
6731.3 · PA Zoo Council	1,200.00	3,600.00	-2,400.00	33.3%
6731.4 · Payroll Preparation	16,195.97	14,400.00	1,795.97	112.5%
6731.5 · Other Consulting	0.00	0.00	0.00	0.0%
6731 · Professional/Contract Services - Other	0.00	0.00	0.00	0.0%
Total 6731 · Professional/Contract Services	129,992.76	109,900.00	20,092.76	118.3%
6732 · Fees & Service Charges				
6732.1 · Credit Card Acceptance Fees	1,506.96	1,200.00	306.96	125.6%
6732.2 · Bank Fees	870.71	2,880.00	-2,009.29	30.2%
6732.3 · Other Fees & Service Charges	-2.62	0.00	-2.62	100.0%
6732 · Fees & Service Charges - Other	-40.92	0.00	-40.92	100.0%
Total 6732 · Fees & Service Charges	2,334.13	4,080.00	-1,745.87	57.2%
6735 · Permits & Licenses	575.00	1,200.00	-625.00	47.9%
6740 · Dues & Memberships	2,230.34	2,400.00	-169.66	92.9%
6745 · Repair/Maintenance	42.20	0.00	42.20	100.0%
6750 · Operating Supplies	5,386.29	3,600.00	1,786.29	149.6%
6751 · Janitorial	5,650.00	6,000.00	-350.00	94.2%
6755 · Minor Equipment	9,140.79	0.00	9,140.79	100.0%
6756 · Major Equipment	0.00	0.00	0.00	0.0%
6758 · Training	340.00	500.00	-160.00	68.0%
6760 · Professional Development	2,599.00	1,965.00	634.00	132.3%
6761 · Library & Subscriptions	0.00	0.00	0.00	0.0%
6762 · Board Development	3,394.83	1,500.00	1,894.83	226.3%
6765 · Travel	3,018.13	2,000.00	1,018.13	150.9%
6766 · Hospitality	128.09	350.00	-221.91	36.6%
6767 · Fuel	0.00	0.00	0.00	0.0%
6790 · Conservation Program Expense	0.00	12,000.00	-12,000.00	0.0%
6791 · AZA Accreditation	16,948.00	17,796.00	-848.00	95.2%
6792 · WAZA - World Assoc of Zoos/Aqu	2,805.00	3,000.00	-195.00	93.5%
6793 · Interest Expense	4,132.29	4,059.00	73.29	101.8%
6794 · Capital Lease Interest Expense	0.00	0.00	0.00	0.0%

Lehigh Valley Zoo

Profit & Loss Budget vs. Actual - Detail

November 2022 through October 2023

	Nov '22 - Oct 23	Budget	\$ Over Budget	% of Budget
6798 · Depreciation Expense	78,959.46	72,000.00	6,959.46	109.7%
6799 · Gain (Loss) on Disposal of FA	-5,000.00	0.00	-5,000.00	100.0%
Total 6700 · Admin & Finance Expense	677,295.16	692,229.90	-14,934.74	97.8%
Total Expense	4,953,009.12	4,944,408.20	8,600.92	100.2%
Net Income	12,277.38	3,865.43	8,411.95	317.6%