



# Financial Performance

May 17, 2018





# Cleveland Metroparks Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Revenues:</b>							
Property Tax	36,222,499	74,233,000	48.8%	42,005,555	75,283,000	33,277,445	55.8%
Local Gov't, Donations, Gifts, Grants	2,425,517	12,830,343	18.9%	2,281,087	20,598,955	18,317,868	11.1%
Interest Income	64,359	225,000	28.6%	77,386	225,000	147,614	34.4%
Charges for Services	4,974,316	26,595,372	18.7%	4,380,088	27,367,062	22,986,974	16.0%
Damages and Fines	29,878	132,415	22.6%	35,798	93,768	57,970	38.2%
Self-Funded	2,910,533	9,761,000	29.8%	3,084,927	9,739,879	6,654,952	31.7%
<b>Total Revenues</b>	<b>46,627,102</b>	<b>123,777,130</b>	<b>37.7%</b>	<b>51,864,841</b>	<b>133,307,664</b>	<b>81,442,823</b>	<b>38.9%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	18,162,313	65,498,146	27.7%	18,946,599	67,181,669	48,235,070	28.2%
Contractual Services	1,466,067	6,127,993	23.9%	2,272,540	7,681,390	5,408,850	29.6%
Operations	4,285,352	24,515,395	17.5%	5,563,150	26,336,063	20,772,913	21.1%
Self-Funded	2,024,895	7,670,000	26.4%	1,761,545	8,122,252	6,360,707	21.7%
<b>Operating Expenditures</b>	<b>25,938,627</b>	<b>103,811,534</b>	<b>25.0%</b>	<b>28,543,833</b>	<b>109,321,374</b>	<b>80,777,541</b>	<b>26.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>20,688,475</b>	<b>19,965,596</b>	<b>103.6%</b>	<b>23,321,007</b>	<b>23,986,290</b>	<b>665,282</b>	<b>97.2%</b>
<b>Capital Expenditures:</b>							
Capital Project Labor	-	201,945	0.0%	343,791	1,075,000	731,209	32.0%
Capital Material	409,798	6,540,586	6.3%	586,137	5,738,718	5,152,581	10.2%
Capital Contracts	3,659,150	26,689,572	13.7%	6,006,705	30,898,837	24,892,132	19.4%
Capital Equipment	810,571	2,817,404	28.8%	910,410	2,799,719	1,889,309	32.5%
Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
Land Acquisition	353,932	1,470,543	24.1%	548,253	4,198,181	3,649,928	13.1%
<b>Capital Expenditures</b>	<b>5,247,753</b>	<b>37,808,517</b>	<b>13.9%</b>	<b>8,397,586</b>	<b>44,787,555</b>	<b>36,389,968</b>	<b>18.7%</b>

+\$5.8m over SPPY, already 55.8% of budget 4 mos. into the year.

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Actual Gov't/Grants/Donations on par with SPPY, even though % is less (larger budget this year).

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Continued weather challenges through April; from a % of budget, we are 2.7% behind SPPY.

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PPT accelerated pace from SPPY has total revenue ahead of SPPY. As this pace normalizes, we expect Charges for Services to accelerate.

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On pace in terms of % budget used with SPPY.

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Both trending higher than expected at this point of the year, which we will discuss as we look at division performance.

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Capital Project Labor	-	201,945	0.0%	343,791	1,075,000	731,209	32.0%
Capital Material	409,798	6,540,586	6.3%	586,137	5,738,718	5,152,581	10.2%
Capital Contracts	3,659,150	26,689,572	13.7%	6,006,705	30,898,837	24,892,132	19.4%
Capital Equipment	810,571	2,817,404	28.8%	910,410	2,799,719	1,889,309	32.5%
Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
Land Acquisition	353,932	1,470,543	24.1%	548,253	4,198,181	3,649,928	13.1%
<b>Capital Expenditures</b>	<b>5,247,753</b>	<b>37,808,517</b>	<b>13.9%</b>	<b>8,397,586</b>	<b>44,787,555</b>	<b>36,389,968</b>	<b>18.7%</b>

Excellent claims experience so far, offsetting the higher Contractual Services and Operating costs



# Cleveland Metroparks Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Revenues:</b>							
Property Tax	36,222,499	74,233,000	48.8%	42,005,555	75,283,000	33,277,445	55.8%
Local Gov't, Donations, Gifts, Grants	2,425,517	12,830,343	18.9%	2,281,087	20,598,955	18,317,868	11.1%
Interest Income	64,359	225,000	28.6%	77,386	225,000	147,614	34.4%
Charges for Services	4,974,316	26,595,372	18.7%	4,380,088	27,367,062	22,986,974	16.0%
Damages and Fines	29,878	132,415	22.6%	35,798	93,768	57,970	38.2%
Self-Funded	2,910,533	9,761,000	29.8%	3,084,927	9,739,879	6,654,952	31.7%
<b>Total Revenues</b>	<b>46,627,102</b>	<b>123,777,130</b>	<b>37.7%</b>	<b>51,864,841</b>	<b>133,307,664</b>	<b>81,442,823</b>	<b>38.9%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	18,162,313	65,498,146	27.7%	18,946,599	67,181,669	48,235,070	28.2%
Contractual Services	1,466,067	6,127,993	23.9%	2,272,540	7,681,390	5,408,850	29.6%
Operations	4,285,352	24,515,395	17.5%	5,563,150	26,336,063	20,772,913	21.1%
Self-Funded	2,024,895	7,670,000	26.4%	1,761,545	8,122,252	6,360,707	21.7%
<b>Operating Expenditures</b>	<b>25,938,627</b>	<b>103,811,534</b>	<b>25.0%</b>	<b>28,543,833</b>	<b>109,321,374</b>	<b>80,777,541</b>	<b>26.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>20,688,475</b>	<b>19,965,596</b>	<b>103.6%</b>	<b>23,321,007</b>	<b>23,986,290</b>	<b>665,282</b>	<b>97.2%</b>
<b>Capital Expenditures:</b>							
Capital Project Labor	-	201,945	0.0%	343,791	1,075,000	731,209	32.0%
Capital Material	409,798	6,540,586	6.3%	586,137	5,738,718	5,152,581	10.2%
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Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
Land Acquisition	353,932	1,470,543	24.1%	548,253	4,198,181	3,649,928	13.1%
<b>Capital Expenditures</b>	<b>5,247,753</b>	<b>37,808,517</b>	<b>13.9%</b>	<b>8,397,586</b>	<b>44,787,555</b>	<b>36,389,968</b>	<b>18.7%</b>

Because of the Self-Insured offset, total OpEx on pace in terms of % budget used with SPPY.

# Cleveland Metroparks Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Revenues:</b>							
Property Tax	36,222,499	74,233,000	48.8%	42,005,555	75,283,000	33,277,445	55.8%
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<b>Operating Expenditures:</b>							
Salaries and Benefits	18,162,313	65,498,146	27.7%	18,946,599	67,181,669	48,235,070	28.2%
Contractual Services	1,466,067	6,127,993	23.9%	2,272,540	7,681,390	5,408,850	29.6%
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<b>Operating Expenditures</b>	<b>25,938,627</b>	<b>103,811,534</b>	<b>25.0%</b>	<b>28,543,833</b>	<b>109,321,374</b>	<b>80,777,541</b>	<b>26.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>20,688,475</b>	<b>19,965,596</b>	<b>103.6%</b>	<b>23,321,007</b>	<b>23,986,290</b>	<b>665,282</b>	<b>97.2%</b>
<b>Capital Expenditures:</b>							
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Land Acquisition	353,932	1,470,543	24.1%	548,253	4,198,181	3,649,928	13.1%
<b>Capital Expenditures</b>	<b>5,247,753</b>	<b>37,808,517</b>	<b>13.9%</b>	<b>8,397,586</b>	<b>44,787,555</b>	<b>36,389,968</b>	<b>18.7%</b>

Net result  
\$2.6M greater  
surplus than  
SPPY, but  
6.4% less %  
budget used  
than SPPY  
(higher  
target).

