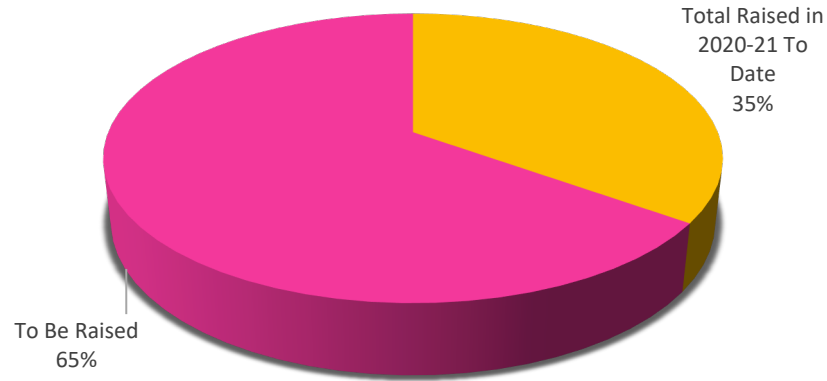


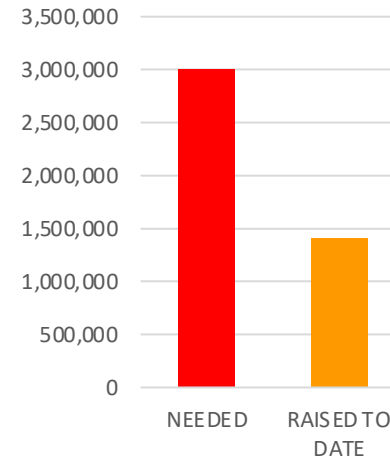
Budget: \$1,500,000 Year-to-Date \$523,438

OVERALL DEDICATED PROJECT FUNDRAISING

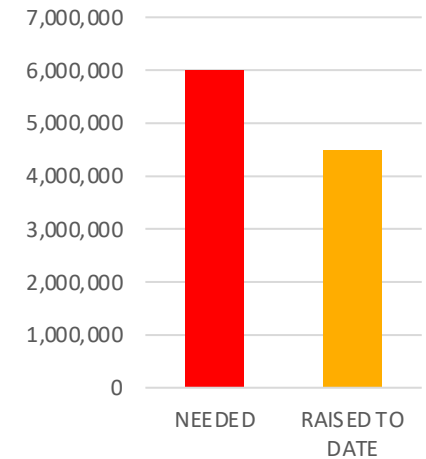


MULTI-YEAR CAPITAL FUNDRAISING INITIATIVES

SCAN



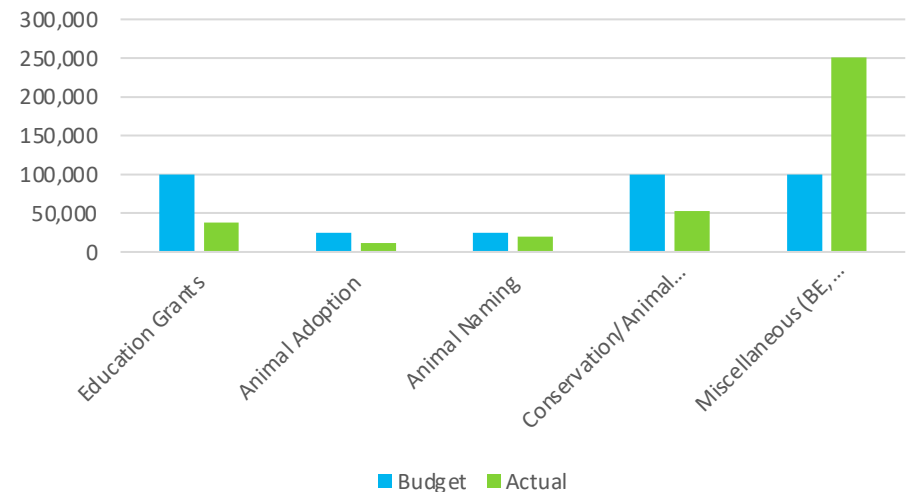
ANGELA COLLIER GARDENS



Recent Gifts

Zoological Society of San Diego	\$28,000	Peninsular Pronghorn Recovery Project
Foundation	\$25,000	General Education
Private Individual	\$25,000	Peninsular Pronghorn Recovery Project
Private Individual	\$50,000	Angela Collier Gardens
Private Individual	\$30,000	GLAZA Carts
Private Individual	\$95,000	SCAN Initiative

