



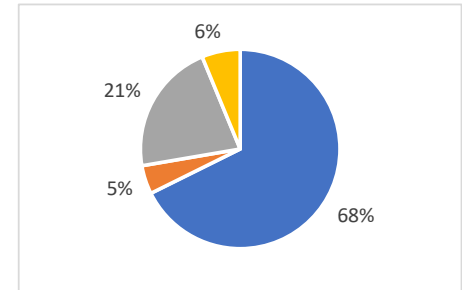
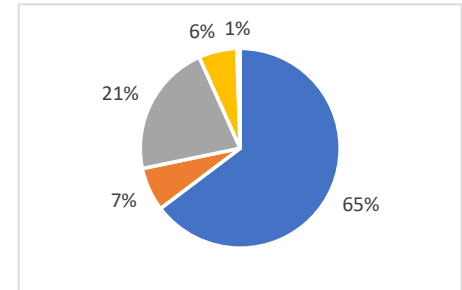
Financial Performance

August 15, 2019



Cleveland Metroparks Financial Performance – July 2019

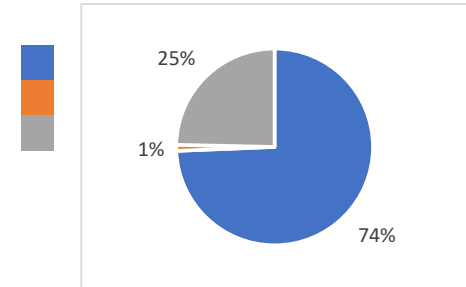
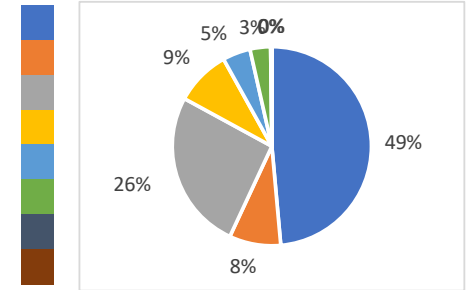
	Actual Jul '18	Actual Jul '19	Fav (Unfav)	Actual YTD Jul'18	Actual YTD Jul '19	Fav (Unfav)
Revenue:						
Property Tax	16,501,648	14,791,462	(1,710,186)	60,266,452	57,251,704	(3,014,748)
Local Gov/Grants/Gifts	2,146,845	2,391,699	244,854	8,704,538	6,241,875	(2,462,663)
Charges for Services	5,415,379	6,156,398	741,019	16,472,470	19,057,488	2,585,018
Self-Funded	733,364	817,221	83,857	5,110,246	5,464,543	354,297
Interest, Fines, Other	44,120	71,211	27,091	246,292	484,845	238,553
Total Revenue	24,841,356	24,227,991	(613,365)	90,799,998	88,500,455	(2,299,543)
OpEx:						
Salaries and Benefits	5,865,634	6,131,356	(265,722)	37,992,395	39,578,880	(1,586,485)
Contractual Services	204,257	120,254	84,003	2,639,938	2,715,774	(75,836)
Operations	2,448,791	2,534,141	(85,350)	12,896,996	12,554,655	342,341
Self-Funded Exp	546,434	491,094	55,340	3,963,199	3,642,315	320,884
Total OpEx	9,065,116	9,276,845	(211,729)	57,492,528	58,491,624	(999,096)
Op Surplus/(Subsidy)	15,776,240	14,951,146	(825,094)	33,307,470	30,008,831	(3,298,639)
CapEx:						
Capital Labor	159,225	77,551	81,674	594,582	489,915	104,667
Construction Expenses	2,724,953	1,554,578	1,170,375	13,652,184	5,803,353	7,848,831
Capital Equipment	507,760	69,890	437,870	1,920,748	2,121,066	(200,318)
Land Acquisition	1,621,839	1,636,128	(14,289)	3,956,894	2,298,101	1,658,793
Capital Animal Costs	2,497	3,104	(607)	21,318	18,412	2,906
Total CapEx	5,016,274	3,341,251	1,675,023	20,145,726	10,730,847	9,414,879
Net Surplus/(Subsidy)	10,759,966	11,609,895	849,929	13,161,744	19,277,984	6,116,240



Cleveland Metroparks - Zoo

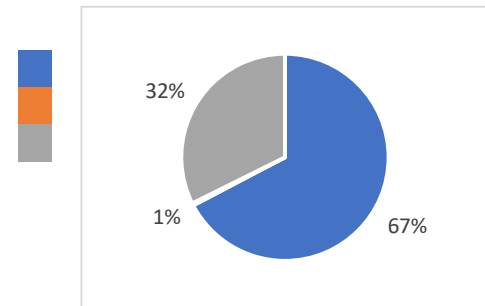
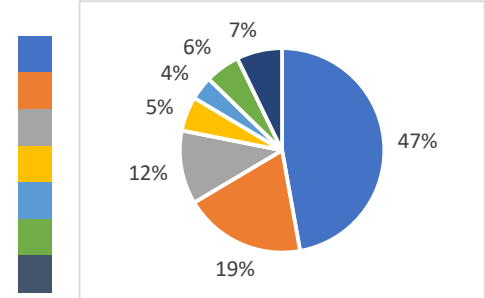
Financial Performance – July 2019