# Cleveland Metroparks Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Revenues:</b>							
Property Tax	36,222,499	74,233,000	48.8%	42,005,555	75,283,000	33,277,445	55.8%
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<b>Total Revenues</b>	<b>46,627,102</b>	<b>123,777,130</b>	<b>37.7%</b>	<b>51,864,841</b>	<b>133,307,664</b>	<b>81,442,823</b>	<b>38.9%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	18,162,313	65,498,146	27.7%	18,946,599	67,181,669	48,235,070	28.2%
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Self-Funded	2,024,895	7,670,000	26.4%	1,761,545	8,122,252	6,360,707	21.7%
<b>Operating Expenditures</b>	<b>25,938,627</b>	<b>103,811,534</b>	<b>25.0%</b>	<b>28,543,833</b>	<b>109,321,374</b>	<b>80,777,541</b>	<b>26.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>20,688,475</b>	<b>19,965,596</b>	<b>103.6%</b>	<b>23,321,007</b>	<b>23,986,290</b>	<b>665,282</b>	<b>97.2%</b>
<b>Capital Expenditures:</b>							
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Capital Material	409,798	6,540,586	6.3%	586,137	5,738,718	5,152,581	10.2%
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Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
Land Acquisition	353,932	1,470,543	24.1%	548,253	4,198,181	3,649,928	13.1%
<b>Capital Expenditures</b>	<b>5,247,753</b>	<b>37,808,517</b>	<b>13.9%</b>	<b>8,397,586</b>	<b>44,787,555</b>	<b>36,389,968</b>	<b>18.7%</b>

Trending ahead of SPPY due to size and volume of current projects this year.

Asian Highlands, Emerald Necklace Marina, various trails/connectors

# Cleveland Metroparks Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Revenues:</b>							
Property Tax	36,222,499	74,233,000	48.8%	42,005,555	75,283,000	33,277,445	55.8%
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<b>Total Revenues</b>	<b>46,627,102</b>	<b>123,777,130</b>	<b>37.7%</b>	<b>51,864,841</b>	<b>133,307,664</b>	<b>81,442,823</b>	<b>38.9%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	18,162,313	65,498,146	27.7%	18,946,599	67,181,669	48,235,070	28.2%
Contractual Services	1,466,067	6,127,993	23.9%	2,272,540	7,681,390	5,408,850	29.6%
Operations	4,285,352	24,515,395	17.5%	5,563,150	26,336,063	20,772,913	21.1%
Self-Funded	2,024,895	7,670,000	26.4%	1,761,545	8,122,252	6,360,707	21.7%
<b>Operating Expenditures</b>	<b>25,938,627</b>	<b>103,811,534</b>	<b>25.0%</b>	<b>28,543,833</b>	<b>109,321,374</b>	<b>80,777,541</b>	<b>26.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>20,688,475</b>	<b>19,965,596</b>	<b>103.6%</b>	<b>23,321,007</b>	<b>23,986,290</b>	<b>665,282</b>	<b>97.2%</b>
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Land Acquisition	353,932	1,470,543	24.1%	548,253	4,198,181	3,649,928	13.1%
<b>Capital Expenditures</b>	<b>5,247,753</b>	<b>37,808,517</b>	<b>13.9%</b>	<b>8,397,586</b>	<b>44,787,555</b>	<b>36,389,968</b>	<b>18.7%</b>

Net result =  
about \$3.1M  
greater spend  
and 5% faster  
pace of % of  
budget than  
SPPY.



# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Driving Range/Practice Tee	57,928	304,786	19.0%	39,334	334,800	295,466	11.7%
Equipment Rentals	105,788	1,476,430	7.2%	67,914	1,533,158	1,465,244	4.4%
Food Service	108,540	751,000	14.5%	98,738	917,650	818,912	10.8%
Greens Fees	276,929	3,330,279	8.3%	138,036	3,285,241	3,147,205	4.2%
Merchandise Sales	39,437	382,285	10.3%	24,692	370,500	345,808	6.7%
Professional Services	28,817	128,102	22.5%	73,376	118,423	45,047	62.0%
Other Golf Revenue	113,941	421,554	27.0%	113,135	306,430	193,295	36.9%
<b>Total Revenues</b>	<b>731,379</b>	<b>6,794,436</b>	<b>10.8%</b>	<b>555,224</b>	<b>6,866,202</b>	<b>6,310,978</b>	<b>8.1%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	945,146	3,937,401	24.0%	882,910	4,106,122	3,223,212	21.5%
Contractual Services	5,370	69,379	7.7%	5,105	58,319	53,214	8.8%
Operations	360,940	2,607,229	13.8%	497,107	2,751,975	2,254,868	18.1%
<i>Utilities</i>	109,285	493,488	22.1%	104,216	532,236	428,021	19.6%
<i>Operating Expenses</i>	251,655	2,113,741	11.9%	392,892	2,219,739	1,826,847	17.7%
<b>Total Operating Expenditures</b>	<b>1,311,457</b>	<b>6,614,009</b>	<b>19.8%</b>	<b>1,385,123</b>	<b>6,916,416</b>	<b>5,531,293</b>	<b>20.0%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>(580,078)</b>	<b>180,427</b>	<b>-421.5%</b>	<b>(829,899)</b>	<b>(50,214)</b>	<b>779,685</b>	<b>-1652.7%</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	73,907	400,000	326,093	18.5%
Capital Material	9,094	932,457	1.0%	86,387	703,339	616,952	12.3%
Capital Contracts	190,500	1,509,520	12.6%	45,905	1,114,987	1,069,083	4.1%
Capital Equipment	389,026	694,763	56.0%	425,597	646,473	220,876	65.8%
<b>Total Capital Expenditures</b>	<b>588,621</b>	<b>3,136,740</b>	<b>18.8%</b>	<b>631,796</b>	<b>2,864,799</b>	<b>2,233,004</b>	<b>22.1%</b>
<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

Weather has impacted most revenue through April.

# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Driving Range/Practice Tee	57,928	304,786	19.0%	39,334	334,800	295,466	11.7%
Equipment Rentals	105,788	1,476,430	7.2%	67,914	1,533,158	1,465,244	4.4%
Food Service	108,540	751,000	14.5%	98,738	917,650	818,912	10.8%
Greens Fees	276,929	3,330,279	8.3%	138,036	3,285,241	3,147,205	4.2%
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<b>Operating Expenditures:</b>							
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Operations	360,940	2,607,229	13.8%	497,107	2,751,975	2,254,868	18.1%
<i>Utilities</i>	109,285	493,488	22.1%	104,216	532,236	428,021	19.6%
<i>Operating Expenses</i>	251,655	2,113,741	11.9%	392,892	2,219,739	1,826,847	17.7%
<b>Total Operating Expenditures</b>	<b>1,311,457</b>	<b>6,614,009</b>	<b>19.8%</b>	<b>1,385,123</b>	<b>6,916,416</b>	<b>5,531,293</b>	<b>20.0%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>(580,078)</b>	<b>180,427</b>	<b>-421.5%</b>	<b>(829,899)</b>	<b>(50,214)</b>	<b>779,685</b>	<b>-1652.7%</b>
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<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

Prof Fees/Other are off to a good start vs. SPPY.

# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
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Professional Services	28,817	128,102	22.5%	73,376	118,423	45,047	62.0%
Other Golf Revenue	113,941	421,554	27.0%	113,135	306,430	193,295	36.9%
<b>Total Revenues</b>	<b>731,379</b>	<b>6,794,436</b>	<b>10.8%</b>	<b>555,224</b>	<b>6,866,202</b>	<b>6,310,978</b>	<b>8.1%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	945,146	3,937,401	24.0%	882,910	4,106,122	3,223,212	21.5%
Contractual Services	5,370	69,379	7.7%	5,105	58,319	53,214	8.8%
Operations	360,940	2,607,229	13.8%	497,107	2,751,975	2,254,868	18.1%
<i>Utilities</i>	109,285	493,488	22.1%	104,216	532,236	428,021	19.6%
<i>Operating Expenses</i>	251,655	2,113,741	11.9%	392,892	2,219,739	1,826,847	17.7%
<b>Total Operating Expenditures</b>	<b>1,311,457</b>	<b>6,614,009</b>	<b>19.8%</b>	<b>1,385,123</b>	<b>6,916,416</b>	<b>5,531,293</b>	<b>20.0%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>(580,078)</b>	<b>180,427</b>	<b>-421.5%</b>	<b>(829,899)</b>	<b>(50,214)</b>	<b>779,685</b>	<b>-1652.7%</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	73,907	400,000	326,093	18.5%
Capital Material	9,094	932,457	1.0%	86,387	703,339	616,952	12.3%
Capital Contracts	190,500	1,509,520	12.6%	45,905	1,114,987	1,069,083	4.1%
Capital Equipment	389,026	694,763	56.0%	425,597	646,473	220,876	65.8%
<b>Total Capital Expenditures</b>	<b>588,621</b>	<b>3,136,740</b>	<b>18.8%</b>	<b>631,796</b>	<b>2,864,799</b>	<b>2,233,004</b>	<b>22.1%</b>
<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

\$176k off revenue SPPY and 2.7% less % budget used – can be made up with a few good weekends

# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Driving Range/Practice Tee	57,928	304,786	19.0%	39,334	334,800	295,466	11.7%
Equipment Rentals	105,788	1,476,430	7.2%	67,914	1,533,158	1,465,244	4.4%
Food Service	108,540	751,000	14.5%	98,738	917,650	818,912	10.8%
Greens Fees	276,929	3,330,279	8.3%	138,036	3,285,241	3,147,205	4.2%
Merchandise Sales	39,437	382,285	10.3%	24,692	370,500	345,808	6.7%
Professional Services	28,817	128,102	22.5%	73,376	118,423	45,047	62.0%
Other Golf Revenue	113,941	421,554	27.0%	113,135	306,430	193,295	36.9%
<b>Total Revenues</b>	<b>731,379</b>	<b>6,794,436</b>	<b>10.8%</b>	<b>555,224</b>	<b>6,866,202</b>	<b>6,310,978</b>	<b>8.1%</b>
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Salaries and Benefits	945,146	3,937,401	24.0%	882,910	4,106,122	3,223,212	21.5%
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<i>Operating Expenses</i>	251,655	2,113,741	11.9%	392,892	2,219,739	1,826,847	17.7%
<b>Total Operating Expenditures</b>	<b>1,311,457</b>	<b>6,614,009</b>	<b>19.8%</b>	<b>1,385,123</b>	<b>6,916,416</b>	<b>5,531,293</b>	<b>20.0%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>(580,078)</b>	<b>180,427</b>	<b>-421.5%</b>	<b>(829,899)</b>	<b>(50,214)</b>	<b>779,685</b>	<b>-1652.7%</b>
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<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

Combination of position management and less labor needed due to weather conditions – will increase with play.



# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
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<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

OpEx as a line item is running a bit high vs. SPPY. It's up over last year due to timing of fungicides, purchases for resale and vehicle repairs.

# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Driving Range/Practice Tee	57,928	304,786	19.0%	39,334	334,800	295,466	11.7%
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<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	73,907	400,000	326,093	18.5%
Capital Material	9,094	932,457	1.0%	86,387	703,339	616,952	12.3%
Capital Contracts	190,500	1,509,520	12.6%	45,905	1,114,987	1,069,083	4.1%
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<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

Last year we made approx. \$800k swing in operating results by EOY – doing so this year puts us at budget by YE.

# Cleveland Metroparks - Golf Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Driving Range/Practice Tee	57,928	304,786	19.0%	39,334	334,800	295,466	11.7%
Equipment Rentals	105,788	1,476,430	7.2%	67,914	1,533,158	1,465,244	4.4%
Food Service	108,540	751,000	14.5%	98,738	917,650	818,912	10.8%
Greens Fees	276,929	3,330,279	8.3%	138,036	3,285,241	3,147,205	4.2%
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<b>Operating Expenditures:</b>							
Salaries and Benefits	945,146	3,937,401	24.0%	882,910	4,106,122	3,223,212	21.5%
Contractual Services	5,370	69,379	7.7%	5,105	58,319	53,214	8.8%
Operations	360,940	2,607,229	13.8%	497,107	2,751,975	2,254,868	18.1%
<i>Utilities</i>	109,285	493,488	22.1%	104,216	532,236	428,021	19.6%
<i>Operating Expenses</i>	251,655	2,113,741	11.9%	392,892	2,219,739	1,826,847	17.7%
<b>Total Operating Expenditures</b>	<b>1,311,457</b>	<b>6,614,009</b>	<b>19.8%</b>	<b>1,385,123</b>	<b>6,916,416</b>	<b>5,531,293</b>	<b>20.0%</b>
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<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	73,907	400,000	326,093	18.5%
Capital Material	9,094	932,457	1.0%	86,387	703,339	616,952	12.3%
Capital Contracts	190,500	1,509,520	12.6%	45,905	1,114,987	1,069,083	4.1%
Capital Equipment	389,026	694,763	56.0%	425,597	646,473	220,876	65.8%
<b>Total Capital Expenditures</b>	<b>588,621</b>	<b>3,136,740</b>	<b>18.8%</b>	<b>631,796</b>	<b>2,864,799</b>	<b>2,233,004</b>	<b>22.1%</b>
<b>Net Surplus/(Subsidy)</b>	<b>(1,168,699)</b>	<b>(2,956,313)</b>	<b>39.5%</b>	<b>(1,461,694)</b>	<b>(2,915,013)</b>	<b>(1,453,319)</b>	<b>50.1%</b>

Timing of Seneca Phase III vs. timing of Phase II last year.

