

Total Donation | \$2,446,877

COMO ZOO\$713,050
Como Harbor new Seals and Sea Lions Habitat
Zoo Keeper Positions & Care for the Animals \$137,050
Orangutan Transport Crate\$13,000
Signage for the Cat Bridge\$10,000
Diet Prep Chopper
MARJORIE MCNEELY CONSERVATORY \$668,168
Gardener Positions, Training & Operations
Contribution to the Marjorie McNeely Conservatory Endowment Fund \$279,769
Japanese Garden Restoration & Technical Training \$29,900
Specialized Vehicle for Pruning Palms and Inside Trees \$15,000
Interior Lighting Upgrade
Seed Germination Chamber
Outside Enchanted Garden Improvements
Addition of Bonsai Trees to Collection\$3,000
Reverse Osmosis System for Orchid Collection
COMO CAMPUS\$829,699
Zoological Building HVAC Update
Operating Support for Care of the Animals and Gardens \$300,000
Advocacy
Organic Public Compost Containers
Como Campus Improvements & Support
CONSERVATION AND EDUCATION\$204,960
Education Positions & Annual Operations
Development of New Guest Engagement Strategy
Transportation Scholarships
Conservation Champions
St. Paul School District 2nd Grade Field Trip Scholarships \$12,000
Field Trip Transportation Scholarships
VOLUNTEER SERVICES\$31,000
Staff Positions & Annual Operations



Dear Como Friends supporters,

At Como Park Zoo and Conservatory, we're all about up-close encounters. Whether it's getting eye to eye with Amanda the orangutan, meeting up with friends on Cleveland Court, or leaning in to smell the fragrant lilies in the Sunken Garden, a day at Como has always been about coming together, with nature and with each other.

This tradition of coming together was challenged when Como closed to the public in March 2020 to help stop the spread of the coronavirus. But thanks to the ingenuity of the team at Como Park Zoo and Conservatory and the generosity of supporters like you, we found new ways to help Como create opportunities for the community to experience the life-giving connections between animals, plants and people.

We saw it in the dedication of our talented zookeepers and horticulturists, who took extra precautions to protect plants, animals and each other, while providing the highest level of care every day. We saw it with the launch of COMO Live!, the new digital learning program that's reached more than a million Facebook viewers through beautiful behind-the-scenes garden tours and fun meet-and-greets with Como's animal ambassadors. We saw it in the extraordinary turn-out for our first ever virtual "Sunset Affair," an online gala that activated and inspired hundreds of new Como Friends' supporters. We saw it in the grateful messages visitors sent last summer, after enjoying a safe, socially-distanced stroll through Como Zoo and the Marjorie McNeely Conservatory.

As we celebrate our first 20 years as Como Park Zoo and Conservatory's non-profit partner, we're more dedicated than ever to helping Como provide opportunities for future generations to make memories at the Zoo and Conservatory. We're ready to meet new challenges with steady support and stable funding all while being a champion for the free access that our 1.7 million annual visitors have always depended on. Ensuring that everyone, from every walk of life, feels welcome and valued at Como is so critical that we made equity and inclusion a central focus in our new strategic plan and the driving force for the work we do to advocate in support of Como's free admission. Because we know that when it's time for this community to come together, Como Park Zoo and Conservatory is the destination we'll all want to return to again and again.

Your support in 2020 made so much possible, from providing essential, best-inclass care to Como's animals and gardens, to advancing improvements in animal exhibits and gardens, to meeting the extraordinary challenges of the moment with innovation and energy. Together, we're helping Como thrive.

Thank you for all you do to support Como Park Zoo and Conservatory!

