



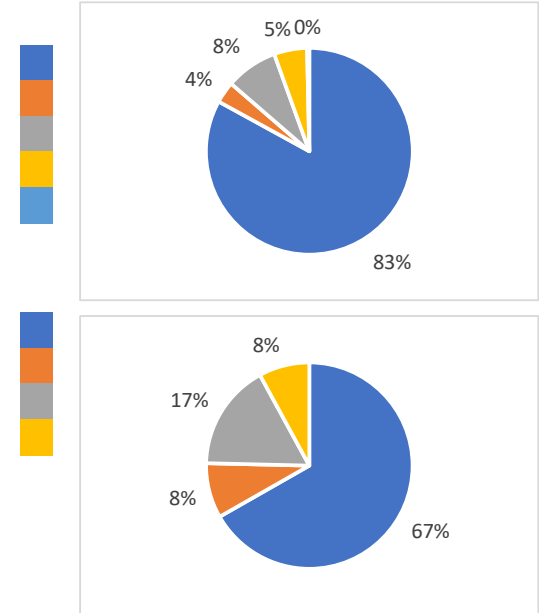
Financial Performance

April 16, 2020



Cleveland Metroparks Financial Performance – March 2020

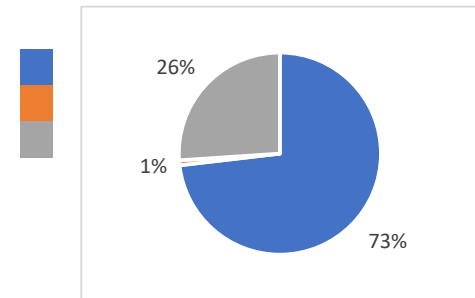
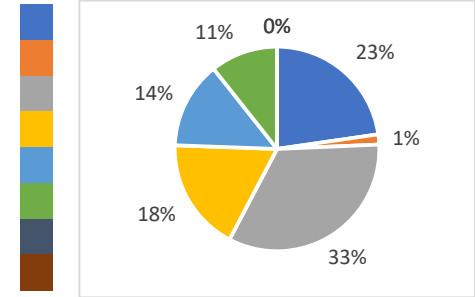
	Actual Mar '19	Actual Mar '20	Fav (Unfav)	Actual YTD Mar '19	Actual YTD Mar '20	Fav (Unfav)
Revenue:						
Property Tax	3,583,834	3,604,791	20,957	36,481,834	37,419,791	937,957
Local Gov/Grants/Gifts	426,759	487,990	61,231	1,574,891	1,516,939	(57,952)
Charges for Services	1,344,308	992,012	(352,296)	3,870,486	3,670,403	(200,083)
Self-Funded	771,881	775,270	3,389	2,323,176	2,328,626	5,450
Interest, Fines, Other	67,085	54,221	(12,864)	162,347	155,238	(7,109)
Total Revenue	6,193,867	5,914,284	(279,583)	44,412,734	45,090,997	678,263
OpEx:						
Salaries and Benefits	5,140,308	5,276,110	(135,802)	15,060,297	15,032,208	28,089
Contractual Services	373,768	366,116	7,652	1,737,104	1,941,477	(204,373)
Operations	1,398,978	1,128,316	270,662	4,114,024	3,756,846	357,178
Self-Funded Exp	808,748	493,235	315,513	1,576,306	1,787,931	(211,625)
Total OpEx	7,721,802	7,263,777	458,025	22,487,731	22,518,462	(30,731)
Op Surplus/(Subsidy)	(1,527,935)	(1,349,493)	178,442	21,925,003	22,572,535	647,532
CapEx:						
Capital Labor	102,025	40,017	62,008	178,562	224,251	(45,689)
Construction Expenses	1,006,523	870,420	136,103	1,771,865	2,839,473	(1,067,608)
Capital Equipment	260,984	204,943	56,041	1,023,991	444,965	579,026
Land Acquisition	288,390	25,902	262,488	480,814	844,540	(363,726)
Capital Animal Costs	65	377	(312)	1,590	3,060	(1,470)
Total CapEx	1,657,987	1,141,659	516,328	3,456,822	4,356,289	(899,467)
Net Surplus/(Subsidy)	(3,185,922)	(2,491,152)	694,770	18,468,181	18,216,246	(251,935)



