

2016 AAZK's BOWLING FOR RHINOS

"Making a Difference with AAZK's Bowling For Rhinos"

*Presented by Patty Pearthree
National Bowling For Rhinos Program Manager*

Introduction

The American Association of Zoo Keepers (AAZK) "Bowling For Rhinos" (BFR) fund-raiser has raised over **\$6.2 million** since 1990 entirely through volunteer efforts. It is the hard work and dedication of these volunteers that make the difference in wildlife conservation efforts. 2015 was another record breaking year raising nearly \$598,000 for conservation worldwide! In Kenya, we now protect over 1.5 million acres of white and black rhino habitat under Lewa's conservation charter. In Indonesia, we protect 1.4 million acres of crucial lowland rainforest habitat for the survival of the Javan and Sumatran rhinos and other species living in their ecosystems including Sumatran tigers, elephants, tapirs, Javan gibbons and sunbears. AAZK's BFR supports ALL 5 species of rhino plus hundreds of other endangered species from orchids to elephants that live in their habitat. Had it not been for organizations like AAZK many of these species would not be around today. AAZK has made a difference and will continue to do so.

Accomplishments through Our Conservation Partners

Our support of these conservation partners has allowed us to come together in conservation to help change the world. Black rhino were only one of a number of species that were likely to go extinct by the year 2000 had it not been for AAZK's BFR support. Black rhino have doubled to around 5,000 in number with BFR support. In 1990 we protected wildlife in Lewa's 10,000 acre Ngare Sergoi Rhino Sanctuary. We now protect 3 million acres of wildlife habitat. That is 25% larger than Yellowstone National Park! All this comes at a price. Operation costs to protect wildlife in these areas increases at 10-15% per year. Combined with the ever increasing poaching pressure, this means we need to increase our overall dollars raised. We have made a huge difference but our challenge is to keep growing bigger & better each year so all this can be saved for future generations. For additional information on rhino conservation, visit: www.rhinos.org and www.lewa.org

Together in Conservation

The best conservation programs involve long-term commitment. Since 1990, AAZK's Bowling For Rhinos has been one of the world's most successful conservation programs raising over \$6.2 million for conservation worldwide! AAZK remains committed to its conservation partners: Lewa Wildlife Conservancy (LWC), International Rhino Foundation (IRF) and Action for Cheetahs in Kenya (ACK). 100% of BFR funding is being spent on conservation programs with 98% being designated specifically for conservation projects within rhino habitat. The remaining 2% of uncommitted funds is weighted heavily to favor rhino conservation programs and has now allowed us to support the conservation programs of the Indian rhino.

We started out supporting Lewa Wildlife Conservancy in Kenya- called Ngare Sergoi back in 1990 when it was 10,000 acres. AAZK paid for fencing, surveyance airplanes, transport trucks, etc. in the early years but have since moved to supporting the toughest to fund item- operating costs. Lewa's operating cost is now \$3.3 million annually and Lewa is 72,000 acres. Lewa also now manages the 90,000 acre neighboring conservancy called Ol Pejeta. Rhinos disappeared from this area in the 1970's but Lewa reintroduced 15 black rhino in 1984. Lewa is now home to 12% of Kenyas Black rhino population (61) and 14% of the white rhino population(73) and several rhino have gone to other areas to repopulate. OL Pejeta is home to 108 black rhino, 29 Southern White Rhino and 3 of the last remaining Northern White Rhinos on the planet! 12 black rhino were moved to the neighboring Borona Conservancy. This was a longtime dream of Lewa staff that finally became reality in 2012. Lewa is now a globally recognized conservation initiative.

Lewa's **core** rhino conservation program has always been the main focus of BFR funding. AAZK contributes about 15 % of the core operating costs of this annually. These funds are vital to rhino conservation and the survival of the species. AAZK's long term and continuous funding makes it an invaluable contributor to the success of LWC in conservation worldwide!

