



Financial Performance

June 19, 2018



Cleveland Metroparks Financial Performance – May 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
Revenues:							
Property Tax	40,771,856	74,233,000	54.9%	43,699,771	75,283,000	31,583,229	58.0%
Local Gov't, Donations, Gifts, Grants	3,223,843	24,589,603	13.1%	2,827,297	23,044,577	20,217,279	12.3%
Interest Income	94,270	225,000	41.9%	112,679	225,000	112,321	50.1%
Charges for Services	7,045,038	26,250,411	26.8%	6,999,966	27,367,062	20,367,096	25.6%
Damages and Fines	37,238	140,192	26.6%	50,020	93,768	43,748	53.3%
Self-Funded	3,634,402	9,761,000	37.2%	3,853,457	9,739,879	5,886,422	39.6%
Total Revenues	54,806,647	135,199,206	40.5%	57,543,190	135,753,286	78,210,096	42.4%
Operating Expenditures:							
Salaries and Benefits	23,009,752	65,695,610	35.0%	23,890,396	67,147,279	43,256,883	35.6%
Contractual Services	2,135,926	6,305,092	33.9%	2,524,540	7,753,060	5,228,520	32.6%
Operations	7,114,472	25,899,670	27.5%	7,390,742	26,326,003	18,935,261	28.1%
Self-Funded	2,633,803	7,670,000	34.3%	2,365,633	8,122,252	5,756,619	29.1%
Operating Expenditures	34,893,953	105,570,372	33.1%	36,171,311	109,348,594	73,177,283	33.1%
Operating Results - Surplus/(Subsidy)	19,912,694	29,628,835	67.2%	21,371,879	26,404,692	5,032,813	80.9%
Capital Expenditures:							
Capital Project Labor	-	876,945	0.0%	390,278	1,075,000	684,722	36.3%
Capital Material	1,610,936	6,823,381	23.6%	761,046	5,766,393	5,005,347	13.2%
Capital Contracts	4,735,067	36,795,011	12.9%	6,473,173	33,832,292	27,359,119	19.1%
Capital Equipment	1,022,703	2,767,725	37.0%	1,222,812	3,083,173	1,860,361	39.7%
Animal Acquisition	20,802	88,467	23.5%	12,676	77,100	64,424	16.4%
Land Acquisition	612,005	1,982,543	30.9%	2,177,408	4,198,181	2,020,773	51.9%
Capital Expenditures	8,001,512	49,334,071	16.2%	11,037,391	48,032,139	36,994,748	23.0%

+ \$2.9m over SPPY, starting to normalize (was \$5.8M last month), 58% of budget

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Animal Acquisition	20,802	88,467	23.5%	12,676	77,100	64,424	16.4%
Land Acquisition	612,005	1,982,543	30.9%	2,177,408	4,198,181	2,020,773	51.9%
Capital Expenditures	8,001,512	49,334,071	16.2%	11,037,391	48,032,139	36,994,748	23.0%

On pace with SPPY % budget used, funds from reimbursement programs will increase actual \$\$

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On pace with budget used and revenue SPPY despite weather – mixed results by division

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On track and as expected

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Currently outperforming SPPY, driven by taxes at this point of the year

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Watching closely, tracking as expected, same % of budget used as SPPY

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Claim activity continues to come in under avg (\$135k)

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Revenues:							
Property Tax	40,771,856	74,233,000	54.9%	43,699,771	75,283,000	31,583,229	58.0%
Local Gov't, Donations, Gifts, Grants	3,223,843	24,589,603	13.1%	2,827,297	23,044,577	20,217,279	12.3%
Interest Income	94,270	225,000	41.9%	112,679	225,000	112,321	50.1%
Charges for Services	7,045,038	26,250,411	26.8%	6,999,966	27,367,062	20,367,096	25.6%
Damages and Fines	37,238	140,192	26.6%	50,020	93,768	43,748	53.3%
Self-Funded	3,634,402	9,761,000	37.2%	3,853,457	9,739,879	5,886,422	39.6%
Total Revenues	54,806,647	135,199,206	40.5%	57,543,190	135,753,286	78,210,096	42.4%
Operating Expenditures:							
Salaries and Benefits	23,009,752	65,695,610	35.0%	23,890,396	67,147,279	43,256,883	35.6%
Contractual Services	2,135,926	6,305,092	33.9%	2,524,540	7,753,060	5,228,520	32.6%
Operations	7,114,472	25,899,670	27.5%	7,390,742	26,326,003	18,935,261	28.1%
Self-Funded	2,633,803	7,670,000	34.3%	2,365,633	8,122,252	5,756,619	29.1%
Operating Expenditures	34,893,953	105,570,372	33.1%	36,171,311	109,348,594	73,177,283	33.1%
Operating Results - Surplus/(Subsidy)	19,912,694	29,628,835	67.2%	21,371,879	26,404,692	5,032,813	80.9%
Capital Expenditures:							
Capital Project Labor	-	876,945	0.0%	390,278	1,075,000	684,722	36.3%
Capital Material	1,610,936	6,823,381	23.6%	761,046	5,766,393	5,005,347	13.2%
Capital Contracts	4,735,067	36,795,011	12.9%	6,473,173	33,832,292	27,359,119	19.1%
Capital Equipment	1,022,703	2,767,725	37.0%	1,222,812	3,083,173	1,860,361	39.7%
Animal Acquisition	20,802	88,467	23.5%	12,676	77,100	64,424	16.4%
Land Acquisition	612,005	1,982,543	30.9%	2,177,408	4,198,181	2,020,773	51.9%
Capital Expenditures	8,001,512	49,334,071	16.2%	11,037,391	48,032,139	36,994,748	23.0%

