

2023 ANNUAL REPORT

FROM OUR LEADERSHIP



Beautiful, exciting, and vital—these are just a few words that describe the San Antonio Botanical Garden and the essential role we play in the community. Living our mission of *enriching lives through plants and nature* every day, the Garden is a place where people come to connect with the natural world, learn, and be inspired. With our unique plant collections, educational programs, and nature-inspired experiences, we enrich lives and help elevate the quality of life for those in San Antonio and South-Central Texas.

This year has been one of tremendous growth and innovation. We are halfway through our Five-Year Strategic Plan, which has guided us in launching one of the most ambitious water and plant conservation programs in the state. We've expanded educational outreach, serving a record number of K-12 students, including Title 1 schools. At the heart of everything we do is the commitment to making nature's benefits accessible to all.

In December, we opened WaterSaver Community, now a focal point for visitors interested in conserving water and incorporating low-water-use native plants at home. We're proud that WaterSaver Community is the only conservation garden of its kind in the nation, and it has already received a Professional Design Award. Our Youth Water Conservationists program has educated 3,000+ students, and our free Celebrate Water day welcomed 266 families to learn about water conservation. Additionally, converting the East Texas Pineywood Lake to purple pipe and recycled water has reduced water consumption costs by 82%.

We continue to lead the state in collecting and propagating rare and endangered native plant species. Michael Eason, our VP of Conservation, travels over 40,000 miles each year to protect more species than any other public garden in Texas, ensuring these plants will thrive for future generations.

Our *Imaginary Worlds: Once Upon a Time* exhibition was a huge success, drawing 128,861 visitors—a 56% increase over previous exhibitions.

Sabina Carr, our former CEO, left the Garden to become President and CEO of the Dallas Arboretum. On behalf of myself, the Board of Directors, and the entire staff, I want to express our gratitude for Sabina's dedication and vision. Many of the Garden's accomplishments were made possible through her leadership, and we wish her the best in her new role.

We are thrilled to partner with the prestigious firm Reed Hilderbrand to create a Master Plan that will shape the Garden's growth over the next 10–15 years, furthering our goal of becoming a destination garden that draws visitors to San Antonio from across the nation.

Thank you for being part of our journey. With your support, we will continue to grow, inspire, and enrich lives for years to come.

With gratitude,

Katherine Trumble

Katherine Trumble President & CEO

BY THE NUMBERS

299,985 Annual Visitors





Imagine! As I look back on 2023, I reflect on the exponential growth we experienced—both physically and mentally. Coming out of the pandemic, we envisioned where and how we could reconnect with one another, and the Garden proved to be that space. From the worldclass, fantastical *Imaginary Worlds* exhibition, which illustrated our ambition to inspire and awe, to the revitalization of the *azumaya* in the Kumamoto En Japanese garden, we imagined our community gathering, celebrating, and flourishing here.

We dreamed of pioneering efforts in conservation and sustainability, which guided our work in protecting and propagating rare and endangered and native plant species. Led by VP of Conservation Michael Eason, our team traveled extensively across Texas, adding more rare species to our collection than any other public garden in the state. This effort underscored our commitment to safeguarding biodiversity for future generations.

We also fully transitioned to using purple pipe recycled water for our irrigation needs and completed the WaterSaver Community, a space designed to inspire visitors with sustainable design and the execution of natural, living spaces. These bold and innovative efforts were made possible thanks to the generous support of our community partners and donors. We imagined increased engagement and educational programming to inspire the next generation of environmental stewards. Through our Youth Water Conservationists program, we taught over 3,000 schoolchildren about the importance of water conservation, preparing them to be future decision-makers in managing our community's resources. We grew vegetables in the Children's Garden, planted alongside adults with Dementia, spun honey from fresh honeycombs, and enjoyed simple pleasures like chasing butterflies or marveling at the glowing displays of *Lightscape*.

