



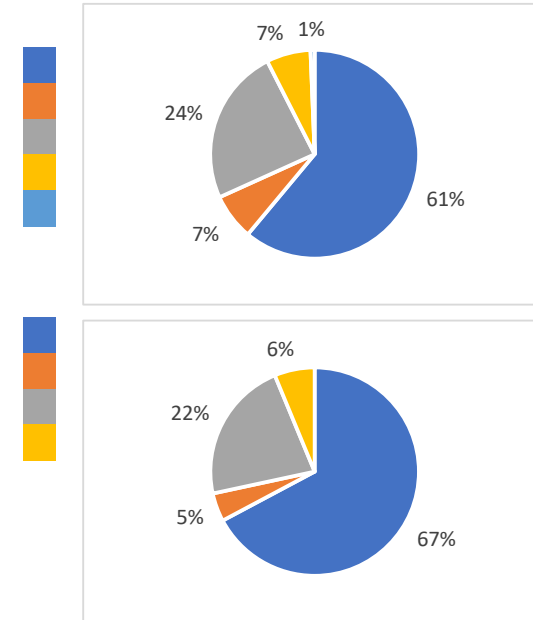
Financial Performance

December 19, 2019



Cleveland Metroparks Financial Performance – November 2019

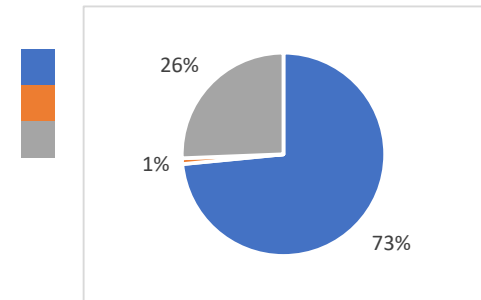
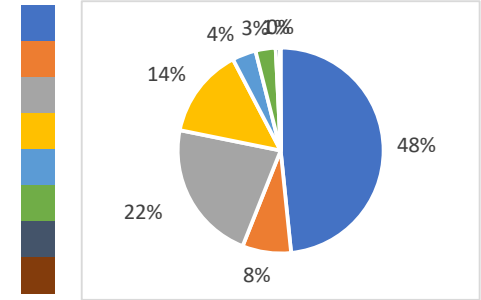
	Actual Nov '18	Actual Nov '19	Fav (Unfav)	Actual YTD Nov'18	Actual YTD Nov '19	Fav (Unfav)
Revenue:						
Property Tax	42,439	13,546	(28,893)	75,726,605	76,364,465	637,860
Local Gov/Grants/Gifts	1,542,180	486,294	(1,055,886)	12,103,005	8,981,412	(3,121,593)
Charges for Services	471,860	1,046,540	574,680	27,043,298	30,347,225	3,303,927
Self-Funded	808,490	779,922	(28,568)	8,096,399	8,569,314	472,915
Interest, Fines, Other	<u>46,761</u>	<u>46,370</u>	<u>(391)</u>	<u>460,614</u>	<u>803,704</u>	<u>343,090</u>
Total Revenue	2,911,730	2,372,672	(539,058)	123,429,921	125,066,120	1,636,199
OpEx:						
Salaries and Benefits	6,914,136	7,184,137	(270,001)	61,299,882	63,664,466	(2,364,584)
Contractual Services	295,266	759,339	(464,073)	3,700,245	4,183,244	(482,999)
Operations	1,596,463	1,983,904	(387,441)	21,077,914	20,967,494	110,420
Self-Funded Exp	<u>655,349</u>	<u>586,895</u>	<u>68,454</u>	<u>6,726,712</u>	<u>5,911,763</u>	<u>814,949</u>
Total OpEx	9,461,214	10,514,275	(1,053,061)	92,804,753	94,726,967	(1,922,214)
Op Surplus/(Subsidy)	(6,549,484)	(8,141,603)	(1,592,119)	30,625,168	30,339,153	(286,015)
CapEx:						
Capital Labor	60,034	67,267	(7,233)	856,251	821,195	35,056
Construction Expenses	1,820,242	1,204,626	615,616	19,993,102	8,701,539	11,291,563
Capital Equipment	33,381	104,938	(71,557)	2,674,512	2,902,226	(227,714)
Land Acquisition	3,740	2,702,671	(2,698,931)	4,476,612	5,015,396	(538,784)
Capital Animal Costs	<u>6,124</u>	<u>17,997</u>	<u>(11,873)</u>	<u>43,168</u>	<u>40,465</u>	<u>2,703</u>
Total CapEx	1,923,521	4,097,499	(2,173,978)	28,043,645	17,480,821	10,562,824
Net Surplus/(Subsidy)	(8,473,005)	(12,239,102)	(3,766,097)	2,581,523	12,858,332	10,276,809