OpEx %
budget used
equals SPPY;
surplus is
currently up
\$1.46M vs
\$2.6M last
month as PPT
revenue
normalizes

Cleveland Metroparks Financial Performance – May 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
Revenues:							
Property Tax	40,771,856	74,233,000	54.9%	43,699,771	75,283,000	31,583,229	58.0%
Local Gov't, Donations, Gifts, Grants	3,223,843	24,589,603	13.1%	2,827,297	23,044,577	20,217,279	12.3%
Interest Income	94,270	225,000	41.9%	112,679	225,000	112,321	50.1%
Charges for Services	7,045,038	26,250,411	26.8%	6,999,966	27,367,062	20,367,096	25.6%
Damages and Fines	37,238	140,192	26.6%	50,020	93,768	43,748	53.3%
Self-Funded	3,634,402	9,761,000	37.2%	3,853,457	9,739,879	5,886,422	39.6%
Total Revenues	54,806,647	135,199,206	40.5%	57,543,190	135,753,286	78,210,096	42.4%
Operating Expenditures:							
Salaries and Benefits	23,009,752	65,695,610	35.0%	23,890,396	67,147,279	43,256,883	35.6%
Contractual Services	2,135,926	6,305,092	33.9%	2,524,540	7,753,060	5,228,520	32.6%
Operations	7,114,472	25,899,670	27.5%	7,390,742	26,326,003	18,935,261	28.1%
Self-Funded	2,633,803	7,670,000	34.3%	2,365,633	8,122,252	5,756,619	29.1%
Operating Expenditures	34,893,953	105,570,372	33.1%	36,171,311	109,348,594	73,177,283	33.1%
Operating Results - Surplus/(Subsidy)	19,912,694	29,628,835	67.2%	21,371,879	26,404,692	5,032,813	80.9%
Capital Expenditures:							
Capital Project Labor	-	876,945	0.0%	390,278	1,075,000	684,722	36.3%
Capital Material	1,610,936	6,823,381	23.6%	761,046	5,766,393	5,005,347	13.2%
Capital Contracts	4,735,067	36,795,011	12.9%	6,473,173	33,832,292	27,359,119	19.1%
Capital Equipment	1,022,703	2,767,725	37.0%	1,222,812	3,083,173	1,860,361	39.7%
Animal Acquisition	20,802	88,467	23.5%	12,676	77,100	64,424	16.4%
Land Acquisition	612,005	1,982,543	30.9%	2,177,408	4,198,181	2,020,773	51.9%
Capital Expenditures	8,001,512	49,334,071	16.2%	11,037,391	48,032,139	36,994,748	23.0%

\$3M delta in YTD actual is same as last month, driven by land acquisition and construction contracts on large capital projects

Cleveland Metroparks - Golf Financial Performance – May 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
Operating Revenues:							
Driving Range/Practice Tee	100,274	304,786	32.9%	93,164	334,800	241,636	27.8%
Equipment Rentals	205,734	1,476,430	13.9%	257,983	1,533,158	1,275,175	16.8%
Food Service	169,345	751,000	22.5%	209,371	917,650	708,279	22.8%
Greens Fees	630,542	3,330,279	18.9%	588,589	3,285,241	2,696,652	17.9%
Merchandise Sales	76,110	382,285	19.9%	81,021	370,500	289,479	21.9%
Professional Services	38,387	128,102	30.0%	97,586	118,423	20,837	82.4%
Other Golf Revenue	173,136	421,554	41.1%	184,549	306,430	121,881	60.2%
Total Revenues	1,393,528	6,794,436	20.5%	1,512,263	6,866,202	5,353,939	22.0%
Operating Expenditures:							
Salaries and Benefits	1,277,038	3,936,501	32.4%	1,204,442	4,106,122	2,901,680	29.3%
Contractual Services	9,519	61,709	15.4%	7,305	58,319	51,014	12.5%
Operations	613,515	2,715,799	22.6%	676,418	2,751,975	2,075,557	24.6%
<i>Utilities</i>	131,835	517,542	25.5%	129,769	532,236	402,468	24.4%
<i>Operating Expenses</i>	481,680	2,198,257	21.9%	546,649	2,219,739	1,673,089	24.6%
Total Operating Expenditures	1,900,072	6,714,009	28.3%	1,888,164	6,916,416	5,028,252	27.3%
Operating Results - Surplus/(Subsidy)	(506,544)	80,427	-729.8%	(375,902)	(50,214)	325,688	-748.6%
Capital Expenditures:							
Capital Labor	-	-	0.0%	83,112	400,000	316,888	20.8%
Capital Material	16,931	952,400	1.8%	90,293	699,139	608,846	12.9%
Capital Contracts	191,929	1,486,677	12.9%	45,905	1,118,187	1,072,283	4.1%
Capital Equipment	389,026	697,663	55.8%	425,597	646,473	220,876	65.8%
Total Capital Expenditures	597,887	3,136,740	19.1%	644,906	2,863,799	2,218,892	22.5%
Net Surplus/(Subsidy)	(1,104,431)	(3,056,313)	36.1%	(1,020,808)	(2,914,013)	(1,893,205)	35.0%