We also imagined a Garden for All. In 2023, we made significant strides in public access, ensuring more people could enjoy the Garden. Our education programs reached a record number of students, including many from underserved communities. We also began raising funds to launch the Nature Navigator, the Garden's very own shuttle to break down transportation barries for community members who otherwise could not access the Garden. In July, we hosted Celebrate Water!, welcoming 266 families with free admission and special programming focused on water conservation.

I am deeply grateful to the City of San Antonio, our employees, leadership team, and Board of Directors for making these imaginings a reality. And we continue to imagine! With our new Predisent & CEO Katherine Trumble, we envision the next phase of growth as we begin a transformative master planning process with Reed Hilderbrand.

Lastly, I imagine you at the Garden—your wonder, joy, and sense of belonging. Thank you for your attendance and support as we continue to *enrich lives through plants and nature*.

Sincerely,

Omar Akhil Board Past President January 2022 – December 2023







A GROWING GARDEN

In 2023, the San Antonio Botanical Garden showcased *Imaginary Worlds: Once Upon a Time* featuring massive living sculptures, hosted their annual orchid exhibition with the most orchids displayed ever, and unveiled WaterSaver Community, highlighting sustainable practices and Texas native plants.

The Garden also underwent major operational changes, including a restoration in Kumamoto En, the addition of purple pipe at the lake, and the beginning of a two-year restoration to the Lucile Halsell Conservatory.







WaterSaver Community Opens to Rave Reviews

WaterSaver Community is a one-of-a-kind demonstration and teaching garden that was opened to the public in December 2023 after six years of planning and six months of construction. MP Studio Landscape Architecture designed this innovative project alongside the San Antonio Botanical Garden team. It is a collaboration with the San Antonio River Authority, the San Antonio Water System, and Bank of America.

WaterSaver Community is a one-acre space that showcases five home garden designs. These gardens blend the beauty of over 100 selections of Texas native and adapted plants with simple, replicable water management features. Each home garden was designed to cater to different styles, budgets, and environments. The home facades provide a backdrop for imagining a sustainable garden.

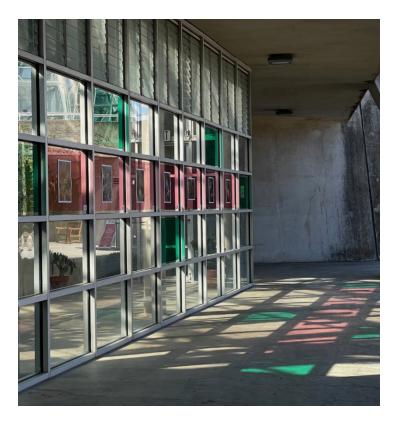
Orchids Galore

Our annual orchid exhibition has become a highly anticipated mainstay during late Winter and early Spring, in celebration of the planet's largest group of blooming flowers. The 2023 theme, Mimicry and Reflection, explored how some orchids use deception to attract their pollinators by mimicking other flowers or insects. The month-long exhibition included orchid displays throughout the Lucile Halsell Conservatory, a photography display of native orchids of the United States, classes on orchid care, and a conference on native orchid conservation. Over 500 blooming orchids were on display during the exhibition turning our Conservatory into a pollinator's frenzy with spider orchids, Lady Slipper orchids, and moth orchids.









Purple Pipe

DE ELLE

In July of 2023, the Garden added to its purple pipe infrastructure to include the East Texas Pineywoods Lake. Back in 2020, the Garden achieved a major milestone, using recycled water for 95 percent of its irrigation (with the other 5 percent allocated solely to the culinary garden beds). On an average year, the Garden uses approximately 24,774,784 gallons of water, potable and non-potable. With the addition of purple pipe connected to the Lake, the 1,000,000 gallons it takes to fill the man-made body is now drawn from reclaimed water sources, amplifying the Garden's commitment to sustainable water use.

