



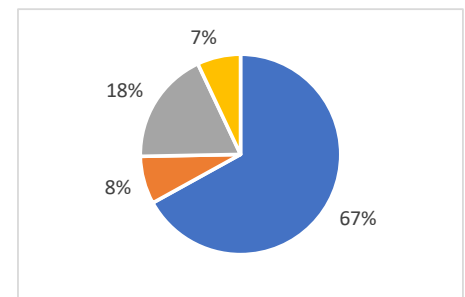
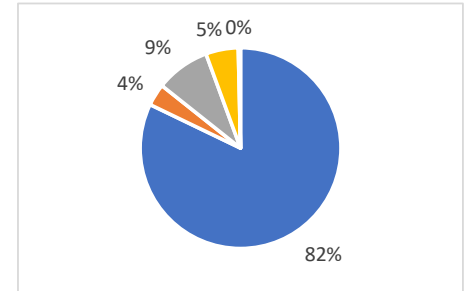
Financial Performance

April 18, 2019



Cleveland Metroparks Financial Performance – March 2019

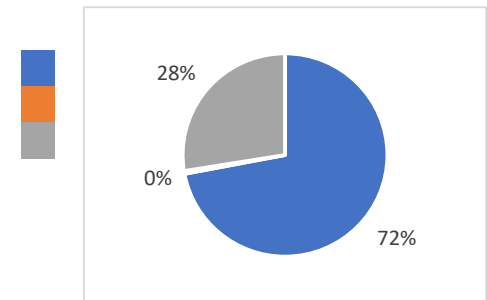
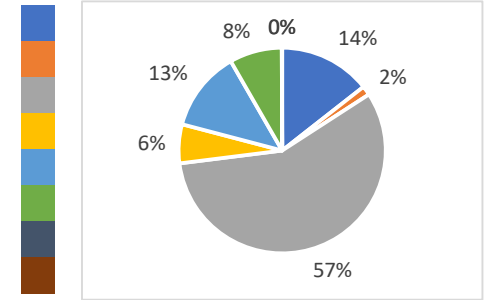
| | Actual Mar '18 | Actual Mar '19 | Fav (Unfav) | Actual YTD Mar '18 | Actual YTD Mar '19 | Fav (Unfav) |
|------------------------------|--------------------|--------------------|--------------------|-----------------------|-----------------------|--------------------|
| Revenue: | | | | | | |
| Property Tax | 5,361,985 | 3,583,834 | (1,778,151) | 38,562,985 | 36,481,834 | (2,081,151) |
| Local Gov/Grants/Gifts | 387,079 | 426,759 | 39,680 | 1,654,564 | 1,574,891 | (79,673) |
| Charges for Services | 828,153 | 1,344,308 | 516,155 | 3,287,962 | 3,870,486 | 582,524 |
| Self-Funded | 795,415 | 771,881 | (23,534) | 2,224,946 | 2,323,176 | 98,230 |
| Interest, Fines, Other | 22,877 | 67,085 | 44,208 | 165,728 | 162,347 | (3,381) |
| Total Revenue | 7,395,509 | 6,193,867 | (1,201,642) | 45,896,185 | 44,412,734 | (1,483,451) |
| OpEx: | | | | | | |
| Salaries and Benefits | 4,692,979 | 5,140,308 | (447,329) | 14,124,887 | 15,060,297 | (935,410) |
| Contractual Services | 883,912 | 373,768 | 510,144 | 1,257,358 | 1,737,104 | (479,746) |
| Operations | 1,559,034 | 1,398,978 | 160,056 | 3,663,885 | 4,114,024 | (450,139) |
| Self-Funded Exp | 533,993 | 808,748 | (274,755) | 1,848,719 | 1,576,306 | 272,413 |
| Total OpEx | 7,669,918 | 7,721,802 | (51,884) | 20,894,849 | 22,487,731 | (1,592,882) |
| Op Surplus/(Subsidy) | (274,409) | (1,527,935) | (1,253,526) | 25,001,336 | 21,925,003 | (3,076,333) |
| CapEx: | | | | | | |
| Capital Labor | 148,037 | 102,025 | 46,012 | 260,762 | 178,562 | 82,200 |
| Construction Expenses | 1,973,982 | 1,006,523 | 967,459 | 5,163,083 | 1,771,865 | 3,391,218 |
| Capital Equipment | 65,915 | 260,984 | (195,069) | 159,973 | 1,023,991 | (864,018) |
| Land Acquisition | 3,150 | 288,390 | (285,240) | 543,136 | 480,814 | 62,322 |
| Capital Animal Costs | 0 | 65 | (65) | 2,246 | 1,590 | 656 |
| Total CapEx | 2,191,084 | 1,657,987 | 533,097 | 6,129,200 | 3,456,822 | 2,672,378 |
| Net Surplus/(Subsidy) | (2,465,493) | (3,185,922) | (720,429) | 18,872,136 | 18,468,181 | (403,955) |



