

ANNUAL REPORT



MISSION

We dedicate our expertise in horticulture, conservation, science and education together with our unique gardens, facilities and natural lands — to inspire and nurture society's commitment to the environment.

VISION

Royal Botanical Gardens is a global leader in how we use plants and the natural world to connect people, place and sustainable behaviors.

FUNDERS

Royal Botanical Gardens is funded by the people of Ontario through Ontario Ministry of Tourism, Culture and Sport, Regional Municipality of Halton, City of Hamilton, Royal Botanical Gardens' members, The Auxiliary of Royal Botanical Gardens, and many corporations, foundations and individuals.



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Appointed by Council, City of Hamilton

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RBG Appointees

Gordon Albini (June 26, 2007 to June 26, 2017) Geoffrey Arron (September 2010 to June 2017) Leslie Bullock (June 2007 to June 2017) Cliff Carson (September 2010 to June 2017) David Conrath (March 2015 to June 2017) Dr. Patrick Deane, President and Vice-Chancellor, McMaster University (May 2011 to June 2017) James Tourangeau (February 2015 to June 2017)

Representing the RBG Auxiliary

Mary Lyn Brown (February 2016 to February 2017) Liason Member – RBG Auxiliary Linda Heaver (February 2016 to February 2017)



2016 was a landmark year at Royal Botanical Gardens as we completed the largest capital project in our history and opened the doors to the new David Braley & Nancy Gordon Rock Garden. It has been a remarkable journey and transformation. We presented our most famous, beloved garden in a brand new way and we are proud of the fact that we took special care to preserve its heritage and charm.

Royal Botanical Gardens' mission is to dedicate our expertise in horticulture, conservation, science and education — together with our unique gardens, facilities and natural lands — to inspire and nurture society's commitment to the environment. Like other public gardens around the world, we are embracing the changes needed to respond to the challenges of climate change. The new Rock Garden reflects this forward-facing approach. It is truly a garden for the 21st century, one that embraces sustainable trends in garden design and management while respecting the integrity of its heritage setting.



Mark Runciman, CEO, Royal Botanical Gardens

The garden incorporates a best practices approach to plant selection, design and management, including pollinator-friendly plants, species native to Ontario, and a broad representation of drought-tolerant perennials that provide wide sweeps of colour and texture through the seasons. The new Rock Garden allows RBG to do more with less – less water, less upheaval of the soil, and less human power, plant waste and carbon emissions spent on seasonal change-outs of bulbs and annuals.

In developing this new design concept, RBG staff worked with Janet Rosenberg and Studio. With Janet's assistance, hundreds of new plant varieties and natural features were selected, and careful planning ensured that the garden experienced new, positive change while still preserving its historic beauty.

Two major fundraising events in May welcomed in the new era at Rock Garden. Land of Luna, a family event and Luna, a gala event for adults, were very successful and helped us to reach our \$20 million goal and complete the Rock Garden capital campaign.

The completion of the new Rock Garden provides even more opportunities to collaborate and accommodate high-profile events. In August we introduced Shakespeare at the Rock, an evening under the stars presenting the works of history's most celebrated playwright, and HPO Rocks, performances by Hamilton Philharmonic Orchestra musicians in a beautiful garden setting. We are always trying to build on what works and keep improving popular events such as Garden Music Nights concert series, The Great Pumpkin Trail, Holiday Traditions and numerous outdoor educational experiences that connect our visitors to the natural world.

RBG continues to be the destination of choice for weddings and private and corporate events. In June we once again hosted the Bay Area Economic Summit, a gathering of more than 300 community leaders that was highlighted by a keynote address from The Honourable Kathleen Wynne, Ontario premier, and The Honourable Eleanor McMahon, minister of Tourism, Culture and Sport.

Our frontline staff and our core programming — RBG's mandated activities — are what set us apart from other tourist attractions. We continue to provide one-of-a-kind horticultural experiences over our five garden areas and our natural lands team continues to restore over 2,400 acres of environmentally sensitive lands within a major urban centre.

We educate people of all ages about the natural world and our place within it. RBG staff members dedicate their lives to horticulture, conservation, science and education and do critical work that bring people together with the environment while providing memorable experiences. That is the true nature of Royal Botanical Gardens — making connections and ensuring that future generations have a chance to experience nature like we do now.

The accomplishments outlined in this report are made possible by you through the support of Government of Ontario, Regional Municipality of Halton, City of Hamilton, as well as numerous volunteers and more than 16,000 members. We are continuously working on strategies to ensure RBG's long-term success as an environmental leader and world-class destination.

"Ontario's world-class attractions, like Royal Botanical Gardens, play a vital role in the province's economic and cultural prosperity. I'm proud that our government supported the rejuvenation of this renowned attraction that will continue to boost economic activity and drive tourism in the region."

- Michael Coteau, Minister of Tourism, Culture and Sport



In 2016, Royal Botanical Gardens entered year two of a five-year strategic plan involving members of its board of directors and staff from all levels. The goal of the plan is to enter the next decade as an elite organization in providing legendary guest experiences, become financially sustainable with enough revenue to achieve these goals, take leadership on environmental stewardship and education locally, provincially, nationally and internationally, and maximize all human resources to support the strategic directions of the organization.

Teams that were assembled in 2015 continued to collaborate to address four main strategic priorities.

1. Providing Legendary Guest Experiences

- A new visitor survey strategy was developed to obtain visitor feedback on an ongoing basis in order to analyze key areas for improvement and enhancement of the overall guest experience.
- Comprehensive inventory of wayfinding and other guest amenities were conducted.
- Reviews of the municipal busing system were conducted and recommendations made in regards to linkages for potential refinements in schedules as well as drop-off locations.
- Discussions were held with City of Hamilton in an effort to ensure future improvements to York Boulevard for walking and cycling.
- A complete overhaul of food service customer and client service started.
- The launch of a new on-line booking system resulted in improved guest service and sales capacity.

David Braley & Nancy Gordon Rock Garden

In May, Royal Botanical Gardens proudly opened the new David Braley & Nancy Gordon Rock Garden, completing the \$20-million Rock Garden Rejuvenation Project to bring the historic garden back to its former glory.

The three-year project allowed for RBG to address a number of issues: structural integrity, water and sewage systems, visitor accessibility, and a revamp of its architectural landscape. In addition, a new visitor centre now serves as a year-round destination for business and private functions, new lighting and sound systems extend the garden's operating hours and new horticultural highlights provide visitors with an experience throughout the entire growing season.