Cleveland Metroparks - Zoo

Financial Performance – March 2020

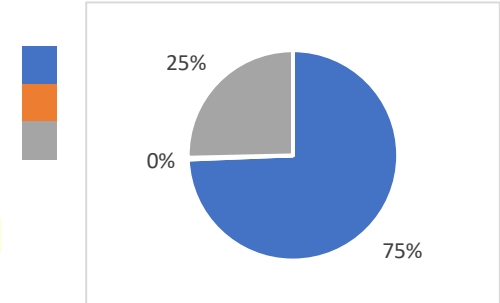
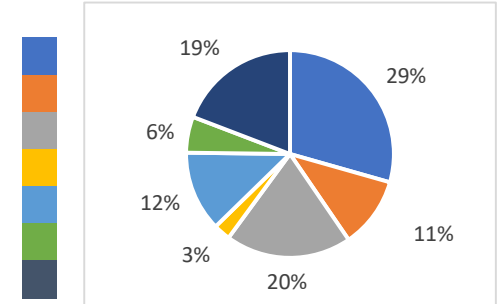
	Actual Mar '19	Actual Mar '20	Fav (Unfav)	Actual YTD Mar '19	Actual YTD Mar '20	Fav (Unfav)
Revenue:						
General/SE Admissions	127,719	54,708	(73,011)	212,195	238,585	26,390
Guest Experience	15,192	7,187	(8,005)	21,365	16,765	(4,600)
Zoo Society	0	(176,949)	(176,949)	844,842	350,614	(494,228)
Souvenirs/Refreshments	34,234	17,454	(16,780)	90,423	187,662	97,239
Education	74,012	31,133	(42,879)	186,489	144,631	(41,858)
Rentals & Events	32,848	20,028	(12,820)	121,128	111,665	(9,463)
Consignment	0	0	0	484	0	(484)
Other	655	(50)	(705)	390	(236)	(626)
Total Revenue	284,660	(46,489)	(331,149)	1,477,316	1,049,686	(427,630)
OpEx:						
Salaries and Benefits	1,189,111	1,207,868	(18,757)	3,417,672	3,486,874	(69,202)
Contractual Services	7,666	6,262	1,404	21,413	37,328	(15,915)
Operations	373,623	325,129	48,494	1,306,284	1,242,252	64,032
Total OpEx	1,570,400	1,539,259	31,141	4,745,369	4,766,454	(21,085)
Op Surplus/(Subsidy)	(1,285,740)	(1,585,748)	(300,008)	(3,268,053)	(3,716,768)	(448,715)
CapEx:						
Capital Labor	7,455	0	7,455	7,455	0	7,455
Construction Expenses	515,182	105,347	409,835	661,175	332,598	328,577
Capital Equipment	43,165	2,078	41,087	120,374	111,355	9,019
Capital Animal Costs	65	377	(312)	1,591	3,061	(1,470)
Total CapEx	565,867	107,802	458,065	790,595	447,014	343,581
Net Surplus/(Subsidy)	(1,851,607)	(1,693,550)	158,057	(4,058,648)	(4,163,782)	(105,134)
Restricted Revenue	59,872	201,936	142,064	194,807	318,231	123,424
Restricted Expenses	36,719	292,137	(255,418)	312,649	809,653	(497,004)
Restricted Surplus/(Subsidy)	23,153	(90,201)	(113,354)	(117,842)	(491,422)	(373,580)