\$950k May vs \$662k SPPY, with lower greens fees than SPPY

Cleveland Metroparks - Golf Financial Performance – May 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
Operating Revenues:							
Driving Range/Practice Tee	100,274	304,786	32.9%	93,164	334,800	241,636	27.8%
Equipment Rentals	205,734	1,476,430	13.9%	257,983	1,533,158	1,275,175	16.8%
Food Service	169,345	751,000	22.5%	209,371	917,650	708,279	22.8%
Greens Fees	630,542	3,330,279	18.9%	588,589	3,285,241	2,696,652	17.9%
Merchandise Sales	76,110	382,285	19.9%	81,021	370,500	289,479	21.9%
Professional Services	38,387	128,102	30.0%	97,586	118,423	20,837	82.4%
Other Golf Revenue	173,136	421,554	41.1%	184,549	306,430	121,881	60.2%
Total Revenues	1,393,528	6,794,436	20.5%	1,512,263	6,866,202	5,353,939	22.0%
Operating Expenditures:							
Salaries and Benefits	1,277,038	3,936,501	32.4%	1,204,442	4,106,122	2,901,680	29.3%
Contractual Services	9,519	61,709	15.4%	7,305	58,319	51,014	12.5%
Operations	613,515	2,715,799	22.6%	676,418	2,751,975	2,075,557	24.6%
<i>Utilities</i>	131,835	517,542	25.5%	129,769	532,236	402,468	24.4%
<i>Operating Expenses</i>	481,680	2,198,257	21.9%	546,649	2,219,739	1,673,089	24.6%
Total Operating Expenditures	1,900,072	6,714,009	28.3%	1,888,164	6,916,416	5,028,252	27.3%
Operating Results - Surplus/(Subsidy)	(506,544)	80,427	-729.8%	(375,902)	(50,214)	325,688	-748.6%
Capital Expenditures:							
Capital Labor	-	-	0.0%	83,112	400,000	316,888	20.8%
Capital Material	16,931	952,400	1.8%	90,293	699,139	608,846	12.9%
Capital Contracts	191,929	1,486,677	12.9%	45,905	1,118,187	1,072,283	4.1%
Capital Equipment	389,026	697,663	55.8%	425,597	646,473	220,876	65.8%
Total Capital Expenditures	597,887	3,136,740	19.1%	644,906	2,863,799	2,218,892	22.5%
Net Surplus/(Subsidy)	(1,104,431)	(3,056,313)	36.1%	(1,020,808)	(2,914,013)	(1,893,205)	35.0%

OpEx being managed very well, \$12k below SPPY with \$118k more revenue

Cleveland Metroparks - Golf Financial Performance – May 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
Operating Revenues:							
Driving Range/Practice Tee	100,274	304,786	32.9%	93,164	334,800	241,636	27.8%
Equipment Rentals	205,734	1,476,430	13.9%	257,983	1,533,158	1,275,175	16.8%
Food Service	169,345	751,000	22.5%	209,371	917,650	708,279	22.8%
Greens Fees	630,542	3,330,279	18.9%	588,589	3,285,241	2,696,652	17.9%
Merchandise Sales	76,110	382,285	19.9%	81,021	370,500	289,479	21.9%
Professional Services	38,387	128,102	30.0%	97,586	118,423	20,837	82.4%
Other Golf Revenue	173,136	421,554	41.1%	184,549	306,430	121,881	60.2%
Total Revenues	1,393,528	6,794,436	20.5%	1,512,263	6,866,202	5,353,939	22.0%
Operating Expenditures:							
Salaries and Benefits	1,277,038	3,936,501	32.4%	1,204,442	4,106,122	2,901,680	29.3%
Contractual Services	9,519	61,709	15.4%	7,305	58,319	51,014	12.5%
Operations	613,515	2,715,799	22.6%	676,418	2,751,975	2,075,557	24.6%
<i>Utilities</i>	131,835	517,542	25.5%	129,769	532,236	402,468	24.4%
<i>Operating Expenses</i>	481,680	2,198,257	21.9%	546,649	2,219,739	1,673,089	24.6%
Total Operating Expenditures	1,900,072	6,714,009	28.3%	1,888,164	6,916,416	5,028,252	27.3%
Operating Results - Surplus/(Subsidy)	(506,544)	80,427	-729.8%	(375,902)	(50,214)	325,688	-748.6%
Capital Expenditures:							
Capital Labor	-	-	0.0%	83,112	400,000	316,888	20.8%
Capital Material	16,931	952,400	1.8%	90,293	699,139	608,846	12.9%
Capital Contracts	191,929	1,486,677	12.9%	45,905	1,118,187	1,072,283	4.1%
Capital Equipment	389,026	697,663	55.8%	425,597	646,473	220,876	65.8%
Total Capital Expenditures	597,887	3,136,740	19.1%	644,906	2,863,799	2,218,892	22.5%
Net Surplus/(Subsidy)	(1,104,431)	(3,056,313)	36.1%	(1,020,808)	(2,914,013)	(1,893,205)	35.0%

Subsidy has been reduced from (\$830k) last month to (\$376k); SPPY only saw a \$74k improvement