Three new garden display areas once again solidify Rock

Garden as one of the premier display gardens in the country and the crown jewel of Royal Botanical Gardens. The addition of water features, a new perennial border garden, a spring garden and an expanded flowering shrub collection ensure continuous blooms throughout the entire growing season.

The new Rock Garden is once again a destination of choice for public events in this region.



2. Financial Sustainability

Royal Botanical Gardens will become financially sustainable by 2020. RBG will have sufficient revenue to achieve its strategic goals.

- Work began on the development of an infrastructure renewal program to identify all RBG assets, and areas and facilities in need of repair.
- Development of a land-use master plan is planned in order to determine potential areas for large-scale revenue generating activities.
- An inventory was taken of potential stakeholders in both the private and educational sectors to identify future opportunities to leverage RBG expertise and physical assets in botanical and environmental science and research.
- A new shelter at the Arboretum was planned, which will improve infrastructure and provide new revenue opportunities in that area.



3. Environmental Leadership

Royal Botanical Gardens is a leader in environmental stewardship and education locally, provincially, nationally and internationally.

- Five staff sub-groups were created to focus on evaluating RBG practices in waste management, food services, energy, water and acquisitions. Each subgroup identified strategies needed in that area.
- A submission was prepared for the capital budget recommending the implementation of a new waste management system.
- Dr. David Galbraith, head of science, contributed to the new North American Botanic Garden Strategy for Plant Conservation, released by Botanic Gardens Conservation International.
- An environmental sustainability intern was hired, working within the education department. Their role included developing baseline research and reports on RBG's environmental performance as part of multiple sustainability reporting commitments, identify areas of potential improvement in events and operations, and provide recommendations of methods to minimize RBG's impact on the environment.
- Research was conducted on kindred organizations to identify best practices in green procurement and purchasing policies.
- The American Public Gardens Sustainability Index was adopted as the means by which RBG will monitor and report on its environmental sustainability performance and progress, and 2015/2016 numbers will become its baseline for target setting.



4. Governance and Leadership

Royal Botanical Gardens maximizes all human resources (the RBG team) to support the strategic directions of the organization.

- RBG continued to develop a plan aimed at transitioning from a management to a governance board. This included research on governance models and best practices that suit RBG's organizational structure and issue of an RFP to procure governance consulting services.
- In human resources, a compensation review plan was completed and implementation began.
- A new position of Volunteer Program Manager was created and filled with the RBG team and Auxiliary executive on finalizing short- and long-term plans for diversifying RBG's volunteer base and expanding it to 1,000 volunteers by 2020.
- Current succession plan guidelines were reviewed and updated, working towards the development of a new plan for critical management and board positions.



Horticulture

It was a busy year for the horticulture department with the completion of the David Braley & Nancy Gordon Rock Garden rejuvenation. The garden opened in April and was a hit with both guests and media. The design preserved the Gardens' historic past while introducing new and modern design elements, such as broad drifts of herbaceous perennials to extend interest across the growing season. This design also embraced environmentally friendly trends in garden design, including pollinator friendly plants, species native to Ontario and drought tolerant plants — particularly timely given the intense drought conditions of 2016. Further plants were added to the garden throughout the year.

Hot on the heels of Rock Garden's reopening, extensive planning began on ways in which to rejuvenate Hendrie Park's Centennial Rose Garden. The plan, a collaborative effort between renowned rose consultant Peter Kukielski, former curator of Peggy Rockefeller Rose Garden at New York Botanical Garden, and RBG horticulturists, will provide a new and unique visitor experience for Canada's Sesquicentennial in 2017. In keeping with bringing people, place and sustainable behaviors together, roses selected for this new design have greater pest and disease resistance, superior flowering and outstanding landscape performance. A selection of herbaceous companion plants will also complement the roses in extending the season of interest and attracting pollinators, as well as beneficial insects designed to support natural methods of pest control. Significant new plantings were also added to Helen M. Kippax Garden in Hendrie Park.



Work continued with deer fencing in the Arboretum along with protection of the many rare and unusual lilac cultivars displayed in the collection. Positive results are being seen in the reduction of deer damage thanks to an innovative fencing system which prevents deer from browsing and rubbing the shrubs while allowing easy access for Arboretum staff to carry out critical maintenance operations. The hedge collection was also de-accessioned and removed.

New display beds were created in Laking Garden in order to interpret the genus *Echinacea* and evaluate and interpret cultivar performance. The peony cultivars lifted and moved in 2015 were transplanted into new superior beds and happily overcame transplant shock to reestablish and thrive. Both peony and iris collections continued to be photographed as part of an ongoing verification process. A project to benchmark peony cultivar rarity was begun and is providing new and important information about this collection.

Community engagement activities included a number of talks to flower and horticulture societies and a successful series of living collections-driven moonlight events.

Volunteer activities included making significant improvements in tracking and maintaining of memorial trees and benches, and in benchmarking various living collections.

In staffing updates, Rick Maslanka, Arboretum head gardener, retired after 39 years of dedicated service. Brent MacNeill was promoted to Arboretum head gardener/arborist.

Education

The annual flow of education events and activities kicks off in mid-January with our winter exhibition. In 2016, Reptile Rendezvous let us "shell-abrate" the world of turtles, snakes and lizards for three months. About 50,000 people enjoyed exploring reptiles from around the world, as well as an in-house exhibit featuring reptiles of RBG and area, and our reptile conservation work. Close to 36,000 guests participated in an extensive range of drop-in programs, and staff and volunteers connected with 40,000 people in our roving and Discovery Cart interpretive activities. In December, we were also able to bring in a smaller exhibit that focused attention and programming 2016 as the UN's International Year of Pulses.



The reopening of the Rock Garden brought new opportunities for interpretation and public engagement, which provided the impetus for adding to our new interpretive skills training workshops for frontline staff and volunteers. The former Tea House (now known as Garden House) was the hub for activities, including special volunteer-led tours, a new Discovery Cart, a self-guided tour featuring trees favourited by past and present RBG staff, and an exhibit of old postcards that showcased the evolution of the garden over its 84-year history. Along with an indoor exhibit of cards, the latter included reproductions placed in the garden where they were originally photographed. These programs and activities appeal to all ages, while others let us take advantage of growing trends (like the exploding interest in tea, or specialty gins) that connect adults with plants.

