



ARIZONA-SONORA DESERT MUSEUM

annualREPORT 2021



The mission of the Arizona-Sonora Desert Museum is to inspire people to live in harmony with the natural world by fostering love, appreciation, and understanding of the Sonoran Desert.

The Arizona-Sonora Desert Museum is a non-profit institution fully dedicated to conservation and research of the Sonoran Desert region. The Museum's mission fosters public appreciation, knowledge, and the wise stewardship of the unique treasures found only in this one-of-a-kind desert environment. Proceeds from visitors' admission fees, as well as all gifts from sponsors, members, and volunteers help the Arizona-Sonora Desert Museum fulfill its ongoing mission to tell the story of the Sonoran Desert region, thereby promoting appreciation for this diverse and beautiful land.



financial STATEMENTS

The following financial information is a condensed version of the audited financial statements as of September 30, 2021.

A copy of the audited financial statements for the year ended September 30, 2021 may be obtained upon request.

ASSETS CONSOLIDATED

| | | |
|--|----|------------|
| Cash and cash equivalents | \$ | 1,281,512 |
| Receivables | | 3,489,128 |
| Investments | | 21,266,127 |
| Beneficial interest in perpetual trust | | 161,752 |
| Inventories | | 389,582 |
| Other assets | | 575,471 |
| Property and equipment, net | | 13,011,932 |

Total assets **\$40,175,504**

LIABILITIES

| | |
|-----------------------------------|---------|
| Accounts payable | 235,791 |
| Accrued liabilities | 467,924 |
| Deferred revenue, membership dues | 393,964 |

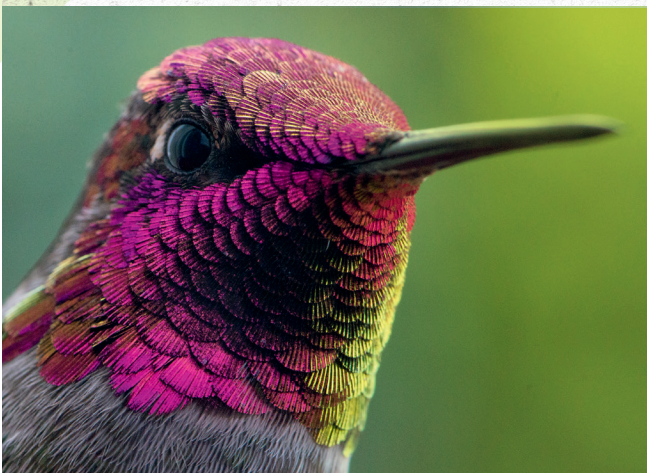
Total liabilities **\$1,097,679**

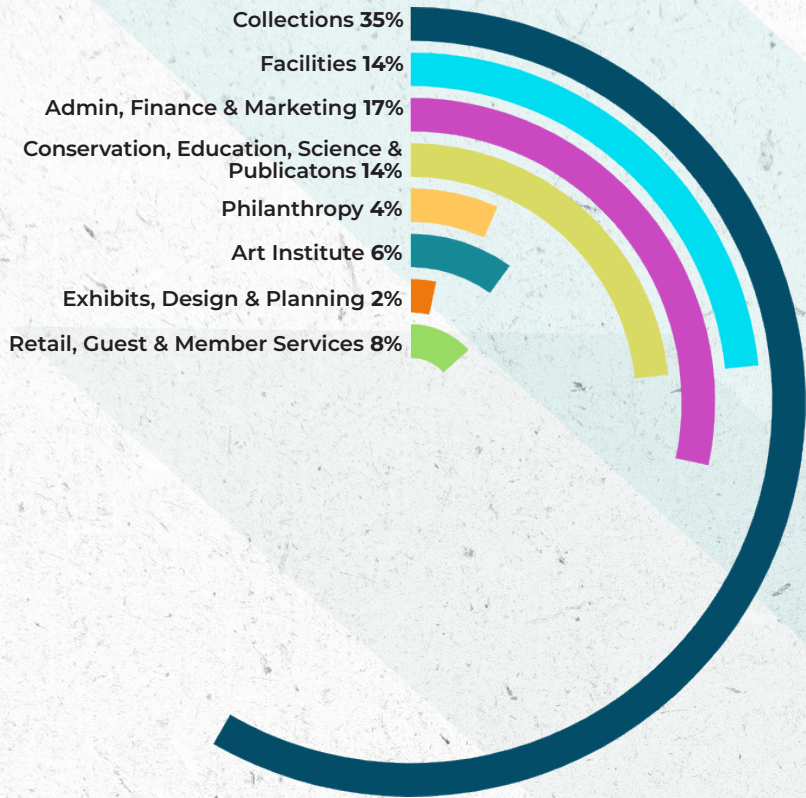
NET ASSETS

| | |
|------------------------------------|------------|
| Operating/Undesignated | 1,436,546 |
| Invested in property and equipment | 13,011,932 |
| Designated long-term reserves | 20,114,524 |
| Temporarily restricted | 1,361,391 |
| Permanently restricted | 3,153,432 |