Jackie Sticha

President

Juli Still

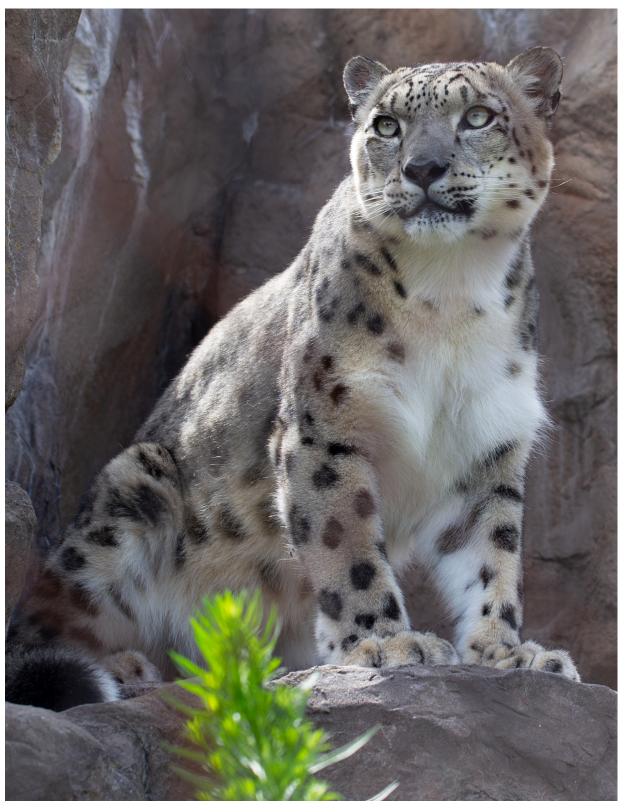
Patrick McIntyre
Board Chair

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Together we...have a vision for Como's future







Creating our new strategic plan is about grounding people in who we are as a fundraising organization, and making sure we all know why we're doing this work. Como has always been one of the most inclusive and diverse places you can visit in this state, and we want to further that mission by making it clear that equity and inclusiveness are critical, and that free admission is how we connect people to conservation. I've been coming to Como since I was a young child, and the thing that keeps me coming back today is the fact it's free, it's inclusive and it educates all of us about how to preserve the environment for future generations.

—Patrick McIntyre, Como Friends Board Chair and Vice President, Strategy & Business Development, Best Buy

hile celebrating its first 20 years as Como Park Zoo and Conservatory's nonprofit partner, Como Friends' staff and board of directors came together to create a new strategic plan. As we begin our third decade as Como's champion in the community, our work will be guided by an emphasis on equity, inclusiveness, conservation education, innovation and free access for every visitor.

Como Friends Vision Statement

We envision a future where Como Friends ensures Como Park Zoo and Conservatory is a global leader in conservation, animal care and horticulture with barrier-free access for all.

Como Friends' work will be guided by these values...

- Authentically engage the community in sustaining Como Park Zoo and Conservatory for generations to come.
- Champion conservation and education by perpetually growing support to Como Park Zoo and Conservatory.
- Advance inclusivity and equity in our work with a focus on advocating for free access at Como Park Zoo and Conservatory.
- Embrace innovation and best practices to fuel our growth to keep pace with Como Park Zoo and Conservatory's future needs.

Como Friends Mission Statement

We inspire community generosity in support of Como Park Zoo and Conservatory so it thrives for generations to come.







Together we...overcome barriers







I've always appreciated the ways that Como Friends and Como Park Zoo and Conservatory communicate with the community about what's going on behind the scenes, but this year, when we had to stay at home, those messages were even more meaningful. Watching videos of the penguins waddling through the Sunken Garden, going on virtual garden tours with the Conservatory's horticulturists or seeing the orangutans hogpile on top of each other on social media was delightful, and helped supporters feel connected to Como even when we couldn't visit.

—Susan Roeder, Como Friends' former Board Chair and Strategic Account Manager at Andersen Corporation

ree admission and family-friendly programs have always been defining features at Como Park Zoo and Conservatory, which found new ways to connect with the community in 2020 whether the doors were open or closed.

Within days of being closed in March, Como launched a new livestream program on Facebook that's given more than 1.5 million viewers behind-the-scenes glimpses of Como's gardens and animal care operations. When socially-distanced visits became possible again, Como launched a free on-line reservation system in five different languages, ensuring that families from every community were invited to be part of Como's reopening. And through it all, the staff at Como Friends' Garden Safari Gifts were innovative and resourceful, hosting a popular pop-up plant sale in the summer, and providing curbside pick-up for customers counting on putting the perfect Bonsai tree or baby polar bear plush under the Christmas tree.

Como Friends even found a silver lining to Sunset Affair, the summer gala that's been sold out for nearly a decade. With no limits on space for our first virtual fundraiser, tickets were free to all, connecting a new audience of supporters to Como, and nearly doubling the number of donors who participated in the event.