Our schools and youth programs continue to grow, with a busy suite of children's gardening and nature programs, day camps, our Youth Environmental Science (YES) Alliance program for teens, and great connections with local Boards of Education. It was a record-breaking year for on-site school programs, with 17,500 students participating in our wide range of experiential learning opportunities that now include helping us with removal of invasive species. An additional 6,000 visited us virtually via interactive videoconference, some from as far away as South Korea. Our Green Angels program provided subsidised programming to over 1,100 local children, while we worked with Reach for the Rainbow to provide opportunities that integrated children with special needs into our camp program. These programs are fundamental to our educational goal of engaging people with nature and environmental stewardship, and our Back to Nature Network is working to help Ontario's children and families connect with nature each day. Over the course of the year we delivered teacher workshops for several school boards, a series of webinars to a world-wide audience in partnership with the US-based Children and Nature Network, and a new CME program for family physicians. By year's end, data collection was completed for our research project in partnership with the Simcoe County District Board of Education.



Natural Lands

Natural land activities included projects to rejuvenate the trails network and restore biodiversity within the nature sanctuary areas. Highlights of trail work included the refurbishment of bridges and lookouts around Cootes Paradise and the creation of new observation platform at Sassafras Point. This was complemented with updated trailhead visitor maps illustrating new acquired properties, the updated Rock Garden, and recent refinements to the trail network. All trail projects are undertaken to facilitate protection and enjoyment of our local biodiversity.

Restoration efforts focused on management of a range of invasive species including ongoing work to exclude Common Carp from the marsh areas, extensive removal of much of the remaining *Phragmities* from the wetlands, and removal of non-native shrubs from the understory forest on the north shore of Cootes Paradise Marsh. Extensive replanting projects continued in support of marsh restoration and forest recovery with the addition of 35,000 native plants. Endangered species activities, including gathering baseline information on the many species present, were highlighted by the successful rearing and release of 38 baby Blanding's Turtles and the fledging of two more eaglets.

As part of engaging the local community in management of natural areas, volunteers from many walks of life participated in stewardship and monitoring projects within the natural areas, ranging from wetland plantings to bird population monitoring. A significant new initiative was also undertaken by volunteers, the Longwatch — with the goal of tracking migrating birds passing through RBG properties during spring and fall.

Science

The science department is responsible for Royal Botanical Gardens' contributions to scientific literature, many partnership programs, working with visiting and external researchers, and tangible intellectual assets such as its herbarium, print literature, and archival collections.

Our science team made several significant contributions to knowledge in 2016. Dr. James Pringle, RBG's plant taxonomist, authored his sixth and largest contribution to the Flora of North America, and has described several new species of plants in the Gentian family. He collaborated with several research teams throughout the year, including an international group that documented the genetics and distribution of the genus *Gentiana* in Tibet. Dr. Pringle's significant chapter on the Gentian family in a new on-line book, *New Manual of Vascular Plants of Northwestern United States and Canada*, published by NYBG Press, also came out in 2016.

In 2016 our herbarium, known internationally as HAM, reached and surpassed the 60,000-specimen mark — a total of 60,083 herbarium records are now entered into BG-Base. Our volunteers continue to prepare and scan specimens for our digital herbarium. A highlight in 2016 was the scanning of 1,143 specimens over a five-month period with the assistance of Colin Petrowski, a high school co-op student. Our herbarium staff, led by curator Nadia Cavallin, also presented several public programs and four intensive professional training workshops on plant identification in 2016.

We initiated a new series of small displays based on our non-living collections in 2016. For the month of October we

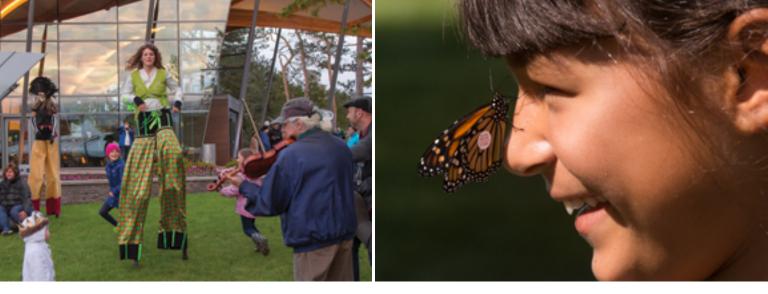




celebrated the contributions of five women in the history of horticulture in Canada who had a direct connection to Royal Botanical Gardens. These displays fit neatly into the glass display cabinet in the main foyer of RBG Centre but can be shown anywhere easels can be set up.

In 2016 we began a new era of working with, and making our non-living collections more widely available. We began the long process of putting our electronic catalogue of books and serials into a new digital format, a library management system called Koha, which will be ready for use in early 2017. Guided by Erin Aults, our knowledge resources management specialist, we also reviewed our collections and reduced their footprint while seeking out new resources our staff and volunteers need.

International collaboration was an important theme in 2016, which saw the revision and publication of *North* American Botanic Gardens Strategy for Plant Conservation. Dr. Galbraith, RBG's head of science, participated in the writing team on the project which was led by Botanic Gardens Conservation international and American Public Gardens Association. Dr. Galbraith had been one of the principle authors of the original 2007 edition of the strategy. Early in the year the science department completed a report for Environment Canada on the role of botanical gardens in achieving the international Aichi biodiversity targets, and their relationship to the Convention on Biological Diversity and Canada's own Biodiversity Targets for 2020. Also completed by Dr. Galbraith in 2016 was the second chapter of BGCI's new reference and planning book from idea to realization — BGCI's manual on planning, developing and managing botanic gardens, entitled Governance Models, Human and Financial Resources Development.



Community

In 2016, the business development and community engagement division completed the David Braley & Nancy Gordon Rock Garden campaign, which ultimately raised slightly over our \$20 million goal. Two public celebration events were held to formally open the rejuvenated garden, attended by nearly 800 community members.

RBG's two annual giving campaigns, Growing up Green and Green Angels, were also successful. Growing up Green raised over \$199,000 while Green Angels raised over \$75,000 to directly support children's subsidized educational and events programming at RBG.

Total membership for 2016 was 9,864 memberships, which represents an estimated 16,256 members. Renewal retention remained strong with a 79% retention rate. Annual membership revenues increased significantly to over \$890,000 — a 22% increase over 2015.

The grants unit successfully raised over \$1.2 million to support many RBG initiatives, including natural lands restoration, internships, education programs and exhibits.