Cleveland Metroparks - Zoo

Financial Performance – November 2019

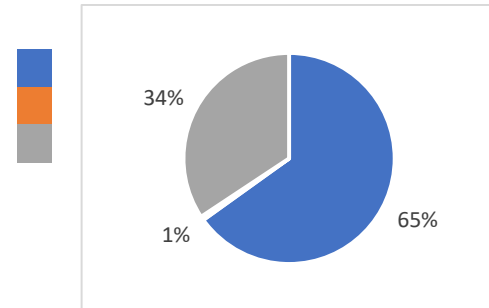
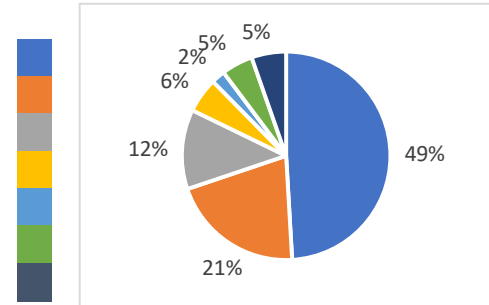
	Actual Nov '18	Actual Nov '19	Fav (Unfav)	Actual YTD Nov'18	Actual YTD Nov '19	Fav (Unfav)
Revenue:						
General/SE Admissions	55,873	342,289	286,416	4,462,240	6,020,458	1,558,218
Guest Experience	2,125	(2,630)	(4,755)	931,592	952,529	20,937
Zoo Society	0	176,949	176,949	1,925,438	2,756,958	831,520
Souvenirs/Refreshments	73,370	120,850	47,480	1,638,507	1,762,022	123,515
Education	37,799	28,361	(9,438)	494,395	464,396	(29,999)
Rentals & Events	36,330	4,168	(32,162)	382,206	393,703	11,497
Consignment	13,228	39,338	26,110	306,912	81,971	(224,941)
Other	(35,833)	201	36,034	(28,481)	14,179	42,660
Total Revenue	182,892	709,526	526,634	10,112,809	12,446,216	2,333,407
OpEx:						
Salaries and Benefits	1,620,102	1,748,291	(128,189)	13,818,626	14,393,224	(574,598)
Contractual Services	42,498	20,478	22,020	196,302	179,601	16,701
Operations	496,428	861,441	(365,013)	4,638,209	5,019,800	(381,591)
Total OpEx	2,159,028	2,630,210	(471,182)	18,653,137	19,592,625	(939,488)
Op Surplus/(Subsidy)	(1,976,136)	(1,920,684)	55,452	(8,540,328)	(7,146,409)	1,393,919
CapEx:						
Capital Labor	0	0	0	32,322	41,372	(9,050)
Construction Expenses	146,236	762,690	(616,454)	2,155,863	2,520,396	(364,533)
Capital Equipment	1,770	33,583	(31,813)	314,330	199,888	114,442
Capital Animal Costs	6,124	17,997	(11,873)	43,168	40,465	2,703
Total CapEx	154,130	814,270	(660,140)	2,545,683	2,802,121	(256,438)
Net Surplus/(Subsidy)	(2,130,266)	(2,734,954)	(604,688)	(11,086,011)	(9,948,530)	1,137,481
Restricted Revenue	52,768	73,085	20,317	4,300,855	1,772,572	(2,528,283)
Restricted Expenses	76,488	71,855	4,633	5,019,312	1,027,512	3,991,800
Restricted Surplus/(Subsidy)	(23,720)	1,230	24,950	(718,457)	745,060	1,463,517



Cleveland Metroparks - Golf

Financial Performance – November 2019

	Actual Nov '18	Actual Nov '19	Fav (Unfav)	Actual YTD Nov'18	Actual YTD Nov '19	Fav (Unfav)
Revenue:						
Greens Fees	36,971	19,118	(17,853)	3,042,777	3,445,650	402,873
Equipment Rentals	(65,847)	13,993	79,840	1,197,819	1,457,020	259,201
Food Service	27,426	15,175	(12,251)	885,723	868,702	(17,021)
Merchandise Sales	3,571	2,084	(1,487)	360,123	380,205	20,082
Pro Services	585	(1,652)	(2,237)	133,185	150,202	17,017
Driving Range	5,686	(884)	(6,570)	302,897	342,234	39,337
Other	(25,896)	13,547	39,443	287,277	376,898	89,621
Total Revenue	(17,504)	61,381	78,885	6,209,801	7,020,911	811,110
OpEx:						
Salaries and Benefits	371,335	406,893	(35,558)	3,624,744	3,938,826	(314,082)
Contractual Services	7,887	9,846	(1,959)	29,657	35,652	(5,995)
Operations	129,642	180,456	(50,814)	2,134,494	2,076,538	57,956
Total OpEx	508,864	597,195	(88,331)	5,788,895	6,051,016	(262,121)
Op Surplus/(Subsidy)	(526,368)	(535,814)	(9,446)	420,906	969,895	548,989
CapEx:						
Capital Labor	16,135	6,181	9,954	263,428	177,359	86,069
Construction Expenses	24,388	11,660	12,728	1,247,916	321,099	926,817
Capital Equipment	0	46,102	(46,102)	665,571	869,424	(203,853)
Total CapEx	40,523	63,943	(23,420)	2,176,915	1,367,882	809,033
Net Surplus/(Subsidy)	(566,891)	(599,757)	(32,866)	(1,756,009)	(397,987)	1,358,022



