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.
The following financial information is a condensed version of the audited financial statements as of September 30, 2022.

A copy of the audited financial statements for the year ended September 30, 2022 may be obtained upon request.

<table>
<thead>
<tr>
<th>ASSETS CONSOLIDATED</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$1,397,949</td>
</tr>
<tr>
<td>Receivables</td>
<td>7,815,843</td>
</tr>
<tr>
<td>Investments</td>
<td>22,522,453</td>
</tr>
<tr>
<td>Beneficial interest in perpetual trust</td>
<td>120,459</td>
</tr>
<tr>
<td>Assets held in charitable trusts</td>
<td>6,493,887</td>
</tr>
<tr>
<td>Inventories</td>
<td>530,447</td>
</tr>
<tr>
<td>Other assets</td>
<td>344,619</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>12,081,261</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$51,306,918</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>316,655</td>
</tr>
<tr>
<td>Accrued liabilities</td>
<td>623,490</td>
</tr>
<tr>
<td>Deferred revenue, membership dues</td>
<td>725,735</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$1,665,880</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating/Undesignated</td>
<td>1,450,177</td>
</tr>
<tr>
<td>Invested in property and equipment</td>
<td>12,115,537</td>
</tr>
<tr>
<td>Designated long-term reserves</td>
<td>20,184,400</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>12,703,485</td>
</tr>
<tr>
<td>Permanently restricted</td>
<td>3,187,439</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>$49,641,038</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total liabilities and net assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$51,306,918</strong></td>
</tr>
</tbody>
</table>

OPERATING EXPENSES INCURRED
### Operating Expenses Incurred

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Collections</td>
<td>29%</td>
</tr>
<tr>
<td>Facilities</td>
<td>17%</td>
</tr>
<tr>
<td>Administration, Finance &amp; Marketing</td>
<td>17%</td>
</tr>
<tr>
<td>Conservation, Education, Science &amp; Publications</td>
<td>15%</td>
</tr>
<tr>
<td>Retail, Guest &amp; Member Services</td>
<td>13%</td>
</tr>
<tr>
<td>Art Institute</td>
<td>5%</td>
</tr>
<tr>
<td>Philanthropy</td>
<td>3%</td>
</tr>
<tr>
<td>Exhibits, Design &amp; Planning</td>
<td>1%</td>
</tr>
</tbody>
</table>

### Source of Operating Revenues

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admissions</td>
<td>40%</td>
</tr>
<tr>
<td>Contributions</td>
<td>15%</td>
</tr>
<tr>
<td>Membership</td>
<td>14%</td>
</tr>
<tr>
<td>Retail &amp; Food Services</td>
<td>14%</td>
</tr>
<tr>
<td>Education</td>
<td>8%</td>
</tr>
<tr>
<td>Grants &amp; funds released from restriction</td>
<td>4%</td>
</tr>
<tr>
<td>Support From Designated Funds</td>
<td>3%</td>
</tr>
<tr>
<td>Investment &amp; Other &amp; Events</td>
<td>2%</td>
</tr>
</tbody>
</table>

100%
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.

**2022 STATS**

- Hosted 16,100 School group visitors
- Received 700 Quitobaquito spring snails to study & create husbandry protocol
- 520 Adult students participated in 31 classes & trips

**CONSOLIDATED ACTIVITY**

**Revenues and Other Support**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admission</td>
<td>4,865,491</td>
</tr>
<tr>
<td>Retail</td>
<td>1,496,926</td>
</tr>
<tr>
<td>Food services</td>
<td>243,570</td>
</tr>
<tr>
<td>Facilities rental</td>
<td>72,048</td>
</tr>
<tr>
<td>Membership</td>
<td>1,675,782</td>
</tr>
<tr>
<td>Contributions</td>
<td>17,919,486</td>
</tr>
<tr>
<td>Grant revenue</td>
<td>366,200</td>
</tr>
<tr>
<td>Special events, net</td>
<td>200,976</td>
</tr>
<tr>
<td>Education</td>
<td>1,037,128</td>
</tr>
<tr>
<td>Publications</td>
<td>22,116</td>
</tr>
</tbody>
</table>