Cleveland Metroparks - Golf Financial Performance – May 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
Operating Revenues:							
Driving Range/Practice Tee	100,274	304,786	32.9%	93,164	334,800	241,636	27.8%
Equipment Rentals	205,734	1,476,430	13.9%	257,983	1,533,158	1,275,175	16.8%
Food Service	169,345	751,000	22.5%	209,371	917,650	708,279	22.8%
Greens Fees	630,542	3,330,279	18.9%	588,589	3,285,241	2,696,652	17.9%
Merchandise Sales	76,110	382,285	19.9%	81,021	370,500	289,479	21.9%
Professional Services	38,387	128,102	30.0%	97,586	118,423	20,837	82.4%
Other Golf Revenue	173,136	421,554	41.1%	184,549	306,430	121,881	60.2%
Total Revenues	1,393,528	6,794,436	20.5%	1,512,263	6,866,202	5,353,939	22.0%
Operating Expenditures:							
Salaries and Benefits	1,277,038	3,936,501	32.4%	1,204,442	4,106,122	2,901,680	29.3%
Contractual Services	9,519	61,709	15.4%	7,305	58,319	51,014	12.5%
Operations	613,515	2,715,799	22.6%	676,418	2,751,975	2,075,557	24.6%
<i>Utilities</i>	131,835	517,542	25.5%	129,769	532,236	402,468	24.4%
<i>Operating Expenses</i>	481,680	2,198,257	21.9%	546,649	2,219,739	1,673,089	24.6%
Total Operating Expenditures	1,900,072	6,714,009	28.3%	1,888,164	6,916,416	5,028,252	27.3%
Operating Results - Surplus/(Subsidy)	(506,544)	80,427	-729.8%	(375,902)	(50,214)	325,688	-748.6%
Capital Expenditures:							
Capital Labor	-	-	0.0%	83,112	400,000	316,888	20.8%
Capital Material	16,931	952,400	1.8%	90,293	699,139	608,846	12.9%
Capital Contracts	191,929	1,486,677	12.9%	45,905	1,118,187	1,072,283	4.1%
Capital Equipment	389,026	697,663	55.8%	425,597	646,473	220,876	65.8%
Total Capital Expenditures	597,887	3,136,740	19.1%	644,906	2,863,799	2,218,892	22.5%
Net Surplus/(Subsidy)	(1,104,431)	(3,056,313)	36.1%	(1,020,808)	(2,914,013)	(1,893,205)	35.0%

Capital spend pace is ahead of SPPY (timing of Phase III), but net surplus is \$84k less through May

Cleveland Metroparks - Golf Financial Performance – May 2018

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues:										
Driving Range/Practice Tee	-	-	-	-	-	-	552	396	31,204	27,127
Equipment Rentals	43,448	52,295	12,313	14,294	7,417	5,946	36,081	46,006	42,220	45,596
Food Service	49,457	50,029	4,094	5,327	2,490	1,991	22,905	31,595	56,761	73,924
Greens Fees	138,612	120,236	30,757	29,598	23,922	19,717	110,382	111,395	132,132	109,024
Merchandise Sales	15,157	17,650	3,324	3,336	2,576	2,542	11,967	12,804	17,959	18,929
Professional Services	410	263	-	-	745	6,554	370	5,275	5,197	8,326
Other Golf Revenue	12,505	19,544	4,604	3,380	8,480	2,462	10,749	14,043	14,483	33,015
Operating Revenues	259,589	260,016	55,092	55,934	45,630	39,211	193,006	221,513	299,956	315,940
Operating Expenditures:										
Salaries and Benefits	198,018	179,522	35,718	48,021	42,121	33,122	161,644	163,476	185,820	205,969
Contractual Services	1,207	1,953	826	39	193	158	458	386	4,150	2,753
Operations	89,142	114,671	29,727	34,853	29,632	23,726	102,769	107,620	165,733	141,018
<i>Utilities</i>	13,396	15,263	8,875	12,387	14,523	5,748	33,564	28,947	22,986	18,559
<i>Operating Expenses</i>	75,746	99,407	20,852	22,466	15,109	17,978	69,205	78,672	142,748	122,458
Operating Expenditures	288,368	296,145	66,270	82,913	71,946	57,006	264,871	271,481	355,703	349,739
Operating Surplus/(Subsidy)	(28,778)	(36,130)	(11,179)	(26,979)	(26,316)	(17,795)	(71,865)	(49,968)	(55,747)	(33,799)
Capital Expenditures:										
In-House Capital Labor	-	-	-	-	-	-	-	-	-	2,125
Capital Material	-	13,961	-	-	-	-	4,228	4,395	3,180	313
Capital Contracts	-	18,073	-	-	-	-	53,839	17,513	6,608	-
Capital Equipment	-	-	-	-	-	-	389,026	-	-	316,875
Capital Expenditures	-	32,034	-	-	-	-	447,094	21,908	9,787	319,312
Net Surplus/(Subsidy)	(28,778)	(68,163)	(11,179)	(26,979)	(26,316)	(17,795)	(518,958)	(71,876)	(65,534)	(353,112)

- Nice revenue increases at Manakiki and Sleepy over SPPY
- Seeing increases in OpEx at Big and Little Met, Manakiki due to timing of purchases of merchandise for resale, fertilizers/pesticides, etc.

