



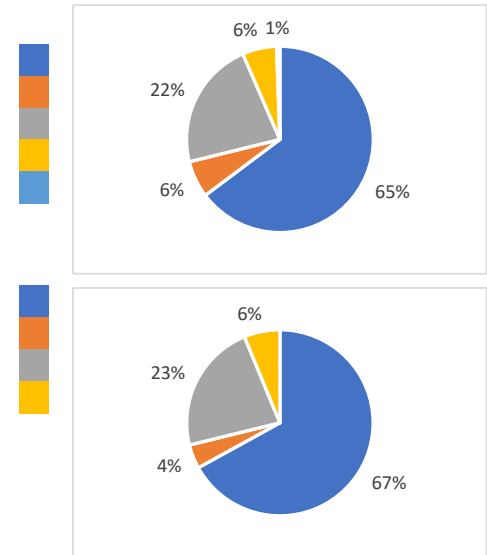
Financial Performance

October 17, 2019



Cleveland Metroparks Financial Performance – September 2019

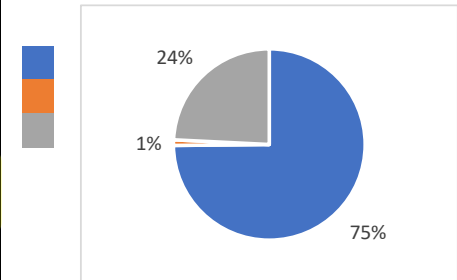
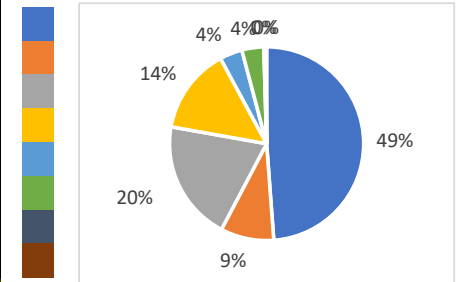
	Actual Sep '18	Actual Sep '19	Fav (Unfav)	Actual YTD Sep'18	Actual YTD Sep '19	Fav (Unfav)
Revenue:						
Property Tax	3,332,496	366,747	(2,965,749)	75,878,532	76,311,803	433,271
Local Gov/Grants/Gifts	271,725	788,882	517,157	9,226,989	7,543,099	(1,683,890)
Charges for Services	3,091,684	2,553,214	(538,470)	25,449,247	26,351,376	902,129
Self-Funded	725,305	783,938	58,633	6,564,463	7,000,657	436,194
Interest, Fines, Other	<u>53,301</u>	<u>91,073</u>	<u>37,772</u>	<u>353,053</u>	<u>665,560</u>	<u>312,507</u>
Total Revenue	7,474,511	4,583,854	(2,890,657)	117,472,284	117,872,495	400,211
OpEx:						
Salaries and Benefits	5,556,825	5,502,691	54,134	49,325,759	51,068,964	(1,743,205)
Contractual Services	198,948	190,990	7,958	3,216,776	3,190,943	25,833
Operations	1,970,794	1,801,289	169,505	17,868,168	17,257,312	610,856
Self-Funded Exp	<u>694,339</u>	<u>404,289</u>	<u>290,050</u>	<u>5,364,854</u>	<u>4,737,519</u>	<u>627,335</u>
Total OpEx	8,420,906	7,899,259	521,647	75,775,557	76,254,738	(479,181)
Op Surplus/(Subsidy)	(946,395)	(3,315,405)	(2,369,010)	41,696,727	41,617,757	(78,970)
CapEx:						
Capital Labor	143,823	84,611	59,212	738,405	658,764	79,641
Construction Expenses	1,214,949	556,113	658,836	16,810,880	6,833,987	9,976,893
Capital Equipment	245,751	379,766	(134,015)	2,463,248	2,629,282	(166,034)
Land Acquisition	346,699	9,400	337,299	3,862,013	2,307,524	1,554,489
Capital Animal Costs	<u>141</u>	<u>2,153</u>	<u>(2,012)</u>	<u>32,366</u>	<u>21,759</u>	<u>10,607</u>
Total CapEx	1,951,363	1,032,043	919,320	23,906,912	12,451,316	11,455,596
Net Surplus/(Subsidy)	(2,897,758)	(4,347,448)	(1,449,690)	17,789,815	29,166,441	11,376,626



