



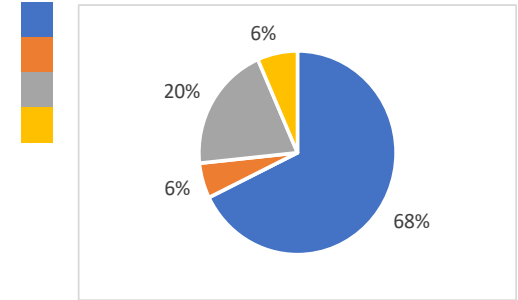
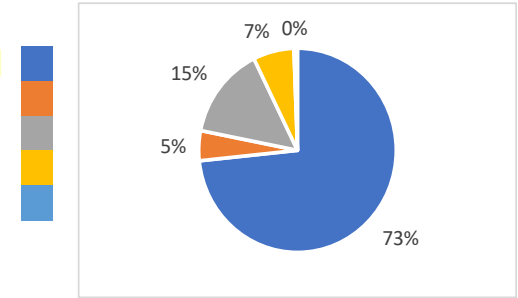
Financial Performance

June 11, 2019



Cleveland Metroparks Financial Performance – May 2019

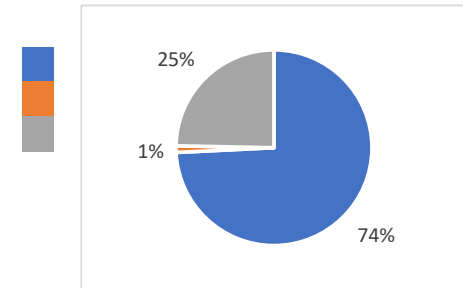
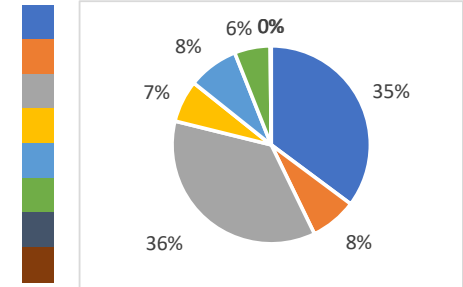
	Actual May '18	Actual May '19	Fav (Unfav)	Actual YTD May'18	Actual YTD May '19	Fav (Unfav)
Revenue:						
Property Tax	1,694,216	2,010,811	316,595	43,699,771	42,459,465	(1,240,306)
Local Gov/Grants/Gifts	546,211	516,349	(29,862)	2,827,297	2,749,947	(77,350)
Charges for Services	2,668,452	3,043,748	375,296	7,193,795	8,463,210	1,269,415
Self-Funded	719,956	779,193	59,237	3,659,628	3,869,531	209,903
Interest, Fines, Other	49,515	83,295	33,780	162,699	336,922	174,223
Total Revenue	5,678,350	6,433,396	755,046	57,543,190	57,879,075	335,885
OpEx:						
Salaries and Benefits	4,943,797	7,554,078	(2,610,281)	23,890,396	27,450,335	(3,559,939)
Contractual Services	161,359	326,187	(164,828)	1,967,577	2,267,668	(300,091)
Operations	1,827,592	2,014,576	(186,984)	7,390,742	8,122,992	(732,250)
Self-Funded Exp	694,729	477,914	216,815	2,922,596	2,667,127	255,469
Total OpEx	7,627,477	10,372,755	(2,745,278)	36,171,311	40,508,122	(4,336,811)
Op Surplus/(Subsidy)	(1,949,127)	(3,939,359)	(1,990,232)	21,371,879	17,370,953	(4,000,926)
CapEx:						
Capital Labor	46,487	75,974	(29,487)	390,278	368,845	21,433
Construction Expenses	641,377	1,063,522	(422,145)	7,234,219	3,331,050	3,903,169
Capital Equipment	312,402	431,385	(118,983)	1,222,812	2,025,604	(802,792)
Land Acquisition	1,629,154	29,688	1,599,466	2,177,408	666,283	1,511,125
Capital Animal Costs	10,385	1,128	9,257	12,676	3,324	9,352
Total CapEx	2,639,805	1,601,697	1,038,108	11,037,393	6,395,106	4,642,287
Net Surplus/(Subsidy)	(4,588,932)	(5,541,056)	(952,124)	10,334,486	10,975,847	641,361