Cleveland Metroparks - Golf Financial Performance – May 2018

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues:										
Driving Range/Practice Tee	23,301	20,275	43,640	44,001	1,577	1,365	-	-	100,274	93,164
Equipment Rentals	33,336	47,220	4,688	4,592	26,231	42,035	-	-	205,734	257,983
Food Service	17,039	21,710	4,299	3,967	12,301	20,710	-	119	169,345	209,371
Greens Fees	96,296	93,429	24,145	18,671	74,295	86,521	-	-	630,542	588,589
Merchandise Sales	10,641	12,059	4,031	5,046	5,096	8,656	5,360	-	76,110	81,021
Professional Services	21,675	24,076	4,475	22,090	5,515	31,003	-	-	38,387	97,586
Other Golf Revenue	12,544	14,727	79,993	73,415	26,303	15,314	3,475	8,650	173,136	184,549
Operating Revenues	214,831	233,494	165,270	171,782	151,319	205,604	8,835	8,768	1,393,528	1,512,263
Operating Expenditures:										
Salaries and Benefits	141,969	146,807	77,226	78,856	171,458	158,410	263,064	190,260	1,277,038	1,204,442
Contractual Services	669	945	744	285	665	787	608	-	9,519	7,305
Operations	71,189	93,973	28,331	42,559	63,208	89,808	33,784	28,189	613,515	676,418
<i>Utilities</i>	16,787	18,515	7,500	12,357	13,167	16,578	1,037	1,414	131,835	129,769
<i>Operating Expenses</i>	54,401	75,459	20,831	30,202	50,041	73,231	32,746	26,775	481,680	546,649
Operating Expenditures	213,827	241,726	106,301	121,700	235,331	249,004	297,455	218,449	1,900,072	1,888,164
Operating Surplus/(Subsidy)	1,004	(8,231)	58,969	50,082	(84,012)	(43,401)	(288,621)	(209,681)	(506,544)	(375,902)
Capital Expenditures:										
In-House Capital Labor	-	-	-	-	-	80,987	-	-	-	83,112
Capital Material	-	-	-	-	9,523	71,624	-	-	16,931	90,293
Capital Contracts	-	-	-	-	131,483	10,319	-	-	191,929	45,905
Capital Equipment	-	-	-	-	-	-	-	108,722	389,026	425,597
Capital Expenditures	-	-	-	-	141,006	162,931	-	108,722	597,887	644,906
Net Surplus/(Subsidy)	1,004	(8,231)	58,969	50,082	(225,017)	(206,331)	(288,621)	(318,403)	(1,104,431)	(1,020,808)

- Higher OpEx costs are in support of the increased revenue for these locations over SPPY

Cleveland Metroparks – Zoo

Financial Performance – May 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
Operating Revenues:							
General & Special Event Admissions	997,527	4,114,800	24.2%	854,061	4,253,147	3,399,086	20.1%
Zoo Guest Experience	285,100	973,363	29.3%	235,289	1,073,941	838,652	21.9%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	246,214	1,587,620	15.5%	173,157	1,687,600	1,514,443	10.3%
Education	324,740	864,479	37.6%	252,306	396,831	144,525	63.6%
Zoo Rental and Events	217,072	-	0.0%	137,743	450,000	312,257	30.6%
Consignment Admissions	2,796	400,000	0.7%	10,804	400,000	389,196	2.7%
Gifts & Donations	21,013	200	10506.5%	2,861	200	(2,661)	1430.4%
Miscellaneous	8,429	10,729	78.6%	667	10,488	9,821	6.4%
Total Revenues	2,918,699	9,939,760	29.4%	2,409,481	10,277,457	7,867,976	23.4%
Operating Expenditures:							
Salaries and Benefits	5,274,997	15,053,495	35.0%	5,457,616	16,228,527	10,770,911	33.6%
Contractual Services	107,009	298,316	35.9%	57,613	462,268	404,656	12.5%
Operations	1,653,036	5,549,216	29.8%	1,790,632	5,570,370	3,779,738	32.1%
<i>Utilities</i>	829,619	2,485,305	33.4%	990,515	2,482,986	1,492,471	39.9%
<i>Operating Expenses</i>	823,418	3,063,911	26.9%	800,116	3,087,384	2,287,268	25.9%
Total Operating Expenditures	7,035,043	20,901,027	33.7%	7,305,860	22,261,165	14,955,305	32.8%
Operating Surplus/(Subsidy)	(4,116,344)	(10,961,267)	37.6%	(4,896,379)	(11,983,708)	(7,087,329)	40.9%
Capital Expenditures:							
Capital Labor	-	-	0.0%	26,344	-	(26,344)	0.0%
Capital Material	116,836	812,268	14.4%	152,124	1,279,745	1,127,621	11.9%
Capital Contracts	215,172	3,805,138	5.7%	770,053	6,626,068	5,856,015	11.6%
Capital Equipment	75,901	418,491	18.1%	258,772	641,701	382,929	40.3%
Animal Acquisition	20,802	88,467	23.5%	12,676	77,100	64,424	16.4%
Total Capital Expenditures	428,710	5,124,364	8.4%	1,219,970	8,624,614	7,430,989	14.1%
Capital Surplus/(Subsidy)	(427,847)	(5,124,364)	8.3%	(1,219,970)	(8,624,614)	(7,430,989)	14.1%
Restricted Fund Revenue:							
Operating	138,148	278,200	49.7%	237,747	412,388	174,641	57.7%
Capital	90,673	3,744,784	2.4%	127,627	4,017,709	3,890,082	3.2%
Total Restricted Fund Revenues	228,820	4,022,984	5.7%	365,374	4,430,097	4,064,723	8.2%
Restricted Fund Expenditures:							
Operating	378,147	1,254,148	30.2%	219,987	1,176,929	956,942	18.7%
Capital	371,430	3,056,268	12.2%	2,837,731	4,581,401	1,743,670	61.9%
Total Restricted Fund Expenditures	749,577	4,310,416	17.4%	3,057,718	5,758,330	2,700,612	53.1%
Restricted Fund Surplus/(Subsidy)	(520,757)	(287,432)	181.2%	(2,692,344)	(1,328,233)	1,364,111	202.7%