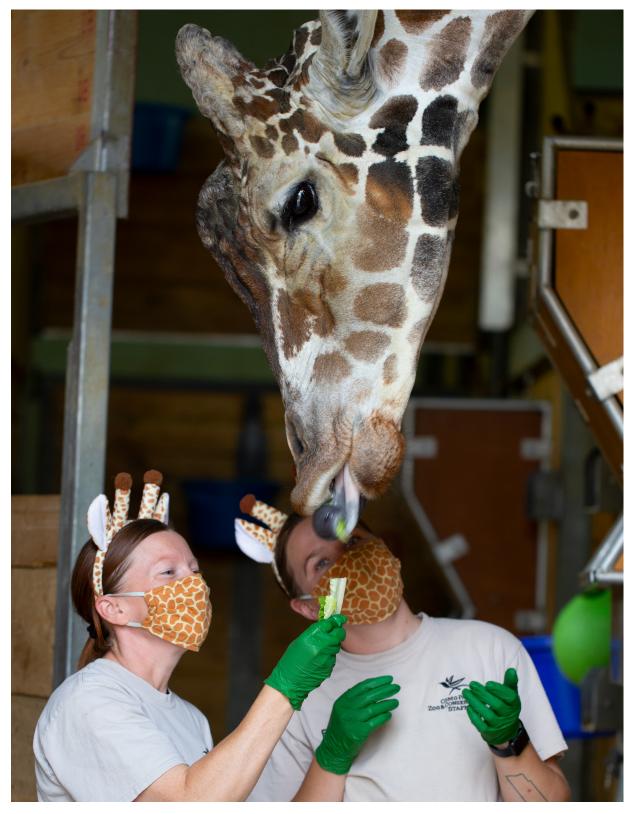
While online experiences can't replace the spark of real-life encounters, public engagement coordinator Kelsey Raffel (below right), who became a familiar face of Como LIVEI, says parents and teachers frequently commented about how grateful they were to connect with Como even through their screens. "This year, we learned a lot about how to reach people when they couldn't be here on campus," she says. "And now that library of videos we made throughout the year will be available for people to tap into to learn about Como whenever they want."







Together we...provide best-in-class care







During the months when Como was closed to visitors, Como Zoo's keepers found fresh new ways to help keep animals healthy and curious. Behind the scenes, zookeepers were busy with the birth of new zoo babies like Dall's sheep Skywalker and Nimbus, and new arrivals like West and Poehler, a mother-daughter pair of blue-eyed black lemurs. "Without visitors and a very quiet campus, animals that normally wouldn't pay any attention when you're passing by suddenly got very curious," says John Dee, Como Zoo's animal curator, who praises keepers for giving animals extra attention and enrichment experiences during the shutdown.

uring the pandemic, many cultural institutions in the state fully suspended operations, a complete pause was never a possibility at Como Park Zoo and Conservatory. With nearly 100 species of mammals, reptiles, amphibians, fish and birds to care for every day, Como zookeepers never ceased the essential work of animal care, quickly activating a long-standing pandemic plan and taking extra precautions to keep the tiniest toads and the mightiest gorillas healthy and safe.

"As zookeepers, we're always focused on biosecurity and preventing the transmission of viruses and bacteria—that's always been an important part of what we do," says Como Zoo's Animal Curator John Dee. As zoos around the country shared emerging information about best practice virus prevention, he says, "our keepers have been phenomenal and adaptable, rising to it every day. They took good care of themselves this year, too, so they could take good care of our animals."

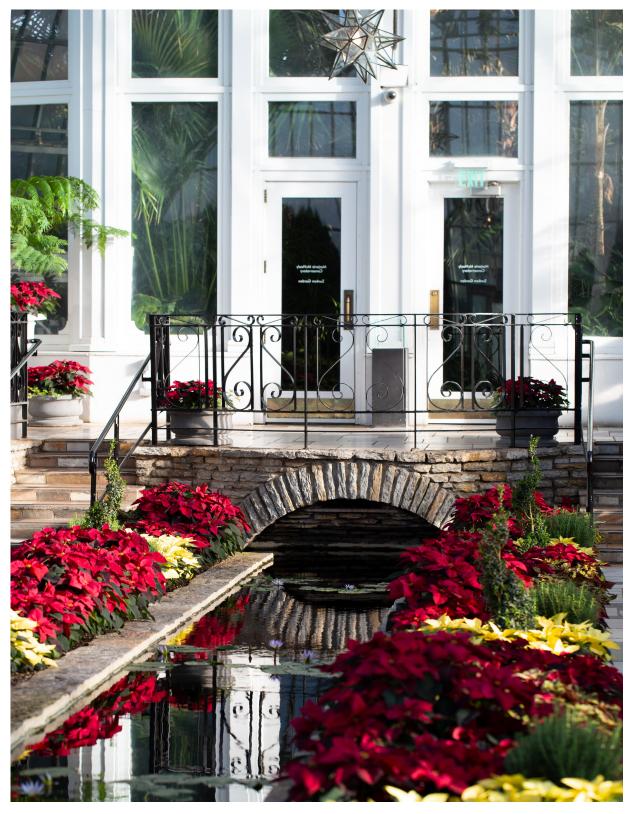
From providing stable funding for best-in-class animal care, to furnishing specialized equipment for zookeepers, to supporting a shift to virtual vet rounds with our partners at the University of Minnesota School of Veterinary Medicine, your contributions gave Como Zoo the resources needed to respond to new demands. Just as important, it helped us look to the future, welcoming new animals like Kash and Kilian, two harbor seals about to make a big splash in Como Harbor, the new seals and sea lions habitat.







