JULY 1, 2016 – JUNE 30, 2017

nature | art | culture

Tohono Chul
GARDENS • GALLERIES • BISTRO

ANNUAL REPORT
Your Gifts At Work

This fiscal year (July 2016-June 2017), you helped make Tohono Chul more accessible, more conservation-friendly and more beautiful!

You love this place and it shows! Thanks to your gifts of time, talent and treasure, the Tucson Metro Chamber of Commerce recognized Tohono Chul with a Copper Cactus Award as one of four outstanding nonprofits in the greater Tucson area.

You have every reason to be proud of your accomplishments. In just this past year, you’ve helped create:

- a new water conservation system that stores and recirculates water for the many plants we propagate for the gardens and for sale.
- a new partnership with the Town of Oro Valley to help build a garden pavilion where our community can gather rain or shine.
- stronger partnerships with other nonprofits to allow more kids and families to experience all Tohono Chul has to offer.
- a more prominent presence at community events to raise awareness.
- more accessible and beautiful pathways and gardens.

Thanks to your gifts, and gifts from private foundations, Tohono Chul is a desert oasis like no other—a nature preserve for people and for wildlife.

With Deep Gratitude and Warm Regards,

Christine Conte, Executive Director

New Water Refill Stations Reusable Water Bottles!

Part of the conservation efforts at Tohono Chul include no more disposable plastic water bottles! Four new eco-friendly water bottles are available for purchase in all the Museum Shops in a variety of styles. There is something for everyone as the fun new designs feature artwork by local artists David Fitzsimmons and Debbie Jensen. Guests are encouraged to fill their reusable water bottles at any one of the new water bottle refill stations throughout the gardens.

Collect all four fun styles today!
Mission

The mission of Tohono Chul is to enrich people's lives by connecting them with the wonders of nature, art and culture in the Sonoran Desert region and inspiring wise stewardship of the natural world.

Vision

Our vision is to be recognized as the premier center in the world for understanding and appreciation of the Sonoran Desert region, and for its unique fusion of nature, art, and culture.

Tohono Chul strives to be an indispensable resource for helping people learn about, celebrate, and conserve our region's natural and cultural heritage.

Every element of Tohono Chul will reflect excellence and beauty, creating a pleasurable, inspiring, and enlightening experience for all.

Core Values

Love of Tohono Chul and respect for what it means to visitors, supporters, and staff.

Responsible use of all natural, human, fiscal and temporal resources.

Respect for all people, their beliefs and cultures.

Excellence and integrity in all undertakings.

Lifelong learning, with special focus on living with the Sonoran Desert and the interactions of people with their environment.

Accessibility and outreach to the community in experiencing the resources of Tohono Chul.
### STATEMENT OF FINANCIAL POSITION FY 2017

#### ASSETS
- Cash and cash equivalents: $2,157,429
- Investments: $1,055,957
- Receivables: $13,657
- Inventories: $136,339
- Prepaid and other assets: $10,279
- Pledges: $277,000
- Property and equipment, net: $4,884,734
- **Total Assets**: $8,535,395

#### LIABILITIES
- Accounts payable: $70,008
- Accrued payroll liabilities: $104,920
- Deposits: $38,056
- **Total Liabilities**: $212,984

#### NET ASSETS
- Board designated: $979,347
- Expenditure for property and equipment: $4,884,734
- Undesignated: $1,120,757
- Temporarily restricted: $1,317,291
- Permanently restricted: $20,282
- **Total Net Assets**: $8,322,411

#### Total Liabilities & Net Assets
- $8,535,395

### ACTIVITIES STATEMENT FY 2017

#### REVENUES AND SUPPORT

<table>
<thead>
<tr>
<th>Unearned Income (Contributions)</th>
<th>$203,418</th>
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<tbody>
<tr>
<td>in-kind</td>
<td>$92,139</td>
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<tr>
<td>Net assets released from restriction</td>
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#### EARNED INCOME

<table>
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<tr>
<th>Admissions</th>
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<td>Memberships</td>
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<td>Education</td>
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<td>Rental income</td>
<td>$297,614</td>
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<td>Investment income</td>
<td>$135,239</td>
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<td>Annual fundraising event</td>
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<td>Museum shop sales, net</td>
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<td>Plant sales, net</td>
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<td>Exhibit sales, net</td>
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<td>Grant revenue</td>
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<td>Other income</td>
<td>$4,683</td>
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- **Total Revenues and Support**: $2,463,773

#### EXPENSES AND LOSSES

| Program expenses                          | $1,618,650|
| Management and general                    | $449,144  |
| Fundraising                               | $317,693  |
- **Total Expenses**: $2,385,487
- **Change in Net Operating Assets**: $(78,286)
FINANCIAL GRAPHS: REVENUE & EXPENSES

