



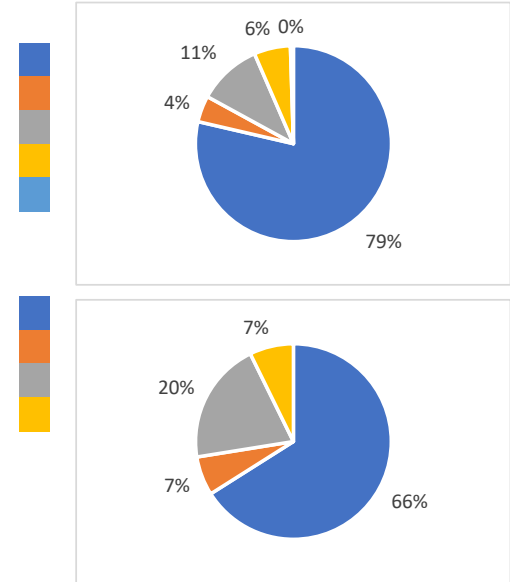
Financial Performance

May 16, 2019



Cleveland Metroparks Financial Performance – April 2019

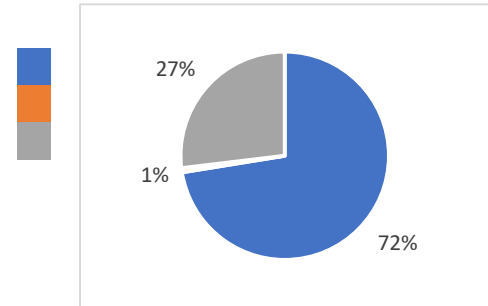
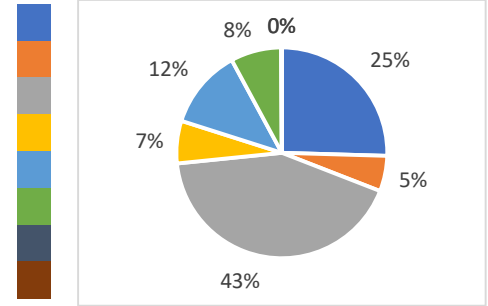
	Actual Apr '18	Actual Apr '19	Fav (Unfav)	Actual YTD Apr '18	Actual YTD Apr '19	Fav (Unfav)
Revenue:						
Property Tax	3,442,571	3,966,819	524,248	42,005,556	40,448,653	(1,556,903)
Local Gov/Grants/Gifts	626,522	658,708	32,186	2,281,086	2,233,599	(47,487)
Charges for Services	1,128,283	1,548,977	420,694	4,525,343	5,419,463	894,120
Self-Funded	714,726	767,162	52,436	2,939,672	3,090,338	150,666
Interest, Fines, Other	56,555	91,280	34,725	113,184	253,626	140,442
Total Revenue	5,968,657	7,032,946	1,064,289	51,864,841	51,445,679	(419,162)
OpEx:						
Salaries and Benefits	4,701,750	4,835,959	(134,209)	18,946,599	19,896,257	(949,658)
Contractual Services	426,247	204,377	221,870	1,806,217	1,941,480	(135,263)
Operations	1,899,265	1,994,392	(95,127)	5,563,150	6,108,416	(545,266)
Self-Funded Exp	621,722	612,907	8,815	2,227,867	2,189,214	38,653
Total OpEx	7,648,984	7,647,635	1,349	28,543,833	30,135,367	(1,591,534)
Op Surplus/(Subsidy)	(1,680,327)	(614,689)	1,065,638	23,321,008	21,310,312	(2,010,696)
CapEx:						
Capital Labor	83,029	114,309	(31,280)	343,791	292,871	50,920
Construction Expenses	1,429,759	495,664	934,095	6,592,842	2,267,528	4,325,314
Capital Equipment	750,437	570,228	180,209	910,410	1,594,220	(683,810)
Land Acquisition	5,117	155,782	(150,665)	548,253	636,595	(88,342)
Capital Animal Costs	45	605	(560)	2,291	2,196	95
Total CapEx	2,268,387	1,336,588	931,799	8,397,587	4,793,410	3,604,177
Net Surplus/(Subsidy)	(3,948,714)	(1,951,277)	1,997,437	14,923,421	16,516,902	1,593,481