Cleveland Metroparks - Zoo

Financial Performance – September 2019

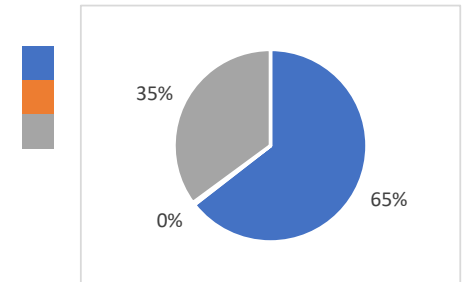
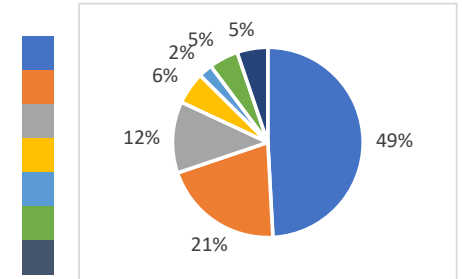
	Actual Sep '18	Actual Sep '19	Fav (Unfav)	Actual YTD Sep'18	Actual YTD Sep '19	Fav (Unfav)
Revenue:						
General/SE Admissions	401,637	(15,367)	(417,004)	4,412,893	4,952,360	539,467
Guest Experience	66,499	61,606	(4,893)	911,098	901,312	(9,786)
Zoo Society	0	0	0	1,925,438	2,038,395	112,957
Souvenirs/Refreshments	379,998	389,985	9,987	1,349,731	1,453,124	103,393
Education	84,627	13,722	(70,905)	428,069	382,198	(45,871)
Rentals & Events	48,386	43,410	(4,976)	313,465	369,294	55,829
Consignment	75,074	17,343	(57,731)	270,880	34,696	(236,184)
Other	<u>1,265</u>	<u>15,869</u>	<u>14,604</u>	<u>7,452</u>	<u>12,787</u>	<u>5,335</u>
Total Revenue	1,057,486	526,568	(530,918)	9,619,026	10,144,166	525,140
OpEx:						
Salaries and Benefits	1,277,287	1,232,689	44,598	11,036,923	11,438,408	(401,485)
Contractual Services	5,991	8,087	(2,096)	143,337	144,471	(1,134)
Operations	<u>482,206</u>	<u>352,422</u>	<u>129,784</u>	<u>3,668,586</u>	<u>3,700,407</u>	<u>(31,821)</u>
Total OpEx	1,765,484	1,593,198	172,286	14,848,846	15,283,286	(434,440)
Op Surplus/(Subsidy)	(707,998)	(1,066,630)	(358,632)	(5,229,820)	(5,139,120)	90,700
CapEx:						
Capital Labor	0	4,669	(4,669)	32,322	31,125	1,197
Construction Expenses	247,092	(145,900)	392,992	1,969,114	1,666,872	302,242
Capital Equipment	(133)	45	(178)	311,540	140,146	171,394
Capital Animal Costs	<u>141</u>	<u>2,153</u>	<u>(2,012)</u>	<u>32,366</u>	<u>21,759</u>	<u>10,607</u>
Total CapEx	247,100	(139,033)	386,133	2,345,342	1,859,902	485,440
Net Surplus/(Subsidy)	(955,098)	(927,597)	27,501	(7,575,162)	(6,999,022)	576,140
Restricted Revenue	76,270	69,990	(6,280)	4,185,607	1,020,096	(3,165,511)
Restricted Expenses	<u>539,404</u>	<u>248,169</u>	<u>291,235</u>	<u>4,913,673</u>	<u>894,879</u>	<u>4,018,794</u>
Restricted Surplus/(Subsidy)	(463,134)	(178,179)	284,955	(728,066)	125,217	853,283