In 2013, Lewa Wildlife Conservancy became a UNESCO World Heritage Site and is part of the area called **Mount Kenya World Heritage Site**. This unique recognition is reserved "for places of outstanding universal value to humanity that, as such, have been inscribed on the list to be protected for future generations to appreciate and enjoy". The World Heritage Committee considered Lewa and Ngare Ndare for their outstanding natural beauty, as well as their varied and impressive ecosystems and biodiversity. Lewa and Ngare Ndare are all connected to Mount Kenya through an elephant corridor. Lewa was instrumental in the creation of this crucial migration passage that serves as a route for landscape connectivity.

Expanding Support to Indonesia

In 1994, AAZK expanded its funding efforts when it began supporting Ujung Kulon National Park in Java Indonesia to save the Javan rhino. Ujung Kulon is home to the last 25-45 Javan rhinos on earth. AAZK expanded its funding efforts once again in 1997 to include Bukit Barisan Selatan National Park (BBS) in Sumatra, Indonesia where one of the largest populations of Sumatran rhinos live. Only about 100 Sumatran rhinos remain, and because of their rapid rate of decline, they are considered the most threatened of all rhino species. All of our funding for the Indonesian rhino Programs now goes through IRF.

Currently, the IRF funds allow the operation of rhino protection units in Ujung Kulon National Park (NP), Way Kambas NP & Bukit Barisan NP. Thanks to these Patrol units there have been no cases of Rhino or large mammal poaching in Way Kambas since 2006, Bukit Barisan since 2001 and Ujung Kulon in at least 15 years! With less than 100 Sumatran & perhaps as few as 25 Javan rhino remaining, these Patrol units are vital to the survival of both species.

Action For Cheetah in Kenya

In 2009, AAZK's BFR began supporting ACK under the direction of Mary Wykstra. This support will add to the protection of not only cheetah but also Rhino through education and conservation of habitat that is home to both cheetah and rhino and creates a larger buffer zone of protection. See www.actionforcheetahs.org

AAZK Conservation Resource Grant Helps Save All Five Species of Rhino

Each year, the AAZK Conservation Resources Grant is awarded to an ex-situ or in-situ rhino conservation effort. In 2010 and 2011, IRF was awarded the AAZK Conservation Resources Grant of 2% of the balance of BFR funds raised. Funds provided radio collars for Indian Rhinos that were being translocated as part of the Indian Rhino Vision 2020 Program. This program aims to attain a population of 3,000 wild rhino in seven of Assam's protected areas by 2020. So now **BFR funds support all five species of rhino!**

AAZK Working To Halt Demand for Rhino Horn

The 2013 and 2014 Conservation resource grant supported a new organization, RhiNOremedy that works to put an end to the demand for rhino horn, elephant tusks and other illegal wildlife trade products. See <http://www.rhinoremedy.org/> for more information.

Zaraffas Coffee of Australia Pledges Sponsorship

Since 2013, Zaraffas Coffee of Australia (the "Starbucks of Australia") has pledged to donate \$25,000 annually to BFR for Lewa specifically. In addition, proceeds from a conservation coffee of the month will also be contributed. Zaraffas will also be hosting their own BFR events. They are a very conservation and community oriented company that we are pleased to partner with to save wildlife worldwide. See

<http://zarraffas.com/>

Growing BFR Events Over 25 Years

In 1990, we raised \$138,000 from 35 chapters. Today, we have over 80 chapters participating raising nearly \$600,000 annually. Our accomplishments are grand but we must keep pushing forward to help save wildlife for future generations. Together in conservation we can accomplish our goal and raise \$750,000 annually with 100% participation from all AAZK chapters!

2015 BFR Results

In 2015, BFR raised \$597,814 with 88 chapters or institutions participating. This compares to 2014 with \$581,325 raised by 80 chapters/institutions and 2013 with \$481,449 raised by 76 chapters.

2016 BFR Results to date

As of the writing of this paper July 10th, chapters were just beginning to turn in funds. The **2016 winners have not been determined** since the deadline for trip winners to turn in funds is September 1st.

