



Cleveland Metroparks

FIND YOUR PATH

Financial Performance
for the Nine Months Ended
September 30, 2023



Cleveland Metroparks

| | Actual September '22 | Actual September '23 | Fav (Unfav) | Actual YTD September '22 | Actual YTD September '23 | Fav (Unfav) |
|------------------------------|-------------------------|-------------------------|--------------------|-----------------------------|-----------------------------|---------------------|
| Revenue: | | | | | | |
| Property Tax | 2,804,344 | 1,516,275 | (1,288,069) | 78,015,223 | 97,474,786 | 19,459,563 |
| Local Gov/Grants/Gifts | 3,488,297 | 3,109,768 | (378,529) | 9,414,392 | 21,069,669 | 11,655,277 |
| Charges for Services | 2,485,967 | 3,811,394 | 1,325,427 | 28,700,806 | 33,144,331 | 4,443,525 |
| Self-Funded | 17,388 | 766,187 | 748,799 | 4,507,530 | 6,111,289 | 1,603,759 |
| Interest, Fines, Other | <u>96,602</u> | <u>173,191</u> | <u>76,589</u> | <u>1,474,798</u> | <u>2,851,809</u> | <u>1,377,011</u> |
| Total Revenue | 8,892,598 | 9,376,815 | 484,217 | 122,112,749 | 160,651,884 | 38,539,135 |
| Op Ex: | | | | | | |
| Salaries and Benefits | 7,649,734 | 9,161,982 | (1,512,248) | 53,350,565 | 59,894,853 | (6,544,288) |
| Contractual Services | 304,568 | 448,011 | (143,443) | 3,869,028 | 5,068,449 | (1,199,421) |
| Operations | 1,840,595 | 2,095,789 | (255,194) | 16,288,872 | 18,484,853 | (2,195,981) |
| Self-Funded Exp | <u>656,405</u> | <u>646,213</u> | <u>10,192</u> | <u>5,122,823</u> | <u>7,921,134</u> | <u>(2,798,311)</u> |
| Total Op Ex | 10,451,302 | 12,351,995 | (1,900,693) | 78,631,288 | 91,369,289 | (12,738,001) |
| Op Surplus/(Subsidy) | (1,558,704) | (2,975,180) | (1,416,476) | 43,481,461 | 69,282,595 | 25,801,134 |
| Cap Ex: | | | | | | |
| Capital Labor | 32,970 | 83,040 | (50,070) | 514,570 | 582,124 | (67,554) |
| Construction Expenses | 2,699,837 | 3,259,927 | (560,090) | 13,288,598 | 23,738,231 | (10,449,633) |
| Capital Equipment | 422,774 | 303,255 | 119,519 | 2,966,845 | 5,646,905 | (2,680,060) |
| Land Acquisition | 94,359 | 241,367 | (147,008) | 1,250,945 | 1,048,938 | 202,007 |
| Capital Animal Costs | <u>(151)</u> | <u>463</u> | <u>(614)</u> | <u>6,485</u> | <u>15,101</u> | <u>(8,616)</u> |
| Total Cap Ex | 3,249,789 | 3,888,052 | (638,263) | 18,027,443 | 31,031,299 | (13,003,856) |
| Net Surplus/(Subsidy) | (4,808,493) | (6,863,232) | (2,054,739) | 25,454,018 | 38,251,296 | 12,797,278 |