Together we...grow







Like their colleagues at Como Zoo, the Marjorie McNeely Conservatory's staff split into two teams to keep Como's horticultural collections thriving without interruptions. "One positive thing we learned from dividing into teams was how working in small groups helped pull people together," says Tina Dombrowski, horticulture curator. "Tackling bigger projects as a team was more productive and rewarding." The Conservatory also took advantage of the quiet time around Como's campus to tackle some major projects, from deep cleaning to pruning back the extensive vines and tree canopy in Tropical Encounters.

t's been estimated that more than 20 million novice gardeners dug into a new hobby in 2020, a national trend that comes as no surprise to Tina Dombrowski, horticulture curator of the Marjorie McNeely Conservatory. "During times of uncertainty or stress, turning toward plants and gardening helps remind us of the cycle of nature, and how resilient life is," she says, noting that Como's horticultural crews earned frequent kudos this year from visitors watching them work. "Throughout the warmer months as we were planting and tending garden landscapes, visitors walking by happily expressed their compliments and gratitude to see Como so well cared for."

Visitors to the Marjorie McNeely Conservatory found plenty to inspire their home garden projects, from the fantastic pollinator garden, abuzz with beneficial insects, native bees, and butterflies, to the contemplative new Huelsmann Meditative Garden, forged from boulders, raked stones and Irish moss. While Como's usual crews of helpful community volunteers had to stay home in 2020, Como's Critical Infrastructure Team took up the trowel, planting and potting thousands of bulbs, plugs and plants that came to life around the Conservatory, and were featured in the Sunken Garden.

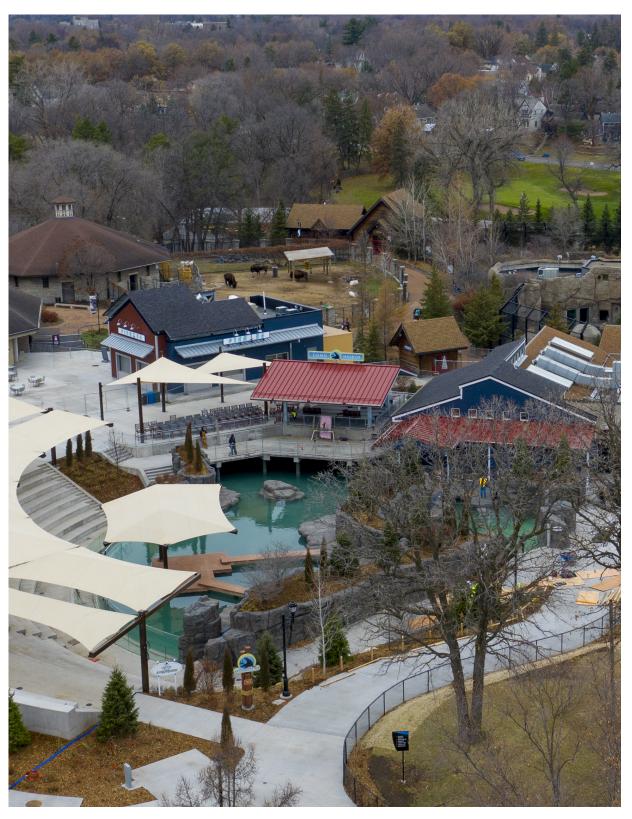
Your gifts to Como Friends helped make it all happen, supporting the planning and production of five stunning seasonal flower shows, and providing specialized pruning for the pines in the Charlotte Partridge Ordway Japanese Garden. Your support also allowed the Marjorie McNeely Conservatory to add new Bonsai trees to the nationally-regarded collection, and to invest in essential equipment, including a new seed germination chamber that will bring new life to all of the Conservatory's gorgeous gardens in the months ahead.