The 2015 Top ten Individual money raisers were:

- #1- Kris Willis - Los Angeles with \$55,000-wins **2 week trip to Lewa**-All time record!
- #2- Angie Snowie- Toronto w/ \$22,507 -wins **2 week trip to Lewa**
- #3-Ann Knutson-San Diego - w/ \$22,433 -wins **2 week trip to Indonesia**
- #4- Allycia Darst-Lincoln Park- w/ \$17,262 **wins 2 week trip to Indonesia**
- #5- Renaldo Curtis Woodson- Oklahoma City- \$13,665
- #6- Joe Hauser-Buffalo \$10,000
- #7- Hilary Colton- National Capital-\$9,765
- #8- Russel Pharr-Dallas-\$9,225
- #9- Lindsay Ireland-Detroit \$9,000
- #10- Amber Berndt- Indianapolis- \$4,500

The 2015 top 3 money raising AAZK chapters were:

- #1- Los Angeles-\$55,000 (all time record!)
- #2- Utah-\$36,302
- #3-Toronto-\$22,507

Top 10 money raising chapters since Bowling For Rhinos started in 1990 (as of 12/1/15):

- 1) Portland-\$307,342
- 2) Oklahoma City- \$302,604
- 3) Los Angeles- \$271,708
- 4) San Diego-\$239,499
- 5) Dallas-\$235,971
- 6) Utah- \$233,715
- 7) Detroit-\$211,662
- 8) Lincoln Park-\$170,567
- 9) North Carolina- \$158,546
- 10) Greater Philadelphia- \$156,096

Anna Merz Rhino Champion Award (Formerly called Honorary BFR Trip Winner)

Each year, AAZK and Lewa reward an outstanding individual who has gone above and beyond in their extraordinary effort to organize BFR events. Often times, these behind the scene efforts go unnoticed. It takes a great deal of effort to hold successful BFR events year after year.

The 2016 Anna Merz Rhino Champion award winner is Kym Janke of the San Diego Zoo. Kym and

a companion will be hosted by Lewa in October 2017. Thank you Kym for your years of dedication to making BFR successful!

Trip winners have won trips with as little as \$850 (1995) to as much as \$55,000 in 2015. Trip winners have been from 22 DIFFERENT zoos!

2016 Chapter award: Detroit AAZK has bowled nearly every year since 1990 and has now raised over \$211,000. They are being recognized as consistently having an individual in the top 10 list of highest money raisers. They also provided years of service on the BFR listserv (BFR yahoo groups email that was replaced with other forms of communication by the AAZK communications Committee) and provided a “How to hold a successful event” powerpoint.

See Appendix I (History of Funds Raised) on website: <http://aazkbfr.org>

See Table 1 for a comparison of events over the years.

See Table 2 for Distribution of funds

BFR Division of Funds

The first \$160,000 raised each year will continue to go to LWC. Blue Rhino Gas \$5,000 donation is split between Lewa and IRF. Once the \$160,000 plateau has been achieved AAZK shall divide the remainder of BFR funds based upon percentage under the following distribution guidelines to the following entities until a \$350,000.00 plateau is achieved:

International Rhino Foundation (IRF)	65%
Lewa Wildlife Conservancy(LWC)	25%
Action for Cheetahs Kenya (ACK)	8%
AAZK Inc Conservation Resources	2%

For BFR events that reach **\$350,000-\$500,000** in a calendar year, the financial distribution follows:

\$160,000.00	LWC Dedicated Share
\$ 50,000.00	IRF Dedicated Share
65%	of Balance to IRF
25%	of Balance to LWC
8%	of Balance to ACK
2%	of Balance to AAZK Conservation Projects

\$500,000.00 and above

45%	LWC	\$225,000.00
45%	IRF	\$225,000.00
8%	ACK	\$ 40,000.00
2%	AAZK	\$ 10,000.00

As one can see, our goal is to reach the \$500,000 annual level. All organizations benefit the more we can “grow” our events. We believe this is achievable but will take having everyone participate in some fashion every year. So come join us and let’s grow together!