NON-CAPITAL FUNDRAISING





GLAZA Membership Revenue Dashboard

Budget: \$2,644,162 Actual \$582,700

REPORT for FY 2020-21
as of -11-30-2020

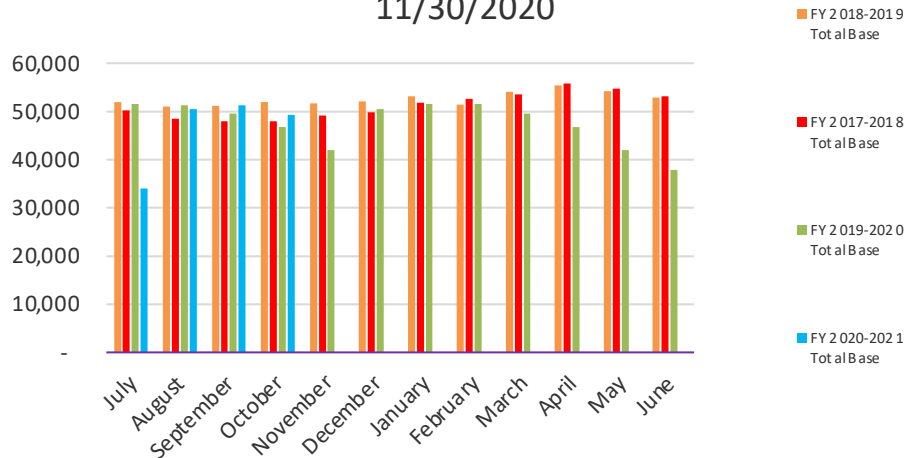
NOVEMBER BUDGET TO ACTUALS FY 2020-2021

11/1/2020 - 11/29/2020	Budget	Actual	Variance
New Acquisition	\$50,000	\$2,095	\$(47,905)
New Booth	\$-	\$6,830	\$6,830
Renewal Acquisition		\$3,811	\$3,811
Renewal Booth	\$-	\$12,316	\$12,316
Renewal Mail	\$125,000	\$44,734	\$(80,266)
Renewal Telemarketing	\$-	\$129	\$129
Rebates	\$-	\$7,795	\$7,795
Website *			
Sales were not fully entered to date	\$20,000	\$68,580	\$48,580
Ticket Sales	\$-	\$-	\$-
Miscellaneous	\$-	\$170	\$170
TOTAL	\$195,000	\$146,460	\$(48,540)