Cleveland Metroparks - Zoo

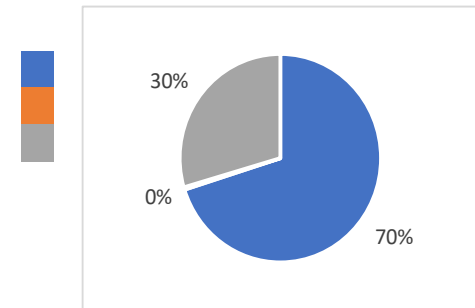
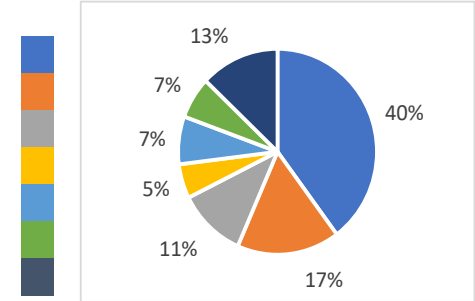
Financial Performance – May 2019

	Actual May '18	Actual May '19	Fav (Unfav)	Actual YTD May'18	Actual YTD May '19	Fav (Unfav)
Revenue:						
General/SE Admissions	478,096	653,071	174,975	854,061	1,159,464	305,403
Guest Experience	185,233	142,548	(42,685)	235,289	251,014	15,725
Zoo Society	0	342,795	342,795	742,594	1,187,636	445,042
Souvenirs/Refreshments	63,045	96,733	33,688	173,157	226,541	53,384
Education	53,290	29,310	(23,980)	252,306	272,262	19,956
Rentals & Events	18,574	37,411	18,837	137,743	192,421	54,678
Consignment	5,504	3,804	(1,700)	10,804	4,951	(5,853)
Other	<u>(617)</u>	<u>392</u>	<u>1,009</u>	<u>3,528</u>	<u>(134)</u>	<u>(3,662)</u>
Total Revenue	803,125	1,306,064	502,939	2,409,482	3,294,155	884,673
OpEx:						
Salaries and Benefits	1,110,986	1,685,920	(574,934)	5,457,616	6,245,557	(787,941)
Contractual Services	8,157	50,677	(42,520)	57,613	91,881	(34,268)
Operations	<u>378,996</u>	<u>383,763</u>	<u>(4,767)</u>	<u>1,790,632</u>	<u>2,076,867</u>	<u>(286,235)</u>
Total OpEx	1,498,139	2,120,360	(622,221)	7,305,861	8,414,305	(1,108,444)
Op Surplus/(Subsidy)	(695,014)	(814,296)	(119,282)	(4,896,379)	(5,120,150)	(223,771)
CapEx:						
Capital Labor	5,278	970	4,308	26,344	23,056	3,288
Construction Expenses	145,056	414,318	(269,262)	922,177	1,108,639	(186,462)
Capital Equipment	12,152	0	12,152	258,772	120,374	138,398
Capital Animal Costs	<u>10,385</u>	<u>1,128</u>	<u>9,257</u>	<u>12,676</u>	<u>3,324</u>	<u>9,352</u>
Total CapEx	172,871	416,416	(243,545)	1,219,969	1,255,393	(35,424)
Net Surplus/(Subsidy)	(867,885)	(1,230,712)	(362,827)	(6,116,348)	(6,375,543)	(259,195)
Restricted Revenue	39,130	105,075	65,945	365,374	393,537	28,163
Restricted Expenses	<u>83,011</u>	<u>91,752</u>	<u>(8,741)</u>	<u>3,057,718</u>	<u>434,028</u>	<u>2,623,690</u>
Restricted Surplus/(Subsidy)	(43,881)	13,323	57,204	(2,692,344)	(40,491)	2,651,853



Cleveland Metroparks - Golf Financial Performance – May 2019

	Actual May '18	Actual May '19	Fav (Unfav)	Actual YTD May'18	Actual YTD May '19	Fav (Unfav)
Revenue:						
Greens Fees	450,553	426,110	(24,443)	588,589	649,990	61,401
Equipment Rentals	189,501	173,345	(16,156)	257,983	272,911	14,928
Food Service	110,725	89,787	(20,938)	205,729	181,066	(24,663)
Merchandise Sales	56,329	52,295	(4,034)	81,021	87,977	6,956
Pro Services	24,210	33,095	8,885	97,586	122,737	25,151
Driving Range	53,830	52,902	(928)	93,164	107,005	13,841
Other	71,891	74,492	2,601	188,191	210,155	21,964
Total Revenue	957,039	902,026	(55,013)	1,512,263	1,631,841	119,578
OpEx:						
Salaries and Benefits	321,532	513,407	(191,875)	1,204,442	1,532,849	(328,407)
Contractual Services	2,200	3,009	(809)	7,305	8,050	(745)
Operations	179,310	241,192	(61,882)	676,417	645,342	31,075
Total OpEx	503,042	757,608	(254,566)	1,888,164	2,186,241	(298,077)
Op Surplus/(Subsidy)	453,997	144,418	(309,579)	(375,901)	(554,400)	(178,499)
CapEx:						
Capital Labor	9,205	11,699	(2,494)	83,112	97,432	(14,320)
Construction Expenses	3,906	43,462	(39,556)	136,198	253,966	(117,768)
Capital Equipment	0	0	0	425,597	818,140	(392,543)
Total CapEx	13,111	55,161	(42,050)	644,907	1,169,538	(524,631)
Net Surplus/(Subsidy)	440,886	89,257	(351,629)	(1,020,808)	(1,723,938)	(703,130)