Cleveland Metroparks - Zoo

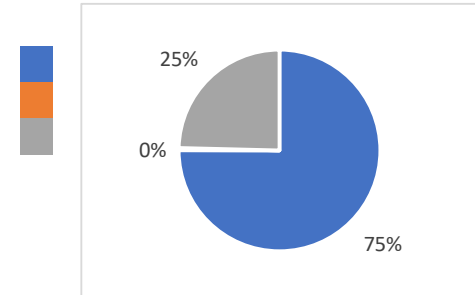
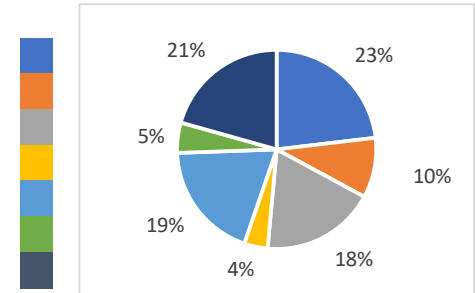
Financial Performance – March 2019

| | Actual Mar '18 | Actual Mar '19 | Fav (Unfav) | Actual YTD Mar '18 | Actual YTD Mar '19 | Fav (Unfav) |
|-------------------------------------|--------------------|--------------------|------------------|-----------------------|-----------------------|------------------|
| Revenue: | | | | | | |
| General/SE Admissions | 96,889 | 127,719 | 30,830 | 190,381 | 212,195 | 21,814 |
| Guest Experience | 8,457 | 15,192 | 6,735 | 11,328 | 21,365 | 10,037 |
| Zoo Society | 0 | 0 | 0 | 737,000 | 844,842 | 107,842 |
| Souvenirs/Refreshments | 21,458 | 34,234 | 12,776 | 79,107 | 90,423 | 11,316 |
| Education | 62,976 | 74,012 | 11,036 | 144,719 | 186,489 | 41,770 |
| Rentals & Events | 28,285 | 32,848 | 4,563 | 77,035 | 121,128 | 44,093 |
| Consignment | 0 | 0 | 0 | 5,116 | 484 | (4,632) |
| Other | 1,557 | 655 | (902) | 4,078 | 390 | (3,688) |
| Total Revenue | 219,622 | 284,660 | 65,038 | 1,248,764 | 1,477,316 | 228,552 |
| OpEx: | | | | | | |
| Salaries and Benefits | 1,075,860 | 1,189,111 | (113,251) | 3,244,925 | 3,417,672 | (172,747) |
| Contractual Services | 11,961 | 7,666 | 4,295 | 25,714 | 21,413 | 4,301 |
| Operations | 202,635 | 373,623 | (170,988) | 856,908 | 1,306,284 | (449,376) |
| Total OpEx | 1,290,456 | 1,570,400 | (279,944) | 4,127,547 | 4,745,369 | (617,822) |
| Op Surplus/(Subsidy) | (1,070,834) | (1,285,740) | (214,906) | (2,878,783) | (3,268,053) | (389,270) |
| CapEx: | | | | | | |
| Capital Labor | 8,234 | 7,455 | 779 | 15,200 | 7,455 | 7,745 |
| Construction Expenses | 210,429 | 515,182 | (304,753) | 537,251 | 661,175 | (123,924) |
| Capital Equipment | 30,365 | 43,165 | (12,800) | 62,236 | 120,374 | (58,138) |
| Capital Animal Costs | 0 | 65 | (65) | 2,246 | 1,591 | 655 |
| Total CapEx | 249,028 | 565,867 | (316,839) | 616,933 | 790,595 | (173,662) |
| Net Surplus/(Subsidy) | (1,319,862) | (1,851,607) | (531,745) | (3,495,716) | (4,058,648) | (562,932) |
| Restricted Revenue | 22,018 | 59,872 | 37,854 | 309,717 | 194,807 | (114,910) |
| Restricted Expenses | 1,206,964 | 36,719 | 1,170,245 | 2,155,540 | 312,649 | 1,842,891 |
| Restricted Surplus/(Subsidy) | (1,184,946) | 23,153 | 1,208,099 | (1,845,823) | (117,842) | 1,727,981 |