Cleveland Metroparks - Golf

Financial Performance – March 2020

	Actual Mar '19	Actual Mar '20	Fav (Unfav)	Actual YTD Mar '19	Actual YTD Mar '20	Fav (Unfav)
Revenue:						
Greens Fees	40,327	70,514	30,187	54,347	99,925	45,578
Equipment Rentals	16,033	26,021	9,988	22,937	37,587	14,650
Food Service	37,746	23,520	(14,226)	43,632	66,669	23,037
Merchandise Sales	5,410	5,384	(26)	8,983	8,945	(38)
Pro Services	27,790	16,310	(11,480)	45,010	42,490	(2,520)
Driving Range	9,091	14,202	5,111	11,556	19,082	7,526
Other	34,854	42,753	7,899	48,518	65,209	16,691
Total Revenue	171,251	198,704	27,453	234,983	339,907	104,924
OpEx:						
Salaries and Benefits	265,481	268,618	(3,137)	752,845	712,942	39,903
Contractual Services	935	1,712	(777)	3,601	2,733	868
Operations	115,557	115,788	(231)	246,922	243,035	3,887
Total OpEx	381,973	386,118	(4,145)	1,003,368	958,710	44,658
Op Surplus/(Subsidy)	(210,722)	(187,414)	23,308	(768,385)	(618,803)	149,582
CapEx:						
Capital Labor	26,076	6,222	19,854	49,978	43,388	6,590
Construction Expenses	163,786	67,686	96,100	171,569	67,686	103,883
Capital Equipment	14,890	0	14,890	476,890	40,752	436,138
Total CapEx	204,752	73,908	130,844	698,437	151,826	546,611
Net Surplus/(Subsidy)	(415,474)	(261,322)	154,152	(1,466,822)	(770,629)	696,193



Cleveland Metroparks - Golf

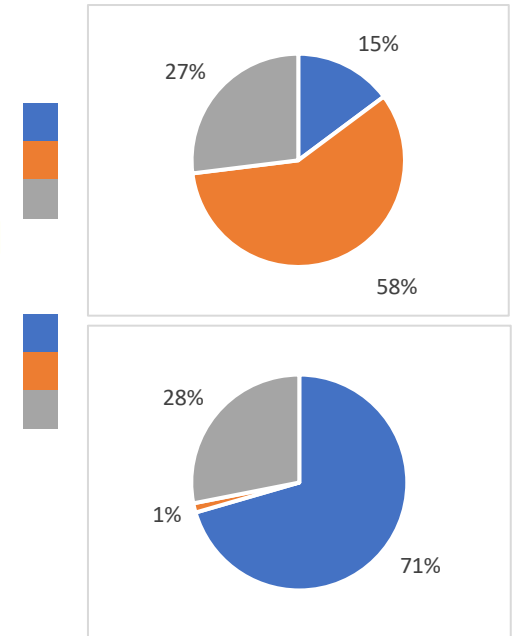
Financial Performance – March 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20
Operating Revenue	50,561	58,269	2,275	1,505	5,980	2,695	43,499	69,801	29,686	56,972
Operating Expenses	<u>135,083</u>	<u>143,718</u>	<u>34,642</u>	<u>13,540</u>	<u>29,003</u>	<u>25,475</u>	<u>151,334</u>	<u>165,902</u>	<u>189,605</u>	<u>195,908</u>
Operating Surplus/(Subsidy)	(84,522)	(85,449)	(32,367)	(12,035)	(23,023)	(22,780)	(107,835)	(96,101)	(159,919)	(138,936)
Capital Labor	0	0	0	0	0	0	0	0	20,359	0
Construction Expenses	0	0	0	0	0	0	0	0	171,569	0
Capital Equipment	<u>476,890</u>	<u>13,584</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>13,584</u>	<u>0</u>	<u>13,584</u>
Total Capital Expenditures	476,890	13,584	0	0	0	0	0	13,584	191,928	13,584
Net Surplus/(Subsidy)	(561,412)	(99,033)	(32,367)	(12,035)	(23,023)	(22,780)	(107,835)	(109,685)	(351,847)	(152,520)

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20
Operating Revenue	22,270	37,795	35,285	52,012	38,336	55,661	7,091	5,197	234,983	339,907
Operating Expenses	<u>122,983</u>	<u>120,559</u>	<u>79,025</u>	<u>70,134</u>	<u>140,310</u>	<u>139,870</u>	<u>121,383</u>	<u>83,604</u>	<u>1,003,368</u>	<u>958,710</u>
Operating Surplus/(Subsidy)	(100,713)	(82,764)	(43,740)	(18,122)	(101,974)	(84,209)	(114,292)	(78,407)	(768,385)	(618,803)
Capital Labor	0	0	0	0	29,619	43,388	0	0	49,978	43,388
Construction Expenses	0	0	0	67,686	0	0	0	0	171,569	67,686
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>	<u>476,890</u>	<u>40,752</u>
Total Capital Expenditures	0	0	0	67,686	29,619	43,388	0	0	698,437	151,826
Net Surplus/(Subsidy)	(100,713)	(82,764)	(43,740)	(85,808)	(131,593)	(127,597)	(114,292)	(78,407)	(1,466,822)	(770,629)