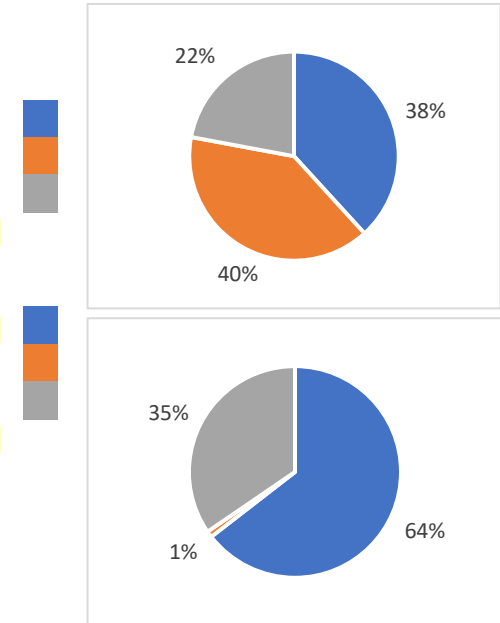
Cleveland Metroparks - Golf

Financial Performance – May 2019

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19
Operating Revenue	260,016	293,334	55,934	64,487	39,211	47,947	221,513	231,422	315,941	307,575
Operating Expenses	<u>296,145</u>	<u>322,156</u>	<u>82,914</u>	<u>87,980</u>	<u>57,006</u>	<u>72,362</u>	<u>271,481</u>	<u>324,430</u>	<u>349,738</u>	<u>438,325</u>
Operating Surplus/(Subsidy)	(36,129)	(28,822)	(26,980)	(23,493)	(17,795)	(24,415)	(49,968)	(93,008)	(33,797)	(130,750)
Capital Labor	0	0	0	0	0	0	0	0	2,125	33,588
Construction Expenses	32,034	0	0	0	0	0	21,908	0	313	253,966
Capital Equipment	<u>0</u>	<u>476,890</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>316,875</u>	<u>316,875</u>	<u>0</u>
Total Capital Expenditures	32,034	476,890	0	0	0	0	21,908	316,875	319,313	287,554
Net Surplus/(Subsidy)	(68,163)	(505,712)	(26,980)	(23,493)	(17,795)	(24,415)	(71,876)	(409,883)	(353,110)	(418,304)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19
Operating Revenue	233,494	233,554	171,782	182,037	205,604	258,686	8,768	12,799	1,512,263	1,631,841
Operating Expenses	<u>241,726</u>	<u>287,867</u>	<u>121,700</u>	<u>161,627</u>	<u>249,005</u>	<u>299,681</u>	<u>218,449</u>	<u>191,813</u>	<u>1,888,164</u>	<u>2,186,241</u>
Operating Surplus/(Subsidy)	(8,232)	(54,313)	50,082	20,410	(43,401)	(40,995)	(209,681)	(179,014)	(375,901)	(554,400)
Capital Labor	0	0	0	0	80,987	63,844	0	0	83,112	97,432
Construction Expenses	0	0	0	0	81,943	0	0	0	136,198	253,966
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>24,375</u>	<u>108,722</u>	<u>0</u>	<u>425,597</u>	<u>818,140</u>
Total Capital Expenditures	0	0	0	0	162,930	88,219	108,722	0	644,907	1,169,538
Net Surplus/(Subsidy)	(8,232)	(54,313)	50,082	20,410	(206,331)	(129,214)	(318,403)	(179,014)	(1,020,808)	(1,723,938)

