



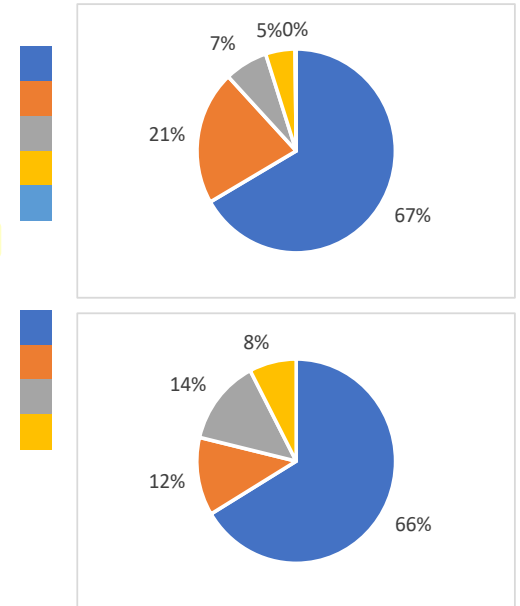
Financial Performance

February 18, 2021



Cleveland Metroparks January 2021

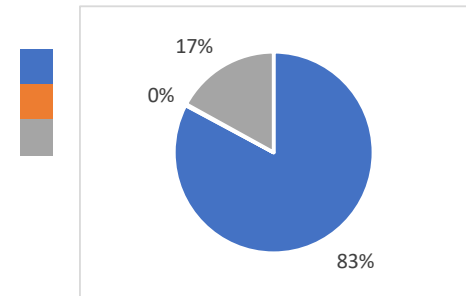
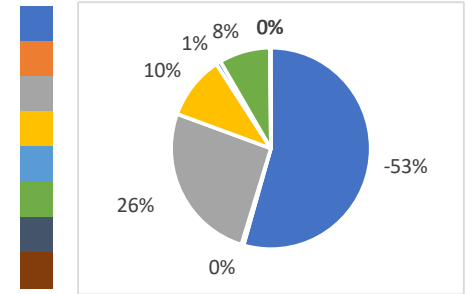
	Actual Jan '20	Actual Jan '21	Fav (Unfav)	Actual YTD Jan '20	Actual YTD Jan '21	Fav (Unfav)
Revenue:						
Property Tax	6,280,000	5,167,000	(1,113,000)	6,280,000	5,167,000	(1,113,000)
Local Gov/Grants/Gifts	599,077	1,652,724	1,053,647	599,077	1,652,724	1,053,647
Charges for Services	1,631,451	544,839	(1,086,612)	1,631,451	544,839	(1,086,612)
Self-Funded	781,098	371,438	(409,660)	781,098	371,438	(409,660)
Interest, Fines, Other	<u>58,335</u>	<u>14,616</u>	<u>(43,719)</u>	<u>58,335</u>	<u>14,616</u>	<u>(43,719)</u>
Total Revenue	9,349,961	7,750,617	(1,599,344)	9,349,961	7,750,617	(1,599,344)
OpEx:						
Salaries and Benefits	5,081,752	4,531,002	550,750	5,081,752	4,531,002	550,750
Contractual Services	323,642	845,166	(521,524)	323,642	845,166	(521,524)
Operations	1,505,260	928,310	576,950	1,505,260	928,310	576,950
Self-Funded Exp	<u>610,417</u>	<u>522,882</u>	<u>87,535</u>	<u>610,417</u>	<u>522,882</u>	<u>87,535</u>
Total OpEx	7,521,071	6,827,360	693,711	7,521,071	6,827,360	693,711
Op Surplus/(Subsidy)	1,828,890	923,257	(905,633)	1,828,890	923,257	(905,633)
CapEx:						
Capital Labor	0	105,488	(105,488)	0	105,488	(105,488)
Construction Expenses	1,341,559	2,980,185	(1,638,626)	1,341,559	2,980,185	(1,638,626)
Capital Equipment	34,875	299,911	(265,036)	34,875	299,911	(265,036)
Land Acquisition	811,550	616,909	194,641	811,550	616,909	194,641
Capital Animal Costs	<u>1,796</u>	<u>4,024</u>	<u>(2,228)</u>	<u>1,796</u>	<u>4,024</u>	<u>(2,228)</u>
Total CapEx	2,189,780	4,006,517	(1,816,737)	2,189,780	4,006,517	(1,816,737)
Net Surplus/(Subsidy)	(360,890)	(3,083,260)	(2,722,370)	(360,890)	(3,083,260)	(2,722,370)