Together we...build for the future







In any crisis, you want to rely on your friends, and during COVID, we leaned on Como Friends to help us provide a high level of care for our plants and animals, and maintain our staff during an uncertain time. You can see the difference that Como Friends' support has made in Como Harbor, too, helping us to leverage state dollars and private contributions so we could execute a world-class habitat with all of the special touches and extra guest amenities that we wouldn't be able to do if we were relying on traditional funding sources.

Michelle Furrer, Director, Como Park Zoo and Conservatory

ooking forward to Como's future is part of Como Friends' mission, and nowhere is that momentum more evident than Como Harbor, the new seals and sea lions habitat set to open in May 2021. Made possible by your contributions to Como Friends and the citizens of Minnesota, this \$20 million habitat made fast progress this year, transforming the heart of Como Zoo with everything from four-season salt water pools for the animals to an inviting new sun-shaded amphitheater for guests. "Visitors will immediately see the impact of this renovation, and they're going to love it," says Como Friends' President Jackie Sticha.

Your support for Como Friends provides for improvements of every size, from the new campus compost bins that will help shrink visitors' carbon footprint, to the floor-to-ceiling facelift now underway in Como Zoo's Aquatic Animals Building. "The impact of private contributions to Como Friends touches every corner of Como Zoo and the Marjorie McNeely Conservatory," says Sticha. "Whether that's making improvements to the Enchanted Garden, or adding new interpretive signage to the large cat bridge, or buying new Bonsai trees for the Conservatory's extraordinary collection, together we're always building on what Como does best—bringing people up close to animals from around the world, immersing them in beautiful gardens and plant collections, and expanding our appreciation of the natural world."



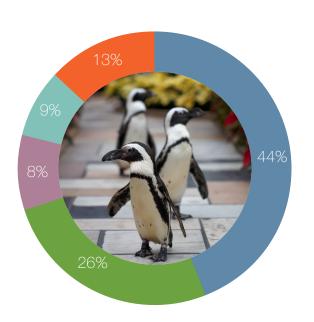




Statements of Financial Position

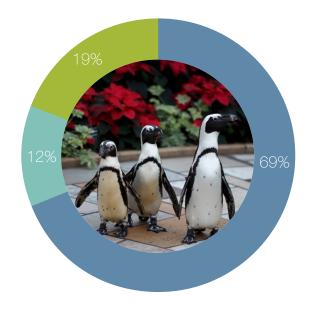
As of December 31,	2020	2019
ASSETS		
CURRENT		
Cash	\$ 1,325,418	\$ 1,338,596
Cash—Board Reserve and Project Funds	1,512,389	1,608,618
Bequests Receivable — Board Reserve and Project Funds	51,500	40,000
Contributions Receivable, Current	357,175	745,834
Inventory	283,333	272,305
Prepaid Expenses and Other	49,865	47,236
Total Current Assets	3,579,680	4,052,589
OTHER		
Contributions Receivable-Net of Current Portion	548,597	900,073
Property and Equipment-Net	108,795	131,249
Beneficial Interests in Assets Held by Others	9,308,305	8,743,311
Total Other Assets	9,965,697	9,774,633
TOTAL ASSETS	\$ 13,545,377	\$ 13,827,222
CURRENT Accounts Payable	\$ 7,719	\$ 28,016
Accrued Expenses and Other Liabilities	86,775	105,384
Total Current Liabilities	94,494	133,400
NET ASSETS	O-1,-1O-1	100,400
Net Assets Without Donor Restrictions		
Board Reserve and Project Funds	1,563,889	1,648,618
Board Designated Endowment	142,611	138,101
Undesignated	849,665	869,385
Total Net Assets Without Donor Restrictions	2,556,165	2,656,104
Net Assets With Donor Restrictions		
Perpetual in Nature	7,034,094	6,754,325
Purpose Restrictions	3,454,797	3,933,789
Time-Restricted for Future Periods	405,827	349,604
Total Net Assets With Donor Restrictions	10,894,718	11,037,718
Total Net Assets	13,450,883	13,693,822
TOTAL LIABILITIES AND NET ASSETS	\$ 13,545,377	\$ 13,827,222

Statements of Activities



Sources of Revenue

Individual Giving \$1,513,794
Gift Shop Revenue\$321,193 (less cost of goods sold)
Corporate and Foundation Giving \$457,213
Events\$274,886
Investment and Other Income\$903,680



Program and Mission Support

Program Support	\$2,562,398
Mission Support Management Expense	. \$706,479
Mission Support Fundraising Expense	. \$444,827

Thank you Donors!