Cleveland Metroparks – Enterprise Financial Performance – March 2020

	Actual Mar '19	Actual Mar '20	Fav (Unfav)	Actual YTD Mar '19	Actual YTD Mar '20	Fav (Unfav)
Revenue:						
Concessions	85,108	34,667	(50,441)	196,015	149,505	(46,510)
Dock Rentals	70,881	65,737	(5,144)	564,580	588,087	23,507
Other	41,414	59,119	17,705	220,226	272,189	51,963
Total Revenue	197,403	159,523	(37,880)	980,821	1,009,781	28,960
OpEx:						
Salaries and Benefits	184,235	201,533	(17,298)	538,525	557,917	(19,392)
Contractual Services	1,804	2,776	(972)	8,698	11,029	(2,331)
Operations	107,447	55,069	52,378	233,217	222,268	10,949
Total OpEx	293,486	259,378	34,108	780,440	791,214	(10,774)
Op Surplus/(Subsidy)	(96,083)	(99,855)	(3,772)	200,381	218,567	18,186
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	19,363	1,832	17,531	32,771	9,342	23,429
Capital Equipment	0	0	0	1,589	10,064	(8,475)
Total CapEx	19,363	1,832	17,531	34,360	19,406	14,954
Net Surplus/(Subsidy)	(115,446)	(101,687)	13,759	166,021	199,161	33,140



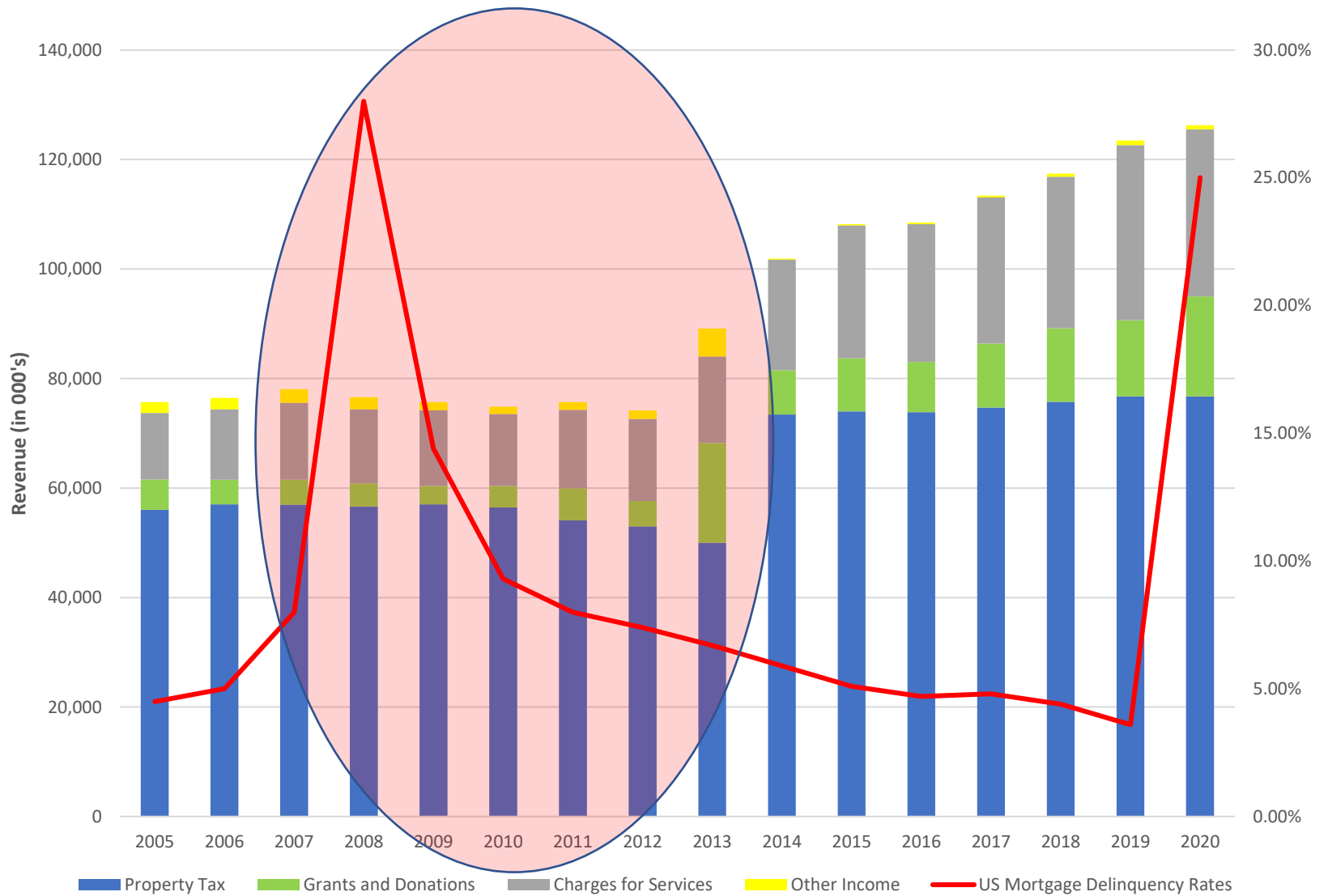
*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – March 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20		
Operating Revenue	0	10	0	0	0	0	0	0		
Operating Expenses	<u>633</u>	<u>430</u>	<u>998</u>	<u>374</u>	<u>458</u>	<u>166</u>	<u>1,032</u>	<u>1,120</u>		
Operating Surplus/(Subsidy)	(633)	(420)	(998)	(374)	(458)	(166)	(1,032)	(1,120)		
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)	(633)	(420)	(998)	(374)	(458)	(166)	(1,032)	(1,120)		