REVENUE 2017

- Education & Grants: 7%
- Net Assets Released: 15%
- Investments: 5%
- Rentals: 12%
- Events: 6%
- Education & Grants: 7%
- Contributions: 12%
- Membership: 11%
- Retail Sales: 25%

EXPENSES 2017

- Program Expenses: 68%
- Management & General: 19%
- Fundraising Expenses: 13%
HERE IS MY GIFT TO TOHONO CHUL:

- $1,500
- $1,000
- $500
- $250
- $100
- Other

- Visa
- Mastercard
- Discover
- American Express

- Check, payable to Tohono Chul
- I would like information about the Wilson Legacy Society

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<tr>
<th>title</th>
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<td>signature</td>
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Gifts to Tohono Chul are tax-deductible to the fullest extent allowed by law, but are not membership dues.
Thank you.

You help us grow.

Improvements over the years make it easier for me to get around in my wheelchair and enjoy the gardens.

— Jeanne Kitchen

362 dedicated docents and volunteers contributed nearly 36,000 hours in FY17. This is the equivalent of 16.5 full-time employees!

Visit the Sin Agua Garden to see the efficient and sustainable use of renewable water by using native and adapted plants to create a landscape, as well as channeling rainwater runoff.

The Board of Directors recognizes the following donors for their generosity and commitment to Tohono Chul.

<table>
<thead>
<tr>
<th>Amount Range</th>
<th>Donors</th>
</tr>
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<tbody>
<tr>
<td>$25,000 OR MORE</td>
<td>Mr. and Mrs. Cliff Douglas, Mr. and Mrs. Andy Swarbrick</td>
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<tr>
<td>$10,000 - $24,999</td>
<td>Mr. and Mrs. Mark Barman, Mr. and Mrs. Carlton King, Mr. Richard Shumway</td>
</tr>
<tr>
<td>$5,000 - $9,999</td>
<td>Ms. Jean Bassett, Dr. Christine Conte and Mr. Joel Viers, Mr. and Mrs. John C. Douglas, Mr. and Ms. David Gray, Mr. and Mrs. Richard Park, Mr. and Mrs. Chuck Petits, Ms. Martha Pille, Ms. Arlene Schneider, Mrs. Barbara Woolford</td>
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<tr>
<td>$1,000 - $4,999</td>
<td>Mr. and Mrs. Charles Bacon, Mr. and Mrs. Paul Baker, Mr. and Mrs. James Cordes, Mr. and Mrs. Clifton Crutchfield, Mr. and Ms. Sam Eden, Mr. and Mrs. Thomas Funk, Mr. Loren Gratz, Mr. and Mrs. Jerome Green, Ms. Michele Hacherl and Mr. Bill Zucker, Mr. and Mrs. Alan Haggh, Mr. and Mrs. Gerry Hallowell, Mr. and Mrs. Todd Horst, Mr. and Mrs. Chuck Jonatidis, Ms. Juliana Kasper, Mr. and Ms. Mark Miliano, Dr. and Mrs. Raymond B. Nagle, Ms. Delores Norton, Ms. Betty Ojeda, Mr. Michael Racy and Mrs. Michal Gilmes, Mr. Roger Rikola, Ms. Jennifer Speers, Mr. and Mrs. Jack Swiergol, Mr. and Mrs. Jon Trachtta, Dr. and Mrs. Philip Volk, Mr. and Mrs. Bill Witchger</td>
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<tr>
<td>$500 - $999</td>
<td>Ms. Misty Ahearn, Ms. Carole Allen, Ms. Catherine Anderson, Mr. and Mrs. Bruce Bailey, Mr. and Mrs. Martin Baumind, Ms. Courtney Black, Dr. and Mrs. Michael Block, Mr. and Mrs. Joe Bonito, Mr. Tom Buchanan and Mr. Robert Bell, Mr. and Mrs. Greg Burger, Ms. Maggie Chrisman, Mrs. Janna-Neen Cunningham, Ms. Joan Donnelly and Mr. David Taylor, Ms. Linda Drake and Dr. David Van Wyk, Mr. and Mrs. Donald Eagle, Mr. and Mrs. Jon Ender, Mr. and Mrs. Ken Evans, Ms. Eileen Fitzmaurice, Col. and Mrs. Stephen Hammond, Ms. Wanda Hayes Eichler, Mr. and Mrs. George Henderson, Mr. William Hutchison, Mrs. Caroline Jank, Mr. and Mrs. Sarah Jones, Dr. Amy Knorr, Mr. Don Ludwig, Mr. and Ms. Fred Luckau, Mr. and Mrs. Larry Matthews, Mr. Clint McCull and Mr. Jon Reinhardt, Mrs. Barbara Minker, Ms. Pam Olson, Mr. Michael Patrick and Ms. Christine Beck-Patrick, Mr. and Mrs. James Peterson, Mr. and Mrs. Linda Ming Poliani, Mr. and Mrs. scramblePiotti, Ms. R Cynthia Pruett, Mrs. Robin Rainwater, Mr. Bradford Rich, Mr. and Mrs. Pat Roche, Mr. and Mrs. Bill Roe, Mr. and Mrs. David Smallhouse, Mr. and Mrs. Douglas Holden, Mr. and Mrs. Paul Sobel, Mrs. Paulette Stewart, Mr. and Mrs. James Sugg, Mr. and Mrs. John Swarbrick, Mr. and Mrs. Bruce Uhl, Ms. Barbara Vogel, Ms. Karen Wadman, Ms. Frances Ann Walker, Ms. Jennifer Wathup, Mr. and Mrs. Stephen Willoughby, Ms. Ann Wright, Mr. and Mrs. Ronald Yocum</td>
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<td>$250 - $499</td>
<td>Mr. and Mrs. Jim Ahlberg, Mr. and Mrs. Steve Asp, Mr. and Mrs. Joseph Bannon, Dr. Ellen Basso, Mr. and Mrs. Warren Beck, Mr. George Binney, Mr. and Mrs. Gerry Hallowell, Mr. and Mrs. Todd Horst, Mr. and Mrs. Chuck Jonatidis, Ms. Julianna Kasper, Mr. and Ms. Mark Miliano, Dr. and Mrs. Raymond B. Nagle, Ms. Delores Norton, Ms. Betty Ojeda, Mr. Michael Racy and Mrs. Michal Gilmes, Mr. Roger Rikola, Ms. Jennifer Speers, Mr. and Mrs. Jack Swiergol, Mr. and Mrs. Jon Trachtta, Dr. and Mrs. Philip Volk, Mr. and Mrs. Bill Witchger</td>
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<tr>
<td>$100 - $249</td>
<td>Ms. Jean Bassett, Dr. Christine Conte and Mr. Joel Viers, Mr. and Mrs. John C. Douglas, Mr. and Ms. David Gray, Mr. and Mrs. Richard Park, Mr. and Mrs. Chuck Petits, Ms. Martha Pille, Ms. Arlene Schneider, Mrs. Barbara Woolford</td>
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<td>Ms. Jean Bassett, Dr. Christine Conte and Mr. Joel Viers, Mr. and Mrs. John C. Douglas, Mr. and Ms. David Gray, Mr. and Mrs. Richard Park, Mr. and Mrs. Chuck Petits, Ms. Martha Pille, Ms. Arlene Schneider, Mrs. Barbara Woolford</td>
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</tbody>
</table>
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Mr. and Mrs. John Witt
Dr. Anne Wright and Mr. Rick Wallat