Together we envision a future where Como Friends ensures Como Park Zoo and Conservatory is a global leader in conservation, animal care and horticulture with barrier-free access for all.

In 2020, Como Friends' community of supporters came together and gave generously to help sustain Como Park Zoo and Conservatory. There was nothing typical about the past year, but your donations to Como Friends proved more important than ever, helping Como Zoo and the Marjorie

McNeely Conservatory carry on through an unforgettable

year.

\$200,000 +

Estate of Betty Barrett Manitou Fund Donald McNeely Family Otto Bremer Trust Saint Paul & Minnesota Foundation

\$100,000 - \$199,999Margaret A Cargill Foundation

\$50,000 - \$99,999

F. R. Bigelow Foundation

E.M. Pearson Foundation

Endowment Fund of Como

Friends

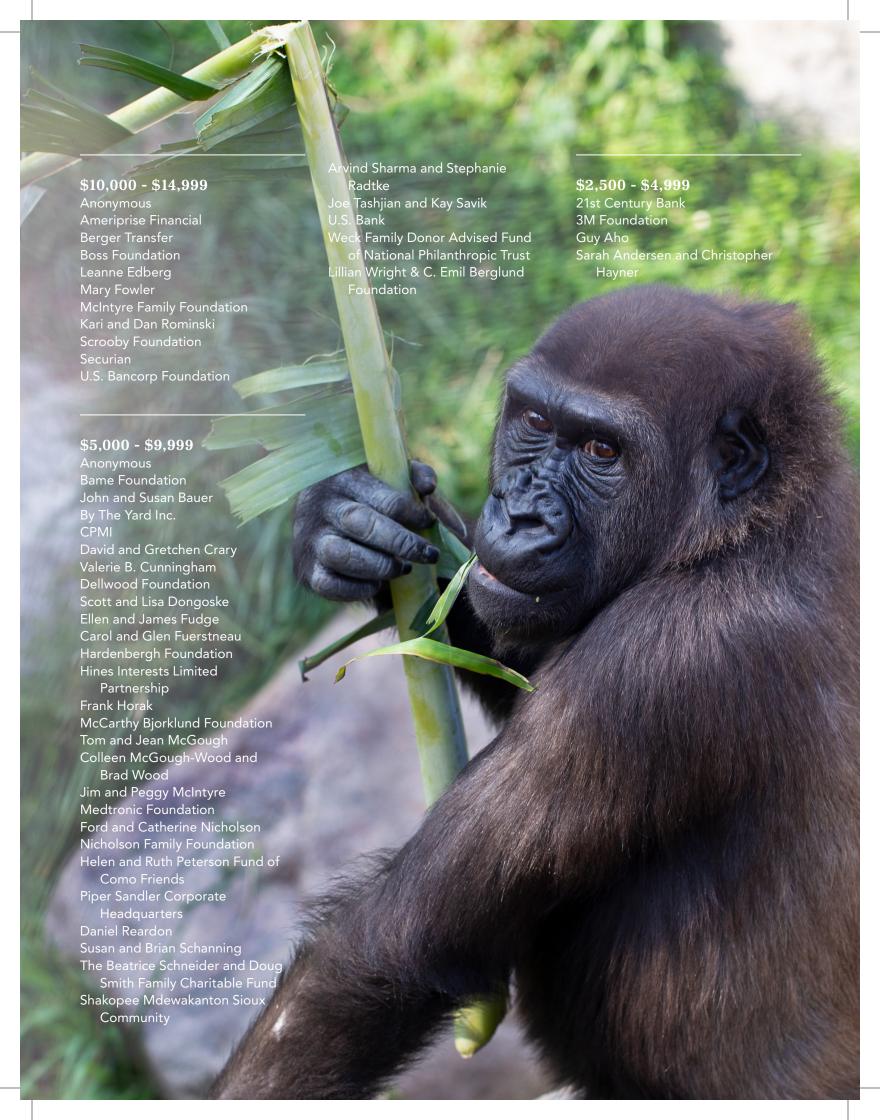
Ecolab Foundation

Deb and Mike Hogenson

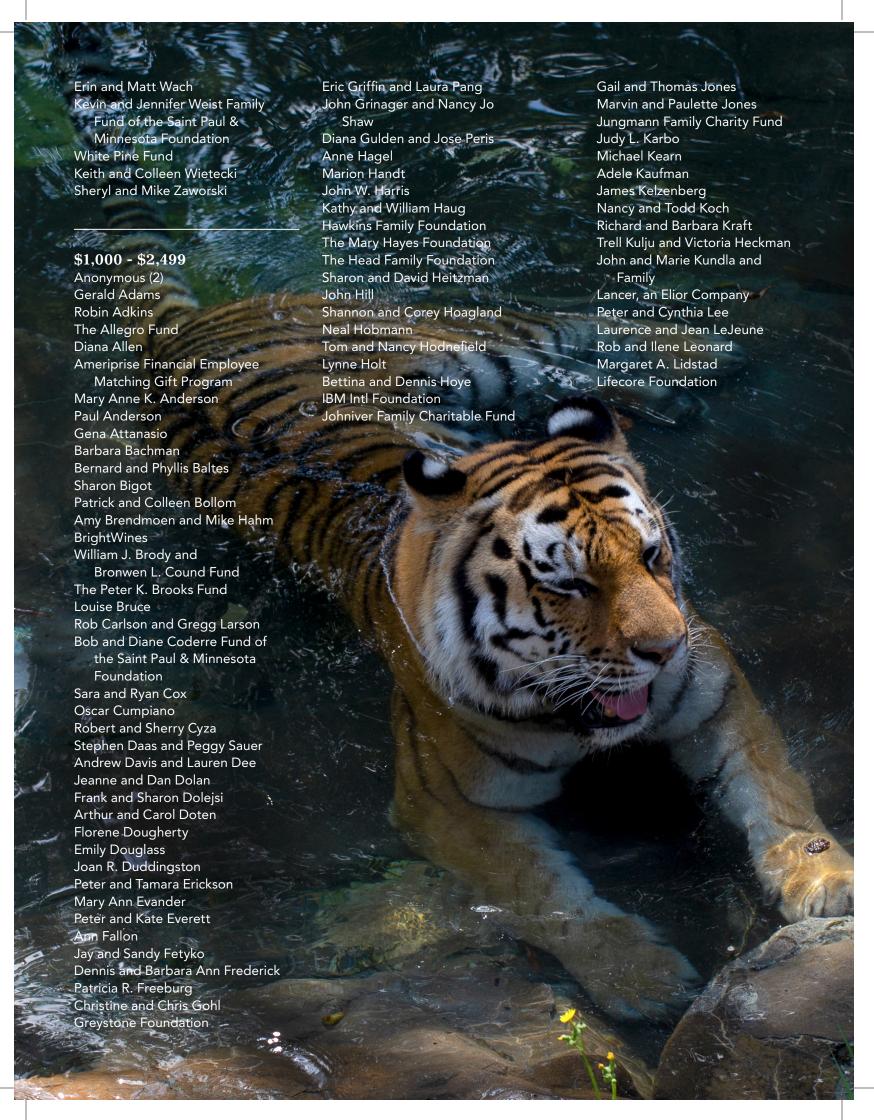
Hubbard Broadcasting, Inc.

Xcel Energy

\$15,000 - \$49,999 Anonymous (2) Best Buy Foundation Charlotte Partridge Ordway Japanese Garden Endowment Fund of Como Friends Estate of Emillee S. Denniso Bill and Diane Ellis Dorothy Fairbanks Fred C. and Katherine B. Andersen Foundation Mary C. Hayes John and Ruth Huss KSTP-TV 5 Eyewitness News Mardag Foundation McGough Companies Martha and Brock Nelson Bill and Anne Parker Travelers Foundation **Xcel Energy Foundation**