Cleveland Metroparks Zoo

| | Actual September '22 | Actual September '23 | Fav (Unfav) | Actual YTD September '22 | Actual YTD September '23 | Fav (Unfav) |
|------------------------------|-------------------------|-------------------------|------------------|-----------------------------|-----------------------------|--------------------|
| Revenue: | | | | | | |
| General/SE Admissions | 495,946 | 813,831 | 317,885 | 5,891,720 | 6,323,624 | 431,904 |
| Guest Experience | 79,685 | 55,954 | (23,731) | 1,095,575 | 947,982 | (147,593) |
| Zoo Society | 0 | 0 | 0 | 2,239,925 | 2,310,211 | 70,286 |
| Souvenirs/Refreshments | 156,578 | 515,280 | 358,702 | 1,695,199 | 2,260,864 | 565,665 |
| Education | 1,371 | 5,398 | 4,027 | 319,806 | 308,817 | (10,989) |
| Rentals & Events | 16,915 | 36,642 | 19,727 | 519,990 | 649,166 | 129,176 |
| Consignment | 13,768 | 14,596 | 828 | 31,630 | 38,541 | 6,911 |
| Other | (1,129) | (4,748) | (3,619) | 2,021 | 1,982 | (39) |
| Total Revenue | 763,134 | 1,436,953 | 673,819 | 11,795,866 | 12,841,187 | 1,045,321 |
| Op Ex: | | | | | | |
| Salaries and Benefits | 1,741,484 | 2,020,419 | (278,935) | 11,973,190 | 13,050,832 | (1,077,642) |
| Contractual Services | 26,082 | 23,116 | 2,966 | 133,362 | 200,443 | (67,081) |
| Operations | 388,659 | 544,492 | (155,833) | 3,647,953 | 3,913,490 | (265,537) |
| Total Op Ex | 2,156,225 | 2,588,027 | (431,802) | 15,754,505 | 17,164,765 | (1,410,260) |
| Op Surplus/(Subsidy) | (1,393,091) | (1,151,074) | 242,017 | (3,958,639) | (4,323,578) | (364,939) |
| Cap Ex: | | | | | | |
| Capital Labor | 266 | 4,600 | (4,334) | 2,986 | 24,701 | (21,715) |
| Construction Expenses | 111,105 | 803,547 | (692,442) | 1,105,132 | 7,257,432 | (6,152,300) |
| Capital Equipment | 7,530 | 20,689 | (13,159) | 125,069 | 204,103 | (79,034) |
| Capital Animal Costs | (151) | 463 | (614) | 6,485 | 15,101 | (8,616) |
| Total Cap Ex | 118,750 | 829,299 | (710,549) | 1,239,672 | 7,501,337 | (6,261,665) |
| Net Surplus/(Subsidy) | (1,511,841) | (1,980,373) | (468,532) | (5,198,311) | (11,824,915) | (6,626,604) |
| Restricted Revenue-Other | 2,803,682 | 124,804 | (2,678,878) | 3,905,751 | 4,003,644 | 97,893 |
| Restricted Revenue-Zipline | 46,685 | 56,282 | 9,597 | 441,254 | 441,874 | 620 |
| Restricted Expenses | 825,109 | 694,819 | 130,290 | 3,310,390 | 5,381,360 | (2,070,970) |
| Restricted Surplus/(Subsidy) | 2,025,258 | (513,733) | (2,538,991) | 1,036,615 | (935,842) | (1,972,457) |