# Cleveland Metroparks - Golf

## Financial Performance – April 2018

	Big Met (18)		Little Met (9)		Mastik Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
<b>Operating Revenues:</b>										
Driving Range/Practice Tee	-	-	-	-	-	-	276	101	18,657	11,072
Equipment Rentals	25,603	19,568	6,257	3,717	3,711	907	16,525	9,501	20,637	11,021
Food Service	34,694	29,540	1,524	1,143	968	271	22,754	24,481	33,186	32,978
Greens Fees	68,205	37,111	10,114	7,292	6,850	5,315	48,095	18,987	56,993	22,137
Merchandise Sales	8,959	5,627	1,464	757	1,143	579	4,494	2,737	9,094	7,097
Professional Services	165	263	-	-	-	6,525	265	4,205	4,292	8,609
Other Golf Revenue	6,347	9,778	3,802	1,282	4,890	663	9,221	8,365	8,908	19,125
<b>Operating Revenues</b>	<b>143,974</b>	<b>101,886</b>	<b>23,161</b>	<b>14,192</b>	<b>17,561</b>	<b>14,260</b>	<b>101,630</b>	<b>68,377</b>	<b>151,766</b>	<b>112,039</b>
<b>Operating Expenditures:</b>										
Salaries and Benefits	148,687	131,941	25,763	34,035	28,583	22,647	110,650	116,487	133,334	149,733
Contractual Services	956	1,107	224	-	37	-	115	386	1,709	2,364
Operations	53,071	81,601	18,022	22,158	19,617	15,284	61,976	85,899	100,636	101,632
<i>Utilities</i>	10,025	10,092	7,454	8,328	13,717	4,276	27,254	23,282	20,218	15,164
<i>Operating Expenses</i>	43,046	71,508	10,568	13,830	5,900	11,008	34,723	62,617	80,418	86,468
<b>Operating Expenditures</b>	<b>202,713</b>	<b>214,649</b>	<b>44,009</b>	<b>56,193</b>	<b>48,237</b>	<b>37,931</b>	<b>172,741</b>	<b>202,771</b>	<b>235,679</b>	<b>253,730</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(58,739)</b>	<b>(112,763)</b>	<b>(20,848)</b>	<b>(42,001)</b>	<b>(30,675)</b>	<b>(23,670)</b>	<b>(71,112)</b>	<b>(134,394)</b>	<b>(83,913)</b>	<b>(141,691)</b>
<b>Capital Expenditures:</b>										
In-House Capital Labor	-	-	-	-	-	-	-	-	-	2,125
Capital Material	-	13,961	-	-	-	-	3,762	999	3,180	313
Capital Contracts	-	18,073	-	-	-	-	52,410	17,513	6,608	-
Capital Equipment	-	-	-	-	-	-	389,026	-	-	316,875
<b>Capital Expenditures</b>	<b>-</b>	<b>32,034</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>445,198</b>	<b>18,512</b>	<b>9,787</b>	<b>319,312</b>
<b>Net Surplus/(Subsidy)</b>	<b>(58,739)</b>	<b>(144,796)</b>	<b>(20,848)</b>	<b>(42,001)</b>	<b>(30,675)</b>	<b>(23,670)</b>	<b>(516,310)</b>	<b>(152,906)</b>	<b>(93,700)</b>	<b>(461,004)</b>



# Cleveland Metroparks - Golf

## Financial Performance – April 2018

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
<b>Operating Revenues:</b>										
Driving Range/Practice Tee	13,343	7,685	24,890	20,126	762	350	-	-	57,928	39,334
Equipment Rentals	16,361	11,132	2,920	1,397	13,774	10,672	-	-	105,788	67,914
Food Service	8,154	5,432	2,341	1,261	4,919	3,515	-	119	108,540	98,738
Greens Fees	42,163	22,158	12,493	4,925	32,017	20,109	-	-	276,929	138,036
Merchandise Sales	5,221	3,724	2,158	1,910	2,216	2,260	4,689	-	39,437	24,692
Professional Services	19,420	20,361	3,070	16,230	1,605	17,183	-	-	28,817	73,376
Other Golf Revenue	7,835	5,094	53,497	53,585	17,426	9,279	2,014	5,965	113,941	113,135
<b>Operating Revenues</b>	<b>112,497</b>	<b>75,585</b>	<b>101,368</b>	<b>99,434</b>	<b>72,719</b>	<b>63,367</b>	<b>6,703</b>	<b>6,083</b>	<b>731,379</b>	<b>555,224</b>
<b>Operating Expenditures:</b>										
Salaries and Benefits	102,121	104,347	58,065	59,039	128,218	120,372	209,726	144,309	945,146	882,910
Contractual Services	500	467	710	208	512	573	608	-	5,370	5,105
Operations	36,589	66,824	13,811	37,317	31,732	61,937	25,486	24,456	360,940	497,107
<i>Utilities</i>	13,304	12,695	5,794	15,167	10,736	14,303	784	908	109,285	104,216
<i>Operating Expenses</i>	23,285	54,129	8,018	22,150	20,996	47,633	24,702	23,548	251,655	392,892
<b>Operating Expenditures</b>	<b>139,210</b>	<b>171,639</b>	<b>72,586</b>	<b>96,564</b>	<b>160,461</b>	<b>182,882</b>	<b>235,820</b>	<b>168,765</b>	<b>1,311,457</b>	<b>1,385,123</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(26,713)</b>	<b>(96,054)</b>	<b>28,782</b>	<b>2,870</b>	<b>(87,743)</b>	<b>(119,514)</b>	<b>(229,117)</b>	<b>(162,682)</b>	<b>(580,078)</b>	<b>(829,899)</b>
<b>Capital Expenditures:</b>										
In-House Capital Labor	-	-	-	-	-	71,782	-	-	-	73,907
Capital Material	-	-	-	-	2,153	71,115	-	-	9,094	86,387
Capital Contracts	-	-	-	-	131,483	10,319	-	-	190,500	45,905
Capital Equipment	-	-	-	-	-	-	-	108,722	389,026	425,597
<b>Capital Expenditures</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>133,635</b>	<b>153,216</b>	<b>-</b>	<b>108,722</b>	<b>588,621</b>	<b>631,796</b>
<b>Net Surplus/(Subsidy)</b>	<b>(26,713)</b>	<b>(96,054)</b>	<b>28,782</b>	<b>2,870</b>	<b>(221,378)</b>	<b>(272,730)</b>	<b>(229,117)</b>	<b>(271,403)</b>	<b>(1,168,699)</b>	<b>(1,461,694)</b>