Cleveland Metroparks - Golf

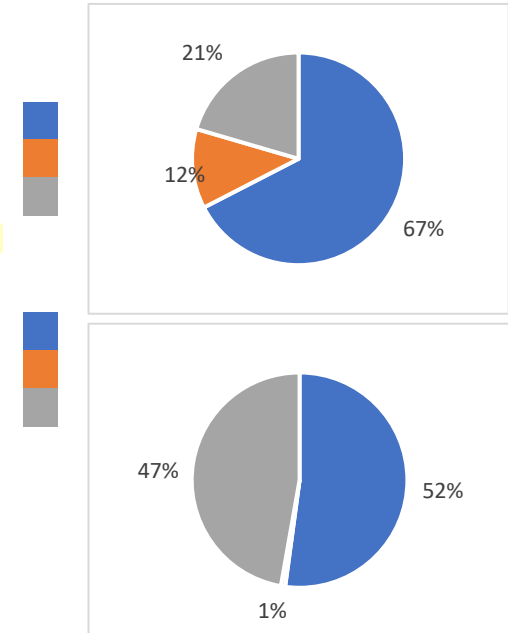
Financial Performance – September 2019

	Actual Sep '18	Actual Sep '19	Fav (Unfav)	Actual YTD Sep'18	Actual YTD Sep '19	Fav (Unfav)
Revenue:						
Greens Fees	379,335	490,981	111,646	2,823,299	3,148,164	324,865
Equipment Rentals	180,163	225,413	45,250	1,172,385	1,322,658	150,273
Food Service	112,383	121,824	9,441	811,376	779,149	(32,227)
Merchandise Sales	45,978	52,269	6,291	334,268	351,156	16,888
Pro Services	(1,974)	(5,491)	(3,517)	135,263	151,396	16,133
Driving Range	29,981	37,036	7,055	276,540	318,973	42,433
Other	<u>19,922</u>	<u>19,506</u>	<u>(416)</u>	<u>296,769</u>	<u>333,529</u>	<u>36,760</u>
Total Revenue	765,788	941,538	175,750	5,849,900	6,405,025	555,125
OpEx:						
Salaries and Benefits	335,968	359,433	(23,465)	2,938,132	3,176,780	(238,648)
Contractual Services	2,784	5,013	(2,229)	20,113	20,293	(180)
Operations	<u>219,387</u>	<u>235,849</u>	<u>(16,462)</u>	<u>1,850,111</u>	<u>1,729,840</u>	<u>120,271</u>
Total OpEx	558,139	600,295	(42,156)	4,808,356	4,926,913	(118,557)
Op Surplus/(Subsidy)	207,649	341,243	133,594	1,041,544	1,478,112	436,568
CapEx:						
Capital Labor	57,773	23,331	34,442	215,563	158,817	56,746
Construction Expenses	94,933	15,117	79,816	1,022,080	299,290	722,790
Capital Equipment	<u>43,706</u>	<u>1,825</u>	<u>41,881</u>	<u>630,923</u>	<u>823,321</u>	<u>(192,398)</u>
Total CapEx	196,412	40,273	156,139	1,868,566	1,281,428	587,138
Net Surplus/(Subsidy)	11,237	300,970	289,733	(827,022)	196,684	1,023,706



Cleveland Metroparks – Enterprise Financial Performance – September 2019

	Actual Sep '18	Actual Sep '19	Fav (Unfav)	Actual YTD Sep'18	Actual YTD Sep '19	Fav (Unfav)
Revenue:						
Concessions	434,319	453,654	19,335	3,728,130	4,173,257	445,127
Dock Rentals	6,947	3,558	(3,389)	734,928	749,552	14,624
Other	<u>159,738</u>	<u>171,038</u>	<u>11,300</u>	<u>1,266,974</u>	<u>1,266,936</u>	<u>(38)</u>
Total Revenue	601,004	628,250	27,246	5,730,032	6,189,745	459,713
OpEx:						
Salaries and Benefits	344,418	348,619	(4,201)	2,709,529	2,888,754	(179,225)
Contractual Services	5,351	3,822	1,529	35,425	35,701	(276)
Operations	<u>375,605</u>	<u>363,576</u>	<u>12,029</u>	<u>2,494,751</u>	<u>2,616,537</u>	<u>(121,786)</u>
Total OpEx	725,374	716,017	9,357	5,239,705	5,540,992	(301,287)
Op Surplus/(Subsidy)	(124,370)	(87,767)	36,603	490,327	648,753	158,426
CapEx:						
Capital Labor	0	4,711	(4,711)	1,063	5,333	(4,270)
Construction Expenses	61	1,904	(1,843)	21,911	139,244	(117,333)
Capital Equipment	<u>0</u>	<u>45</u>	<u>(45)</u>	<u>18,030</u>	<u>9,678</u>	<u>8,352</u>
Total CapEx	61	6,660	(6,599)	41,004	154,255	(113,251)
Net Surplus/(Subsidy)	(124,431)	(94,427)	30,004	449,323	494,498	45,175



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – September 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19		
Operating Revenue	82,096	90,603	62,048	65,502	33,373	34,438	178,035	148,864		
Operating Expenses	<u>83,302</u>	<u>94,617</u>	<u>43,903</u>	<u>59,701</u>	<u>35,416</u>	<u>37,479</u>	<u>153,356</u>	<u>144,636</u>		
Operating Surplus/(Subsidy)	(1,206)	(4,014)	18,145	5,801	(2,043)	(3,041)	24,679	4,228		
Capital Labor	0		0	0	0		0	0		
Construction Expenses	0		0	0	0		0	0		
Capital Equipment	<u>0</u>		<u>1,915</u>	<u>0</u>	<u>0</u>		<u>0</u>	<u>1,416</u>		
Total Capital Expenditures	0	0	1,915	0	0	0	0	1,416		
Net Surplus/(Subsidy)	(1,206)	(4,014)	16,230	5,801	(2,043)	(3,041)	24,679	2,812		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19	YTD Sep'18	YTD Sep '19
Operating Revenue	201,705	228,742	182,871	190,396	136,208	133,764	0	0	5,730,032	6,189,745
Operating Expenses	<u>251,486</u>	<u>209,207</u>	<u>131,933</u>	<u>133,020</u>	<u>18,599</u>	<u>25,773</u>	<u>727,337</u>	<u>738,215</u>	<u>5,239,705</u>	<u>5,540,992</u>
Operating Surplus/(Subsidy)	(49,781)	19,535	50,938	57,376	117,609	107,991	(727,337)	(738,215)	490,327	648,753
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	5,333
Construction Expenses	6,092	15,008	0	7,373	0	0	0	0	21,911	139,244
Capital Equipment	<u>0</u>	<u>4,276</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,966</u>	<u>2,611</u>	<u>18,030</u>	<u>9,678</u>
Total Capital Expenditures	7,155	19,284	0	7,373	0	0	8,966	2,611	41,004	154,255
Net Surplus/(Subsidy)	(56,936)	251	50,938	50,003	117,609	107,991	(736,303)	(740,826)	449,323	494,498