Net investment gain (loss)   (4,740,647)
Other                        115,845

**Total Revenues and Other Support** $23,276,921

**EXPENSES**

**Program Expenses:**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Facilities</td>
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<td>371,284</td>
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<td>Botany</td>
<td>516,061</td>
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<td>1,198,758</td>
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<tr>
<td>Publications</td>
<td>46,066</td>
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<td>Conservation, Education and Science</td>
<td>1,617,154</td>
</tr>
<tr>
<td>Exhibits, Design and Planning</td>
<td>130,828</td>
</tr>
<tr>
<td>General Collections</td>
<td>298,653</td>
</tr>
<tr>
<td>Art Institute</td>
<td>625,568</td>
</tr>
<tr>
<td>Retail</td>
<td>627,869</td>
</tr>
<tr>
<td>Depreciation</td>
<td>1,275,475</td>
</tr>
</tbody>
</table>

**SUPPORTING SERVICES:**

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration</td>
<td>665,717</td>
</tr>
<tr>
<td>Finance</td>
<td>705,884</td>
</tr>
<tr>
<td>Marketing</td>
<td>598,830</td>
</tr>
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</table>

**FUNDRAISING:**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Philanthropy</td>
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</table>

**Total Expenses** $12,713,708

<table>
<thead>
<tr>
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**The Desert Museum’s Art Institute inspires conservation through art education and gallery exhibits:**

- 35,000 People visit our galleries every year
- 150 Pieces in Vanishing Circles, (our traveling art collection)
- 200 Art Institute students, 950 per year
- 10 Art exhibits per year in two galleries

**ADDITIONALLY:**

- We replaced several section of damaged trails and created new paths for the safety of our visitors
- Reinstated Raptor Free Flight program to great success post-pandemic
- Avian Adventure returned for season 3
- The Desert Museum established and received incredible support for the new Conservation & Science Reserve Fund
- Worked with elementary high school and university students on bee research
- Established Conservation & Science reserve fund

**CONSOLIDATED ACTIVITY**

**Revenues and Other Support**

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Arizona-Sonora Desert Museum
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Director of Conservation Science & Education
Brian Denham, Chief Operating Officer
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Stephane Poulin,
Director of Living Collections Maintenance & Exhibits
Lynnae Wenker, Director of Philanthropy
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Fiscal Year 2022 Supporters
October 1, 2021 through September 30, 2022 (inclusive)

## $25,000 AND ABOVE
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- Arizona Office of Tourism
- Paul and Alice Baker
- Bert W. Martin Foundation
- Carolyn A. Goodrich
- Donner Family Trust
- Estate of Erika Williams
- Estate of Lauren E. Harvey
- Estate of Sally Jo Roberts
- Herman C. Rasche
- Irene Watkins
- Kroeker Living Trust
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- Priscilla & Michael Baldwin Foundation
- Reinking Family Trust
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- Rosenow Trust
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- Ted Linham
- The Dorrie Roman Trust
- The Flinn Foundation
- Tony Lyons
- Vera E Milz Charitable Remainder Trust
- Anonymous (6)

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- Elisabeth Dudley Guildford Fund
- Estate of Ferris G. Pendleton
- Estate of Louis E. and Mary Allen
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- John Imbt
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- Kate J. Seeman Charitable Trust
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Anne and William S. Brinkley
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Ellen Strauss
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Evelyn Harrison
Fort Huachuca Water Umbel Projects
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Gay Miller
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Haugh Foundation
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Hines Family Fund
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James Cole
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Jeff and Deborah Howard Jacob
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PNC Bank
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Robert Barnes
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Roger and Dori Pontifex
Ross and Patty McCallister
Steve and Ruth Russell
Sally and Peter H. Caroline
Sally Quinby
Spence Family Foundation
Sperry & Donnaly Van Langeveld
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Gale and Stephen Sherman
Stephen and Geraldine Connolly
Stephen Lanzarotti and Elizabeth Butler
Steve Sinclair
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Susan W. Scholl
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Thomas Savage
Timothy and Catherine Schowalter
Tohono O`odham Gaming Enterprises
Tom and Robin Hines
Tom Healy
Ursula and Robert C. Garrett
Vernon L. Pack
Vivian and Roy A. Brown
Whole Foods Market
William and Diane Zuendt
William C. Dicks
William E Hall Foundation
Carol and William H. Anderson
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Wolfe Gems & Jewelry
Anonymous (19)