Attendance within 4% of SPPY, but on Free Mondays so rev is still down

Cleveland Metroparks – Zoo

Financial Performance – May 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
Operating Revenues:							
General & Special Event Admissions	997,527	4,114,800	24.2%	854,061	4,253,147	3,399,086	20.1%
Zoo Guest Experience	285,100	973,363	29.3%	235,289	1,073,941	838,652	21.9%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	246,214	1,587,620	15.5%	173,157	1,687,600	1,514,443	10.3%
Education	324,740	864,479	37.6%	252,306	396,831	144,525	63.6%
Zoo Rental and Events	217,072	-	0.0%	137,743	450,000	312,257	30.6%
Consignment Admissions	2,796	400,000	0.7%	10,804	400,000	389,196	2.7%
Gifts & Donations	21,013	200	10506.5%	2,861	200	(2,661)	1430.4%
Miscellaneous	8,429	10,729	78.6%	667	10,488	9,821	6.4%
Total Revenues	2,918,699	9,939,760	29.4%	2,409,481	10,277,457	7,867,976	23.4%
Operating Expenditures:							
Salaries and Benefits	5,274,997	15,053,495	35.0%	5,457,616	16,228,527	10,770,911	33.6%
Contractual Services	107,009	298,316	35.9%	57,613	462,268	404,656	12.5%
Operations	1,653,036	5,549,216	29.8%	1,790,632	5,570,370	3,779,738	32.1%
<i>Utilities</i>	829,619	2,485,305	33.4%	990,515	2,482,986	1,492,471	39.9%
<i>Operating Expenses</i>	823,418	3,063,911	26.9%	800,116	3,087,384	2,287,268	25.9%
Total Operating Expenditures	7,035,043	20,901,027	33.7%	7,305,860	22,261,165	14,955,305	32.8%
Operating Surplus/(Subsidy)	(4,116,344)	(10,961,267)	37.6%	(4,896,379)	(11,983,708)	(7,087,329)	40.9%
Capital Expenditures:							
Capital Labor	-	-	0.0%	26,344	-	(26,344)	0.0%
Capital Material	116,836	812,268	14.4%	152,124	1,279,745	1,127,621	11.9%
Capital Contracts	215,172	3,805,138	5.7%	770,053	6,626,068	5,856,015	11.6%
Capital Equipment	75,901	418,491	18.1%	258,772	641,701	382,929	40.3%
Animal Acquisition	20,802	88,467	23.5%	12,676	77,100	64,424	16.4%
Total Capital Expenditures	428,710	5,124,364	8.4%	1,219,970	8,624,614	7,430,989	14.1%
Capital Surplus/(Subsidy)	(427,847)	(5,124,364)	8.3%	(1,219,970)	(8,624,614)	(7,430,989)	14.1%
Restricted Fund Revenue:							
Operating	138,148	278,200	49.7%	237,747	412,388	174,641	57.7%
Capital	90,673	3,744,784	2.4%	127,627	4,017,709	3,890,082	3.2%
Total Restricted Fund Revenues	228,820	4,022,984	5.7%	365,374	4,430,097	4,064,723	8.2%
Restricted Fund Expenditures:							
Operating	378,147	1,254,148	30.2%	219,987	1,176,929	956,942	18.7%
Capital	371,430	3,056,268	12.2%	2,837,731	4,581,401	1,743,670	61.9%
Total Restricted Fund Expenditures	749,577	4,310,416	17.4%	3,057,718	5,758,330	2,700,612	53.1%
Restricted Fund Surplus/(Subsidy)	(520,757)	(287,432)	181.2%	(2,692,344)	(1,328,233)	1,364,111	202.7%

Managing expenses very tightly, budget used to date is approx. same as SPPY

Cleveland Metroparks – Zoo

Financial Performance – May 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
Operating Revenues:							
General & Special Event Admissions	997,527	4,114,800	24.2%	854,061	4,253,147	3,399,086	20.1%
Zoo Guest Experience	285,100	973,363	29.3%	235,289	1,073,941	838,652	21.9%
Zoo Society Attendance	815,808	1,988,569	41.0%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	246,214	1,587,620	15.5%	173,157	1,687,600	1,514,443	10.3%
Education	324,740	864,479	37.6%	252,306	396,831	144,525	63.6%
Zoo Rental and Events	217,072	-	0.0%	137,743	450,000	312,257	30.6%
Consignment Admissions	2,796	400,000	0.7%	10,804	400,000	389,196	2.7%
Gifts & Donations	21,013	200	10506.5%	2,861	200	(2,661)	1430.4%
Miscellaneous	8,429	10,729	78.6%	667	10,488	9,821	6.4%
Total Revenues	2,918,699	9,939,760	29.4%	2,409,481	10,277,457	7,867,976	23.4%
Operating Expenditures:							
Salaries and Benefits	5,274,997	15,053,495	35.0%	5,457,616	16,228,527	10,770,911	33.6%
Contractual Services	107,009	298,316	35.9%	57,613	462,268	404,656	12.5%
Operations	1,653,036	5,549,216	29.8%	1,790,632	5,570,370	3,779,738	32.1%
<i>Utilities</i>	<i>829,619</i>	<i>2,485,305</i>	<i>33.4%</i>	<i>990,515</i>	<i>2,482,986</i>	<i>1,492,471</i>	<i>39.9%</i>
<i>Operating Expenses</i>	<i>823,418</i>	<i>3,063,911</i>	<i>26.9%</i>	<i>800,116</i>	<i>3,087,384</i>	<i>2,287,268</i>	<i>25.9%</i>
Total Operating Expenditures	7,035,043	20,901,027	33.7%	7,305,860	22,261,165	14,955,305	32.8%
Operating Surplus/(Subsidy)	(4,116,344)	(10,961,267)	37.6%	(4,896,379)	(11,983,708)	(7,087,329)	40.9%
Capital Expenditures:							
Capital Labor	-	-	0.0%	26,344	-	(26,344)	0.0%
Capital Material	116,836	812,268	14.4%	152,124	1,279,745	1,127,621	11.9%
Capital Contracts	215,172	3,805,138	5.7%	770,053	6,626,068	5,856,015	11.6%
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Capital	90,673	3,744,784	2.4%	127,627	4,017,709	3,890,082	3.2%
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Restricted Fund Surplus/(Subsidy)	(520,757)	(287,432)	181.2%	(2,692,344)	(1,328,233)	1,364,111	202.7%