# Cleveland Metroparks – Zoo

## Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Available Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
General & Special Event Admissions	535,220	4,114,800	13.0%	375,965	4,253,147	3,877,182	8.8%
Zoo Guest Experience	139,840	973,363	14.4%	50,057	1,073,941	1,023,884	4.7%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	120,442	1,587,620	7.6%	110,112	1,687,600	1,577,488	6.5%
Education	279,706	864,479	32.4%	199,017	396,831	197,815	50.2%
Zoo Rental and Events	-	-	0.0%	119,169	450,000	330,831	26.5%
Consignment Admissions	1,512	400,000	0.4%	5,300	400,000	394,700	1.3%
Gifts & Donations	21,013	200	10506.5%	2,811	200	(2,611)	1405.5%
Miscellaneous	9,144	10,729	85.2%	1,333	10,488	9,155	12.7%
<b>Total Revenues</b>	<b>1,922,685</b>	<b>9,939,760</b>	<b>19.3%</b>	<b>1,606,357</b>	<b>10,277,457</b>	<b>8,671,100</b>	<b>15.6%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	4,171,223	15,124,467	27.6%	4,346,631	16,228,527	11,881,896	26.8%
Contractual Services	62,234	298,566	20.8%	49,456	462,268	412,813	10.7%
Operations	1,014,102	5,385,936	18.8%	1,411,635	5,570,370	4,158,735	25.3%
<i>Utilities</i>	658,371	2,487,505	26.5%	846,174	2,482,986	1,636,812	34.1%
<i>Operating Expenses</i>	355,731	2,898,431	12.3%	565,461	3,087,384	2,521,923	18.3%
<b>Total Operating Expenditures</b>	<b>5,247,559</b>	<b>20,808,969</b>	<b>25.2%</b>	<b>5,807,722</b>	<b>22,261,166</b>	<b>16,453,444</b>	<b>26.1%</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(3,324,874)</b>	<b>(10,869,209)</b>	<b>30.6%</b>	<b>(4,201,365)</b>	<b>(11,983,709)</b>	<b>(7,782,344)</b>	<b>35.1%</b>
<b>Capital Revenues:</b>							
Zoo Animal Revenue	863	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>863</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	21,066	-	(21,066)	0.0%
Capital Material	106,635	814,888	13.1%	133,803	1,279,745	1,145,942	10.5%
Capital Contracts	42,035	3,802,518	1.1%	643,319	6,626,068	5,982,749	9.7%
Capital Equipment	75,901	449,971	16.9%	246,621	641,701	395,081	38.4%
Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
<b>Total Capital Expenditures</b>	<b>238,873</b>	<b>5,155,844</b>	<b>4.6%</b>	<b>1,047,099</b>	<b>8,624,614</b>	<b>7,598,582</b>	<b>12.1%</b>
<b>Capital Surplus/(Subsidy)</b>	<b>(238,010)</b>	<b>(5,155,844)</b>	<b>4.6%</b>	<b>(1,047,099)</b>	<b>(8,624,614)</b>	<b>(7,598,582)</b>	<b>12.1%</b>
<b>Restricted Fund Revenue:</b>							
Operating	115,466	264,200	43.7%	206,278	412,388	206,110	50.0%
Capital	89,856	1,633,204	5.5%	119,966	4,017,709	3,897,743	3.0%
<b>Total Restricted Fund Revenues</b>	<b>205,322</b>	<b>1,897,404</b>	<b>10.8%</b>	<b>326,244</b>	<b>4,430,097</b>	<b>4,103,853</b>	<b>7.4%</b>
<b>Restricted Fund Expenditures:</b>							
Operating	298,463	985,083	30.3%	154,273	1,171,999	1,017,726	13.2%
Capital	192,141	1,056,795	18.2%	2,820,434	4,052,516	1,232,083	69.6%
<b>Total Restricted Fund Expenditures</b>	<b>490,604</b>	<b>2,041,878</b>	<b>24.0%</b>	<b>2,974,707</b>	<b>5,224,515</b>	<b>2,249,809</b>	<b>56.9%</b>
<b>Restricted Fund Surplus/(Subsidy)</b>	<b>(285,282)</b>	<b>(144,474)</b>	<b>197.5%</b>	<b>(2,648,462)</b>	<b>(794,418)</b>	<b>1,854,044</b>	<b>333.4%</b>

The Zoo has also been affected by weather to date.

# Cleveland Metroparks – Zoo

## Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Available Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
General & Special Event Admissions	535,220	4,114,800	13.0%	375,965	4,253,147	3,877,182	8.8%
Zoo Guest Experience	139,840	973,363	14.4%	50,057	1,073,941	1,023,884	4.7%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	120,442	1,587,620	7.6%	110,112	1,687,600	1,577,488	6.5%
Education	279,706	864,479	32.4%	199,017	396,831	197,815	50.2%
Zoo Rental and Events	-	-	0.0%	119,169	450,000	330,831	26.5%
Consignment Admissions	1,512	400,000	0.4%	5,300	400,000	394,700	1.3%
Gifts & Donations	21,013	200	10506.5%	2,811	200	(2,611)	1405.5%
Miscellaneous	9,144	10,729	85.2%	1,333	10,488	9,155	12.7%
<b>Total Revenues</b>	<b>1,922,685</b>	<b>9,939,760</b>	<b>19.3%</b>	<b>1,606,357</b>	<b>10,277,457</b>	<b>8,671,100</b>	<b>15.6%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	4,171,223	15,124,467	27.6%	4,346,631	16,228,527	11,881,896	26.8%
Contractual Services	62,234	298,566	20.8%	49,456	462,268	412,813	10.7%
Operations	1,014,102	5,385,936	18.8%	1,411,635	5,570,370	4,158,735	25.3%
<i>Utilities</i>	658,371	2,487,505	26.5%	846,174	2,482,986	1,636,812	34.1%
<i>Operating Expenses</i>	355,731	2,898,431	12.3%	565,461	3,087,384	2,521,923	18.3%
<b>Total Operating Expenditures</b>	<b>5,247,559</b>	<b>20,808,969</b>	<b>25.2%</b>	<b>5,807,722</b>	<b>22,261,166</b>	<b>16,453,444</b>	<b>26.1%</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(3,324,874)</b>	<b>(10,869,209)</b>	<b>30.6%</b>	<b>(4,201,365)</b>	<b>(11,983,709)</b>	<b>(7,782,344)</b>	<b>35.1%</b>
<b>Capital Revenues:</b>							
Zoo Animal Revenue	863	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>863</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	21,066	-	(21,066)	0.0%
Capital Material	106,635	814,888	13.1%	133,803	1,279,745	1,145,942	10.5%
Capital Contracts	42,035	3,802,518	1.1%	643,319	6,626,068	5,982,749	9.7%
Capital Equipment	75,901	449,971	16.9%	246,621	641,701	395,081	38.4%
Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
<b>Total Capital Expenditures</b>	<b>238,873</b>	<b>5,155,844</b>	<b>4.6%</b>	<b>1,047,099</b>	<b>8,624,614</b>	<b>7,598,582</b>	<b>12.1%</b>
<b>Capital Surplus/(Subsidy)</b>	<b>(238,010)</b>	<b>(5,155,844)</b>	<b>4.6%</b>	<b>(1,047,099)</b>	<b>(8,624,614)</b>	<b>(7,598,582)</b>	<b>12.1%</b>
<b>Restricted Fund Revenue:</b>							
Operating	115,466	264,200	43.7%	206,278	412,388	206,110	50.0%
Capital	89,856	1,633,204	5.5%	119,966	4,017,709	3,897,743	3.0%
<b>Total Restricted Fund Revenues</b>	<b>205,322</b>	<b>1,897,404</b>	<b>10.8%</b>	<b>326,244</b>	<b>4,430,097</b>	<b>4,103,853</b>	<b>7.4%</b>
<b>Restricted Fund Expenditures:</b>							
Operating	298,463	985,083	30.3%	154,273	1,171,999	1,017,726	13.2%
Capital	192,141	1,056,795	18.2%	2,820,434	4,052,516	1,232,083	69.6%
<b>Total Restricted Fund Expenditures</b>	<b>490,604</b>	<b>2,041,878</b>	<b>24.0%</b>	<b>2,974,707</b>	<b>5,224,515</b>	<b>2,249,809</b>	<b>56.9%</b>
<b>Restricted Fund Surplus/(Subsidy)</b>	<b>(285,282)</b>	<b>(144,474)</b>	<b>197.5%</b>	<b>(2,648,462)</b>	<b>(794,418)</b>	<b>1,854,044</b>	<b>333.4%</b>

% of budget used is < SPPY, expected given the reduced revenue at this point.