	Actual Jul '18	Actual Jul '19	Fav (Unfav)	Actual YTD Jul'18	Actual YTD Jul '19	Fav (Unfav)
Revenue:						
General/SE Admissions	1,255,912	1,446,641	190,729	2,782,200	3,806,863	1,024,663
Guest Experience	244,141	179,991	(64,150)	686,065	656,043	(30,022)
Zoo Society	11,572	850,759	839,187	742,594	2,038,395	1,295,801
Souvenirs/Refreshments	306,707	311,466	4,759	652,949	705,804	52,855
Education	49,596	47,110	(2,486)	339,543	354,482	14,939
Rentals & Events	39,414	46,839	7,425	216,227	261,356	45,129
Consignment	49,232	4,125	(45,107)	95,608	12,883	(82,725)
Other	<u>1,451</u>	<u>(1,406)</u>	<u>(2,857)</u>	<u>4,593</u>	<u>(2,730)</u>	<u>(7,323)</u>
Total Revenue	1,958,025	2,885,525	927,500	5,519,779	7,833,096	2,313,317
OpEx:						
Salaries and Benefits	1,248,446	1,336,146	(87,700)	8,476,285	8,890,098	(413,813)
Contractual Services	26,552	8,660	17,892	122,381	117,855	4,526
Operations	<u>461,510</u>	<u>458,828</u>	<u>2,682</u>	<u>2,827,234</u>	<u>2,946,972</u>	<u>(119,738)</u>
Total OpEx	1,736,508	1,803,634	(67,126)	11,425,900	11,954,925	(529,025)
Op Surplus/(Subsidy)	221,517	1,081,891	860,374	(5,906,121)	(4,121,829)	1,784,292
CapEx:						
Capital Labor	3,818	0	3,818	32,322	26,457	5,865
Construction Expenses	549,086	425,889	123,197	1,668,253	1,758,151	(89,898)
Capital Equipment	880	0	880	304,262	121,607	182,655
Capital Animal Costs	<u>2,497</u>	<u>3,104</u>	<u>(607)</u>	<u>21,318</u>	<u>18,412</u>	<u>2,906</u>
Total CapEx	556,281	428,993	127,288	2,026,155	1,924,627	101,528
Net Surplus/(Subsidy)	(334,764)	652,898	987,662	(7,932,276)	(6,046,456)	1,885,820
Restricted Revenue	92,264	290,992	198,728	3,861,788	752,099	(3,109,689)
Restricted Expenses	<u>150,393</u>	<u>63,860</u>	<u>86,533</u>	<u>4,272,908</u>	<u>557,001</u>	<u>3,715,907</u>
Restricted Surplus/(Subsidy)	(58,129)	227,132	285,261	(411,120)	195,098	606,218



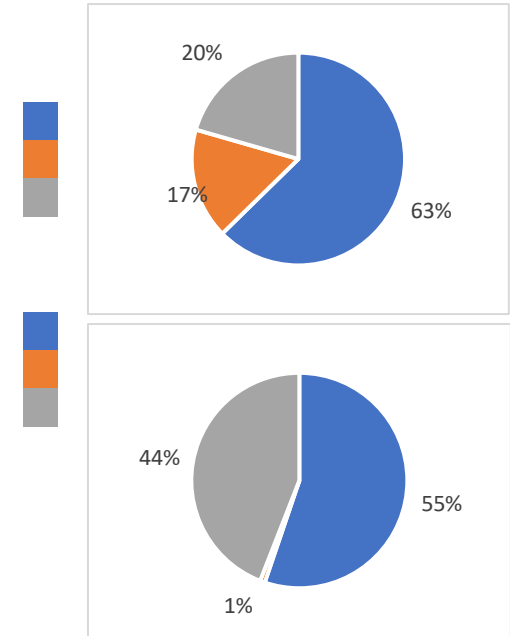
Cleveland Metroparks - Golf Financial Performance – July 2019