Volunteering

The Auxiliary of Royal Botanical Gardens had 296 members who dedicated themselves to serving the Garden's mission. These individuals contributed over 35,000 hours of volunteer service and also provided leadership to corporate groups, youth groups and community members who visited RBG to volunteer for special projects, such as tree planting days and shoreline clean ups.

In 2016, the Auxiliary worked closely with RBG management as it entered year two of its five-year strategic plan with a goal to "maximize all human resources to support the strategic directions of our RBG." There were many significant strides taken towards achieving this, some highlights of which included:

- the hiring of a Volunteer Program Manager to provide expertise, leadership and resource to our evolving volunteer team,
- and the prioritizing of volunteer positions that align with RBG's strategic priority areas, such as volunteer gardeners, volunteer interpreters, special event volunteers and library volunteers.

Auxiliary members also supported RBG in efforts to provide legendary guest experiences, by offering visitor information at the information desk, Gardening Information Centre and in the gardens as tour guides. In addition, volunteers continued their exceptional work in the herbarium, gift shop, natural lands, floral workshop and administrative offices where they worked hand-in-hand with staff. Of special note, the Auxiliary and RBG staff began working together to develop a new event for 2017, Plant Faire, which will focus on increasing community access to horticultural information, and unique and native plants.



The Visitor Experience

In addition to serving its mandate to bring together people, plants and nature, Royal Botanical Gardens is a yearround destination for special events and entertainment for people of all ages.

The opening of the new David Braley & Nancy Gordon Rock Garden provided an incredible space to create inspiring new visitor experiences. Land of Luna, the garden's grand opening event for families, and Luna, the grand opening gala, were filled with live cultural performances from local musicians and artists, delicious cuisine by celebrated local chefs paired with fine wine and spirits, culminating in an inspiring light show.

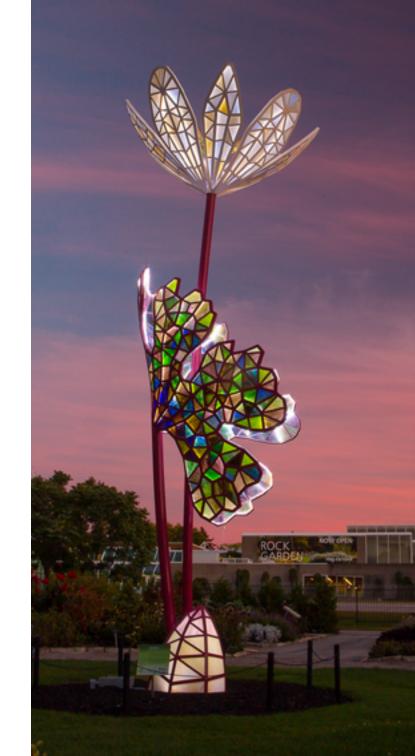
The new garden allowed RBG to explore community partnerships. In August RBG hosted Shakespeare at the Rock in partnership with Burlington's Tottering Biped Theatre, and HPO at the Rock, a performance by Hamilton Philharmonic Orchestra. Both events were very well received and affirmed the garden as a perfect destination to celebrate the region's burgeoning arts and culture scene.

In other garden areas, signature family events included the Reptile Rendezvous winter exhibit, Enchanted Garden Weekend and The Great Pumpkin Trail. Holiday Traditions, featuring The RBG Train Show, continued to expand and visits with Santa were offered through timed ticketing to keep up with demand and avoid lengthy lineups.

Events and entertainment for adults included 21 concerts as part of the Garden Music Nights concert series, featuring blues, jazz, country, and roots music, while the second-annual RBG Fest of Ales beer festival expanded to two evenings and provided holiday cheer for craft beer lovers.

Two new art installations were added to Dan Lawrie International Sculpture Collection in July, making a total of eight permanent sculptures for visitors to enjoy. The three-piece stained glass sculpture *Bloodroot*, is the largest installation in the collection's history, standing at a towering 26 feet. Through Dan Lawrie's passion for the arts, the collection will continue to grow in the years to come.

RBG continues to be one of the most popular destinations in the region for corporate and private rentals and a top destination for wedding ceremonies, receptions and photography. The opening of the new Rock Garden provides yet another beautiful venue to create unforgettable experiences for brides and grooms.



FOR THE YEAR ENDED DECEMBER 31, 2016

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Royal Botanical Gardens

Report on the Financial Statements

We have audited the accompanying financial statements of Royal Botanical Gardens, which are comprised of the statement of financial position as at December 31, 2016, and the statements of operations, changes in net assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian Accounting Standards for Not-for-Profit Organizations and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Royal Botanical Gardens as at December 31, 2016, and its financial performance and its cash flows for the year then ended in accordance with Canadian Accounting Standards for Not-for-Profit Organizations.

Ancaster, Ontario May 25, 2017

Knowlow field

Chartered Accountants Licensed Public Accountants

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ASSETS		
	2016	2015
CURRENT ASSETS		
Cash	\$ 1,702,534	\$ 1,911,988
Accounts receivable	540,114	259,010
Government remittances receivable	95,964	562,370
Inventory	180,615	160,261
Prepaid expenses and deposits	225,599	231,662
	2,744,826	3,125,291
INVESTMENTS (note 3)	18,139,416	16,847,417
CAPITAL ASSETS (note 5)	41,218,022	41,699,777
	\$ 62,102,264	\$ 61,672,485
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Demand loan (note 4)	\$ 1,202,495	\$ 1,604,688
Accounts payable	1,315,513	3,172,459
Deferred operating contributions (note 7)	7,935,726	8,293,528
Deferred revenue	1,714,533	1,876,910
	12,168,267	14,947,585
DEFERRED CAPITAL CONTRIBUTIONS		
- CAPITAL ASSETS (note 6)	38,983,002	38,046,518
DEFERRED CAPITAL CONTRIBUTIONS	38,983,002	30,040,310
- CAPITAL FUNDING (note 6)	2,826,486	1 1 1 7 1 7 1 0
	53,977,755	1,121,718 54,115,821
NET ASSETS		J4, 113,021
Unrestricted (note 8)	2,430,304	2,224,147
Internally restricted (note 9)	2,430,504 2,887,610	2,224,147
Endowments (note 10)		
	2,806,595 8,124,509	2,707,997 7,556,664
	\$ 62,102,264	\$ 61,672,485
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Commitments and contingencies (note 12)