Revitalizing Tradition

In 1989, the beloved Japanese garden Kumamoto En was gifted to us by our sister city Kumamoto, Kyoto, Tokyo. Within the garden is the azumaya, the gazebo-like structure created for sitting in quiet contemplation of the garden's verdant solitude. The last time the azumaya was restored was in 2005, but after nearly 20 years of Texas summers, wind, and rain, it was in need of a complete restoration. In the Summer of 2023, expert Japanese craftsmen worked for months to restore the azumaya, and in October, the new azumaya was dedicated.

This exciting development marks the beginning of a longer restoration project for Kumamoto En, which includes the bamboo fence around the garden.







The Lucile Halsell Conservatory

The Garden secured \$8.8 million from the City of San Antonio and TIRZ bonds to fund a major restoration project on the iconic Lucile Halsell Conservatory, first opened in 1989. In October, work began in the Exhibit Room, renovating the bathrooms for an improved visitor experience while exploring the Conservatory.

The \$8.8 million project is expected to happen over the next two years and completed in five phases. The scope of the project includes replacing over 1,000 glass panes, upgrading environmental controls in the house, and updating hardware on mechanisms that allow the greenhouse vents to open and close.

This ambitious project will ensure that the Lucile Halsell Conservatory continues to enchant Garden guests for generations to come.

CONSERVATION AT THE GARDEN

In the past year, the Garden has made remarkable strides in conservation efforts. From increasing its collection of rare and endangered plants and being a steward for the Center for Plant Conservation, to its dedication to the diversity of its oaks, 2023 proved to be a banner year for conservation.

Rare & Endangered

Over the past year, our collection of at-risk plants has grown 130%. At the Garden, we currently boast 97 at-risk species, some of which can be found in our Rare and Endangered garden, while others are in our seed bank or in our greenhouses. We also have 21 at-risk species under our charge via the Center of Plant Conservation (CPC).

What makes the CPC plants different?

The 21 CPC plants are plants we monitor, seed collect, and actively propagate to share with other gardens. The other 76 species are rare plants we have obtained either from other gardens, donations, or small lots of seeds that have been collected and grown at the Garden.



Oaks of the Garden

We have 93 species of Oak in our collection, with over 250 individual Oaks found through the Garden. The highest concentration of Oaks can be found in the new WaterSaver Community, which was originally named the Oaketum by garden staff in the 1980s. In the greenhouses, we have approximately 55 species of Oaks waiting to be planted. By further enhancing the diversity of Oaks in this area of the Garden, we aim to realize the orignal intent of this area and now, nearly 40 years later, plant trees for the next generation.



Provenanced Plants

In the last year, we have shared provenanced plant material with more than 17 other institutions, including many organizations in Texas. Some out-of-state institutions include Desert Botanic Garden, The Huntington, UC Davis, Denver Botanic Garden, and the Cincinnati Zoo.

Native Plants

We've propagated tens of thousands of native plants from wild collected seed for our Garden and for our Plant Sale Program. By doing so, we're making native plants accessible to the community and encouraging native plants for home gardening and landscapes.







21 At-risk plant species via the Center for Plant Conservation

50 Presentations, tours, and workshops by conservation staff

93 Species of Oak in living collection



EDUCATION IN THE GARDEN

Last year, the Garden significantly expanded its educational efforts, greatly exceeding its goals for school fields trips and overall guest engagement. The Learning & Interpretation team offered a wide range of educational experiences, including drop-in activities, guided tours, adult classes, performances, family events, summer camps, and birthday parties.





Growing Educational Experiences

In 2023, the Garden provided 993 educational experiences for 48,848 guests.

These experiences include drop-in learning activities, guided tours, school field trips, classes for adults, including cooking, conservation, gardening, arts and culture, wellness, and ethnobotany, live performances, family events, summer camps, and birthday parties.