Cleveland Metroparks - Golf Financial Performance – March 2019

| | Actual Mar '18 | Actual Mar '19 | Fav (Unfav) | Actual YTD Mar '18 | Actual YTD Mar '19 | Fav (Unfav) |
|------------------------------|-------------------|-------------------|------------------|-----------------------|-----------------------|------------------|
| Revenue: | | | | | | |
| Greens Fees | 14,241 | 40,327 | 26,086 | 35,076 | 54,347 | 19,271 |
| Equipment Rentals | 5,121 | 16,033 | 10,912 | 9,270 | 22,937 | 13,667 |
| Food Service | 30,893 | 37,746 | 6,853 | 62,318 | 43,632 | (18,686) |
| Merchandise Sales | 4,681 | 5,410 | 729 | 7,339 | 8,983 | 1,644 |
| Pro Services | 20,793 | 27,790 | 6,997 | 33,216 | 45,010 | 11,794 |
| Driving Range | 5,623 | 9,091 | 3,468 | 11,780 | 11,556 | (224) |
| Other | 23,045 | 34,854 | 11,809 | 44,767 | 48,518 | 3,751 |
| Total Revenue | 104,397 | 171,251 | 66,854 | 203,766 | 234,983 | 31,217 |
| OpEx: | | | | | | |
| Salaries and Benefits | 191,237 | 265,481 | (74,244) | 640,829 | 752,845 | (112,016) |
| Contractual Services | 1,326 | 935 | 391 | 3,564 | 3,601 | (37) |
| Operations | 90,650 | 115,557 | (24,907) | 301,432 | 246,922 | 54,510 |
| Total OpEx | 283,213 | 381,973 | (98,760) | 945,825 | 1,003,368 | (57,543) |
| Op Surplus/(Subsidy) | (178,816) | (210,722) | (31,906) | (742,059) | (768,385) | (26,326) |
| CapEx: | | | | | | |
| Capital Labor | 43,260 | 26,076 | 17,184 | 63,287 | 49,978 | 13,309 |
| Construction Expenses | 40,214 | 163,786 | (123,572) | 83,750 | 171,569 | (87,819) |
| Capital Equipment | 0 | 14,890 | (14,890) | 46,472 | 476,890 | (430,418) |
| Total CapEx | 83,474 | 204,752 | (121,278) | 193,509 | 698,437 | (504,928) |
| Net Surplus/(Subsidy) | (262,290) | (415,474) | (153,184) | (935,568) | (1,466,822) | (531,254) |