Approved by the Board

Director

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Director

STATEMENT OF OPERATIONS

FOR THE YEAR ENDED DECEMBER 31, 2016

	2016	2015
REVENUE		
Operating grants		
Province of Ontario - Ministry of Tourism, Culture and Sport	\$ 4,036,000	\$ 4,036,000
City of Hamilton	605,200	599,206
Regional Municipality of Halton	747,963	736,295
	5,389,163	5,371,501
Amortization of deferred capital contributions (note 6)	2,422,722	1,856,178
Amortization of investment in capital assets (note 8)	3,718	7,395
Investment income (note 13)	158,076	623,012
Admissions, marketing and visitor experience (note 13)	2,569,827	2,406,348
Development - donations	805,351	800,934
Donations in-kind revenue	137,141	28,015
Membership fees	893,047	749,839
Mandated activities (note 13)	3,269,190	2,297,794
Other income	96,496	135,762
	15,744,731	14,276,778
EXPENSES		
Operations and maintenance		
Buildings and equipment	2,373,130	2,056,641
Amortization of capital assets (note 5)	2,426,440	1,863,573
	4,799,570	3,920,214
Mandated activities		
Horticulture - gardens, parklands and collections	2,298,173	2,115,259
Conservation and environmental programs	1,243,300	1,093,152
Scientific and research programs	553,323	539,052
Education programs	1,462,450	1,365,109
	5,557,246	5,112,572
Administration	2,100,929	2,214,278
Development fundraising	585,552	588,464
Admissions, marketing and visitor experience	2,526,177	2,386,173
Donations in-kind expenses	137,141	28,015
· · · ·	5,349,799	5,216,930
	15,706,615	14,249,716
EXCESS OF REVENUES OVER EXPENSES FOR OPERATIONS	38,116	27,062
Change in unrealized gain on investments	171,759	40,114
Unrestricted estate donation (note 9)	88,929	2,650,974
EXCESS	\$ 298,804	\$ 2,718,150

STATEMENT OF CHANGES IN NET ASSETS

FOR THE YEAR ENDED DECEMBER 31, 2016

FOR THE YEAR ENDED DECEMBER 31, 2016		Internally			
	Unrestricted	restricted	Endowments	Total	Total
	(note 8)	(note 9)	(note 10)	2016	2015
NET ASSETS, BEGINNING OF THE YEAR	\$ 2,224,147	\$ 2,624,520	\$ 2,707,997	\$ 7,556,664	\$ 4,081,320
Excess of revenues over expenses for operations	38,116	-	-	38,116	27,062
Unrestricted estate donation	-	88,929	-	88,929	2,650,974
Contributions received for purchase of land	-	-	-	-	867,252
Endowment contributions	-	-	2,527	2,527	2,632
Amortization of investment in capital assets	(3,718)	-	-	(3,718)	(7,395)
Funds received relating to prior years' capital	-	-	-	-	(10,942)
Investment income allocations	-	107,917	16,812	124,729	159,167
Change in unrealized gain (loss) on investments	171,759	66,244	79,259	317,262	(213,406)
NET ASSETS, END OF THE YEAR	\$ 2,430,304	\$ 2,887,610	\$ 2,806,595	\$ 8,124,509	\$ 7,556,664

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED DECEMBER 31, 2016		
	2016	2015
CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES		
Excess of revenues over expenses for the year	\$ 298,804	\$ 2,718,150
Adjustments for:		
- amortization of deferred capital contributions	(2,422,722)	(1,856,178)
- amortization of investment in capital assets	(3,718)	(7,395)
 deferred operating contributions recognized as revenue 	(911,428)	(1,156,627)
- amortization of capital assets	2,426,440	1,863,573
 change in unrealized gain on investments 	(171,759)	(40,114)
	(784,383)	1,521,409
Net changes in non-cash working capital balances from operations	(1,848,381)	1,534,104
Cash provided by (used in) operating activities	(2,632,764)	3,055,513
INVESTING AND FINANCING ACTIVITIES		
Increase (decrease) in demand loan	(402,193)	1,537,447
Acquisition of capital assets	(1,944,685)	(11,886,861)
Contributions received for purchase of land	-	867,252
Increase in endowments	19,339	19,114
Allocated investment income to internally restricted net assets	107,917	142,685
Deferred operating contributions and allocated investment income	407,251	958,280
Deferred capital contributions received during the year	5,063,974	8,538,105
Increase in cost of investments	(828,293)	(1,666,925)
Cash provided by (used in) investing and financing activities	2,423,310	(1,490,903)
INCREASE (DECREASE) IN CASH DURING THE YEAR	(209,454)	1,564,610
CASH AT BEGINNING OF THE YEAR	1,911,988	347,378
CASH AT END OF THE YEAR	\$ 1,702,534	\$ 1,911,988

NOTES TO THE FINANCIAL STATEMENTS

1. DESCRIPTION

Royal Botanical Gardens (the "RBG") is one of Canada's premier cultural, educational and scientific institutions, comprised of more than 1,100 hectares of horticultural display gardens, arboretum, woodlands, wetlands and 30 kilometres of trails. RBG receives transfer payments from the Ontario Ministry of Tourism, Culture and Sport and receives additional support from the City of Hamilton (the "City"), the Regional Municipality of Halton, RBG members, the Auxiliary of Royal Botanical Gardens (the "Auxiliary"), many corporations, foundations and individuals.

The Auxiliary is incorporated under the laws of Ontario as a separate corporation without share capital and was established to promote the objects and interests of RBG through volunteer service. The activities of the Auxiliary are undertaken with the approval of the Board of Directors (the "Board") of RBG and any profits are to be used by RBG. The accounts of the Auxiliary are not consolidated in these financial statements.

RBG is a registered charity under the Income Tax Act (Canada) and, as such, is exempt from income taxes.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

These financial statements have been prepared in accordance with Canadian Accounting Standards for Not-for-Profit Organizations applied within the framework of the significant accounting policies summarized below:

- (a) Revenue Recognition
 - (i) Grants are recorded as revenue when the related expenses have been incurred and the applications for the grants have been approved by the relevant government agencies. Grants received in advance of incurring the related expenses are included on the statement of financial position as deferred revenue.
 - (ii) Unrestricted donations are recognized as revenue in the year in which they are received. Restricted donations are deferred and recognized as revenue in the year in which the related expenses are incurred.
 - (iii) Externally restricted contributions for depreciable capital assets are deferred and amortized over the life of the related assets. Externally restricted contributions for non-depreciable capital assets are recorded as a direct increase in unrestricted net assets. Externally restricted capital asset contributions that have not been spent are recorded as part of deferred capital contributions on the statement of financial position. Self-funded contributions for depreciable capital assets are deferred and amortized over the life of the related assets. Self-funded capital asset contributions that have not been expended are recorded as part of net assets invested in capital assets on the statement of financial position.
 - (iv) Endowment contributions are recognized as a direct increase in endowment net assets in the year in which they are received.
- (b) Contributed Services

Volunteers contribute numerous hours per year to assist RBG in carrying out its activities. Due to the difficulty in determining their fair value, contributed services have not been recognized in the financial statements.

