



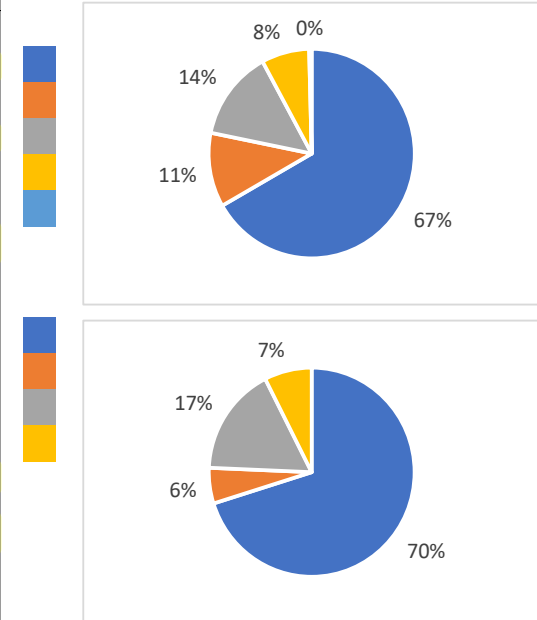
Financial Performance

July 16, 2020



Cleveland Metroparks Financial Performance – June 2020

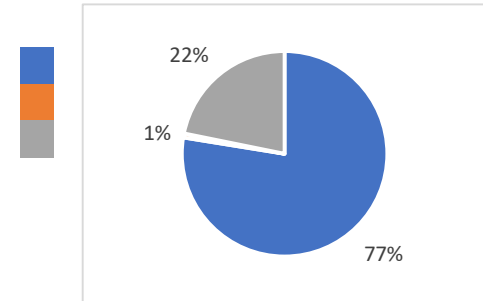
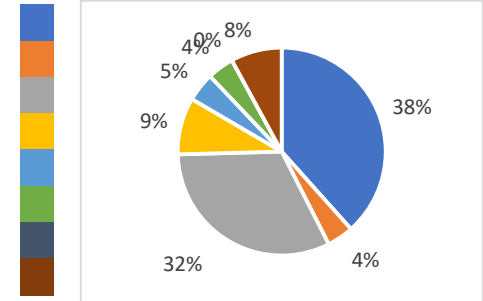
	Actual Jun '19	Actual Jun '20	Fav (Unfav)	Actual YTD Jun '19	Actual YTD Jun '20	Fav (Unfav)
Revenue:						
Property Tax	777	0	(777)	42,460,242	41,427,086	(1,033,156)
Local Gov/Grants/Gifts	1,100,229	3,153,305	2,053,076	3,850,207	7,122,464	3,272,257
Charges for Services	4,437,878	2,730,167	(1,707,711)	12,901,058	8,628,312	(4,272,746)
Self-Funded	777,792	772,074	(5,718)	4,647,322	4,663,214	15,892
Interest, Fines, Other	76,712	20,136	(56,576)	413,634	246,506	(167,128)
Total Revenue	6,393,388	6,675,682	282,294	64,272,463	62,087,582	(2,184,881)
OpEx:						
Salaries and Benefits	5,997,189	4,622,825	1,374,364	33,447,525	30,690,990	2,756,535
Contractual Services	327,852	116,779	211,073	2,595,520	2,412,122	183,398
Operations	1,897,522	917,893	979,629	10,020,514	7,376,659	2,643,855
Self-Funded Exp	484,093	503,030	(18,937)	3,151,220	3,262,197	(110,977)
Total OpEx	8,706,656	6,160,527	2,546,129	49,214,779	43,741,968	5,472,811
Op Surplus/(Subsidy)	(2,313,268)	515,155	2,828,423	15,057,684	18,345,614	3,287,930
CapEx:						
Capital Labor	43,519	105,688	(62,169)	412,364	452,893	(40,529)
Construction Expenses	917,725	1,868,275	(950,550)	4,248,776	7,195,116	(2,946,340)
Capital Equipment	25,572	111,491	(85,919)	2,051,177	798,029	1,253,148
Land Acquisition	(4,310)	1,561,665	(1,565,975)	661,972	2,750,115	(2,088,143)
Capital Animal Costs	11,984	0	11,984	15,308	3,107	12,201
Total CapEx	994,490	3,647,119	(2,652,629)	7,389,597	11,199,260	(3,809,663)
Net Surplus/(Subsidy)	(3,307,758)	(3,131,964)	175,794	7,668,087	7,146,354	(521,733)