Cleveland Metroparks Golf

| | Actual September '22 | Actual September '23 | Fav (Unfav) | Actual YTD September '22 | Actual YTD September '23 | Fav (Unfav) |
|------------------------------|-------------------------|-------------------------|------------------|-----------------------------|-----------------------------|--------------------|
| Revenue: | | | | | | |
| Greens Fees | 618,740 | 803,924 | 185,184 | 4,667,245 | 5,546,108 | 878,863 |
| Equipment Rentals | 241,324 | 306,210 | 64,886 | 1,764,708 | 2,073,460 | 308,752 |
| Food Service | 153,655 | 157,520 | 3,865 | 1,051,410 | 1,267,374 | 215,964 |
| Merchandise Sales | 67,289 | 73,816 | 6,527 | 430,216 | 494,109 | 63,893 |
| Pro Services | 1,447 | 2,475 | 1,028 | 149,860 | 168,423 | 18,563 |
| Driving Range | 48,976 | 82,121 | 33,145 | 452,121 | 689,768 | 237,647 |
| Other | <u>38,774</u> | <u>49,171</u> | <u>10,397</u> | <u>486,664</u> | <u>770,779</u> | <u>284,115</u> |
| Total Revenue | 1,170,205 | 1,475,237 | 305,032 | 9,002,224 | 11,010,021 | 2,007,797 |
| Op Ex: | | | | | | |
| Salaries and Benefits | 669,360 | 836,906 | (167,546) | 4,015,551 | 4,621,613 | (606,062) |
| Contractual Services | 6,117 | 6,347 | (230) | 43,721 | 52,260 | (8,539) |
| Operations | <u>278,208</u> | <u>299,002</u> | <u>(20,794)</u> | <u>2,162,696</u> | <u>2,459,241</u> | <u>(296,545)</u> |
| Total Op Ex | 953,685 | 1,142,255 | (188,570) | 6,221,968 | 7,133,114 | (911,146) |
| Op Surplus/(Subsidy) | 216,520 | 332,982 | 116,462 | 2,780,256 | 3,876,907 | 1,096,651 |
| Cap Ex: | | | | | | |
| Capital Labor | 0 | 0 | 0 | 84,211 | 157,671 | (73,460) |
| Construction Expenses | 46,685 | 563,465 | (516,780) | 362,882 | 2,430,490 | (2,067,608) |
| Capital Equipment | <u>16,891</u> | <u>0</u> | <u>16,891</u> | <u>452,980</u> | <u>451,358</u> | <u>1,622</u> |
| Total Cap Ex | 63,576 | 563,465 | (499,889) | 900,073 | 3,039,519 | (2,139,446) |
| Net Surplus/(Subsidy) | 152,944 | (230,483) | (383,427) | 1,880,183 | 837,388 | (1,042,795) |

Cleveland Metroparks Golf

| | Big Met (18) | | Little Met (9) | | Mastick Woods (9) | | Manakiki (18) | | Sleepy Hollow (18) | |
|-----------------------------|---------------------------|---------------|---------------------|---------------|--------------------|---------------|---------------|---------------|--------------------|---------------|
| | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD |
| | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 |
| Operating Revenue | 1,390,737 | 1,681,715 | 459,970 | 569,582 | 325,290 | 416,786 | 1,374,888 | 1,532,594 | 1,810,340 | 2,256,592 |
| Operating Expenses | 1,011,608 | 1,196,978 | 236,586 | 272,601 | 203,983 | 293,672 | 885,614 | 907,187 | 1,287,682 | 1,457,974 |
| Operating Surplus/(Subsidy) | 379,129 | 484,737 | 223,384 | 296,981 | 121,307 | 123,114 | 489,274 | 625,407 | 522,658 | 798,618 |
| Capital Labor | 0 | 0 | 38,710 | 0 | 0 | 0 | 16,758 | 2,912 | 8,098 | 50,104 |
| Construction Expenses | 77,606 | 0 | 36,409 | 0 | 0 | 0 | 150,637 | 2,106,978 | 42,665 | 62,035 |
| Capital Equipment | 0 | 8,138 | 8,890 | 0 | 0 | 0 | 38,541 | 49,151 | 0 | 49,151 |
| Total Capital Expenditures | 77,606 | 8,138 | 84,009 | 0 | 0 | 0 | 205,936 | 2,159,041 | 50,763 | 161,290 |
| Net Surplus/(Subsidy) | 301,523 | 476,599 | 139,375 | 296,981 | 121,307 | 123,114 | 283,338 | (1,533,634) | 471,895 | 637,328 |
| | Shawnee Hills (27) | | Washington Park (9) | | Seneca (27) | | Golf Admin | | Total | |
| | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD |
| | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 |
| Operating Revenue | 1,192,906 | 1,497,496 | 618,794 | 741,629 | 1,822,629 | 2,313,626 | 6,671 | 0 | 9,002,225 | 11,010,017 |
| Operating Expenses | 772,087 | 871,972 | 398,982 | 457,895 | 1,010,009 | 1,099,266 | 415,418 | 575,565 | 6,221,970 | 7,133,110 |
| Operating Surplus/(Subsidy) | 420,819 | 625,524 | 219,812 | 283,734 | 812,620 | 1,214,360 | (408,747) | (575,565) | 2,780,255 | 3,876,907 |
| Capital Labor | 0 | 24,376 | 7,669 | 28,028 | 12,976 | 52,251 | 0 | 0 | 84,211 | 157,671 |
| Construction Expenses | 7,757 | 41,840 | 0 | 14,331 | 47,807 | 156,938 | 0 | 48,367 | 362,881 | 2,430,489 |
| Capital Equipment | 20,540 | 720 | 49,001 | 0 | 184,843 | 0 | 151,166 | 344,202 | 452,980 | 451,359 |
| Total Capital Expenditures | 28,297 | 66,936 | 56,670 | 42,359 | 245,626 | 209,189 | 151,166 | 392,569 | 900,072 | 3,039,519 |
| Net Surplus/(Subsidy) | 392,522 | 558,588 | 163,142 | 241,375 | 566,994 | 1,005,171 | (559,913) | (968,134) | 1,880,183 | 837,388 |