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Art MacDonald
Barbara Darr
Barbara Schreiner
Bobby Present and Deborah Oseran
Braceville United Methodist Church
Brian Wood
Patricia and C. Dee Simpson
Charles D. Butts
Charles G. Miller
Chris Hyer
Chris Sokolowski
Christina Arredondo
Christina Bascom
Chuck R. Burnett
Clarissa Stone
Claudia Luevano
Colette Altaffer
Colin Henderson
Curt Buchholtz
Daniel and Deborah Forsyth
David and Barbara Korzendorfer
David Burke
David C. Bartlett
David J. Ashcraft
David Mueller
David R. Flatt
Dennis Coon
Diana & Jay Caldwell
Diane Lebel
Dick Hejduk
Dr. C Kent Kwoh and Nancy Kwoh
EDMAC Foundation
Edwin L. Biggers
Eileen Rakita
Elizabeth Camus
Gail Gurney
Gene L. Moore
Georgiann Carroll
Gwen Maxwell
Hans Drake
Heather Webber
Henry Ohlinger
Jake Turin
James E. Peebles
Jane McCreary
Jenice Guzman
Jim Rocha
Joe Ellington
Joel Hennes
John D. Speth
John Lashley
Karra Charitable Fund
Kathleen Magee
Kathryn Hatch
Kathryn Pichel
Kathy Smith
Kerstin Block
Lars Mortenson
Laura Dore
Lee F. Rogers
Lee Heating & Cooling
Linda Brotsch
Linda Tumellie
Lindy Hitch
Line and Space, LLC
Lisa High
Lisa K. Harris
Lyn Ashton
Lynn Mae Wenker
Margaret Rosenquist
Margie B. Schilke
Martha Jarboe
Martha Sewell
Mary Brian
Mary E. Wood
Mary Hillmon
Michael DiNapoli
Michael M. Friedl
Michael Sampsel
Michelle Ruth Stearns
Mike Higbee
Mooneen Ringenberg
Norma Lackow
Pamela Basila
Pamella Gronomeyer
Parviz E. Nikravesh
Patricia A. Kollar
Peter M. McCray
Phil Gray
Henry Giclas
Richard J. Howard
Richard Monroe
Richard Studwell
Richard T. Rodgers
Richard Trible
Robert Wysocki
Robin Boyer
Ronald L. Shackle
Rose & Neal Masters
Samuel C. Yocum
Sara Hauert
Sarah Nolen
Sheila O’Hair
Steven Bergom
Stew Estes
Stuart M. Calder
Supapan Seraphin
Susan H. Reynolds
Susan J. Bring
Susan Weissgerber
Ken and Kelley Abrahams
The Lubin Foundation, Inc.
The Windibrow Foundation
Timothy D. Swindle
Tom Edwards
Ventana Canyon Golf and Racquet Club
Vicki B. Pearse
Viola Steinfeld O’Neal First Family Fund
Walt Haerer
William Edwards and Jackie McElroy-Edwards
Brig. Gen. William L. Shields
Zeb Blackman
Anonymous (25)

$250 - $499
Alan K. Krieg
Alan Kruise
Alison P. Mead
Amy Charles
Amy Fletcher
Amy Skinn
Anton Veirup
Barbara H. Warren
Barbara Smith
Barry W. Arcala
Benevity Community Impact Fund
Blackbaud Giving Fund
Bret Muter and Kerk Ferguson
Charles Kerl
Roger and Camille Bishop
Carl and Sara Domitrovich
Carol Mozak Wolff
Carol Postel
Catherine Brandon
Charles Corchran
Charles Donaldson
Chris Stidley
Christine E. Rawls
Christopher M. Pray
Christopher Marrs
Clint Compton
Clyde Perlee
Coburn Haskell
Connie Howard
Craig C. Barker
Craig and Rachel Ivanyi
Cynthia Thomassen
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David Korzendorfer
David L. Perry
David Michael
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