Cleveland Metroparks - Zoo

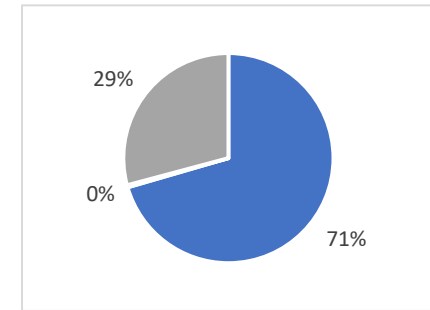
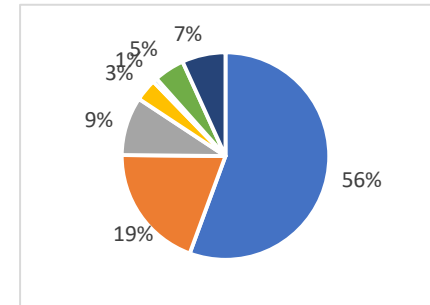
Financial Performance – June 2020

	Actual Jun '19	Actual Jun '20	Fav (Unfav)	Actual YTD Jun '19	Actual YTD Jun '20	Fav (Unfav)
Revenue:						
General/SE Admissions	1,200,757	620,870	(579,887)	2,360,221	961,847	(1,398,374)
Guest Experience	225,469	68,803	(156,666)	475,738	103,562	(372,176)
Zoo Society	0	132,557	132,557	1,187,636	802,981	(384,655)
Souvenirs/Refreshments	167,797	12,125	(155,672)	394,338	221,860	(172,478)
Education	35,110	(25,056)	(60,166)	307,372	112,269	(195,103)
Rentals & Events	22,096	(223)	(22,319)	214,517	103,880	(110,637)
Consignment	3,808	0	(3,808)	8,758	0	(8,758)
Other	(1,622)	198,958	200,580	(1,010)	199,113	200,123
Total Revenue	1,653,415	1,008,034	(645,381)	4,947,570	2,505,512	(2,442,058)
OpEx:						
Salaries and Benefits	1,308,395	926,609	381,786	7,553,953	6,909,010	644,943
Contractual Services	17,314	3,665	13,649	109,195	56,346	52,849
Operations	411,277	145,108	266,169	2,488,143	1,944,066	544,077
Total OpEx	1,736,986	1,075,382	661,604	10,151,291	8,909,422	1,241,869
Op Surplus/(Subsidy)	(83,571)	(67,348)	16,223	(5,203,721)	(6,403,910)	(1,200,189)
CapEx:						
Capital Labor	3,401	0	3,401	26,457	0	26,457
Construction Expenses	223,624	190,455	33,169	1,332,262	804,107	528,155
Capital Equipment	1,232	0	1,232	121,607	111,355	10,252
Capital Animal Costs	11,984	0	11,984	15,308	3,107	12,201
Total CapEx	240,241	190,455	49,786	1,495,634	918,569	577,065
Net Surplus/(Subsidy)	(323,812)	(257,803)	66,009	(6,699,355)	(7,322,479)	(623,124)
Restricted Revenue	67,571	1,082,403	1,014,832	461,108	1,935,892	1,474,784
Restricted Expenses	59,113	855,438	(796,325)	493,141	2,146,772	(1,653,631)
Restricted Surplus/(Subsidy)	8,458	226,965	218,507	(32,033)	(210,880)	(178,847)



Cleveland Metroparks - Golf Financial Performance – June 2020

	Actual Jun '19	Actual Jun '20	Fav (Unfav)	Actual YTD Jun '19	Actual YTD Jun '20	Fav (Unfav)
Revenue:						
Greens Fees	614,386	826,045	211,659	1,264,375	1,660,102	395,727
Equipment Rentals	226,312	317,261	90,949	499,223	583,798	84,575
Food Service	142,162	125,283	(16,879)	323,228	272,440	(50,788)
Merchandise Sales	69,468	62,051	(7,417)	157,445	103,346	(54,099)
Pro Services	24,246	(11,745)	(35,991)	146,983	19,978	(127,005)
Driving Range	63,574	77,316	13,742	170,580	142,935	(27,645)
Other	55,592	69,082	13,490	265,747	202,824	(62,923)
Total Revenue	1,195,740	1,465,293	269,553	2,827,581	2,985,423	157,842
OpEx:						
Salaries and Benefits	425,342	399,686	25,656	1,958,191	1,772,220	185,971
Contractual Services	1,386	2,097	(711)	9,436	8,291	1,145
Operations	250,549	203,138	47,411	895,890	733,101	162,789
Total OpEx	677,277	604,921	72,356	2,863,517	2,513,612	349,905
Op Surplus/(Subsidy)	518,463	860,372	341,909	(35,936)	471,811	507,747
CapEx:						
Capital Labor	348	6,222	(5,874)	97,780	68,274	29,506
Construction Expenses	11,137	0	11,137	265,104	79,386	185,718
Capital Equipment	0	0	0	818,140	40,752	777,388
Total CapEx	11,485	6,222	5,263	1,181,024	188,412	992,612
Net Surplus/(Subsidy)	506,978	854,150	347,172	(1,216,960)	283,399	1,500,359