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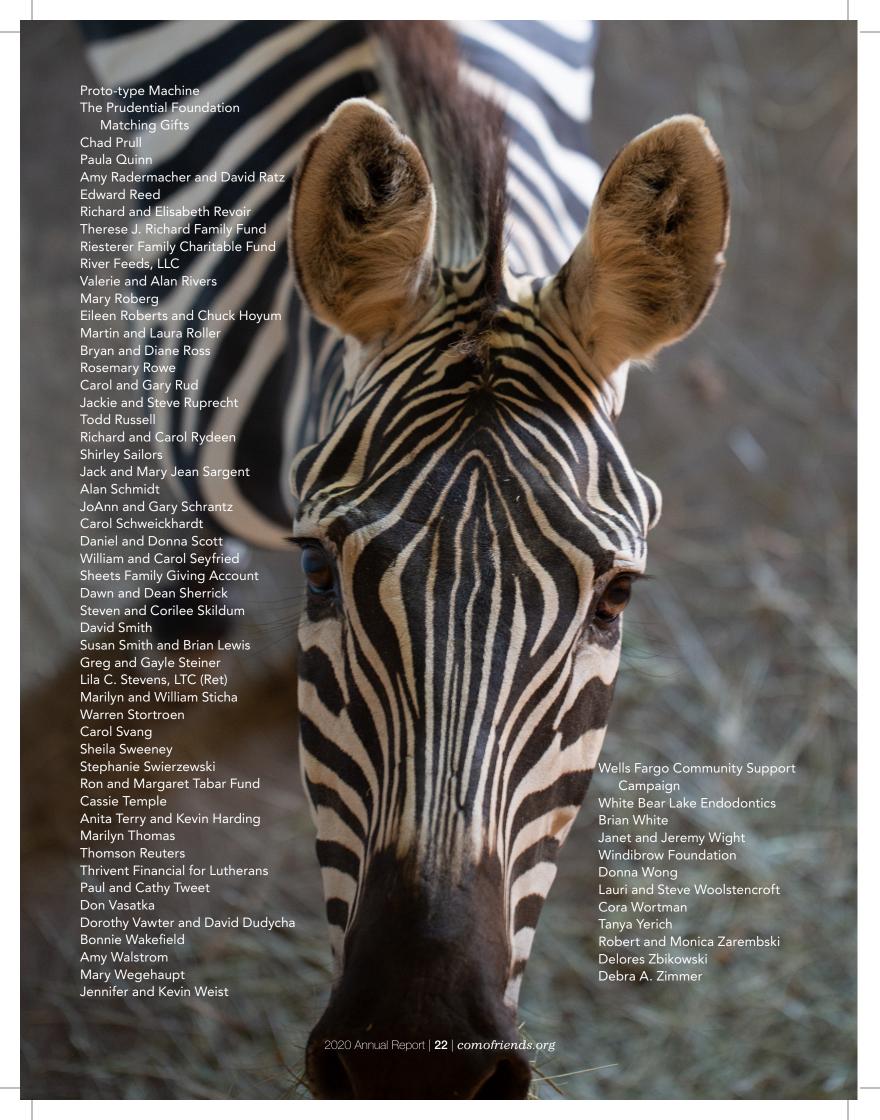
Matthew Perry

Patricia Phibbs

Anthony Popple

Michael and Carol Fix Fund Keff Fonseth Stephen and Liz Foss Cynthia Foster Franco Family Fund Amy Frandson James Gay Jane and Richard Gerber Michael and Sarah Giga Linda and Joseph Gmitter Jerry and Joyce Golden Phillip Goldman and Lynne Tauer Gwen Goodman Jewelie Grape Lloyd W. Grooms, Jr. Lana Grow Jim and Gretchen Guenter Thomas Haley

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Monteiro Huberty



Como Friends Board of Directors

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Patty Cook | Doctor

Andy Davis Attorney, Stinson LLP

Scott Dongoske Of Counsel, Winthrop & Weinstine

Sherry Fonseth-Lais | Community Volunteer Stephen Foss | Regional VP, Xcel Energy Wendy Harden CPA (Treasurer) | Shareholder,

Schechter Dokken Kanter

Patrick Harris VP, Customer Solutions, PMA Financial Network

Matt Kramer VP, University and Government Relations, U of MN

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Business Development, Best Buy

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Pest Elimination, Ecolab

Steve Proeschel | Retired, PiperJaffray

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Susan Roeder | Strategic Account Manager,

Andersen Corporation

Kelly Sam Director of Marketing, Grand Casino, Mille Lacs and Hinckley

Arvind Sharma Director, Strategic Sourcing & Enterprise Procurement, Ameriprise Financial

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Edwin van der Hoek | Strategic Sourcing Manager,

Fuji Vegetable Oil USA

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Mike Hahm | Director, Saint Paul Parks and Recreation

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Jackie Sticha (Secretary) President, Como Friends

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Caroline Mehlhop | Director of Institutional

Partnerships and Events

Bethany Paul | Events Manager

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Megan Shackle Database Manager

Jackie Sticha | President

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Cassie Temple Kenneth Yang

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