Cleveland Metroparks - Zoo

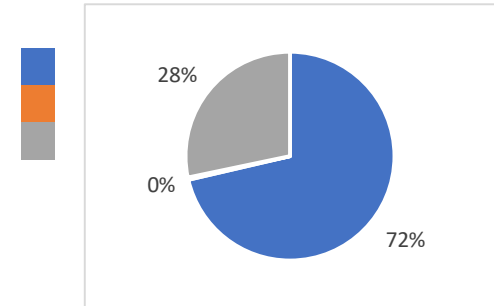
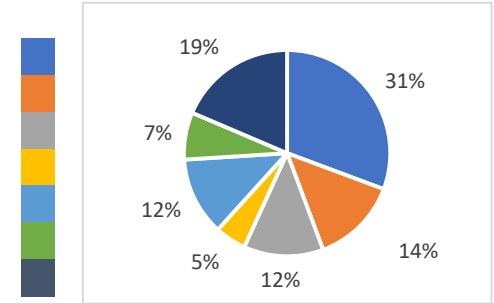
Financial Performance – April 2019

	Actual Apr '18	Actual Apr '19	Fav (Unfav)	Actual YTD Apr '18	Actual YTD Apr '19	Fav (Unfav)
Revenue:						
General/SE Admissions	185,581	294,194	108,613	375,964	506,391	130,427
Guest Experience	38,729	87,102	48,373	50,056	108,466	58,410
Zoo Society	5,594	0	(5,594)	742,594	844,842	102,248
Souvenirs/Refreshments	31,005	39,386	8,381	110,112	129,809	19,697
Education	54,298	56,464	2,166	199,017	242,952	43,935
Rentals & Events	42,134	33,883	(8,251)	119,169	155,010	35,841
Consignment	184	663	479	5,300	1,147	(4,153)
Other	67	(917)	(984)	4,144	(526)	(4,670)
Total Revenue	357,592	510,775	153,183	1,606,356	1,988,091	381,735
OpEx:						
Salaries and Benefits	1,101,706	1,141,963	(40,257)	4,346,631	4,559,636	(213,005)
Contractual Services	23,742	19,792	3,950	49,456	41,204	8,252
Operations	554,727	386,820	167,907	1,411,635	1,693,104	(281,469)
Total OpEx	1,680,175	1,548,575	131,600	5,807,722	6,293,944	(486,222)
Op Surplus/(Subsidy)	(1,322,583)	(1,037,800)	284,783	(4,201,366)	(4,305,853)	(104,487)
CapEx:						
Capital Labor	5,866	14,631	(8,765)	21,066	22,086	(1,020)
Construction Expenses	239,870	33,146	206,724	777,121	694,321	82,800
Capital Equipment	184,385	0	184,385	246,621	120,374	126,247
Capital Animal Costs	45	605	(560)	2,291	2,196	95
Total CapEx	430,166	48,382	381,784	1,047,099	838,977	208,122
Net Surplus/(Subsidy)	(1,752,749)	(1,086,182)	666,567	(5,248,465)	(5,144,830)	103,635
Restricted Revenue	16,527	93,654	77,127	326,245	288,462	(37,783)
Restricted Expenses	819,166	29,628	789,538	2,974,707	342,277	2,632,430
Restricted Surplus/(Subsidy)	(802,639)	64,026	866,665	(2,648,462)	(53,815)	2,594,647



Cleveland Metroparks - Golf Financial Performance – April 2019

	Actual Apr '18	Actual Apr '19	Fav (Unfav)	Actual YTD Apr '18	Actual YTD Apr '19	Fav (Unfav)
Revenue:						
Greens Fees	102,960	169,535	66,575	138,035	223,881	85,846
Equipment Rentals	59,213	76,629	17,416	68,483	99,566	31,083
Food Service	32,686	47,647	14,961	95,004	91,279	(3,725)
Merchandise Sales	17,352	26,699	9,347	24,692	35,682	10,990
Pro Services	40,161	44,632	4,471	73,376	89,642	16,266
Driving Range	27,554	42,547	14,993	39,334	54,103	14,769
Other	<u>71,532</u>	<u>87,143</u>	<u>15,611</u>	<u>116,300</u>	<u>135,662</u>	<u>19,362</u>
Total Revenue	351,458	494,832	143,374	555,224	729,815	174,591
OpEx:						
Salaries and Benefits	242,082	266,598	(24,516)	882,911	1,019,442	(136,531)
Contractual Services	1,541	1,441	100	5,105	5,041	64
Operations	<u>195,676</u>	<u>157,227</u>	<u>38,449</u>	<u>497,107</u>	<u>404,150</u>	<u>92,957</u>
Total OpEx	439,299	425,266	14,033	1,385,123	1,428,633	(43,510)
Op Surplus/(Subsidy)	(87,841)	69,566	157,407	(829,899)	(698,818)	131,081
CapEx:						
Capital Labor	10,620	35,755	(25,135)	73,907	85,733	(11,826)
Construction Expenses	48,542	38,935	9,607	132,292	210,504	(78,212)
Capital Equipment	<u>379,124</u>	<u>341,250</u>	<u>37,874</u>	<u>425,597</u>	<u>818,141</u>	<u>(392,544)</u>
Total CapEx	438,286	415,940	22,346	631,796	1,114,378	(482,582)
Net Surplus/(Subsidy)	(526,127)	(346,374)	179,753	(1,461,695)	(1,813,196)	(351,501)