Anticipating increased performance resulting from Asian Highlands and the Lantern Festival

Cleveland Metroparks – Zoo

Financial Performance – May 2018

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Total Revenues	2,918,699	9,939,760	29.4%	2,409,481	10,277,457	7,867,976	23.4%
Operating Expenditures:							
Salaries and Benefits	5,274,997	15,053,495	35.0%	5,457,616	16,228,527	10,770,911	33.6%
Contractual Services	107,009	298,316	35.9%	57,613	462,268	404,656	12.5%
Operations	1,653,036	5,549,216	29.8%	1,790,632	5,570,370	3,779,738	32.1%
<i>Utilities</i>	<i>829,619</i>	<i>2,485,305</i>	<i>33.4%</i>	<i>990,515</i>	<i>2,482,986</i>	<i>1,492,471</i>	<i>39.9%</i>
<i>Operating Expenses</i>	<i>823,418</i>	<i>3,063,911</i>	<i>26.9%</i>	<i>800,116</i>	<i>3,087,384</i>	<i>2,287,268</i>	<i>25.9%</i>
Total Operating Expenditures	7,035,043	20,901,027	33.7%	7,305,860	22,261,165	14,955,305	32.8%
Operating Surplus/(Subsidy)	(4,116,344)	(10,961,267)	37.6%	(4,896,379)	(11,983,708)	(7,087,329)	40.9%
Capital Expenditures:							
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Capital Contracts	215,172	3,805,138	5.7%	770,053	6,626,068	5,856,015	11.6%
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Capital Surplus/(Subsidy)	(427,847)	(5,124,364)	8.3%	(1,219,970)	(8,624,614)	(7,430,989)	14.1%
Restricted Fund Revenue:							
Operating	138,148	278,200	49.7%	237,747	412,388	174,641	57.7%
Capital	90,673	3,744,784	2.4%	127,627	4,017,709	3,890,082	3.2%
Total Restricted Fund Revenues	228,820	4,022,984	5.7%	365,374	4,430,097	4,064,723	8.2%
Restricted Fund Expenditures:							
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Capital	371,430	3,056,268	12.2%	2,837,731	4,581,401	1,743,670	61.9%
Total Restricted Fund Expenditures	749,577	4,310,416	17.4%	3,057,718	5,758,330	2,700,612	53.1%
Restricted Fund Surplus/(Subsidy)	(520,757)	(287,432)	181.2%	(2,692,344)	(1,328,233)	1,364,111	202.7%

Over \$3M of CZS \$\$ deposited in June

Cleveland Metroparks – Enterprise Financial Performance – May 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
Operating Revenues:							
Concession Sales	676,842	4,551,010	14.9%	828,438	5,161,700	4,333,262	16.0%
Dock Rentals	688,715	665,000	103.6%	716,949	695,000	(21,949)	103.2%
Chalet Operations	181,030	454,068	39.9%	172,630	425,868	253,238	40.5%
Hayrides	1,025	23,625	4.3%	983	25,000	24,018	3.9%
Aquatics	37,411	206,375	18.1%	65,483	210,450	144,967	31.1%
Damages and Fines	1,060	2,240	47.3%	870	2,240	1,370	38.8%
Total Revenues	1,586,083	5,902,318	26.9%	1,785,353	6,520,258	4,734,905	27.4%
Operating Expenditures:							
Salaries and Benefits	740,560	3,107,096	23.8%	880,063	3,759,048	2,878,986	23.4%
Contractual Services	22,649	98,267	23.0%	14,590	85,852	71,262	17.0%
Operations	433,202	2,899,247	14.9%	493,756	3,057,852	2,564,096	16.1%
Total Operating Expenditures	1,196,411	6,104,610	19.6%	1,388,409	6,902,753	5,514,343	20.1%
Operating Results - Surplus/(Subsidy)	389,673	(202,292)	292.6%	396,944	(382,495)	(779,439)	203.8%

Strong performance vs SPPY, up \$200k, driven by concessions, marinas and aquatics