ORGANIZATIONAL CONTRIBUTORS | JULY 1, 2016 – JUNE 30, 2017

The Board of Directors recognizes the following donors for their generosity and commitment to Tohono Chul.

$25,000 OR MORE
Milton and Tamar Maltz Family Foundation
Town of Oro Valley
Wallace Research Foundation

$10,000 - $24,999
Ender Family Foundation
Fidelity Charitable - (Elizabeth Dudley, Guilford Fund)
Kautz Family Foundation

$5,000 - $9,999
Holscaw Advisory Endowment Fund held at Community Foundation of Southern Arizona
LaPosada at Park Centre & Nakoma Sky

$1,000 - $4,999
Arizona Game and Fish
Claire B. Norton Fund held at the Community Foundation of Southern Arizona
Desert Diamond Casinos & Entertainment
Hilton Tucson El Conquistador Golf and Tennis
Long Realty Cares Foundation
R&A CPA’s
Racy Associates, Inc.
Splendido at Rancho Vistoso
The Hall Family Foundation of the Ayco Charitable Foundation
Tucson Electric Power Company
Wealth Management

$500 - $999
Arizona State Library, Archives & Public Records
Aveda Corporation
CBIZ, Inc
Central Indiana Community Foundation
Civano Nursery Inc
ExxonMobil Foundation
GiftPro
Optimum Concrete LLC
Pfizer, Inc.

$250 - $499
Extra Credit, Inc.
Illinois Tool Works Foundation
Madden Media
Pima Federal Credit Union
Town of Oro Valley
The Board of Directors recognizes the following donors for their generosity and commitment to Tohono Chul.