Cleveland Metroparks - Zoo

January 2021

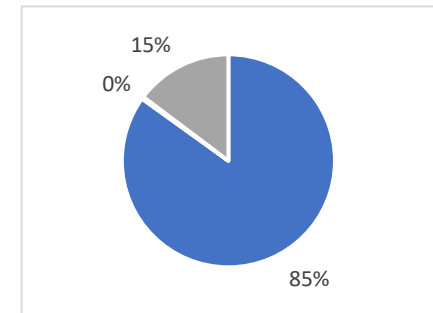
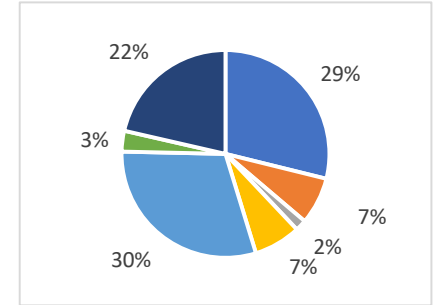
	Actual Jan '20	Actual Jan '21	Fav (Unfav)	Actual YTD Jan '20	Actual YTD Jan '21	Fav (Unfav)
Revenue:						
General/SE Admissions	95,132	(401,411)	(496,543)	95,132	(401,411)	(496,543)
Guest Experience	4,989	2,823	(2,166)	4,989	2,823	(2,166)
Zoo Society	527,563	190,051	(337,512)	527,563	190,051	(337,512)
Souvenirs/Refreshments	139,618	75,563	(64,055)	139,618	75,563	(64,055)
Education	16,314	5,660	(10,654)	16,314	5,660	(10,654)
Rentals & Events	59,790	61,186	1,396	59,790	61,186	1,396
Consignment	0	0	0	0	0	0
Other	(433)	1,016	1,449	(433)	1,016	1,449
Total Revenue	842,973	(65,112)	(908,085)	842,973	(65,112)	(908,085)
OpEx:						
Salaries and Benefits	1,181,755	1,056,074	125,681	1,181,755	1,056,074	125,681
Contractual Services	11,306	2,682	8,624	11,306	2,682	8,624
Operations	561,036	217,263	343,773	561,036	217,263	343,773
Total OpEx	1,754,097	1,276,019	478,078	1,754,097	1,276,019	478,078
Op Surplus/(Subsidy)	(911,124)	(1,341,131)	(430,007)	(911,124)	(1,341,131)	(430,007)
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	188,547	97,478	91,069	188,547	97,478	91,069
Capital Equipment	26,681	3,560	23,121	26,681	3,560	23,121
Capital Animal Costs	1,796	4,024	(2,228)	1,796	4,024	(2,228)
Total CapEx	217,024	105,062	111,962	217,024	105,062	111,962
Net Surplus/(Subsidy)	(1,128,148)	(1,446,193)	(318,045)	(1,128,148)	(1,446,193)	(318,045)
Restricted Revenue	99,083	171,462	72,379	99,083	171,462	72,379
Restricted Expenses	383,037	245,008	138,029	383,037	245,008	138,029
Restricted Surplus/(Subsidy)	(283,954)	(73,546)	210,408	(283,954)	(73,546)	210,408