Bowling For Rhinos Tips for Success

-**Set a date early** so that it can be advertised in as many newsletters, fliers as possible. Info should be placed in **zoo newsletters** at least 4 times, **zoo volunteer newsletters**, zoo guild communications, **zoo maps or fliers**, etc.

-Check with your **Chamber of Commerce** prior to setting date to find out events that could conflict. Once you choose the date, inform your Chamber of commerce.

-Use **Social media** to advertise your event

- Talk to your **zoo volunteers at an organized luncheon** to let them know they can join the event or sponsor someone (have your forms ready).
- Put registration fliers in an area where volunteers may see them-in their "check -in" area
- Talk to your Zoo Guild or other organization that helps at the zoo
- Have fliers that you can hand out so they can fill out later
- collect door prizes**. Seek the big airline prizes 4-6 months in advance (write thank yous)
- Restaurants are easy to get prizes from. **Go in person with letter of donation request in hand.**
- send out **invites to previous bowlers** (addresses listed on sponsor forms from prior year or gather email addresses)
- Invite Blue Rhino Gas/ Rhino Linings folks in your area to join your event (they might even sponsor)
- Let people know your event is **open to the public**
- Seek **donations** for pizzas and t-shirts
- See if your zoo will offer a **Day off work** for the team who raises the most \$ (ex. Graphics team, Maint. Team, etc)
- Seek help from your zoo's **special events people, graphics**, etc. to get the word out.
- circulate the current **list of prizes** as they come in wherever possible
- INVITE CELEBRITIES** to bowl at your event (especially TV/radio- free advertising when they talk up event!)
- Post info next to **rhino/elephant exhibits** about your upcoming event and how to join!
- If you are going for the trip prize, **let potential sponsors know they could help you win the trip!**
- Send out letters/emails to friends and family seeking donations.**
- Check out <http://aazkbfr.org> or <http://aazk.org/committee/bowling-for-rhinos/>
- Lewa Promo CDs & materials, "Patrols of Hope-The last Sumatran Rhino" CD, how to hold a successful event info and more can be found here. For additional Lewa promo materials, contact:** Sabrina Antonio at Sabrina@lewa.org and for additional IRF promo materials, contact: Susie Ellis at: s.ellis@rhinos.org
- **contact Patty Pearthree at: Patty.Pearthree@AAZK.org or ppear3@gmail.com or 919-678-0449**

BFR Fund-raising Guidelines

- If possible, Events should be held between March 1- August 1st (optimal for PR is 1st week of May).
- If interested in participating, see <http://aazk.org> for information and go to the members only section to download sponsor forms + send your event coordinator contact info, date of event,etc,:
ppear3@gmail.com
- *If you have never held an event, see "how to hold an event" on the web site: <http://aazkbfr.org>.
- There is a **\$25 administrative fee** to participate, which **MUST** be made out to "AAZK, Inc." and mailed to AAZK office prior to your event. Once your fee has been received, your event can be sanctioned & a **BFR EVENT kit** will be sent to you at the contact provided. Some of these forms **MUST** be returned to AAZK office to comply with IRS regulations. The fee covers indirect costs incurred by AAZK, Inc. due to BFR (phone, postage, faxes, and bank and online donation fees). Administrative fees are waived for the first year a chapter participates.
- **To win the trips, all money must be sent in to the AAZK office by September 1st!**
- **Please try to have all money sent within 30 days of your event.**
- If a chapter does not wish to send their checks certified mail, the following is the only way to insure that your check is not cashed by anyone other than AAZK, Inc.! **Please write "For Deposit Only" on the back signature area of all checks. This will ensure only AAZK can deposit it instead of just anyone who may intercept it!**
- Please make out one check payable to **"AAZK/BFR"**, include a copy of your financial form & a copy of sponsor sheets from **all members raising at least \$1,000** and mail to:
AAZK Office
8476 E. Speedway Blvd. Suite #204 Tucson, AZ 85710
(919) 678-0449 ppear3@gmail.com

*It is very important to remember that we advertise **100% of all donations go towards conservation**. All donations from donors must be submitted to AAZK Bowling For Rhinos for this to be true. This means that your organization must cover any expenses for this event. This can be done by charging a fee for bowlers, through silent auctions, door prize raffles, your local organizations funds, etc.