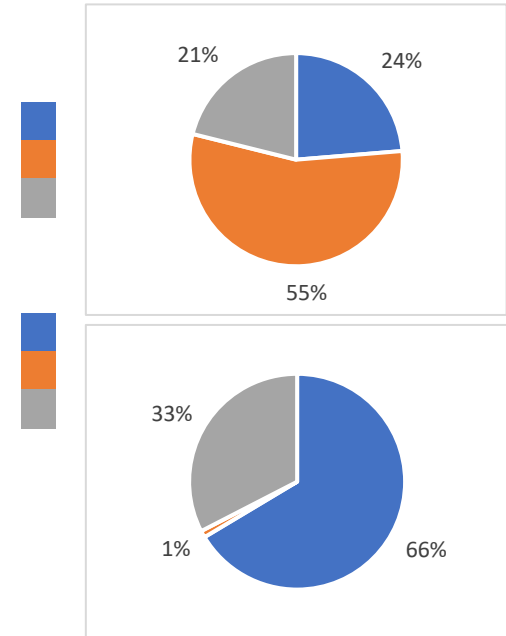


Cleveland Metroparks - Golf Financial Performance – April 2019

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19
Operating Revenue	101,886	134,835	14,192	22,982	14,260	19,620	68,377	103,809	112,040	122,476
Operating Expenses	<u>214,649</u>	<u>204,884</u>	<u>56,193</u>	<u>52,983</u>	<u>37,931</u>	<u>43,651</u>	<u>202,771</u>	<u>218,682</u>	<u>253,730</u>	<u>279,998</u>
Operating Surplus/(Subsidy)	(112,763)	(70,049)	(42,001)	(30,001)	(23,671)	(24,031)	(134,394)	(114,873)	(141,690)	(157,522)
Capital Labor	0	0	0	0	0	0	0	0	2,124	31,381
Construction Expenses	32,034	0	0	0	0	0	18,512	0	313	210,504
Capital Equipment	<u>0</u>	<u>476,891</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>316,875</u>	<u>316,875</u>	<u>0</u>
Total Capital Expenditures	32,034	476,891	0	0	0	0	18,512	316,875	319,312	241,885
Net Surplus/(Subsidy)	(144,797)	(546,940)	(42,001)	(30,001)	(23,671)	(24,031)	(152,906)	(431,748)	(461,002)	(399,407)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19
Operating Revenue	75,585	104,943	99,434	101,487	63,367	109,935	6,083	9,728	555,224	729,815
Operating Expenses	<u>171,639</u>	<u>180,517</u>	<u>96,564</u>	<u>113,695</u>	<u>182,882</u>	<u>194,094</u>	<u>168,764</u>	<u>140,129</u>	<u>1,385,123</u>	<u>1,428,633</u>
Operating Surplus/(Subsidy)	(96,054)	(75,574)	2,870	(12,208)	(119,515)	(84,159)	(162,681)	(130,401)	(829,899)	(698,818)
Capital Labor	0	0	0	0	71,783	54,352	0	0	73,907	85,733
Construction Expenses	0	0	0	0	81,433	0	0	0	132,292	210,504
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>24,375</u>	<u>108,722</u>	<u>0</u>	<u>425,597</u>	<u>818,141</u>
Total Capital Expenditures	0	0	0	0	153,216	78,727	108,722	0	631,796	1,114,378
Net Surplus/(Subsidy)	(96,054)	(75,574)	2,870	(12,208)	(272,731)	(162,886)	(271,403)	(130,401)	(1,461,695)	(1,813,196)