Cleveland Metroparks - Golf

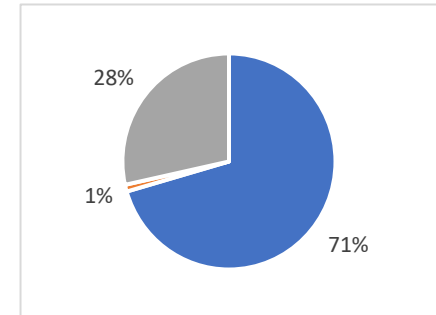
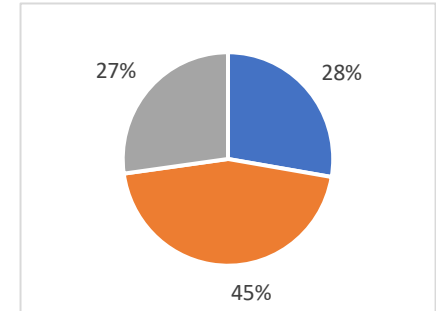
Financial Performance – June 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20
Operating Revenue	501,523	519,219	141,204	172,409	87,349	72,262	414,453	491,785	540,524	544,897
Operating Expenses	<u>421,518</u>	<u>414,619</u>	<u>119,896</u>	<u>67,538</u>	<u>97,224</u>	<u>67,941</u>	<u>416,309</u>	<u>407,342</u>	<u>586,920</u>	<u>512,585</u>
Operating Surplus/(Subsidy)	80,005	104,600	21,308	104,871	(9,875)	4,321	(1,856)	84,443	(46,396)	32,312
Capital Labor	0	0	0	0	0	0	0	0	33,936	0
Construction Expenses	0	0	0	0	0	0	0	0	263,162	0
Capital Equipment	<u>476,890</u>	<u>13,584</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>316,875</u>	<u>13,584</u>	<u>0</u>	<u>13,584</u>
Total Capital Expenditures	476,890	13,584	0	0	0	0	316,875	13,584	297,098	13,584
Net Surplus/(Subsidy)	(396,885)	91,016	21,308	104,871	(9,875)	4,321	(318,731)	70,859	(343,494)	18,728

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20
Operating Revenue	403,466	437,429	252,832	203,974	465,638	522,350	20,592	21,098	2,827,581	2,985,423
Operating Expenses	<u>378,439</u>	<u>336,157</u>	<u>203,190</u>	<u>148,255</u>	<u>401,821</u>	<u>370,949</u>	<u>238,200</u>	<u>188,226</u>	<u>2,863,517</u>	<u>2,513,612</u>
Operating Surplus/(Subsidy)	25,027	101,272	49,642	55,719	63,817	151,401	(217,608)	(167,128)	(35,936)	471,811
Capital Labor	0	0	0	0	63,844	68,274	0	0	97,780	68,274
Construction Expenses	0	0	0	79,386	1,942	0	0	0	265,104	79,386
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>24,375</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>818,140</u>	<u>40,752</u>
Total Capital Expenditures	0	0	0	79,386	90,161	68,274	0	0	1,181,024	188,412
Net Surplus/(Subsidy)	25,027	101,272	49,642	(23,667)	(26,344)	83,127	(217,608)	(167,128)	(1,216,960)	283,399