Cleveland Metroparks – Enterprise Financial Performance – May 2019

	Actual May '18	Actual May '19	Fav (Unfav)	Actual YTD May'18	Actual YTD May '19	Fav (Unfav)
Revenue:						
Concessions	407,496	389,568	(17,928)	693,753	696,765	3,012
Dock Rentals	13,832	7,813	(6,019)	716,949	723,234	6,285
Other	<u>132,497</u>	<u>128,338</u>	<u>(4,159)</u>	<u>374,652</u>	<u>402,058</u>	<u>27,406</u>
Total Revenue	553,825	525,719	(28,106)	1,785,354	1,822,057	36,703
OpEx:						
Salaries and Benefits	216,227	367,176	(150,949)	880,063	1,069,386	(189,323)
Contractual Services	4,548	4,935	(387)	14,590	15,696	(1,106)
Operations	<u>210,404</u>	<u>228,527</u>	<u>(18,123)</u>	<u>493,756</u>	<u>572,958</u>	<u>(79,202)</u>
Total OpEx	431,179	600,638	(169,459)	1,388,409	1,658,040	(269,631)
Op Surplus/(Subsidy)	122,646	(74,919)	(197,565)	396,945	164,017	(232,928)
CapEx:						
Capital Labor	0	0	0	1,063	0	1,063
Construction Expenses	0	61,780	(61,780)	6,368	114,983	(108,615)
Capital Equipment	<u>1,915</u>	<u>0</u>	<u>1,915</u>	<u>18,030</u>	<u>2,964</u>	<u>15,066</u>
Total CapEx	1,915	61,780	(59,865)	25,461	117,947	(92,486)
Net Surplus/(Subsidy)	120,731	(136,699)	(257,430)	371,484	46,070	(325,414)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – May 2019

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19
Operating Revenue	507,259	502,026	80,275	53,266	602,109	573,429	53,389	62,386
Operating Expenses	<u>563,842</u>	<u>608,522</u>	<u>61,814</u>	<u>57,542</u>	<u>40,870</u>	<u>70,391</u>	<u>43,194</u>	<u>73,152</u>
Operating Surplus/(Subsidy)	(56,583)	(106,496)	18,461	(4,276)	561,239	503,038	10,195	(10,766)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	2,002	0	0	0	53,185	0	0
Capital Equipment	<u>0</u>	<u>0</u>	<u>7,149</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	0	2,002	7,149	0	0	53,185	0	0
Net Surplus/(Subsidy)	(56,583)	(108,498)	11,312	(4,276)	561,239	449,853	10,195	(10,766)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19
Operating Revenue	0	23,813	0	1,524	169,734	173,379	32,548	86,256
Operating Expenses	<u>0</u>	<u>39,906</u>	<u>0</u>	<u>3,302</u>	<u>22,364</u>	<u>39,697</u>	<u>50,696</u>	<u>99,479</u>
Operating Surplus/(Subsidy)	0	(16,093)	0	(1,778)	147,370	133,682	(18,148)	(13,223)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	37,601	0	0	276	3,101	0	7,359
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,375</u>
Total Capital Expenditures	0	37,601	0	0	276	3,101	0	8,734
Net Surplus/(Subsidy)	0	(53,694)	0	(1,778)	147,094	130,581	(18,148)	(21,957)

Cleveland Metroparks – Enterprise Financial Performance – May 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19		
Operating Revenue	13,285	9,953	4,258	2,484	419	1,900	20,514	13,428		
Operating Expenses	<u>10,332</u>	<u>10,989</u>	<u>5,017</u>	<u>8,318</u>	<u>2,686</u>	<u>4,090</u>	<u>12,046</u>	<u>18,525</u>		
Operating Surplus/(Subsidy)	2,953	(1,036)	(759)	(5,834)	(2,267)	(2,190)	8,468	(5,097)		
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>0</u>		
Total Capital Expenditures	0	0	1,915	0	0	0	0	0		
Net Surplus/(Subsidy)	2,953	(1,036)	(2,674)	(5,834)	(2,267)	(2,190)	8,468	(5,097)		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19	YTD May'18	YTD May '19
Operating Revenue	173,613	201,262	65,483	57,815	62,468	59,136	0	0	1,785,354	1,822,057
Operating Expenses	<u>177,706</u>	<u>174,281</u>	<u>12,829</u>	<u>18,112</u>	<u>6,517</u>	<u>9,336</u>	<u>378,496</u>	<u>422,398</u>	<u>1,388,409</u>	<u>1,658,040</u>
Operating Surplus/(Subsidy)	(4,093)	26,981	52,654	39,703	55,951	49,800	(378,496)	(422,398)	396,945	164,017
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	6,368	114,983
Capital Equipment	<u>0</u>	<u>0</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>2,964</u>
Total Capital Expenditures	7,155	7,373	0	4,362	0	0	8,966	1,589	25,461	117,947
Net Surplus/(Subsidy)	(11,248)	19,608	52,654	35,341	55,951	49,800	(387,462)	(423,987)	371,484	46,070