# Cleveland Metroparks – Zoo

## Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Available Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
General & Special Event Admissions	535,220	4,114,800	13.0%	375,965	4,253,147	3,877,182	8.8%
Zoo Guest Experience	139,840	973,363	14.4%	50,057	1,073,941	1,023,884	4.7%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	120,442	1,587,620	7.6%	110,112	1,687,600	1,577,488	6.5%
Education	279,706	864,479	32.4%	199,017	396,831	197,815	50.2%
Zoo Rental and Events	-	-	0.0%	119,169	450,000	330,831	26.5%
Consignment Admissions	1,512	400,000	0.4%	5,300	400,000	394,700	1.3%
Gifts & Donations	21,013	200	10506.5%	2,811	200	(2,611)	1405.5%
Miscellaneous	9,144	10,729	85.2%	1,333	10,488	9,155	12.7%
<b>Total Revenues</b>	<b>1,922,685</b>	<b>9,939,760</b>	<b>19.3%</b>	<b>1,606,357</b>	<b>10,277,457</b>	<b>8,671,100</b>	<b>15.6%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	4,171,223	15,124,467	27.6%	4,346,631	16,228,527	11,881,896	26.8%
Contractual Services	62,234	298,566	20.8%	49,456	462,268	412,813	10.7%
Operations	1,014,102	5,385,936	18.8%	1,411,635	5,570,370	4,158,735	25.3%
<i>Utilities</i>	<i>658,371</i>	<i>2,487,505</i>	<i>26.5%</i>	<i>846,174</i>	<i>2,482,986</i>	<i>1,636,812</i>	<i>34.1%</i>
<i>Operating Expenses</i>	<i>355,731</i>	<i>2,898,431</i>	<i>12.3%</i>	<i>565,461</i>	<i>3,087,384</i>	<i>2,521,923</i>	<i>18.3%</i>
<b>Total Operating Expenditures</b>	<b>5,247,559</b>	<b>20,808,969</b>	<b>25.2%</b>	<b>5,807,722</b>	<b>22,261,166</b>	<b>16,453,444</b>	<b>26.1%</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(3,324,874)</b>	<b>(10,869,209)</b>	<b>30.6%</b>	<b>(4,201,365)</b>	<b>(11,983,709)</b>	<b>(7,782,344)</b>	<b>35.1%</b>
<b>Capital Revenues:</b>							
Zoo Animal Revenue	863	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>863</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	21,066	-	(21,066)	0.0%
Capital Material	106,635	814,888	13.1%	133,803	1,279,745	1,145,942	10.5%
Capital Contracts	42,035	3,802,518	1.1%	643,319	6,626,068	5,982,749	9.7%
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Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
<b>Total Capital Expenditures</b>	<b>238,873</b>	<b>5,155,844</b>	<b>4.6%</b>	<b>1,047,099</b>	<b>8,624,614</b>	<b>7,598,582</b>	<b>12.1%</b>
<b>Capital Surplus/(Subsidy)</b>	<b>(238,010)</b>	<b>(5,155,844)</b>	<b>4.6%</b>	<b>(1,047,099)</b>	<b>(8,624,614)</b>	<b>(7,598,582)</b>	<b>12.1%</b>
<b>Restricted Fund Revenue:</b>							
Operating	115,466	264,200	43.7%	206,278	412,388	206,110	50.0%
Capital	89,856	1,633,204	5.5%	119,966	4,017,709	3,897,743	3.0%
<b>Total Restricted Fund Revenues</b>	<b>205,322</b>	<b>1,897,404</b>	<b>10.8%</b>	<b>326,244</b>	<b>4,430,097</b>	<b>4,103,853</b>	<b>7.4%</b>
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Utilities impacted by weather and the water main breaks; animal care and feed are also higher (timing) than SPPY.



# Cleveland Metroparks – Zoo

## Financial Performance – April 2018

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<b>Capital Revenues:</b>							
Zoo Animal Revenue	863	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>863</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	21,066	-	(21,066)	0.0%
Capital Material	106,635	814,888	13.1%	133,803	1,279,745	1,145,942	10.5%
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<b>Capital Surplus/(Subsidy)</b>	<b>(238,010)</b>	<b>(5,155,844)</b>	<b>4.6%</b>	<b>(1,047,099)</b>	<b>(8,624,614)</b>	<b>(7,598,582)</b>	<b>12.1%</b>
<b>Restricted Fund Revenue:</b>							
Operating	115,466	264,200	43.7%	206,278	412,388	206,110	50.0%
Capital	89,856	1,633,204	5.5%	119,966	4,017,709	3,897,743	3.0%
<b>Total Restricted Fund Revenues</b>	<b>205,322</b>	<b>1,897,404</b>	<b>10.8%</b>	<b>326,244</b>	<b>4,430,097</b>	<b>4,103,853</b>	<b>7.4%</b>
<b>Restricted Fund Expenditures:</b>							
Operating	298,463	985,083	30.3%	154,273	1,171,999	1,017,726	13.2%
Capital	192,141	1,056,795	18.2%	2,820,434	4,052,516	1,232,083	69.6%
<b>Total Restricted Fund Expenditures</b>	<b>490,604</b>	<b>2,041,878</b>	<b>24.0%</b>	<b>2,974,707</b>	<b>5,224,515</b>	<b>2,249,809</b>	<b>56.9%</b>
<b>Restricted Fund Surplus/(Subsidy)</b>	<b>(285,282)</b>	<b>(144,474)</b>	<b>197.5%</b>	<b>(2,648,462)</b>	<b>(794,418)</b>	<b>1,854,044</b>	<b>333.4%</b>

Operating subsidy is about 4.5% ahead of % budget used vs SPPY; expecting to make up deficit with improving weather and events.

# Cleveland Metroparks – Zoo

## Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Available Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
General & Special Event Admissions	535,220	4,114,800	13.0%	375,965	4,253,147	3,877,182	8.8%
Zoo Guest Experience	139,840	973,363	14.4%	50,057	1,073,941	1,023,884	4.7%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	120,442	1,587,620	7.6%	110,112	1,687,600	1,577,488	6.5%
Education	279,706	864,479	32.4%	199,017	396,831	197,815	50.2%
Zoo Rental and Events	-	-	0.0%	119,169	450,000	330,831	26.5%
Consignment Admissions	1,512	400,000	0.4%	5,300	400,000	394,700	1.3%
Gifts & Donations	21,013	200	10506.5%	2,811	200	(2,611)	1405.5%
Miscellaneous	9,144	10,729	85.2%	1,333	10,488	9,155	12.7%
<b>Total Revenues</b>	<b>1,922,685</b>	<b>9,939,760</b>	<b>19.3%</b>	<b>1,606,357</b>	<b>10,277,457</b>	<b>8,671,100</b>	<b>15.6%</b>