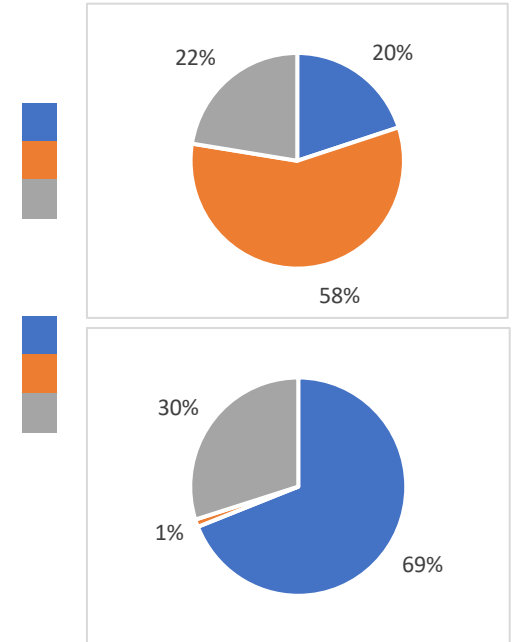
Cleveland Metroparks - Golf

Financial Performance – March 2019

| | Big Met (18) | | Little Met (9) | | Mastick Woods (9) | | Manakiki (18) | | Sleepy Hollow (18) | |
|------------------------------------|---------------------------|------------------|----------------------------|-----------------|--------------------|------------------|-------------------|------------------|--------------------|--------------------|
| | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 |
| Operating Revenue | 51,281 | 50,561 | 1,456 | 2,275 | 3,671 | 5,980 | 26,006 | 43,499 | 44,056 | 29,686 |
| Operating Expenses | <u>156,973</u> | <u>135,083</u> | <u>38,670</u> | <u>34,642</u> | <u>25,714</u> | <u>29,003</u> | <u>125,996</u> | <u>151,334</u> | <u>161,415</u> | <u>189,603</u> |
| Operating Surplus/(Subsidy) | (105,692) | (84,522) | (37,214) | (32,367) | (22,043) | (23,023) | (99,990) | (107,835) | (117,359) | (159,917) |
| Capital Labor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,125 | 20,359 |
| Construction Expenses | 32,034 | 0 | 0 | 0 | 0 | 0 | 7,217 | 0 | 313 | 171,569 |
| Capital Equipment | <u>0</u> | <u>476,890</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> |
| Total Capital Expenditures | 32,034 | 476,890 | 0 | 0 | 0 | 0 | 7,217 | 0 | 2,438 | 191,928 |
| Net Surplus/(Subsidy) | (137,726) | (561,412) | (37,214) | (32,367) | (22,043) | (23,023) | (107,207) | (107,835) | (119,797) | (351,845) |
| | Shawnee Hills (27) | | Washington Park (9) | | Seneca (27) | | Golf Admin | | Total | |
| | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 |
| Operating Revenue | 14,572 | 22,270 | 39,948 | 35,285 | 18,550 | 38,336 | 4,226 | 7,091 | 203,766 | 234,983 |
| Operating Expenses | <u>121,772</u> | <u>122,983</u> | <u>70,667</u> | <u>79,025</u> | <u>133,032</u> | <u>140,310</u> | <u>111,586</u> | <u>121,385</u> | <u>945,825</u> | <u>1,003,368</u> |
| Operating Surplus/(Subsidy) | (107,200) | (100,713) | (30,719) | (43,740) | (114,482) | (101,974) | (107,360) | (114,294) | (742,059) | (768,385) |
| Capital Labor | 0 | 0 | 0 | 0 | 61,162 | 29,619 | 0 | 0 | 63,287 | 49,978 |
| Construction Expenses | 0 | 0 | 0 | 0 | 44,186 | 0 | 0 | 0 | 83,750 | 171,569 |
| Capital Equipment | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>46,472</u> | <u>0</u> | <u>46,472</u> | <u>476,890</u> |
| Total Capital Expenditures | 0 | 0 | 0 | 0 | 105,348 | 29,619 | 46,472 | 0 | 193,509 | 698,437 |
| Net Surplus/(Subsidy) | (107,200) | (100,713) | (30,719) | (43,740) | (219,830) | (131,593) | (153,832) | (114,294) | (935,568) | (1,466,822) |