A Record-Breaking Year

In 2023, 23,966 students, teachers, and chaperones were served through school field trips, surpassing the goal of 15,000 and even the 2026 goal of 21,600 people served! This number includes the following educational experiences for Schools:

- Youth Culinary Workshop
- Early Childhood Garden to Table Experience
- · Pollinator Ecosystem Program
- · Terrarium Ecosystem Program
- · Distance Learning Terrarium Ecosystem Program
- Imaginary Worlds Exhibition Tour
- · Story of Water in San Antonio
- · Garden Overview Tour
- · Workshops for Homeschool Students
- · Self-Guided Visits



Access Programming

The Garden distributed 10,000 free tickets to community partners to experience *Imaginary Worlds*. The Garden partnered with community organizations around including Pre-K 4 SA, The Arc of San Antonio, Child Advocates of San Antonio, Say Sí, Kinetic Kids, Big Brothers, Big Sisters of South Texas, disABILITYsa, City Kids Adventure, and Armstrong Elementary Families & Teachers.

Volunteerism

The Volunteer Program grew 36% from 2022 with 511 volunteers and 31% more volunteer hours at 17,489 hours served. Our volunteer program includes:

- 15 Interns provided 2,037 of service
- · 17 Corporate Groups provided 833 hours of service
- 10 Groups regularly volunteering provided 4,656 hours of service
- · 291 individual Garden Volunteers provided 12,000+ hours of service

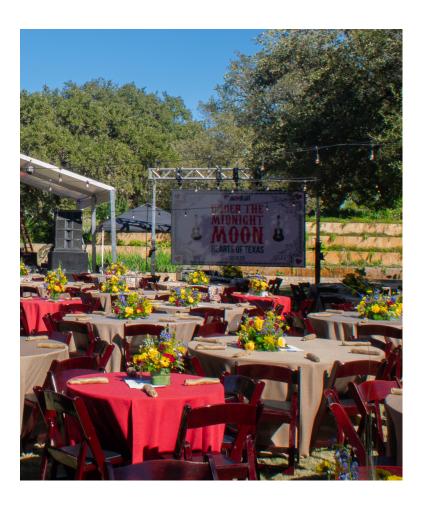
11,000 educational experiences for **48,848** guests in 2023

23,966

students, teachers, and chaperones served through school field trips **17,489** volunteer hours from 511 volunteers

MAKING LASTING MEMORIES

At the Garden, we're about family, fun, and beauty. In 2023, our standout events and world-class rental team brought people together at the Garden to experience awe-inspiring displays and create lasting memories in San Antonio's urban oasis.



Bringing Your Event to Life

The Garden is the perfect place to share with the people you love. From weddings to birthdays to anniversaries, our dedicated team takes care to make sure special moments are made even more special at the Garden. In 2023, there were 167 special moments shared in our 38-acre oasis.

We're not just for weddings though! The Garden team is skilled in bringing corporate events to life. Last year, we hosted 95 corporate events at the Garden and two Garden-wide buyouts.

In total, our team brought in approximately 24,500 guests through private rentals, with our group sales totaling over \$900,000 in revenue!



Extra Special Events

Last year, the Garden hosted six special events, and two event series, bringing 8,696 visitors and \$186,507 in gross revenue.



\$1,095,876

gross revenue brought in by the Rentals & Events Team

24,507

visitors through private rentals

8,696 visitors through special events



IMAGINARY WORLD'S

Imaginary Worlds: Once Upon a Time, our most successful exhibit to date, made its Texas debut, bringing with it a spectacle of immense living sculptures crafted by Mosaïcultures® Internationales de Montréal and curated by the Atlanta Botanical Garden. The exhibition captivated visitors of all ages with larger-than-life living plant giants, including a 25-foot dragon and a majestic Pegasus. Each sculpture was made of thousands of plants, meticulously installed and trimmed by hand by a dedicated horticulture team.

Enchanting Visitors

Welcoming a 25-foot Dragon, lounging Mermaid, parading Peacock, Rip Van Winkle, Pegasus, and towering Storybooks, *Imaginary Worlds: Once Upon A Time* enchanted **over 3,200 visitors in it's opening weekend alone.** The blockbuster exhibition continued to enchant guests throughout the Summer and Fall season, bringing in more guests to the Garden than ever before.