<b>Operating Expenditures:</b>							
Salaries and Benefits	4,171,223	15,124,467	27.6%	4,346,631	16,228,527	11,881,896	26.8%
Contractual Services	62,234	298,566	20.8%	49,456	462,268	412,813	10.7%
Operations	1,014,102	5,385,936	18.8%	1,411,635	5,570,370	4,158,735	25.3%
<i>Utilities</i>	658,371	2,487,505	26.5%	846,174	2,482,986	1,636,812	34.1%
<i>Operating Expenses</i>	355,731	2,898,431	12.3%	565,461	3,087,384	2,521,923	18.3%
<b>Total Operating Expenditures</b>	<b>5,247,559</b>	<b>20,808,969</b>	<b>25.2%</b>	<b>5,807,722</b>	<b>22,261,166</b>	<b>16,453,444</b>	<b>26.1%</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(3,324,874)</b>	<b>(10,869,209)</b>	<b>30.6%</b>	<b>(4,201,365)</b>	<b>(11,983,709)</b>	<b>(7,782,344)</b>	<b>35.1%</b>

<b>Capital Revenues:</b>							
Zoo Animal Revenue	863	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>863</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	21,066	-	(21,066)	0.0%
Capital Material	106,635	814,888	13.1%	133,803	1,279,745	1,145,942	10.5%
Capital Contracts	42,035	3,802,518	1.1%	643,319	6,626,068	5,982,749	9.7%
Capital Equipment	75,901	449,971	16.9%	246,621	641,701	395,081	38.4%
Animal Acquisition	14,302	88,467	16.2%	2,291	77,100	74,809	3.0%
<b>Total Capital Expenditures</b>	<b>238,873</b>	<b>5,155,844</b>	<b>4.6%</b>	<b>1,047,099</b>	<b>8,624,614</b>	<b>7,598,582</b>	<b>12.1%</b>
<b>Capital Surplus/(Subsidy)</b>	<b>(238,010)</b>	<b>(5,155,844)</b>	<b>4.6%</b>	<b>(1,047,099)</b>	<b>(8,624,614)</b>	<b>(7,598,582)</b>	<b>12.1%</b>

<b>Restricted Fund Revenue:</b>							
Operating	115,466	264,200	43.7%	206,278	412,388	206,110	50.0%
Capital	89,856	1,633,204	5.5%	119,966	4,017,709	3,897,743	3.0%
<b>Total Restricted Fund Revenues</b>	<b>205,322</b>	<b>1,897,404</b>	<b>10.8%</b>	<b>326,244</b>	<b>4,430,097</b>	<b>4,103,853</b>	<b>7.4%</b>
<b>Restricted Fund Expenditures:</b>							
Operating	298,463	985,083	30.3%	154,273	1,171,999	1,017,726	13.2%
Capital	192,141	1,056,795	18.2%	2,820,434	4,052,516	1,232,083	69.6%
<b>Total Restricted Fund Expenditures</b>	<b>490,604</b>	<b>2,041,878</b>	<b>24.0%</b>	<b>2,974,707</b>	<b>5,224,515</b>	<b>2,249,809</b>	<b>56.9%</b>
<b>Restricted Fund Surplus/(Subsidy)</b>	<b>(285,282)</b>	<b>(144,474)</b>	<b>197.5%</b>	<b>(2,648,462)</b>	<b>(794,418)</b>	<b>1,854,044</b>	<b>333.4%</b>

Asian Highlands, Welcome Pavilion, PCA Gorilla Yard, vs low project activity SPPY.

# Cleveland Metroparks – Zoo

## Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Available Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
General & Special Event Admissions	535,220	4,114,800	13.0%	375,965	4,253,147	3,877,182	8.8%
Zoo Guest Experience	139,840	973,363	14.4%	50,057	1,073,941	1,023,884	4.7%
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Education	279,706	864,479	32.4%	199,017	396,831	197,815	50.2%
Zoo Rental and Events	-	-	0.0%	119,169	450,000	330,831	26.5%
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Miscellaneous	9,144	10,729	85.2%	1,333	10,488	9,155	12.7%
<b>Total Revenues</b>	<b>1,922,685</b>	<b>9,939,760</b>	<b>19.3%</b>	<b>1,606,357</b>	<b>10,277,457</b>	<b>8,671,100</b>	<b>15.6%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	4,171,223	15,124,467	27.6%	4,346,631	16,228,527	11,881,896	26.8%
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Operations	1,014,102	5,385,936	18.8%	1,411,635	5,570,370	4,158,735	25.3%
<i>Utilities</i>	<i>658,371</i>	<i>2,487,505</i>	<i>26.5%</i>	<i>846,174</i>	<i>2,482,986</i>	<i>1,636,812</i>	<i>34.1%</i>
<i>Operating Expenses</i>	<i>355,731</i>	<i>2,898,431</i>	<i>12.3%</i>	<i>565,461</i>	<i>3,087,384</i>	<i>2,521,923</i>	<i>18.3%</i>
<b>Total Operating Expenditures</b>	<b>5,247,559</b>	<b>20,808,969</b>	<b>25.2%</b>	<b>5,807,722</b>	<b>22,261,166</b>	<b>16,453,444</b>	<b>26.1%</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(3,324,874)</b>	<b>(10,869,209)</b>	<b>30.6%</b>	<b>(4,201,365)</b>	<b>(11,983,709)</b>	<b>(7,782,344)</b>	<b>35.1%</b>
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Zoo Animal Revenue	863	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>863</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	21,066	-	(21,066)	0.0%
Capital Material	106,635	814,888	13.1%	133,803	1,279,745	1,145,942	10.5%
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<b>Total Capital Expenditures</b>	<b>238,873</b>	<b>5,155,844</b>	<b>4.6%</b>	<b>1,047,099</b>	<b>8,624,614</b>	<b>7,598,582</b>	<b>12.1%</b>
<b>Capital Surplus/(Subsidy)</b>	<b>(238,010)</b>	<b>(5,155,844)</b>	<b>4.6%</b>	<b>(1,047,099)</b>	<b>(8,624,614)</b>	<b>(7,598,582)</b>	<b>12.1%</b>
<b>Restricted Fund Revenue:</b>							
Operating	115,466	264,200	43.7%	206,278	412,388	206,110	50.0%
Capital	89,856	1,633,204	5.5%	119,966	4,017,709	3,897,743	3.0%
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Capital	192,141	1,056,795	18.2%	2,820,434	4,052,516	1,232,083	69.6%
<b>Total Restricted Fund Expenditures</b>	<b>490,604</b>	<b>2,041,878</b>	<b>24.0%</b>	<b>2,974,707</b>	<b>5,224,515</b>	<b>2,249,809</b>	<b>56.9%</b>
<b>Restricted Fund Surplus/(Subsidy)</b>	<b>(285,282)</b>	<b>(144,474)</b>	<b>197.5%</b>	<b>(2,648,462)</b>	<b>(794,418)</b>	<b>1,854,044</b>	<b>333.4%</b>

2018 has \$2.8M from CZS specifically for Asian Highlands, making % of budget used difficult to compare to SPPY.

