

John Ball Zoo
Covid-19 Net Income Impact Model (as of 5/30/20)
Assume June 13, 2020 Opening

Period	Covid-19 Loss Sustained			Budget	\$\$
	Income (1)	Expense	Net Income	Net Income	Variance
4/1/20-4/30/20 (actual)	522,196	848,125	(325,929)	43,490	(369,419)
5/1/20-5/31/20 (projected - monthly closing on 6/5)	688,811	1,088,812	(400,001)	542,879	(942,879)
6/1/20-6/12/2020 (projected)	503,258	578,717	(75,459)	444,335	(519,794)
Total Covid-19 Losses (Projected)	1,714,265	2,515,654	(801,389)	1,030,704	(1,832,092)
Expense Already Removed from Plan (through June 12):					
Unfilled Vacant Positions Salary + Benefits (staff reductions)		148,494			
Seasonal Labor (staff reductions)		361,467			
Cost of Goods Sold (savings due to no sales from closure)		340,883			
Employee Travel and Professional Development		30,694			
Total		881,538			
Additional Annual Expense Savings (through December 31):					
Unfilled Vacant Positions Salary + Benefits			(156,444)		
Deferred Maintenance & Capital Projects (not CIP):					
Guest pathway railing repair			(10,000)		
Forest Realm animal habitat enhancement			(1,500)		
New animal habitat (porcupines)			(3,500)		
Animal Habitat Improvement (Wild Way Trail)			(3,500)		
Primate habitat modifications			(14,000)		
Animal building improvements (Treasures Bldg.)			(24,000)		
Freezer Replacement			(90,000)		
Replacement of aging indoor animal containment			(25,000)		
Administration Building repair/upgrade			(130,000)		
Employee Travel and Professional Development			(73,820)		
Conservation Research			(65,000)		
Total			(596,764)		
*Total Surplus (Deficit) to NOI			(204,625)	1,030,704	(1,235,328)

NOTES

1. \$441,000 monthly is millage revenue spread equally over 12 months

John Ball Zoo 2020
Covid-19 - Full Year Potential Impact (as of 5/30/20)
Assumes June 13th Opening Date

	Variance from Plan	Variance from Plan
CLOSED 4/1/20-4/30/20 (actual)	(369,419)	(369,419)
5/1/20-5/31/20 (projected)	(942,879)	(942,879)
6/1/20-6/12/2020 (projected)	(519,794)	(519,794)
Total Variance from Plan due to Covid-19 Closure (projected)	(1,832,092)	(1,832,092)
	25% Revenue Reduction Scenario	50% Revenue Reduction Scenario
Possible Revenue Reduction Scenarios - Forecasted Variance from Plan		
June 13th - June 30th Forecast Variance from Plan	(191,591)	(575,747)
July Forecast Variance from Plan	(332,748)	(693,238)
August Forecast Variance from Plan	(334,017)	(709,502)
September Forecast Variance from Plan	(91,172)	(261,415)
October Forecast Variance from Plan	(62,593)	(174,712)
November Forecast Variance from Plan	13,306	(35,620)
December Forecast Variance from Plan	(58,048)	(134,822)
Total Possible Revenue Reduction Scenario - Forecasted Variance from Plan	(1,056,863)	(2,585,056)
Total Possible Variance from Plan due to Covid-19 Closure (projected)	(2,888,956)	(4,417,148)
Additional Annual Expense Savings through December 31st (1)	596,764	596,764
Total Annual Variance to Net Operating Income due to Covid-19 (projected)	(2,292,192)	(3,820,384)

NOTES

1. \$596,764 Savings detail is on Actual Losses Summary

John Ball Zoo
Covid-19 Related Additional Expenses (as of 5/30/20)
Assume June 13, 2020 Opening

Expense Type:	Year-to-Date Actual	Ongoing Forecast	Annual Total
Labor:			
Disinfecting	8,120	73,326	81,446
Crowd control/timed ticketing (social distancing and no contact)	-	14,850	14,850
Covid Related PTO (e.g. symptoms, family COVID related, etc.)	12,174		
Paid Quarantine/Covid time (required quarantine)	1,431	-	1,431
Supplies:			
Safety related (PPE purchase)	7,500	-	7,500
Maintenance related (fabrication of PPE)	12,647	19,200	31,847
Hand washing/Sanitizer Stations	14,761	-	14,761
Social Distancing related	4,310	7,440	11,750
Construction delays due to COVID (General Conditions added costs)	21,838	-	21,838
Additional Signage for social distancing/hand washing/safety	4,990	-	4,990
Covid Response video/members survey	5,384	-	5,384
Legal Fees/Consultation	3,000	-	3,000
Total	96,155	114,816	198,797