**MEMORIALS**

$10,000 – $24,900
- Mr. Richard Shumway - In Memory of Sally Shumway

$5,000 – $9,999
- Mrs. Jean A Bassett - In Memory of Keith Bassett
- Mrs. Barbara Woolford - In Memory of Thomas Woolford

$1,000 – $4,999
- Mr. Loren Gratz - In Memory of Janet Gratz
- Ms. Delores Norton - In Memory of Keith Bassett

$250 – $499
- Mrs. Eloise Clymer - In Memory of DeElda Reese
- Ms. Delores Norton - In Memory of Keith Bassett

**HONORARIUMS**

- Ms. Dory Allred - In Honor of Kathleen Barber
- Anonymous - In Honor of Maggie Chrisman
- Mr. Tom Buchanan - In Honor of Clint McCall and Brian Bateman
- FAMOFC, LLC. - In Honor of Susan Kentosh
- Mr. Lester Hayt - In Honor of David Jones
- Mr. Steve Hettinga - In Honor of Clint McCall
- Ms. Jo Anne Jenkins - In Honor of Jennifer Jenkins
- Mr. Chuck Jonaitis - In Honor of Karen Kubara
- Mr. Carlton and Mrs. Susan King - In Honor of Stephan and Linda Jones
- Ms. Mj Loftus - In Honor of Chuck Jonaitis
- Ms. Edna Meza-Aguirre - In Honor of Clint McCall
- Mr. Paul Noffsinger - In Honor of Clint McCall and Brian Bateman
- Ms. Jennifer Roche - In Honor of Ray Nagle
- Mr. Malcolm Ryder - In Honor of Kristin and Phil Ryder
- Mr. Russell Smith - In Honor of Claudia Gardner
- Upcycle of Tucson - In Honor of Jim Pfafflin
- Mr. Thomas Walley - In Honor of Lavar and Carolyn Walley

**ESTATES & BEQUESTS**

- Estate of Vera and Gary Gregg

**MATCHING GIFT COMPANIES**

Many companies will match their employees' and retirees' gifts to Tohono Chul. The Board of Directors wishes to acknowledge the following corporations and foundations for their their matching gift support.

- Boeing Company Matching Gifts Program
- ExxonMobil Foundation
- IBM Matching Grants Program
- Macy's/Bloomingdale's
Leadership

RECOGNITION
Recognized by the Tucson Metro Chamber of Commerce with a Copper Cactus Award as one of four outstanding non-profits in the greater Tucson area in a field of 16 finalists. Garden Bistro chef chosen to represent Tucson as a UNESCO City of Gastroomy in Italy.

COLLABORATION
Town of Oro Valley approves support for planned Event Pavilion and expanded parking. Produced a brochure, interpretive panels and plant labels for Hilton El Conquistador’s hummingbird and butterfly gardens. Provided plants for the Biosphere 2’s first Pollinator Garden.

GIVING
Hosted Big Brothers/Big Sisters and Udall Parks in Focus photography project under-served youngsters.

Learning

EDUCATION
Award of Arizona Game and Fish Heritage Grant will support STEM-based Outreach program for Cross Middle School. Chased wildflowers from Why to Los Angeles, planted salsa in a pot, dipped into pollination biology and built bee houses with families at the Festival of Books and the Arizona Insect Festival.

RESEARCH
Docent-led trail camera studies provide statistics on resident and migratory wildlife to Tucson Phenology Trail, which is a part of the United States National Phenology Network. Instituted online visitor satisfaction survey.

Innovation

SERVICES
Increased number of solar panels and therefore savings on utilities by adding them to roof of Exhibit House and Garden Bistro. New on grounds wayfinding signs enhance the visitor experience.

GROUNDS
New pavement in Streamside Gardens making them more ADA-compliant. Underground cisterns installed to store and recirculate water harvested from the daily doings at the Propagation Greenhouse.

ARTS
General Operating Support grant from Arizona Commission on the Arts means underwriting for exhibits. Expanded on existing Curator’s Talks with monthly Art Talks featuring exhibiting artists in a show-and-tell format to increase visitor-artist connections. Added Entry Gallery Project Space to existing schedule with focus on solo exhibitions by regional artists.

AWARENESS
Numerous website upgrades of: the shopping cart, ticketing system, monthly giving feature, events calendar, plant database, updated theme, and new mobile friendliness make for an easier online user experience. Increased attendance at outreach events, effectively engaging over 2,000 kids and families. The new Instagram account reaches a new audience of 1,750.
Tohono Chul is excited for the latest water conservation system that saves 600 gallons of water a day by capturing and recirculating water from the plants watered on these plant benches in the north Propagation Yard. The General Services Team worked hard to complete the project which included: removing the benches, grading the area, positioning drain pipes, installing a waterproof membrane and storage tank pumps, and establishing a filtration system. The harvested water from the plant benches is then stored in the large, underground tanks featured on the front cover. This new program is additionally mission critical to Tohono Chul’s conservation objectives by supplying the Retail Greenhouse with native and desert adapted plants that are crucial to the survival of pollinators and other animals in the region.