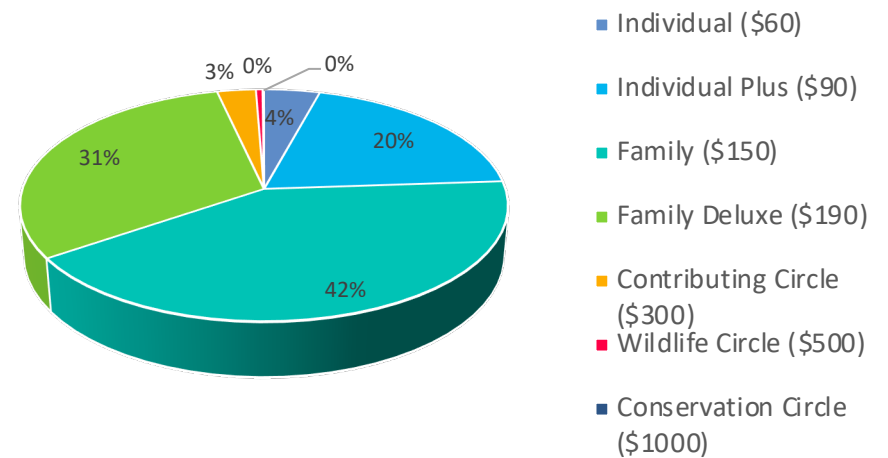
YEAR-TO-DATE ACTUALS FY 2020-2021

FY20/21 YTD 7-1-2020 thru 11-30-2020	Budget	Actual	Variance	Percent to Goal
New Acquisition	\$139,000	\$13,581	\$(125,419)	10%
New Booth	\$50,000	\$19,771	\$(30,229)	40%
Renewal Acquisition	\$401,000	\$22,959	\$(378,041)	6%
Renewal Booth	\$125,000	\$29,411	\$(95,589)	24%
Renewal Mail	\$1,540,500	\$339,667	\$(1,200,833)	22%
Renewal Telemarketing	\$-	\$1,266	\$1,266	#DIV/0!
Rebates	\$25,000	\$20,638	\$(4,362)	83%
Website	\$357,412	\$281,759	\$(75,653)	79%
Ticket Sales	\$5,000	\$119	\$(4,881)	2%
Miscellaneous	\$1,250	\$515	\$(735)	41%
TOTAL	\$2,644,162	\$729,686	\$(1,914,476)	28%

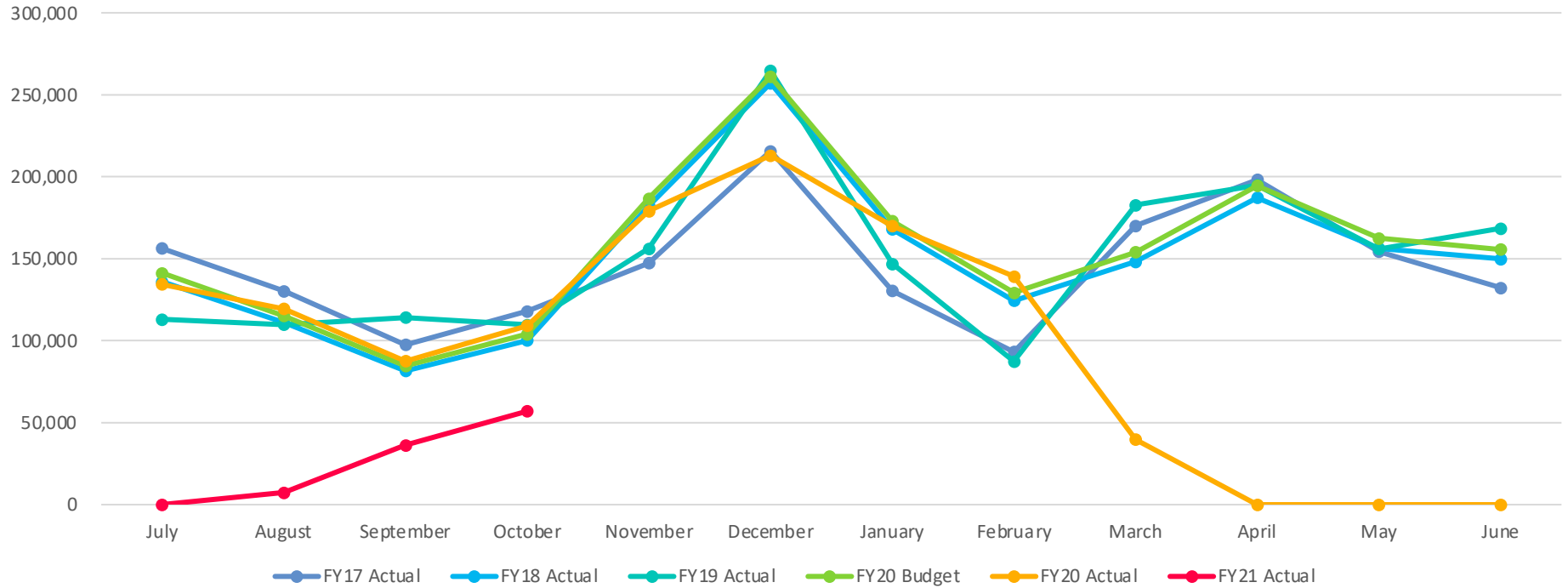
Member Household Base Counts as of 11/30/2020



TOTAL MEMBER HOUSEHOLDS: 45,230



Historical Attendance



	Attendance	Admissions Revenue	Other Revenue Sources*
July	58	(\$1,647)	\$33,362
August	7,326	\$195,115	\$19,478
September	36,314	\$483,121	\$52,502
October	56,989	\$624,118	\$109,402
YTD	100,687	\$1,300,708	\$214,745

*Concessions, Membership, Site Rentals