	Actual Jul '18	Actual Jul '19	Fav (Unfav)	Actual YTD Jul'18	Actual YTD Jul '19	Fav (Unfav)
Revenue:						
Greens Fees	649,349	688,072	38,723	1,840,481	1,952,449	111,968
Equipment Rentals	252,163	298,603	46,440	749,430	797,825	48,395
Food Service	174,427	159,371	(15,056)	542,448	482,598	(59,850)
Merchandise Sales	65,565	68,123	2,558	219,630	225,568	5,938
Pro Services	11,515	7,002	(4,513)	135,306	153,986	18,680
Driving Range	50,330	57,751	7,421	199,349	228,330	28,981
Other	24,291	31,824	7,533	251,924	297,571	45,647
Total Revenue	1,227,640	1,310,746	83,106	3,938,568	4,138,327	199,759
OpEx:						
Salaries and Benefits	382,386	446,034	(63,648)	2,184,990	2,404,224	(219,234)
Contractual Services	2,344	3,529	(1,185)	13,952	12,965	987
Operations	289,310	259,200	30,110	1,336,445	1,155,091	181,354
Total OpEx	674,040	708,763	(34,723)	3,535,387	3,572,280	(36,893)
Op Surplus/(Subsidy)	553,600	601,983	48,383	403,181	566,047	162,866
CapEx:						
Capital Labor	62,383	9,702	52,681	157,791	107,481	50,310
Construction Expenses	409,156	3,753	405,403	757,831	268,857	488,974
Capital Equipment	111,343	0	111,343	587,217	818,140	(230,923)
Total CapEx	582,882	13,455	569,427	1,502,839	1,194,478	308,361
Net Surplus/(Subsidy)	(29,282)	588,528	617,810	(1,099,658)	(628,431)	471,227



Cleveland Metroparks – Enterprise Financial Performance – July 2019

	Actual Jul '18	Actual Jul '19	Fav (Unfav)	Actual YTD Jul'18	Actual YTD Jul '19	Fav (Unfav)
Revenue:						
Concessions	962,785	1,097,292	134,507	2,531,943	2,749,791	217,848
Dock Rentals	1,785	10,283	8,498	718,479	738,555	20,076
Other	<u>274,005</u>	<u>280,141</u>	<u>6,136</u>	<u>876,499</u>	<u>901,602</u>	<u>25,103</u>
Total Revenue	1,238,575	1,387,716	149,141	4,126,921	4,389,948	263,027
OpEx:						
Salaries and Benefits	464,848	525,537	(60,689)	1,923,755	2,033,273	(109,518)
Contractual Services	6,711	6,561	150	24,368	26,886	(2,518)
Operations	<u>530,717</u>	<u>666,757</u>	<u>(136,040)</u>	<u>1,528,314</u>	<u>1,623,989</u>	<u>(95,675)</u>
Total OpEx	1,002,276	1,198,855	(196,579)	3,476,437	3,684,148	(207,711)
Op Surplus/(Subsidy)	236,299	188,861	(47,438)	650,484	705,800	55,316
CapEx:						
Capital Labor	0	0	0	1,063	0	1,063
Construction Expenses	15,200	3,869	11,331	21,568	126,693	(105,125)
Capital Equipment	<u>0</u>	<u>1,416</u>	<u>(1,416)</u>	<u>18,030</u>	<u>8,610</u>	<u>9,420</u>
Total CapEx	15,200	5,285	9,915	40,661	135,303	(94,642)
Net Surplus/(Subsidy)	221,099	183,576	(37,523)	609,823	570,497	(39,326)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – July 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington	
	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19
Operating Revenue	75,757	72,053	43,317	52,753	28,900	29,147	127,454	113,401
Operating Expenses	<u>62,662</u>	<u>63,989</u>	<u>30,443</u>	<u>42,154</u>	<u>27,487</u>	<u>26,488</u>	<u>97,345</u>	<u>91,345</u>
Operating Surplus/(Subsidy)	13,095	8,064	12,874	10,599	1,413	2,659	30,109	22,056
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>1,915</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,416</u>
Total Capital Expenditures	0	0	1,915	0	0	0	0	1,416
Net Surplus/(Subsidy)	13,095	8,064	10,959	10,599	1,413	2,659	30,109	20,640

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19	YTD Jul'18	YTD Jul '19
Operating Revenue	187,727	212,002	158,677	162,553	98,483	99,007	0	0	4,126,921	4,389,948
Operating Expenses	<u>219,845</u>	<u>190,238</u>	<u>94,070</u>	<u>85,878</u>	<u>14,460</u>	<u>15,259</u>	<u>563,604</u>	<u>577,225</u>	<u>3,476,437</u>	<u>3,684,148</u>
Operating Surplus/(Subsidy)	(32,118)	21,764	64,607	76,675	84,023	83,748	(563,604)	(577,225)	650,484	705,800
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	0
Construction Expenses	6,092	7,373	0	4,362	0	0	0	0	21,568	126,693
Capital Equipment	<u>0</u>	<u>4,230</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,966</u>	<u>1,589</u>	<u>18,030</u>	<u>8,610</u>
Total Capital Expenditures	7,155	11,603	0	4,362	0	0	8,966	1,589	40,661	135,303
Net Surplus/(Subsidy)	(39,273)	10,161	64,607	72,313	84,023	83,748	(572,570)	(578,814)	609,823	570,497