(c) Donations In-Kind

Donations in-kind are recorded at their estimated fair market value at the date of donation in the statement of operations.

(d) Measurement of Financial Instruments

RBG initially measures its financial assets and liabilities at fair value, except for certain non-arm's length transactions. RBG subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments as described in note 2(e). Financial assets measured at amortized cost include cash and accounts receivable. Financial liabilities measured at amortized cost include demand loan and accounts payable. RBG has designated all portfolio investments to be measured at fair value as

described in note 2(e). Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in the statement of operations. The previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the statement of operations.

(e) Investments

All investments are recorded at fair value. The quoted market price was used to estimate the fair value of the financial instruments held as investments.

Investment income, net of investment management fees, is allocated to the restricted deferred funds and statement of operations on a prorated basis. The ratio of total endowments, internally restricted net assets and deferred operating contributions at the beginning of the month divided by the total average investment cost for the month is calculated. This ratio is then applied to the total net investment income earned for the month to determine the amount of investment income to apply to the deferred operating contributions, internally restricted net assets and endowments. Remaining unallocated net investment income is recorded in the statement of operations.

Unrealized gains and losses on investments are allocated to the restricted deferred funds and unrestricted net assets on a prorated basis. The ratio, described above, is applied to the total unrealized gains and losses at month end to determine the amount of unrealized gains and losses to apply to the deferred operating contributions, internally restricted net assets and endowments. Remaining unallocated unrealized gains and losses are included in unrestricted net assets. The change in unrestricted unrealized gains and losses are recorded in the statement of operations. When investments are sold, realized gains and losses are recognized in investment income.

(f) Inventory

Inventory, consisting of items available for sale in the RBG gift shop, is valued at the lower of cost or net realizable value. Cost is determined using the weighted average method. Net realizable value is the estimated selling price in the ordinary course of business, less any applicable variable selling costs.

Included in admissions, marketing and visitor experience expense is \$364,739 (2015: \$344,463) of inventory expensed during the year.

(g) Capital Assets Capital assets are recorded at cost, except for donated assets, which are recorded at fair market value at the date of contribution. The fair market value of previously donated land could not be determined and therefore, the total 1,100 hectares of land have been recorded at a nominal value of \$9,428. Amortization is provided on a straight-line basis over the estimated useful lives of the assets as follows:

Buildings	40 years
Mechanical equipment	20 years
Gardens and natural area infrastructures	20 years
Roadways and parking lots	20 years
Vehicles and equipment	5 years
Furniture and fixtures	10 years
Computer equipment	3 years
Media stock	5 years
Exhibits	3 years

Contributed capital assets are recognized at the fair value at the date of contribution. The contribution is recognized as revenue on the same basis as the amortization expense of the contributed capital asset.

Construction in progress is not amortized until the assets are available for use. During the year, interest of \$51,103 (2015: nil) was capitalized during the construction.

When a capital asset no longer has any long term service potential to RBG, the excess of its net carrying amount over any residual value is recognized as an expense in the statement of operations.

(h) Use of Estimates

The preparation of financial statements in conformity with Canadian Accounting Standards for Not-for-Profit Organizations requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Such estimates include the useful lives of capital assets, allowances for inventory obsolescence, allowances for doubtful accounts and accruals. Actual results may vary from the current estimates. These estimates are reviewed periodically and, as adjustments become necessary, they are reported in earnings in the periods in which they become known.

3. INVESTMENTS

The investments consist of funds that are professionally managed, diversified and are invested in the following categories: cash and near cash securities, fixed income securities and equity securities.

	2016	2015
Cost of investments at December 31	\$ 15,682,605	\$ 14,854,312
Unrealized gain on investments	2,456,811	1,993,105
Market value of investments at December 31	\$ 18,139,416	\$ 16,847,417

Investments are valued at market as at yearend and are composed of the following types of securities:Cash, cash equivalents and accrued interest\$ 1,025,825\$ 836,806Fixed income securities5,543,4955,260,331Equity securities11,570,09610,750,280\$ 18,139,416\$ 16,847,417

4. DEMAND LOAN

RBG has the following facilities available:

- Credit facility #1 Overdraft lending account up to \$2,000,000 for operating requirements. The facility bears interest at prime plus 0.5%. As at December 31, 2016, the facility was not drawn upon (2015: nil).
- Credit facility #2 Demand loan up to \$2,000,000 to provide bridge financing for capital projects as required. The facility bears interest at prime plus 0.75% and is repayable at the discretion of RBG. As at December 31, 2016, \$1,202,495 (2015: \$1,604,688) of the demand loan was drawn upon. Subsequent to yearend, the demand loan was fully repaid.

As at December 31, 2016, RBG has a letter of credit in the amount of \$22,054 (2015: \$298,170) in favour of the City of Hamilton for the Rock Garden project.

Security for the facilities includes the following:

- General security agreement providing a first charge over all accounts receivable, inventory and equipment other than leased assets, land and buildings, plants, living collections, library artifacts, patents and investments;
- Bank to be named as loss payee on business and fire insurance; and
- Assignment and pledge of investment portfolio registered in Ontario under the Personal Property Security Act (PPSA) with enabling resolution. The market value of the investment portfolio pledged as collateral at December 31, 2016 is \$3,035,281 (2015: \$2,542,354), which are included with investments on the statement of financial position.