Cleveland Metroparks – Enterprise Financial Performance – May 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
Operating Revenues:							
Concession Sales	676,842	4,551,010	14.9%	828,438	5,161,700	4,333,262	16.0%
Dock Rentals	688,715	665,000	103.6%	716,949	695,000	(21,949)	103.2%
Chalet Operations	181,030	454,068	39.9%	172,630	425,868	253,238	40.5%
Hayrides	1,025	23,625	4.3%	983	25,000	24,018	3.9%
Aquatics	37,411	206,375	18.1%	65,483	210,450	144,967	31.1%
Damages and Fines	1,060	2,240	47.3%	870	2,240	1,370	38.8%
Total Revenues	1,586,083	5,902,318	26.9%	1,785,353	6,520,258	4,734,905	27.4%
Operating Expenditures:							
Salaries and Benefits	740,560	3,107,096	23.8%	880,063	3,759,048	2,878,986	23.4%
Contractual Services	22,649	98,267	23.0%	14,590	85,852	71,262	17.0%
Operations	433,202	2,899,247	14.9%	493,756	3,057,852	2,564,096	16.1%
Total Operating Expenditures	1,196,411	6,104,610	19.6%	1,388,409	6,902,753	5,514,343	20.1%
Operating Results - Surplus/(Subsidy)	389,673	(202,292)	292.6%	396,944	(382,495)	(779,439)	203.8%

Expenses are being managed to budget, surplus is up slightly (\$7k) over SPPY

Cleveland Metroparks – Enterprise Financial Performance – May 2018

	Merwin's Wharf		Wallace Lake		Huntington Concessions		Edgewater Beach House	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	460,688	507,259	2,054	4,258	17,745	20,514	934	80,275
Operating Expenditures	525,301	563,843	2,968	5,017	6,841	12,046	8,280	61,814
Operating Surplus/(Subsidy)	(64,613)	(56,584)	(914)	(759)	10,904	8,468	(7,346)	18,461

	Mobile Concessions		Hinckley Lake Concessions		Edgewater Pier		East 55th Restaurant	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	-	-	2,982	419	19,662	13,285	31,289	63,000
Operating Expenditures	844	-	2,410	2,686	5,929	10,332	30,972	43,194
Operating Surplus/(Subsidy)	(844)	-	572	(2,268)	13,733	2,953	317	19,805

	East 55th Marina		Emerald Necklace Restaurant		Emerald Necklace Marina		Parking	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	567,838	592,498	23,580	32,548	155,246	169,734	84,267	62,468
Operating Expenditures	78,371	40,870	26,653	50,696	27,214	22,364	4,370	6,517
Operating Surplus/(Subsidy)	489,468	551,629	(3,073)	(18,148)	128,031	147,370	79,897	55,951

	Chalet		Ledge Lake		Enterprise Administration		Total	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	182,387	173,613	37,411	65,483	-	-	1,586,083	1,785,353
Operating Expenditures	157,844	177,706	10,718	12,829	307,694	378,496	1,196,411	1,388,409
Operating Surplus/(Subsidy)	24,543	(4,093)	26,693	52,655	(307,694)	(378,496)	389,673	396,944

Cleveland Metroparks – Nature Shops and Kiosks Financial Performance – May 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
Operating Revenues:							
Charges for Services	120,192	556,500	21.6%	102,896	655,000	552,104	15.7%
Total Revenues	120,192	556,500	21.6%	102,896	655,000	552,104	15.7%
Operating Expenditures:							
Salaries and Benefits	77,633	268,205	28.9%	78,653	336,097	257,444	23.4%
Contractual Services	2,028	15,112	13.4%	5,071	17,339	12,268	29.2%
Operations	67,804	250,360	27.1%	58,111	289,603	231,492	20.1%
Total Operating Expenditures	147,465	533,677	27.6%	141,836	643,039	501,203	22.1%
Operating Results - Surplus/(Subsidy)	(27,273)	22,823	-219.5%	(38,940)	11,961	50,901	-425.5%

Slow start,
but gaining
momentum

Cleveland Metroparks – Nature Shops and Kiosks Financial Performance – May 2018

	North Chagrin		Rocky River		West Creek		Hinckley Lake Boat Shop	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	23,362	21,036	44,708	35,420	11,613	10,230	32,071	31,645
Operating Expenditures	12,228	12,206	27,921	30,928	8,325	6,848	41,308	51,659
Operating Surplus/(Subsidy)	11,134	8,829	16,786	4,493	3,288	3,382	(9,237)	(20,015)

	Nature Shop Mobile		Great Northern Kiosk		Southpark Kiosk		Retail Division/Admin	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	8,440	2,548	-	-	-	-	-	-
Operating Expenditures	425	746	1,927	1,862	1,669	-	53,663	36,212
Operating Surplus/(Subsidy)	8,015	1,802	(1,927)	(1,862)	(1,669)	-	(53,663)	(36,212)

	Nature Shop Edgewater		Total	
	2017	2018	2017	2018
Operating Revenues	-	2,018	120,192	102,896
Operating Expenditures	-	1,374	147,465	141,836
Operating Surplus/(Subsidy)	-	644	(27,273)	(38,940)

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

Cleveland Metroparks – Charges for Services Financial Performance – May 2018

	2017	2018
	YTD	YTD
	Actual	Actual
Golf Revenue	1,393,528	1,512,263
Zoo Revenue	3,036,697	2,644,367
Enterprise Revenue	1,585,023	1,784,483
Nature Shop/Kiosk Revenue	120,192	102,896
Subtotal	6,135,441	6,044,009
Other:		
Outdoor Experience/Recreation	138,118	164,355
Building Rental Fees	247,002	272,918
Concessionaire & Leasing	145,575	197,639
Misc	378,902	321,045
Subtotal	909,597	955,956
Charges for Services Revenue	7,045,038	6,999,966

Rental fees = permit based
Concessionaire/Leasing = contract based

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