Cleveland Metroparks - Golf

January 2021

	Actual Jan '20	Actual Jan '21	Fav (Unfav)	Actual YTD Jan '20	Actual YTD Jan '21	Fav (Unfav)
Revenue:						
Greens Fees	8,962	9,888	926	8,962	9,888	926
Equipment Rentals	3,632	2,521	(1,111)	3,632	2,521	(1,111)
Food Service	19,371	599	(18,772)	19,371	599	(18,772)
Merchandise Sales	1,418	2,503	1,085	1,418	2,503	1,085
Pro Services	7,915	10,310	2,395	7,915	10,310	2,395
Driving Range	1,402	1,106	(296)	1,402	1,106	(296)
Other	5,030	7,339	2,309	5,030	7,339	2,309
Total Revenue	47,730	34,266	(13,464)	47,730	34,266	(13,464)
OpEx:						
Salaries and Benefits	246,534	235,374	11,160	246,534	235,374	11,160
Contractual Services	657	953	(296)	657	953	(296)
Operations	63,051	40,850	22,201	63,051	40,850	22,201
Total OpEx	310,242	277,177	33,065	310,242	277,177	33,065
Op Surplus/(Subsidy)	(262,512)	(242,911)	19,601	(262,512)	(242,911)	19,601
CapEx:						
Capital Labor	0	18,664	(18,664)	0	18,664	(18,664)
Construction Expenses	0	5,166	(5,166)	0	5,166	(5,166)
Capital Equipment	0	10,844	(10,844)	0	10,844	(10,844)
Total CapEx	0	34,674	(34,674)	0	34,674	(34,674)
Net Surplus/(Subsidy)	(262,512)	(277,585)	(15,073)	(262,512)	(277,585)	(15,073)



Cleveland Metroparks - Golf

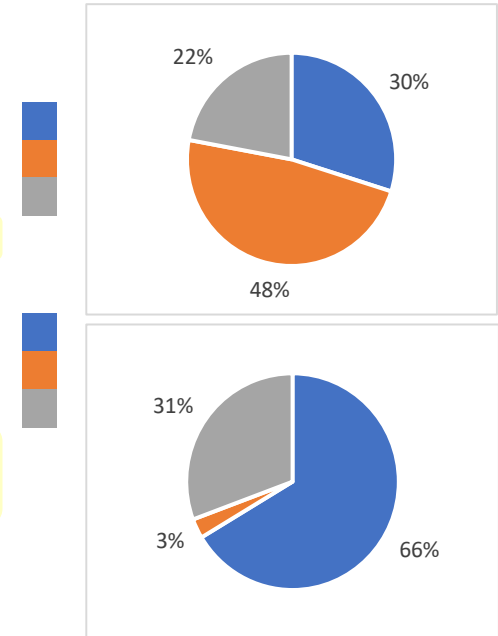
January 2021

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21
Operating Revenue	4,803	7,703	1,225	690	155	55	20,253	7,052	8,034	2,722
Operating Expenses	37,845	46,885	2,999	12,856	7,499	7,732	48,092	45,546	60,775	52,201
Operating Surplus/(Subsidy)	(33,042)	(39,182)	(1,774)	(12,166)	(7,344)	(7,677)	(27,839)	(38,494)	(52,741)	(49,479)
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0	0	0	0	1,541
Capital Equipment	0	0	0	0	0	0	0	0	0	3,873
Total Capital Expenditures	0	0	0	0	0	0	0	0	0	5,414
Net Surplus/(Subsidy)	(33,042)	(39,182)	(1,774)	(12,166)	(7,344)	(7,677)	(27,839)	(38,494)	(52,741)	(54,893)

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21
Operating Revenue	3,889	1,876	2,173	1,561	5,493	10,405	1,705	2,202	47,730	34,266
Operating Expenses	36,908	43,025	24,517	22,352	40,963	40,661	50,644	5,919	310,242	277,177
Operating Surplus/(Subsidy)	(33,019)	(41,149)	(22,344)	(20,791)	(35,470)	(30,256)	(48,939)	(3,717)	(262,512)	(242,911)
Capital Labor	0	0	0	0	0	18,665	0	0	0	18,665
Construction Expenses	0	3,625	0	0	0	0	0	0	0	5,166
Capital Equipment	0	3,485	0	3,485	0	0	0	0	0	10,843
Total Capital Expenditures	0	7,110	0	3,485	0	18,665	0	0	0	34,674
Net Surplus/(Subsidy)	(33,019)	(48,259)	(22,344)	(24,276)	(35,470)	(48,921)	(48,939)	(3,717)	(262,512)	(277,585)