5. CAPITAL ASSETS

The change in net book value of capital assets is due to the following:

	2016	2015
Balance, beginning of the year	\$ 41,699,777	\$ 31,676,489
Purchase of capital assets funded by deferred capital contributions	1,856,505	8,266,185
Purchase of land funded through contributions	-	867,252
Purchase of internally funded capital assets -		2,753,424
Capital assets contributed during the year	88,180	-
Amortization of capital assets	(2,426,440)	(1,863,573)
Balance, end of the year	\$ 41,218,022	\$ 41,699,777

Capital assets consist of the following:

		2016		2015
		Accumulated		
	Cost	Amortization	Net	Net
Land	\$ 876,681	\$ -	\$ 876,681	\$ 876,681
Buildings	33,834,498	13,090,855	20,743,643	15,520,198
Mechanical equipment	3,303,455	2,264,204	1,039,251	958,101
Gardens and natural area infrastructures	21,654,606	5,062,212	16,592,394	3,191,264
Roadways and parking lots	2,469,684	2,018,234	451,450	565,402
Vehicles and equipment	2,495,547	2,114,127	381,420	236,943
Furniture and fixtures	2,608,191	1,653,674	954,517	1,032,567
Computer equipment	2,133,444	2,028,262	105,182	29,118
Media stock	252,244	252,244	-	-
Exhibits	935,806	862,322	73,484	60,138
Construction in progress			-	19,229,365
	\$ 70,564,156	\$ 29,346,134	\$ 41,218,022	\$ 41,699,777

6. DEFERRED CAPITAL CONTRIBUTIONS

Deferred capital contributions consist of the following:

' 5	2016	2015
Balance, beginning of the year	\$ 39,168,236	\$ 32,475,367
Contributions received for capital purposes	5,063,974	8,538,105
Funds received relating to prior years' capital	-	10,942
Amortization of deferred capital contributions	(2,422,722)	(1,856,178)
Balance, end of the year	\$ 41,809,488	\$ 39,168,236
Deferred capital contributions consist of the following:		
Deferred capital contributions - capital assets	\$ 38,983,002	\$ 38,046,518
Deferred capital contributions - capital funding	2,826,486	1,121,718
	\$ 41,809,488	\$ 39,168,236
DEFERRED OPERATING CONTRIBUTIONS		
The change in deferred operating contributions is due to the following:		
	2016	2015
Balance, beginning of the year	\$ 8,293,528	\$ 8,686,132
Contributions received from corporate and private sources	3,226	208,228
Amount drawn from funds during the year	(911,428)	(1,156,627)
Investment income allocation	305,459	535,073
Restricted investment income earned on endowments	98,566	214,979
Change in market value of investments	146,375	(194,257)
	(357,802)	(392,604)
Balance, end of the year	\$ 7,935,726	\$ 8,293,528
Deferred operating contributions consist of the following major external restrictions:		
Operations	\$ 202,041	\$ 187,040
Gardens and natural lands	5,625,984	6,065,797
Collections	190,765	168,454
Science and education	1,110,258	1,062,901
Staffing and administration	806,678	809,336
	\$ 7,935,726	\$ 8,293,528

8. UNRESTRICTED NET ASSETS

Unrestricted net assets consists of the following:

5	Unrestricted	Invested in capital assets	Total
Unrestricted net assets consists of the following:		·	
Balance, beginning of the year	\$ (561,602)	\$ 2,785,749	\$ 2,224,147
Excess of revenues over expenses for operations	38,116	-	38,116
Amortization of investment in capital assets	-	(3,718)	(3,718)
Funds received relating to prior years' internally funded capital assets	1,414,520	(1,414,520)	-
Change in unrealized gain on investments	171,759	-	171,759
Balance, end of the year	\$ 1,062,793	\$ 1,367,511	\$ 2,430,304

Amounts pledged towards the Rock Garden campaign are not recognized until the cash is received. As cash is received in future periods, amounts will be transferred from net assets invested in capital assets back to unrestricted net assets. The contributions received will be recorded in deferred capital contributions – capital assets on the statement of financial position and amortized over the life of the Rock Garden assets.

9. INTERNALLY RESTRICTED NET ASSETS

During the year, RBG received an unrestricted estate donation in the amount of \$88,929 (2015: \$2,650,974). The donation is internally restricted by the RBG Board of Directors for maintaining the garden areas and strategic initiatives. The RBG Board will approve the use of these funds. During the year, no amounts were drawn from the internally restricted net assets.

10. ENDOWMENTS

Contributions restricted for endowments consist of donations received by RBG where the endowment principal is required to remain intact. Accordingly, these amounts are classified as long term investments. The investment income generated from the endowments must be used in accordance with the purposes established by donors.

	2016	2015
Balance, beginning of the year	\$ 2,707,997	\$ 2,773,264
Endowments received from private sources	2,527	2,632
Investment income required to be held as endowment	16,812	16,482
Change in market value of investments	79,259	(84,381)
Balance, end of the year	\$ 2,806,595	\$ 2,707,997

11. AUXILIARY OF THE ROYAL BOTANICAL GARDENS

The accounts of the Auxiliary are presented separately and are not consolidated in these financial statements. Due to the nature of the operations, all of the net assets of the Auxiliary represent unrestricted funds. As at December 31, 2016, the balance of unrestricted funds of the Auxiliary was \$122,244 (2015: \$156,139). During the year, the Auxiliary made donations of \$25,000 (2015: \$95,017) to RBG.

12. COMMITMENTS AND CONTINGENCIES

In the ordinary course of business, RBG may be contingently liable for litigation and claims with customers, suppliers and former employees. Management believes that adequate provisions have been recorded in the accounts where required. Although it is not possible to accurately estimate the extent of potential costs and losses, if any, management believes, but can provide no assurance, that the ultimate resolution of such contingencies would not have a material adverse effect on the financial position of RBG.

13. REVENUE

	2016	2015
Investment income earned during the year	\$ 787,012	\$ 1,622,469
Less: Investment management fees	(100,182)	(90,238)
Net investment funds available for allocation	686,830	1,532,231
Allocation to deferred operating contributions	(404,025)	(750,052)
Allocation to internally restricted net assets	(107,917)	(142,685)
Allocation to endowments	(16,812)	(16,482)
Total investment income	\$ 158,076	\$ 623,012
Admissions, marketing and visitor experience consist of:		
General and miscellaneous marketing revenue	\$ -	\$ 67,909
Admissions and special events	1,098,439	952,513
Food and beverage	304,780	169,647
Rentals	453,783	524,821
Garden shop sales	712,825	691,458
Total admissions, marketing and visitor experience	\$ 2,569,827	\$ 2,406,348
Mandated activities consist of:		
Horticulture - gardens, parklands and collections	\$ 727,200	\$ 17,435
Conservation and environmental programs	905,513	609,259
Scientific and research programs	330,206	230,361
Education programs	1,306,271	1,440,739
Total mandated activities	\$ 3,269,190	\$ 2,297,794

14. FINANCIAL INSTRUMENTS

Risks and Concentrations

RBG is exposed to various risks through its financial instruments. The following analysis provides a measure of RBG's risk exposure and concentrations at December 31, 2016.