Total net assets **\$39,077,825**

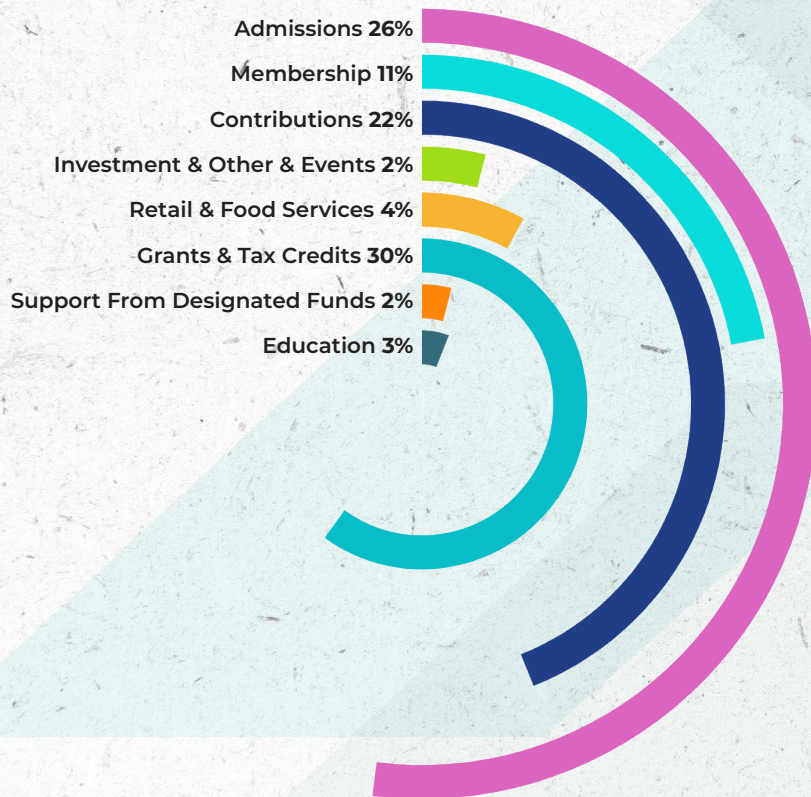
Total liabilities and net assets **\$40,175,504**





OPERATING EXPENSES INCURRED

| | |
|---|-------------|
| Collections | 35% |
| Facilities | 14% |
| Administration, Finance & Marketing | 17% |
| Conservation, Education, Science & Publications | 14% |
| Philanthropy | 4% |
| Art Institute | 6% |
| Exhibits, Design & Planning | 2% |
| Retail, Guest & Member Services | 8% |
| Total | 100% |



SOURCE OF OPERATING REVENUES

| | |
|-------------------------------|-------------|
| Admissions | 26% |
| Membership | 11% |
| Contributions | 22% |
| Investment & Other & Events | 2% |
| Retail & Food Services | 4% |
| Grants & Tax Credits | 30% |
| Support from Designated Funds | 2% |
| Education | 3% |
| Total | 100% |

2021 STATS

• **250,000** guests had a unique Sonoran Desert experience



• **9,000** children learned online and in person



52 Mexican Garter-snakes released into the wild

• **40** high school students engage in pollinator conservation work



• **9** Sonoyta mud turtles hatched

CONSOLIDATED ACTIVITY

Revenues and Other Support

| | |
|-----------------------------|-----------|
| Admission | 3,694,255 |
| Retail | 467,065 |
| Food services | 134,078 |
| Facilities rental | 12,929 |
| Membership | 1,612,714 |
| Contributions | 6,676,277 |
| Grant revenue & tax credits | 4,454,179 |
| Special events, net | 159,544 |
| Education | 403,252 |
| Publications | 15,005 |

| | |
|----------------------------|-----------|
| Net investment gain (loss) | 1,734,533 |
| Other | 137,956 |

Total Revenues and Other Support **\$19,501,787**

EXPENSES

Program Expenses:

| | |
|--------------------------------------|-----------|
| Facilities | 1,276,428 |
| Guest and Member Services | 675,922 |
| Interpretive Animal Collections | 229,992 |
| Raptor Free Flight | 329,534 |
| Botany | 420,287 |
| Herpetology and Invertebrate Zoology | 622,920 |
| Mammalogy and Ornithology | 1,185,934 |
| Publications | 84,051 |
| Conservation, Education and Science | 1,168,563 |
| Exhibits, Design and Planning | 142,399 |
| General Collections | 337,459 |
| Art Institute | 495,669 |
| Retail | 77,910 |
| Depreciation | 1,452,454 |

SUPPORTING SERVICES:

| | |
|----------------|---------|
| Administration | 488,489 |
| Finance | 578,320 |
| Marketing | 522,476 |
| Philanthropy | 354,668 |

Total Expenses **\$10,433,475**

| | |
|---|--------------|
| Change in net operating assets | \$9,058,312 |
| Net operating assets, beginning of year | \$30,019,513 |
| Net operating assets, end of year | \$39,077,825 |

Arizona-Sonora Desert Museum

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