*Anyone can join the Bowl-a-thon so **don't limit yourselves to only zoo people. However, be sure it is clear that only National AAZK members are allowed to win the trips**. If you have a potential winner, ask them to join AAZK.

*** Blue Rhino Gas Company**

The Blue Rhino Gas Company became the **National sponsor of Bowling For Rhinos** beginning in 2004. The Blue Rhino gas company is extremely conservation oriented and uses the white rhino as their logo. They pledged to donate \$20,000 per year to Bowling for Rhinos through 2008. Beginning in 2009, this was scaled back to \$5,000 due to the rough economic times for gas companies. Blue Rhino is the leading cylinder gas recycler in the U.S. and keeps thousands of cylinders out of landfills each year. Some chapters have also received additional support from their local Blue Rhino Gas suppliers. See www.bluerhino.com for more information.

*Don't forget to use **Blue Rhino Gas** for any grilling needs- they help save rhinos too! Any publicity for them will help increase their future support of BFR.

Table 1 AAZK BFR Comparison of Funds Raised Year to Year

Year	Total Raised	# Events	Top Money Raisers	Amount	Chapter Affiliation	Top Chapter	Amount
1990	\$138,795	35				Portland, OR	\$14,659
1991	\$122,801	40	Patty Pearthree Brian McKenna	\$4,877 \$3,791	Indianapolis Lincoln Park	Lincoln Park	\$12,697
1992	\$99,393	47	Cara Lance Debbie Palay	\$4,977 \$1,743	Indianapolis Lincoln Park	Lincoln Park	\$11,102
1993	\$112,015	44	Richard Buthe Kathy Knowin	\$5,070 \$4,960	Philadelphia Lincoln Park	Philadelphia	\$13,168
1994	\$106,452	53	Diana Villafuerta Christine Bobko	\$3,505 \$3,146	Lincoln Park Denver	Portland, OR	\$10,821
1995	\$120,657	45	Patty Pearthree * Katrina Osborn	\$1,767 \$1,488	Indianapolis Miami Metro	Portland, OR	\$11,398
1996	\$149,249	49	Bill Nelson Jay Weston	\$5,670 \$3,498	Dallas Hogle	Dallas	\$14,757
1997	\$128,604	43	Janet Wiard Mary Wykstra-Ross	\$6,256 \$5,240	Oklahoma City Hogle	Dallas	\$10,865
1998	\$124,920	43	Norah Farnham Kirk Nemecheck	\$7,539 \$5,406	Lincoln Park Rolling Hills	Lincoln Park	\$12,653
1999	\$135,625	38	Brenda Gunder Dolora Batchelor	\$10,618 \$6,245	Rolling Hills Miami Metro	Portland, OR	\$13,311
2000	\$143,083	37	Kirsten Christensen Tim Hays	\$12,201 \$6,816	Oklahoma City Rolling Hills	Oklahoma City	\$12,201
2001	\$192,789	42	Jay Pratte Debie Mangrum	\$10,161 \$9,467	Dallas Oklahoma City	Dallas	\$17,877
2002	\$158,456	40	Victoria Zahn Bethany Lutz	\$16,607 \$9,200	Oklahoma City Hogle/Utah	Oklahoma City	\$16,607
2003	\$188,643	44	Mary McFarland	\$13,593	Oklahoma City	Puget Sound	\$16,462