Horticultural Excellence

Mosaïculture traces its origins to 19th-century partere gardens, evolving today into intricate three-dimensional masterpieces. The exhibit reflected a collaboration between San Antonio Botanical Garden and Atlanta Botanical Garden, highlighting the fusion of creative vision and botanical expertise. Both teams **worked** 728 **hours** to plant the sculptures before they arrived in San Antonio.

Mythical creatures and iconic characters were adorned with meticulously selected plants that thrived in our Texas climate, ensuring a vibrant and enduring display. Throughout the summer, with 74 days of triple-digit temperatures, a dedicated team of gardeners maintained these sculptures, pruning and watering **over 35,000 plants** across the Garden.

Viral Attraction

Throughout the exhibition, the *Imaginary Worlds* campaign garnered **a total of 3,368,515 impressions on social media** alone. Google Performance Max ads led to a total of **18,914 visits to the Garden**, and **59 traditional media hits produced 57.9 million impressions**.



LIGHTSCAPE REIMAGINED FOR 2023

Lightscape, an enchanting spectacle, illuminated the San Antonio Botanical Garden with captivating light displays for the third year in a row. Transforming the Garden into an after-dark holiday oasis, Lightscape in its third year was bigger, brighter, and bolder than ever before. Guests enjoyed a mesmerizing journey through a 1-mile path adorned with over one million lights, featuring brand new installations from around the world.

A Holiday Tradition

This past year, Lightscape brought San Antonio together in the Garden with **68,851 tickets sold over 33** nights. Visitors shared their memories on social media! The hashtag #LightscapeSanAntonio was used over 800 times.