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20	YTD Mar '19	YTD Mar '20
Operating Revenue	187,807	214,302	8,765	2,185	28,972	10,707	0	0	980,821	1,009,781
Operating Expenses	<u>152,226</u>	<u>158,769</u>	<u>2,928</u>	<u>1,937</u>	<u>4,062</u>	<u>4,394</u>	<u>231,513</u>	<u>245,943</u>	<u>780,440</u>	<u>791,214</u>
Operating Surplus/(Subsidy)	35,581	55,533	5,837	248	24,910	6,313	(231,513)	(245,943)	200,381	218,567
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	7,373	0	4,361	0	0	0	0	0	32,771	9,342
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,589</u>	<u>22</u>	<u>1,589</u>	<u>10,064</u>
Total Capital Expenditures	7,373	0	4,361	0	0	0	1,589	22	34,360	19,406
Net Surplus/(Subsidy)	28,208	55,533	1,476	248	24,910	6,313	(233,102)	(245,965)	166,021	199,161

Mortgage Delinquencies Effect on Revenue



Potential COVID-19 Impact

Potential Lost Revenue* if Stay-at-Home goes through:			
	30-Jun	30-Sep	31-Dec
Property Tax	0	(1,000)	(1,000)
Golf	0	0	0
Zoo	(4,000)	(8,000)	(10,000)
Enterprise	(1,100)	(5,500)	(6,000)
Other	(600)	(2,700)	(3,000)
Total	(5,700)	(16,200)	(19,000)

Cost Saving Measures:			
Hiring Freeze	1,350	2,025	2,700
90% Seasonals Reduction	1,890	5,175	5,400
PT Furlough	250	550	850
FT Furlough (non-CBA)	150	510	870
Operational Savings	750	2,000	2,500
Fleet Capital Deferral	235	400	500
Capital Deferral	1,075	3,010	4,300
Total Cost Savings	5,700	13,670	17,120

Net Cash Effect	0	(2,530)	(1,880)
Est. FFCRA Cost	(500)	(900)	(1,500)
Adjusted Net Cash Effect	(500)	(3,430)	(3,380)

Est. Cash Balance	23,500	37,070	9,690
--------------------------	---------------	---------------	--------------

**All estimates are as of 4/15/2020 and are subject to change as new data is available. Estimates are for discussion purposes only.*