Cleveland Metroparks Enterprise

| | Actual | Actual | Fav | Actual | Actual | Fav |
|--|------------------|------------------|------------------|-------------------|-------------------|------------------|
| | September '22 | September '23 | (Unfav) | YTD September '22 | YTD September '23 | (Unfav) |
| Revenue: | | | | | | |
| Concessions | 196,301 | 319,912 | 123,611 | 2,344,916 | 3,162,937 | 818,021 |
| Dock Rentals | 4,398 | (987) | (5,385) | 553,624 | 600,943 | 47,319 |
| Other (incl Chalet, parking, aquatics. etc.) | <u>192,502</u> | <u>221,914</u> | <u>29,412</u> | <u>1,806,546</u> | <u>1,949,300</u> | <u>142,754</u> |
| Total Revenue | 393,201 | 540,839 | 147,638 | 4,705,086 | 5,713,180 | 1,008,094 |
| OpEx: | | | | | | |
| Salaries and Benefits | 368,683 | 460,279 | (91,596) | 2,687,477 | 3,179,478 | (492,001) |
| Contractual Services | 5,751 | 7,115 | (1,364) | 97,009 | 83,356 | 13,653 |
| Operations | <u>233,043</u> | <u>266,845</u> | <u>(33,802)</u> | <u>1,842,353</u> | <u>2,075,506</u> | <u>(233,153)</u> |
| Total OpEx | 607,477 | 734,239 | (126,762) | 4,626,839 | 5,338,340 | (711,501) |
| Op Surplus/(Subsidy) | (214,276) | (193,400) | 20,876 | 78,247 | 374,840 | 296,593 |
| CapEx: | | | | | | |
| Capital Labor | 742 | 134 | 608 | 883 | 17,019 | (16,136) |
| Construction Expenses | 7,610 | 4,643 | 2,967 | 47,863 | 6,568 | 41,295 |
| Capital Equipment | <u>0</u> | <u>0</u> | <u>0</u> | <u>20,183</u> | <u>12,241</u> | <u>7,942</u> |
| Total CapEx | 8,352 | 4,777 | 3,575 | 68,929 | 35,828 | 33,101 |
| Net Surplus/(Subsidy) | (222,628) | (198,177) | 24,451 | 9,318 | 339,012 | 329,694 |

Cleveland Metroparks Enterprise

| | Merwin's Wharf | | EW Beach House | | E55th Marina | | E55th Restaurant | |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| | YTD September '22 | YTD September '23 | YTD September '22 | YTD September '23 | YTD September '22 | YTD September '23 | YTD September '22 | YTD September '23 |
| Operating Revenue | 1,251,339 | 2,024,621 | 433,439 | 465,042 | 768,257 | 768,438 | 438,557 | 556,745 |
| Operating Expenses | 1,413,627 | 1,782,003 | 322,346 | 340,346 | 418,493 | 413,574 | 390,654 | 512,719 |
| Operating Surplus/(Subsidy) | (162,288) | 242,618 | 111,093 | 124,696 | 349,764 | 354,864 | 47,903 | 44,026 |
| Capital Labor | 883 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Expenses | 9,682 | 154 | 0 | 0 | 14,050 | 1,771 | 0 | 0 |
| Capital Equipment | 0 | 0 | 0 | 0 | 0 | 0 | 7,697 | 0 |
| Total Capital Expenditures | 10,565 | 154 | 0 | 0 | 14,050 | 1,771 | 7,697 | 0 |
| Net Surplus/(Subsidy) | (172,853) | 242,464 | 111,093 | 124,696 | 335,714 | 353,093 | 40,206 | 44,026 |