Cleveland Metroparks – Enterprise Financial Performance – March 2019

| | Actual Mar '18 | Actual Mar '19 | Fav (Unfav) | Actual YTD Mar '18 | Actual YTD Mar '19 | Fav (Unfav) |
|------------------------------|-------------------|-------------------|------------------|-----------------------|-----------------------|------------------|
| Revenue: | | | | | | |
| Concessions | 85,380 | 85,108 | (272) | 195,916 | 196,015 | 99 |
| Dock Rentals | 151,125 | 70,881 | (80,244) | 656,465 | 564,580 | (91,885) |
| Other | 29,384 | 41,414 | 12,030 | 182,831 | 220,226 | 37,395 |
| Total Revenue | 265,889 | 197,403 | (68,486) | 1,035,212 | 980,821 | (54,391) |
| OpEx: | | | | | | |
| Salaries and Benefits | 160,814 | 184,235 | (23,421) | 504,895 | 538,525 | (33,630) |
| Contractual Services | 1,969 | 1,804 | 165 | 5,718 | 8,698 | (2,980) |
| Operations | 59,797 | 107,448 | (47,651) | 184,413 | 233,217 | (48,804) |
| Total OpEx | 222,580 | 293,487 | (70,907) | 695,026 | 780,440 | (85,414) |
| Op Surplus/(Subsidy) | 43,309 | (96,084) | (139,393) | 340,186 | 200,381 | (139,805) |
| CapEx: | | | | | | |
| Capital Labor | 0 | 0 | 0 | 1,063 | 0 | 1,063 |
| Construction Expenses | 0 | 19,363 | (19,363) | 6,327 | 32,771 | (26,444) |
| Capital Equipment | 5,697 | 0 | 5,697 | 8,966 | 1,589 | 7,377 |
| Total CapEx | 5,697 | 19,363 | (13,666) | 16,356 | 34,360 | (18,004) |
| Net Surplus/(Subsidy) | 37,612 | (115,447) | (153,059) | 323,830 | 166,021 | (157,809) |



***Other** includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – March 2019

| | Edgewater Pier | | Wallace Lake | | Hinckley Lake | | Huntington | | | |
|------------------------------------|-----------------------|----------------|---------------------|--------------|----------------------|---------------|-------------------------|------------------|----------------|----------------|
| | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | | |
| Operating Revenue | 0 | 0 | 0 | 0 | 0 | 0 | 59 | 0 | | |
| Operating Expenses | <u>176</u> | <u>633</u> | <u>408</u> | <u>998</u> | <u>32</u> | <u>458</u> | <u>830</u> | <u>1,032</u> | | |
| Operating Surplus/(Subsidy) | (176) | (633) | (408) | (998) | (32) | (458) | (771) | (1,032) | | |
| Capital Labor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Construction Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Capital Equipment | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | | |
| Total Capital Expenditures | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | | |
| Net Surplus/(Subsidy) | (176) | (633) | (408) | (998) | (32) | (458) | (771) | (1,032) | | |
| | Chalet | | Ledge Lake | | Parking | | Enterprise Admin | | Total | |
| | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 | YTD Mar '18 | YTD Mar '19 |
| Operating Revenue | 158,431 | 187,807 | 4,535 | 8,765 | 32,691 | 28,972 | 0 | 0 | 1,035,212 | 980,821 |
| Operating Expenses | <u>146,885</u> | <u>152,226</u> | <u>1,378</u> | <u>2,928</u> | <u>3,190</u> | <u>4,062</u> | <u>230,367</u> | <u>231,513</u> | <u>695,026</u> | <u>780,440</u> |
| Operating Surplus/(Subsidy) | 11,546 | 35,581 | 3,157 | 5,837 | 29,501 | 24,910 | (230,367) | (231,513) | 340,186 | 200,381 |
| Capital Labor | 1,063 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,063 | 0 |
| Construction Expenses | 6,051 | 7,373 | 0 | 4,361 | 0 | 0 | 0 | 0 | 6,327 | 32,771 |
| Capital Equipment | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>8,966</u> | <u>1,589</u> | <u>8,966</u> | <u>1,589</u> |
| Total Capital Expenditures | 7,114 | 7,373 | 0 | 4,361 | 0 | 0 | 8,966 | 1,589 | 16,356 | 34,360 |
| Net Surplus/(Subsidy) | 4,432 | 28,208 | 3,157 | 1,476 | 29,501 | 24,910 | (239,333) | (233,102) | 323,830 | 166,021 |