# Cleveland Metroparks – Enterprise Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Concession Sales	354,200	4,551,010	7.8%	344,764	5,161,700	4,816,936	6.7%
Dock Rentals	669,307	665,000	100.6%	703,117	695,000	(8,117)	101.2%
Chalet Operations	175,266	454,068	38.6%	168,660	425,868	257,208	39.6%
Hayrides	725	23,625	3.1%	683	25,000	24,318	2.7%
Aquatics	4,866	206,375	2.4%	13,555	210,450	196,895	6.4%
Damages and Fines	535	2,240	23.9%	750	2,240	1,490	33.5%
<b>Total Revenues</b>	<b>1,204,900</b>	<b>5,902,318</b>	<b>20.4%</b>	<b>1,231,528</b>	<b>6,520,258</b>	<b>5,288,730</b>	<b>18.9%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	557,304	2,976,727	18.7%	663,836	3,759,048	3,095,212	17.7%
Contractual Services	12,839	92,854	13.8%	10,042	85,852	75,810	11.7%
Operations	255,481	2,471,580	10.3%	283,352	3,057,853	2,774,500	9.3%
<b>Total Operating Expenditures</b>	<b>825,624</b>	<b>5,541,161</b>	<b>14.9%</b>	<b>957,230</b>	<b>6,902,753</b>	<b>5,945,523</b>	<b>13.9%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>379,276</b>	<b>361,157</b>	<b>-5.0%</b>	<b>274,298</b>	<b>(382,495)</b>	<b>(656,793)</b>	<b>171.7%</b>

Total Revenues are consistent with SPPY as well as % of budget used given the higher target

# Cleveland Metroparks – Enterprise Financial Performance – April 2018

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<b>Operating Results - Surplus/(Subsidy)</b>	<b>379,276</b>	<b>361,157</b>	<b>-5.0%</b>	<b>274,298</b>	<b>(382,495)</b>	<b>(656,793)</b>	<b>171.7%</b>

OpEx is performing slightly better in terms of % budget used vs SPPY at the same revenue level.

# Cleveland Metroparks – Enterprise Financial Performance – April 2018

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<b>Operating Revenues:</b>							
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Damages and Fines	535	2,240	23.9%	750	2,240	1,490	33.5%
<b>Total Revenues</b>	<b>1,204,900</b>	<b>5,902,318</b>	<b>20.4%</b>	<b>1,231,528</b>	<b>6,520,258</b>	<b>5,288,730</b>	<b>18.9%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	557,304	2,976,727	18.7%	663,836	3,759,048	3,095,212	17.7%
Contractual Services	12,839	92,854	13.8%	10,042	85,852	75,810	11.7%
Operations	255,481	2,471,580	10.3%	283,352	3,057,853	2,774,500	9.3%
<b>Total Operating Expenditures</b>	<b>825,624</b>	<b>5,541,161</b>	<b>14.9%</b>	<b>957,230</b>	<b>6,902,753</b>	<b>5,945,523</b>	<b>13.9%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>379,276</b>	<b>361,157</b>	<b>-5.0%</b>	<b>274,298</b>	<b>(382,495)</b>	<b>(656,793)</b>	<b>171.7%</b>

YTD operating surplus of \$274k, even after considering the weather impact (particularly at Merwin's).



# Cleveland Metroparks – Enterprise Financial Performance – April 2018

	Merwin's Wharf		Wallace Lake		Huntington Concessions		Edgewater Beach House	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	284,942	280,053	-	-	-	59	-	175
Operating Expenditures	347,158	393,408	978	818	1,223	2,165	1,046	12,715
Operating Surplus/(Subsidy)	(62,216)	(113,355)	(978)	(818)	(1,223)	(2,105)	(1,046)	(12,541)

	Mobile Concessions		Hinckley Lake Concessions		Edgewater Pier		East 55th Restaurant	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	-	-	-	-	-	-	-	-
Operating Expenditures	306	-	522	441	483	2,134	6,863	7,687
Operating Surplus/(Subsidy)	(306)	-	(522)	(441)	(483)	(2,134)	(6,863)	(7,687)

	East 55th Marina		Emerald Necklace Restaurant		Emerald Necklace Marina		Parking	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	549,991	583,346	2,906	5,051	127,678	134,533	58,526	45,414
Operating Expenditures	53,765	30,215	4,444	14,367	12,914	11,307	3,268	5,011
Operating Surplus/(Subsidy)	496,225	553,131	(1,538)	(9,316)	114,764	123,226	55,258	40,403

	Chalet		Ledge Lake		Enterprise Administration		Total	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	175,991	169,343	4,866	13,555	-	-	1,204,900	1,231,528
Operating Expenditures	142,547	167,676	8,472	5,077	241,634	304,211	825,624	957,230
Operating Surplus/(Subsidy)	33,444	1,667	(3,606)	8,478	(241,634)	(304,211)	379,276	274,298

Merwin's - Timing of purchases of supplies and inventory, limited patio opportunities to date this year  
Marinas – Timing of dock rental collections improved over SPPY

# Cleveland Metroparks – Nature Shops and Kiosks Financial Performance – April 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Charges for Services	82,367	528,000	15.6%	60,226	655,000	594,774	9.2%
<b>Total Revenues</b>	<b>82,367</b>	<b>528,000</b>	<b>15.6%</b>	<b>60,226</b>	<b>655,000</b>	<b>594,774</b>	<b>9.2%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	60,490	268,205	22.6%	61,971	336,097	274,126	18.4%
Contractual Services	1,014	15,572	6.5%	4,057	17,339	13,282	23.4%
Operations	24,960	229,200	10.9%	25,787	289,603	263,816	8.9%
<b>Total Operating Expenditures</b>	<b>86,465</b>	<b>512,977</b>	<b>16.9%</b>	<b>91,815</b>	<b>643,039</b>	<b>551,224</b>	<b>14.3%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>(4,098)</b>	<b>15,023</b>	<b>-127.3%</b>	<b>(31,589)</b>	<b>11,961</b>	<b>43,550</b>	<b>-364.1%</b>

Consistent with last month, slower start than expected, new Edgewater NS will help in busy season.

# Cleveland Metroparks – Nature Shops and Kiosks Financial Performance – April 2018

	North Chagrin		Rocky River		West Creek		Hinckley Lake Boat Shop	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	17,971	15,154	34,065	27,228	8,728	7,872	13,839	8,219
Operating Expenditures	9,735	9,471	21,637	24,840	6,703	5,669	30,089	34,411
Operating Surplus/(Subsidy)	8,236	5,683	12,428	2,388	2,025	2,203	(16,250)	(26,192)

	Nature Shop Mobile		Great Northern Kiosk		Southpark Kiosk		Retail Division/Admin	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	7,764	1,753	-	-	-	-	-	-
Operating Expenditures	324	685	1,921	-	1,606	1,857	14,450	14,881
Operating Surplus/(Subsidy)	7,440	1,068	(1,921)	-	(1,606)	(1,857)	(14,450)	(14,881)

	Total	
	2017	2018
Operating Revenues	82,367	60,226
Operating Expenditures	86,465	91,815
Operating Surplus/(Subsidy)	(4,098)	(31,589)

Multiple locations are behind in revenue vs SPPY; reflective of market and weather, not location.

# Cleveland Metroparks – Charges for Services

## Financial Performance – April 2018

	<b>2017</b>	<b>2018</b>
	<b>YTD</b>	<b>YTD</b>
	<b>Actual</b>	<b>Actual</b>
Golf Revenue	731,379	555,224
Zoo Revenue	2,017,138	1,809,824
Enterprise Revenue	1,204,365	1,230,778
Nature Shop/Kiosk Revenue	82,367	60,226
Subtotal	4,035,248	3,656,052
Other:		
Outdoor Experience/Recreation	104,530	127,182
Building Rental Fees	410,430	206,289
Concessionaire & Leasing	91,625	169,647
Misc	332,482	220,918
Subtotal	939,067	724,036
<b>Charges for Services Revenue</b>	<b>4,974,316</b>	<b>4,380,088</b>

Rental fees = permit based  
Concessionaire/Leasing = contract based

Special pay assignments, rebates/refunds,  
late/NSF fees, auction receipts, etc.