



WORK SESSION MEETING

MONDAY, FEBRUARY 23, 2026

WORK SESSION

GREENVILLE ZOO FOUNDATION UPDATE

Jake Wanner, Chair

ABANDONED BUILDING CERTIFICATION – 505 NORTH MAIN

Sam Konduros President & CEO, GCEDC







FOUNDATION UPDATES



Mission & Purpose

The Greenville Zoo Foundation is a non-profit organization that was founded in 1975. It serves as an independent community outreach group, whose purpose is to provide financial, resource and advocacy support for the needs of the Greenville Zoo.





**Facility Concept
and Strategic
Plans**

Finalized in late
2024

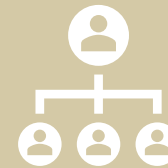


**Board
Development**



**Phillips Family
Farm**

Fully Funded at
\$3.6 million



**Promoted
Lindsay Tucker
Executive Director**



**Orangutan
Exhibit
Coordination**

\$8 million over
4 Years

Foundation Updates

Board Structure and 2026 Priorities

- Added 7 new members aligned to board matrix
- Restructured with defined committee roles
- Developing comprehensive fundraising strategy with clear engagement framework, priorities & measurable goals
- Aligning engagement tools to grow, steward & prepare for next campaign
- Expanding pipeline for capital priorities





STRATEGIC PLAN ALIGNMENT

Strategic Plan

Build a comprehensive fundraising program to expand the Zoo's ability to invest in its mission.

Highlights:

- Engaged Diana Watson Media for fundraising in 2024/25
- Consulted an experienced fundraising advisor for campaign planning
- Advanced plans to support and fundraise for the orangutan exhibit project

**287 New
Donors in
2025**

**424 Active
Donors in
2025**

**5 New
Corporate
Partners**

**10%
Increase in
Donor
Retention**



CITY – FOUNDATION PARTNERSHIP

The Phillips Family Farm

Project Summary: The new exhibit will significantly expand the existing farmyard, adding barns, pastures and educational areas.

Timeline: Groundbreaking Nov 2025, opening late 2026

Project Cost: \$3.6 Million – Largest in Zoo's History

Remaining Gap: Fully Funded



Orangutan Habitat

Project Summary: The habitat will feature a holding and dayroom building, an outdoor habitat, an elevated boardwalk, and a trail for guests. This project will ensure compliance with AZA accreditation requirements.

Timeline: Fundraising to be completed by mid-2029

Project Cost: \$8 Million



Partnership in Action

- Finalized shared vision for facility concept and strategic plans guiding long-term growth
- Strategic site visit to John Ball Zoo with City leadership
- Regular meetings between Board, Zoo Director, and City leadership to ensure alignment
- Collaborative marketing that promotes Greenville as a regional destination
- Formalized a shared commitment to conservation, education and wildlife protection
- Advanced the largest capital project in the Zoo's history with the development of the Phillips Family Farm





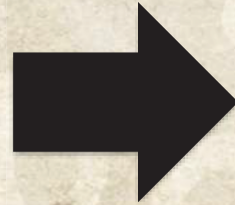
FINANCIALS AND FUNDRAISING

Direct Zoo Support Comparison

2017-2020

\$ 220,253

Dollars Spent
Directly on
Zoo Projects



2021-2024

\$ 1,507,655

Dollars Spent
directly on
Zoo Projects

**685%
Increase**

Fundraising Sources

- **Private Donations and Major Gifts** – Individuals, families and foundations, often with naming opportunities
- **Special Events and Annual Fundraisers** – The annual Zoo Gala, Sippin' Safari, Zoom Through the Zoo and various donor events
- **Grants and Corporate Sponsorships** – strategic relationships with businesses and philanthropic organizations that provide financial support





Fundraising Sources

- **Annual Memberships and Support** – Ongoing donations from individual donors through memberships
- **Public Partnerships (State and Local)** – Building and fostering relationships with city, county and state officials



Questions and Discussion



Abandoned Building Certification – 505 North Main



- **Applicant:** NP OX 505 Greenville, LLC
- **Request:** Certify Property at 505 North Main Street for Abandoned Building and Abandoned Building Sites Special Tax Assessment.
- **History:**
 - 8 Units (Greater than 87.86%) Vacant and non-operational since 01/01/2021.

GC Tax Map: #0003000200100 –Totaling 3.12 Acres



505 North Main St

PROJECT CONCEPT



505 North Main St

PROJECT FEATURES

- Extensive Renovation Plan
 - 8 Commercial / Retail Units
 - 40,044 Square Feet
 - Significant Interior Renovation
 - Façade Modernization

PROJECTED COST / INVESTMENT

TOTAL: \$17,750,000

STAFF RECOMMENDATION:

Approval Via Resolution at City Council Public Meeting

FISCAL IMPACT:

No fiscal impact

(Seeking State Income Tax Credits only)

CERTIFICATIONS & SUPPORT:

- Statutorily qualifies based on the opinion of outside reviewing counsel for GCEDC.