Cleveland Metroparks – Enterprise January 2021

	Actual Jan '20	Actual Jan '21	Fav (Unfav)	Actual YTD Jan '20	Actual YTD Jan '21	Fav (Unfav)
Revenue:						
Concessions	45,904	134,851	88,947	45,904	134,851	88,947
Dock Rentals	188,740	217,066	28,326	188,740	217,066	28,326
Other	<u>86,107</u>	<u>99,693</u>	<u>13,586</u>	<u>86,107</u>	<u>99,693</u>	<u>13,586</u>
Total Revenue	320,751	451,610	130,859	320,751	451,610	130,859
OpEx:						
Salaries and Benefits	183,299	212,999	(29,700)	183,299	212,999	(29,700)
Contractual Services	6,365	9,412	(3,047)	6,365	9,412	(3,047)
Operations	<u>70,526</u>	<u>98,400</u>	<u>(27,874)</u>	<u>70,526</u>	<u>98,400</u>	<u>(27,874)</u>
Total OpEx	260,190	320,811	(60,621)	260,190	320,811	(60,621)
Op Surplus/(Subsidy)	60,561	130,799	70,238	60,561	130,799	70,238
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	2,836	(2)	2,838	2,836	(2)	2,838
Capital Equipment	<u>2,959</u>	<u>0</u>	<u>2,959</u>	<u>2,959</u>	<u>0</u>	<u>2,959</u>
Total CapEx	5,795	(2)	5,797	5,795	(2)	5,797
Net Surplus/(Subsidy)	54,766	130,801	76,035	54,766	130,801	76,035



Other includes non-concession Chalet fees, parking, hayrides, aquatics, gift cards, misc., etc.

Cleveland Metroparks – Enterprise

January 2021

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21
Operating Revenue	30,692	173,540	0	0	178,237	160,146	0	0
Operating Expenses	<u>85,068</u>	<u>178,282</u>	<u>6,211</u>	<u>6,103</u>	<u>4,911</u>	<u>9,265</u>	<u>5,403</u>	<u>368</u>
Operating Surplus/(Subsidy)	(54,376)	(4,742)	(6,211)	(6,103)	173,326	150,881	(5,403)	(368)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	(2)	0	0	0	0	0	0
Capital Equipment	<u>2,958</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	2,958	(2)	0	0	0	0	0	0
Net Surplus/(Subsidy)	(57,334)	(4,740)	(6,211)	(6,103)	173,326	150,881	(5,403)	(368)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21
Operating Revenue	2,160	900	0	0	8,640	58,596	2,240	0
Operating Expenses	<u>574</u>	<u>493</u>	<u>265</u>	<u>326</u>	<u>697</u>	<u>5,579</u>	<u>9,099</u>	<u>536</u>
Operating Surplus/(Subsidy)	1,586	407	(265)	(326)	7,943	53,017	(6,859)	(536)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	2,788	0	0	0	0	0	49	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	2,788	0	0	0	0	0	49	0
Net Surplus/(Subsidy)	(1,202)	407	(265)	(326)	7,943	53,017	(6,908)	(536)

Cleveland Metroparks – Enterprise January 2021

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21
Operating Revenue	0	0	0	0	0	0	0	0		
Operating Expenses	45	49	12	12	20	5	164	(33)		
Operating Surplus/(Subsidy)	(45)	(49)	(12)	(12)	(20)	(5)	(164)	33		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	0	0	0	0	0	0	0	0		
Total Capital Expenditures	0	0	0	0	0	0	0	0		
Net Surplus/(Subsidy)	(45)	(49)	(12)	(12)	(20)	(5)	(164)	33		

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21	YTD Jan '20	YTD Jan '21
Operating Revenue	96,529	51,492	165	0	2,088	6,936	0	0	320,751	451,610
Operating Expenses	68,890	51,431	183	263	748	454	77,900	67,678	260,190	320,811
Operating Surplus/(Subsidy)	27,639	61	(18)	(263)	1,340	6,482	(77,900)	(67,678)	60,561	130,799
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0	0	0	2,837	(2)
Capital Equipment	0	0	0	0	0	0	0	0	2,958	0
Total Capital Expenditures	0	0	0	0	0	0	0	0	5,795	(2)
Net Surplus/(Subsidy)	27,639	61	(18)	(263)	1,340	6,482	(77,900)	(67,678)	54,766	130,801