(a) Liquidity Risk

Liquidity risk is the risk that RBG will encounter difficulty in meeting obligations associated with financial liabilities. RBG is exposed to this risk mainly in respect of its demand loan and accounts payable. RBG's objective in managing liquidity risk is to maintain sufficient readily available reserves in order to meet its liquidity requirements at any point in time. RBG achieves this by maintaining sufficient cash and cash equivalents.

(b) Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. RBG's main credit risks relate to its accounts receivable. RBG provides credit to its clients in the normal course of its operations.

(c) Market Risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. RBG is exposed to currency risk, interest rate risk and other price risk.

(i) Currency Risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Some of RBG's assets are exposed to foreign exchange fluctuations. As at December 31, 2016, bank indebtedness of \$10,463 (2015: \$38,833) is recorded in US dollars and converted into Canadian dollars. Approximately 41% (2015: 41%) of RBG's investments are held in US dollars and converted into Canadian dollars.

(ii) Interest Rate

Risk Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. RBG is exposed to interest rate risk on its floating interest rate demand loan, which subjects RBG to a cash flow risk.

(iii) Other Price Risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk). RBG is exposed to other price risk due to a substantial portion of its assets being held in investments, which are susceptible to fluctuations in market values. To manage this risk, RBG management and the Board of Directors reviews its investment strategies at least annually with RBG's investment advisor.

RBG FACTS

Royal Botanical Gardens is the largest botanical garden in Canada. RBG features within its dozens of documented collections approximately 42 living collections displayed in five major garden exhibition areas.

HISTORY

1930 – Received Royal Charter from King George V 1932 – Opened to the public 1941 – Established by an Act of the Provincial Legislature

CHARITABLE REGISTRATION

13350 0850 RR0001

VISITATION

269,419 paid visitors, school groups, conference attendees (does not include trail users)

CORE PROGRAM AREAS

Horticulture Education Natural Lands Science and Research

EMPLOYEES

Spring and summer: 103 full-time, 136 part-time Off season: 95 full-time, 37 part-time

MEMBERSHIP

9,864 memberships representing an estimated 16,256 members

AUXILIARY VOLUNTEERS

296 volunteers provided approximately 35,000 volunteer hours

RBG SIZE

Total: 1,100 hectares (2,700 acres or 11 square kilometres) Cultivated Gardens: 121 hectares (250 acres) Nature Sanctuaries: 971 hectares (2,450 acres) Trails: 27 kilometres

HORTICULTURAL COLLECTIONS AND HIGHLIGHTS

6,551 taxa (different species and cultivars) in the permanent living collection; maintains the International Lilac Registry

Rock Garden

Reopened 2016, including a new visitor centre and café. Features pollinator-friendly plants, species native to Ontario, and a broad representation of drought-tolerant perennials that provide wide sweeps of colour and texture through the seasons.

Arboretum

Features over 500 species and cultivars of lilacs, as well as extensive magnolia, crabapple and cherry collections, and unusual trees and shrubs

Laking Garden

Thousands of iris and peony, plus clematis and ornamental grass collections, extensive perennial gardens and a Heritage Garden

Hendrie Park

Noted for its collection of antique and hybrid roses in Centennial Rose Garden, as well as Morrison Woodland, Scented and Medicinal gardens, Helen M. Kippax Garden and Veggie Village: 100 Mile Produce Gardens

Mediterranean Garden

Two-storey indoor garden featuring plants from the world's five Mediterranean climates

HERBARIUM

Approximately 60,000 plant specimens for scientific research

WILDLIFE SPECIES RECORDED AT ROYAL BOTANICAL GARDENS

Birds: 277 species Mammals: 37 species Fish: 68 species Amphibians: 9 species

Living Accessions

9,674 accessions and approximately 143,884 living plants representing 6,925 taxa, 163 families, 824 genera, 2411 species and 4514 cultivated varieties

FACILITIES RBG Centre

680 Plains Road West, Burlington This administration, research and public learning facility houses the auditorium, classrooms, archives and herbarium, Camilla and Peter Dalglish Atrium, Aldershot Escarpment Garden, Stedman Exploration Hall, Mediterranean Garden, Natural Playground, Greenhouse Café and gift shop

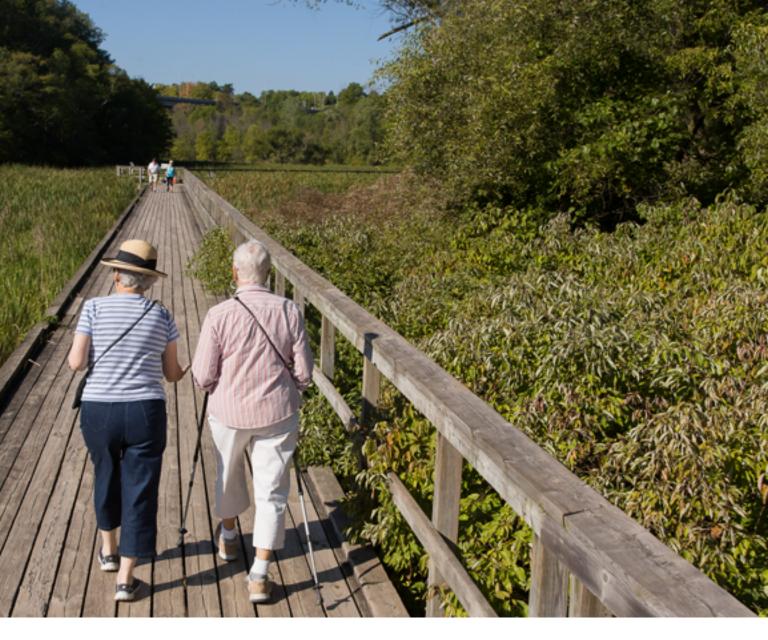
Nature Interpretive Centre

Arboretum, Hamilton The Nature Interpretive Centre, our gateway to Cootes Paradise, is the hub of our formal education program and children's camps

Turner Pavilion Teahouse

Hendrie Park

Open seasonally, these area provides visitors with a quick lunch or snack





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