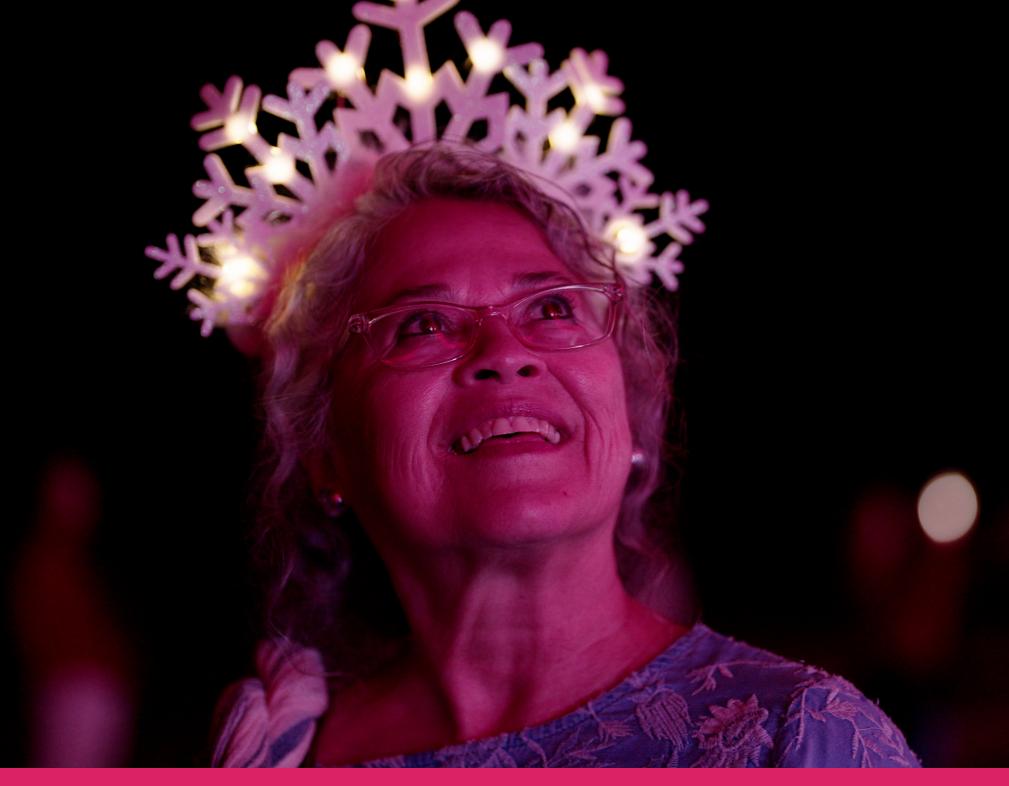
Lights, Lights, and More Lights

Lightscape returned with the promise of being bigger, bolder, and brighter than ever! Out of the nine installations along the 1-mile path, **six were never-before-seen at the Garden**. The beloved Bluebonnets sparkled brighter than ever with **nearly 4,000 glittering blooms**, and the Heart Arch Walk became every couple's favorite photo op, **a tunnel of four meter-tall LED hearts**.

Viral Attraction

San Antonio was thrilled for the return of Lightscape, particularly online. Lightscape garnered **a total of 84,833,390 impressions** across all platforms for the entirety of the campaign. In the press, Lightscape was mentioned **a total of 225 times with an estimated media value of \$3.4 million** across well-known outlets such as KSAT, the Houston Chronicle, the San Antonio Express-News, and MySA.

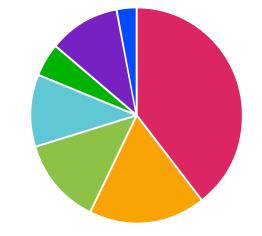




FINANCIAL INFORMATION

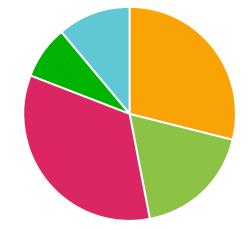
FOR THE PERIOD ENDED DECEMBER 31, 2023

Contributions, Sponsorships, & Fundraising Events	\$4,066,797
Admissions	\$1,789,772
Memberships	\$1,278,510
Investment Income	\$1,078,563
Programs	\$557,759
Facility Rentals & Gift Shop Sales	\$1,146,693
Other Income	\$286,880
Operating Revenues	\$10,204,974



40% Contributions
18% Admissions
13% Memberships
11% Investment Income
5% Programs
11% Facility Rentals & Gift Shop
3% Other Income

Horticulture, Facilities, & Rentals	\$2,879,205
Educational & Research Programs	\$1,785,416
Guest Experience, Gift Shop, & Exhibitions	\$3,424,154
Fundraising	\$776,553
General & Administrative	\$1,091,438
Operating Expenses	\$9,956,766



29% Horticulture, Facilities, & Rentals

18% Educational & Research Programs

34% Guest Experience, Gift Shop, & Exhibits

8% Fundraising

11% General & Administrative

Statement of Financial Position

Assets

Cash	\$3,989,485
Accounts Receivable	\$301,778
Gift Shop Inventory	\$159,593
Pledges Receivable	\$886,700
Investments	\$7,380,162
Prepaid Expenses	\$598,740
Property and Equipment	\$31,029,928
Operating Lease Right-of-Use Asset	\$11,593
Total Assets 12/31/2023	\$44,357,979

Net Assets

Total Liabilities & Net Assets 12/31/2023	\$44,357,979
Total Net Assets 12/31/2023	\$41,942,677
With Donor Restrictions	\$4,279,113
Total Without Donor Restrictions	\$37,663,564
Board Designated	\$2,599,068
General Operations	\$35,064,496
Without Donor Restrictions	

Liabilities

Total Liabilities 12/31/2023	\$2,415,302
Operating Lease Right-of-Use Liability	\$11,593
Deferred Revenue and Refundable Deposits	\$295,420
Accounts Payable and Accrued Expenses	\$2,108,289

2023 DONORS

\$100,000+

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\$99,999 - \$50,000

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