Cleveland Metroparks – Enterprise Financial Performance – April 2019

	Actual Apr '18	Actual Apr '19	Fav (Unfav)	Actual YTD Apr '18	Actual YTD Apr '19	Fav (Unfav)
Revenue:						
Concessions	90,340	111,182	20,842	286,258	307,196	20,938
Dock Rentals	67,627	150,841	83,214	703,115	715,421	12,306
Other	<u>38,349</u>	<u>53,493</u>	<u>15,144</u>	<u>242,155</u>	<u>273,720</u>	<u>31,565</u>
Total Revenue	196,316	315,516	119,200	1,231,528	1,296,337	64,809
OpEx:						
Salaries and Benefits	158,941	163,688	(4,747)	663,836	702,212	(38,376)
Contractual Services	4,324	2,062	2,262	10,042	10,760	(718)
Operations	<u>98,939</u>	<u>111,213</u>	<u>(12,274)</u>	<u>283,352</u>	<u>344,431</u>	<u>(61,079)</u>
Total OpEx	262,204	276,963	(14,759)	957,230	1,057,403	(100,173)
Op Surplus/(Subsidy)	(65,888)	38,553	104,441	274,298	238,934	(35,364)
CapEx:						
Capital Labor	0	0	0	1,063	0	1,063
Construction Expenses	41	20,433	(20,392)	6,368	53,204	(46,836)
Capital Equipment	<u>7,149</u>	<u>1,375</u>	<u>5,774</u>	<u>16,115</u>	<u>2,964</u>	<u>13,151</u>
Total CapEx	7,190	21,808	(14,618)	23,546	56,168	(32,622)
Net Surplus/(Subsidy)	(73,078)	16,745	89,823	250,752	182,766	(67,986)



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

Cleveland Metroparks – Enterprise Financial Performance – April 2019

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19
Operating Revenue	280,053	285,126	175	0	583,345	544,506	0	303
Operating Expenses	<u>393,406</u>	<u>414,194</u>	<u>12,715</u>	<u>11,477</u>	<u>30,215</u>	<u>45,558</u>	<u>7,687</u>	<u>15,236</u>
Operating Surplus/(Subsidy)	(113,353)	(129,068)	(12,540)	(11,477)	553,130	498,948	(7,687)	(14,933)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	1,754	0	0	0	11,518	0	0
Capital Equipment	<u>0</u>	<u>0</u>	<u>7,149</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	0	1,754	7,149	0	0	11,518	0	0
Net Surplus/(Subsidy)	(113,353)	(130,822)	(19,689)	(11,477)	553,130	487,430	(7,687)	(14,933)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19
Operating Revenue	0	20,160	0	0	134,533	152,011	5,051	32,886
Operating Expenses	<u>0</u>	<u>9,257</u>	<u>0</u>	<u>781</u>	<u>11,307</u>	<u>14,461</u>	<u>14,367</u>	<u>52,463</u>
Operating Surplus/(Subsidy)	0	10,903	0	(781)	123,226	137,550	(9,316)	(19,577)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	20,467	0	0	276	371	0	7,359
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,375</u>
Total Capital Expenditures	0	20,467	0	0	276	371	0	8,734
Net Surplus/(Subsidy)	0	(9,564)	0	(781)	122,950	137,179	(9,316)	(28,311)

Cleveland Metroparks – Enterprise Financial Performance – April 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19		
Operating Revenue	0	0	0	0	0	0	59	0		
Operating Expenses	<u>2,134</u>	<u>2,246</u>	<u>818</u>	<u>3,320</u>	<u>441</u>	<u>505</u>	<u>2,165</u>	<u>1,626</u>		
Operating Surplus/(Subsidy)	(2,134)	(2,246)	(818)	(3,320)	(441)	(505)	(2,106)	(1,626)		
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)	(2,134)	(2,246)	(818)	(3,320)	(441)	(505)	(2,106)	(1,626)		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19	YTD Apr '18	YTD Apr '19
Operating Revenue	169,343	196,232	13,555	23,185	45,414	41,928	0	0	1,231,528	1,296,337
Operating Expenses	<u>167,676</u>	<u>161,410</u>	<u>5,077</u>	<u>5,747</u>	<u>5,011</u>	<u>6,747</u>	<u>304,211</u>	<u>312,375</u>	<u>957,230</u>	<u>1,057,403</u>
Operating Surplus/(Subsidy)	1,667	34,822	8,478	17,438	40,403	35,181	(304,211)	(312,375)	274,298	238,934
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	0
Construction Expenses	6,092	7,373	0	4,362	0	0	0	0	6,368	53,204
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>16,115</u>	<u>2,964</u>
Total Capital Expenditures	7,155	7,373	0	4,362	0	0	8,966	1,589	23,546	56,168
Net Surplus/(Subsidy)	(5,488)	27,449	8,478	13,076	40,403	35,181	(313,177)	(313,964)	250,752	182,766