| | Wildwood | | Euclid Beach | | Emer Neck Marina | | Emer Neck Restaurant | |
|-----------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----------------------|-------------------|
| | YTD September '22 | YTD September '23 | YTD September '22 | YTD September '23 | YTD September '22 | YTD September '23 | YTD September '22 | YTD September '23 |
| Operating Revenue | 36,258 | 25,559 | 5,224 | 2,543 | 367,737 | 342,090 | 251,805 | 297,394 |
| Operating Expenses | 55,877 | 38,935 | 6,127 | 6,779 | 294,151 | 281,250 | 220,551 | 292,801 |
| Operating Surplus/(Subsidy) | (19,619) | (13,376) | (903) | (4,236) | 73,586 | 60,840 | 31,254 | 4,593 |
| 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) | (19,619) | (13,376) | (903) | (4,236) | 73,586 | 60,840 | 31,254 | 4,593 |

Cleveland Metroparks Enterprise

| | Edgewater Pier | | Wallace Lake | | Hinckley Lake | | Huntington | | Boat Dock | |
|-----------------------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | |
| | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 |
| Operating Revenue | 36,222 | 29,456 | 29,406 | 34,761 | 9,850 | 19,549 | 318,726 | 381,871 | 0 | 1,656 |
| Operating Expenses | 32,944 | 30,735 | 32,919 | 43,914 | 11,751 | 21,684 | 229,956 | 286,921 | 0 | 1,596 |
| Operating Surplus/(Subsidy) | 3,278 | (1,279) | (3,513) | (9,153) | (1,901) | (2,135) | 88,770 | 94,950 | 0 | 60 |
| Capital Labor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Construction Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Capital Equipment | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Capital Expenditures | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Surplus/(Subsidy) | 3,278 | (1,279) | (3,513) | (9,153) | (1,901) | (2,135) | 88,770 | 94,950 | 0 | 60 |

| | Chalet | | Ledge Lake | | Parking | | Enterprise Admin | | Total | |
|-----------------------------|---------------|---------------|---------------|---------------|---------------|---------------|------------------|---------------|---------------|---------------|
| | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | YTD | |
| | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 | September '22 | September '23 |
| Operating Revenue | 217,054 | 246,117 | 150,057 | 138,298 | 391,157 | 379,039 | 0 | 0 | 4,705,088 | 5,713,179 |
| Operating Expenses | 172,340 | 227,690 | 146,032 | 148,865 | 22,636 | 13,971 | 856,437 | 894,556 | 4,626,841 | 5,338,339 |
| Operating Surplus/(Subsidy) | 44,714 | 18,427 | 4,025 | (10,567) | 368,521 | 365,068 | (856,437) | (894,556) | 78,247 | 374,840 |
| Capital Labor | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17,019 | 883 | 17,019 |
| Construction Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 24,131 | 4,643 | 47,863 | 6,568 |
| Capital Equipment | 0 | 0 | 0 | 0 | 0 | 0 | 12,486 | 12,241 | 20,183 | 12,241 |
| Total Capital Expenditures | 0 | 0 | 0 | 0 | 0 | 0 | 36,617 | 33,903 | 68,929 | 35,828 |
| Net Surplus/(Subsidy) | 44,714 | 18,427 | 4,025 | (10,567) | 368,521 | 365,068 | (893,054) | (928,459) | 9,318 | 339,012 |