			Jason Peterson	\$11,500	Hogle		
2004	\$214,271	42	Todd Bridgewater Michelle Pratt Bethany Lutz Mike Connolly	\$17,680 \$13,435 \$12,000 \$6,000	Oklahoma City Detroit Hogle Tulsa	Detroit	\$19,494
2005	\$233,950	47	Chrislyn Newton Crystal Derusha Jessica Scallan Alex Vasquez	\$18,074 \$14,000 \$9,000 \$8,706	Oklahoma City Utah Tulsa Dallas	Oklahoma City	\$18,704
2006	\$250,577	53	Amy Stepens Kelly Wilson Jane Larson Eric Flossic	\$21,025 \$18,478 \$14,200 \$13,000	Oklahoma City Detroit Utah Tulsa	Oklahoma City	\$21,025
2007	\$316,397	53	Jaimee Flinchbaugh Ruth Ann Prey Rana Bayrakci Heather Strawn	\$31,091 \$28,359 \$14,088 \$12,498	Oklahoma City Detroit Puget Sound Cleveland	Oklahoma City	\$31,091
2008	\$273,279	55	Jennifer Davis Christine James Jennifer Thomas Rue Hewett Kim Sevier	\$35,388 \$14,554 \$12,150 \$11,000 \$11,000	Oklahoma City Dallas Detroit Miami Metro Tulsa	Oklahoma City	\$35,388
2009	\$256,785	53	Nicole Miller Gina Garza	\$30,101 \$13,327	Los Angeles Dallas	Los Angeles	\$30,101
2010	\$256,420	61	Dani Cremona Melissa Kesler	\$30,000 \$15,000	Los Angeles Oklahoma City	Los Angeles	\$30,000
2011	\$280,015	65	Cori Monetti Holly Ray	\$32,000 \$14,232	Los Angeles Oklahoma City	Los Angeles	\$32,000
2012	\$337,191	76	Jennifer Gonsman Ashley Orr Gil Myers Logan Agan	\$35,500 \$13,901 \$10,817 \$9,589	Los Angeles Dallas National Capital Oklahoma City	Los Angeles	\$35,500
2013	\$481,449	76	Mike Bona Ann Knutson Kenton Kerns Crystal Butler	\$35,800 \$24,340 \$15,716 \$15,701	Los Angeles San Diego National Capital Oklahoma City	Los Angeles	\$35,800
2014	\$581,325	80	Samantha Cadman Carolyn Leonard Teresa Randall Robbie Clark	\$50,000 \$47,284 \$25,691 \$19,000	Los Angeles Portland Oklahoma City San Diego	Los Angeles	\$50,010
2015	\$597,814	88	Kris Willis Angie Snowie Ann Knutson Allycia Darst	\$55,000 \$22,507 \$22,433 \$17,262	Los Angeles Toronto San Diego Lincoln Park	Los Angeles	\$55,000

** Bold indicates record amount raised

*Third place won trip this year as each winner can only win once.

Table 2: Bowling For Rhinos Distribution of Funds

Year	LWC	Indonesian Programs		ACK	AAZK Conservation
		Through Adopt-A-Park	Through IRF		
1990	\$138,795				
1991	\$122,801				
1992	\$99,393				
1993	\$112,015				
1994	\$106,452				
1995	\$100,000				
1996	\$100,000	\$20,600			
1997	\$100,000	\$49,250			
1998	\$100,000	\$14,302	\$14,302		
1999	\$100,000	\$12,460	\$12,460		
2000	\$100,000	\$17,813	\$17,813		
2001	\$105,000	\$21,541	\$21,541		
2002	\$100,000	\$43,895	\$43,895		
2003	\$100,000	\$29,228	\$29,228		
2004	\$110,000	\$44,321	\$54,321		
2005	\$130,000	\$47,453	\$57,453		
2006	\$130,000	\$47,055	\$57,055		
2007	\$160,000	\$55,387	\$65,387		
2008	\$160,000	\$0	\$156,397		
2009	\$196,714	\$0	\$50,893	\$7,343	\$1,836
2010	\$185,355	\$0	\$61,923	\$7,314	\$1,828
2011	\$191,254	\$0	\$77,260	\$9,201	\$2,300
2012	\$206,208	\$0	\$115,850	\$13,705	\$3,426
2013	\$249,781	\$0	\$207,745	\$19,138	\$4,784
2014	\$275,151	\$0	\$248,138	\$44,364	\$10,880
2015	\$277,346	\$0	\$263,535	\$45,554	\$11,379
2016		\$0			
Total	\$3,756,265	\$403,305	\$1,555,196	\$146,619	\$36,433