Cleveland Metroparks – Enterprise Financial Performance – June 2020

	Actual Jun '19	Actual Jun '20	Fav (Unfav)	Actual YTD Jun '19	Actual YTD Jun '20	Fav (Unfav)
Revenue:						
Concessions	955,733	222,184	(733,549)	1,652,499	398,253	(1,254,246)
Dock Rentals	5,038	5,827	789	728,272	648,461	(79,811)
Other	<u>219,404</u>	<u>103,197</u>	<u>(116,207)</u>	<u>621,461</u>	<u>390,944</u>	<u>(230,517)</u>
Total Revenue	1,180,175	331,208	(848,967)	3,002,232	1,437,658	(1,564,574)
OpEx:						
Salaries and Benefits	438,350	224,684	213,666	1,507,737	1,115,307	392,430
Contractual Services	4,629	1,232	3,397	20,325	16,153	4,172
Operations	<u>384,275</u>	<u>159,135</u>	<u>225,140</u>	<u>957,232</u>	<u>450,342</u>	<u>506,890</u>
Total OpEx	827,254	385,051	442,203	2,485,294	1,581,802	903,492
Op Surplus/(Subsidy)	352,921	(53,843)	(406,764)	516,938	(144,144)	(661,082)
CapEx:						
Capital Labor	0	1,811	(1,811)	0	6,648	(6,648)
Construction Expenses	7,841	13,411	(5,570)	122,825	93,972	28,853
Capital Equipment	<u>4,230</u>	<u>(27)</u>	<u>4,257</u>	<u>7,194</u>	<u>10,042</u>	<u>(2,848)</u>
Total CapEx	12,071	15,195	(3,124)	130,019	110,662	19,357
Net Surplus/(Subsidy)	340,850	(69,038)	(409,888)	386,919	(254,806)	(641,725)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – June 2020

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20
Operating Revenue	901,310	109,990	281,858	77,937	637,970	579,539	221,245	101,697
Operating Expenses	<u>855,690</u>	<u>390,057</u>	<u>163,927</u>	<u>74,959</u>	<u>114,994</u>	<u>83,954</u>	<u>171,200</u>	<u>111,935</u>
Operating Surplus/(Subsidy)	45,620	(280,067)	117,931	2,978	522,976	495,585	50,045	(10,238)
Capital Labor	0	6,648	0	0	0	0	0	0
Construction Expenses	2,002	26,303	0	0	54,330	39,833	0	0
Capital Equipment	<u>0</u>	<u>10,042</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	2,002	42,993	0	0	54,330	39,833	0	0
Net Surplus/(Subsidy)	43,618	(323,060)	117,931	2,978	468,646	455,752	50,045	(10,238)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20
Operating Revenue	35,453	17,463	12,184	0	217,314	239,626	170,321	21,710
Operating Expenses	<u>60,911</u>	<u>17,048</u>	<u>10,407</u>	<u>1,332</u>	<u>76,915</u>	<u>65,366</u>	<u>166,768</u>	<u>76,908</u>
Operating Surplus/(Subsidy)	(25,458)	415	1,777	(1,332)	140,399	174,260	3,553	(55,198)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	43,439	2,787	0	0	4,087	0	7,232	49
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,375</u>	<u>0</u>
Total Capital Expenditures	43,439	2,787	0	0	4,087	0	8,607	49
Net Surplus/(Subsidy)	(68,897)	(2,372)	1,777	(1,332)	136,312	174,260	(5,054)	(55,247)

Cleveland Metroparks – Enterprise Financial Performance – June 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20		
Operating Revenue	41,068	16,005	23,836	10,623	12,934	0	57,986	32,332		
Operating Expenses	<u>32,730</u>	<u>11,869</u>	<u>18,156</u>	<u>6,995</u>	<u>11,380</u>	<u>1,006</u>	<u>47,065</u>	<u>17,013</u>		
Operating Surplus/(Subsidy)	8,338	4,136	5,680	3,628	1,554	(1,006)	10,921	15,319		
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)	8,338	4,136	5,680	3,628	1,554	(1,006)	10,921	15,319		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20	YTD Jun '19	YTD Jun '20
Operating Revenue	206,097	206,367	104,909	410	77,747	23,959	0	0	3,002,232	1,437,658
Operating Expenses	<u>190,610</u>	<u>172,586</u>	<u>48,876</u>	<u>5,179</u>	<u>12,751</u>	<u>9,804</u>	<u>502,914</u>	<u>535,791</u>	<u>2,485,294</u>	<u>1,581,802</u>
Operating Surplus/(Subsidy)	15,487	33,781	56,033	(4,769)	64,996	14,155	(502,914)	(535,791)	516,938	(144,144)
Capital Labor	0	0	0	0	0	0	0	0	0	6,648
Construction Expenses	7,373	0	4,362	0	0	0	0	25,000	122,825	93,972
Capital Equipment	<u>4,230</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,589</u>	<u>0</u>	<u>7,194</u>	<u>10,042</u>
Total Capital Expenditures	11,603	0	4,362	0	0	0	1,589	25,000	130,019	110,662
Net Surplus/(Subsidy)	3,884	33,781	51,671	(4,769)	64,996	14,155	(504,503)	(560,791)	386,919	(254,806)