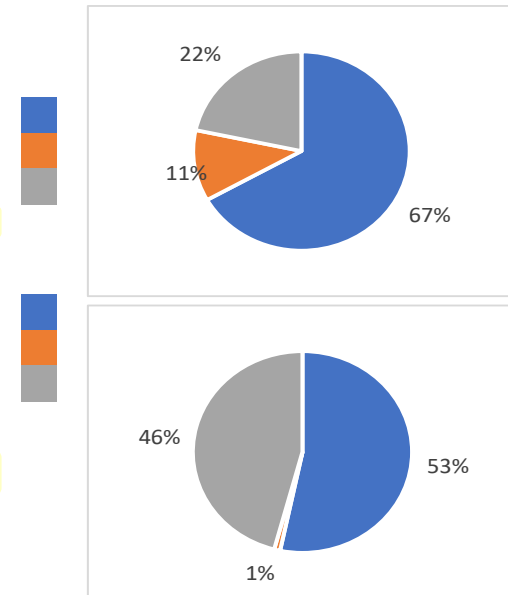
Cleveland Metroparks - Golf

Financial Performance – November 2019

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19
Operating Revenue	1,059,273	1,247,508	272,686	320,399	214,724	241,682	1,026,175	1,122,520	1,396,253	1,461,185
Operating Expenses	<u>897,609</u>	<u>888,099</u>	<u>254,918</u>	<u>240,943</u>	<u>234,951</u>	<u>251,252</u>	<u>784,628</u>	<u>842,235</u>	<u>1,249,753</u>	<u>1,296,014</u>
Operating Surplus/(Subsidy)	161,664	359,409	17,768	79,456	(20,227)	(9,570)	241,547	280,285	146,500	165,171
Capital Labor	0	0	0	0	0	0	2,930	0	2,125	34,303
Construction Expenses	32,034	11,160	0	0	0	0	52,898	0	51,817	287,397
Capital Equipment	<u>0</u>	<u>480,815</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>31,331</u>	<u>339,893</u>	<u>316,875</u>	<u>20,984</u>
Total Capital Expenditures	32,034	491,975	0	0	0	0	87,159	339,893	370,817	342,684
Net Surplus/(Subsidy)	129,630	(132,566)	17,768	79,456	(20,227)	(9,570)	154,388	(59,608)	(224,317)	(177,513)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19
Operating Revenue	994,723	1,008,531	382,003	423,066	842,978	1,165,643	20,986	30,377	6,209,801	7,020,911
Operating Expenses	<u>758,817</u>	<u>799,200</u>	<u>361,169</u>	<u>424,450</u>	<u>773,978</u>	<u>922,393</u>	<u>473,072</u>	<u>386,430</u>	<u>5,788,895</u>	<u>6,051,016</u>
Operating Surplus/(Subsidy)	235,906	209,331	20,834	(1,384)	69,000	243,250	(452,086)	(356,053)	420,906	969,895
Capital Labor	0	0	0	0	258,373	143,056	0	0	263,428	177,359
Construction Expenses	0	0	0	0	1,111,167	22,542	0	0	1,247,916	321,099
Capital Equipment	<u>43,706</u>	<u>3,356</u>	<u>0</u>	<u>0</u>	<u>111,208</u>	<u>24,376</u>	<u>162,451</u>	<u>0</u>	<u>665,571</u>	<u>869,424</u>
Total Capital Expenditures	43,706	3,356	0	0	1,480,748	189,974	162,451	0	2,176,915	1,367,882
Net Surplus/(Subsidy)	192,200	205,975	20,834	(1,384)	(1,411,748)	53,276	(614,537)	(356,053)	(1,756,009)	(397,987)

Cleveland Metroparks – Enterprise Financial Performance – November 2019

	Actual Nov '18	Actual Nov '19	Fav (Unfav)	Actual YTD Nov'18	Actual YTD Nov '19	Fav (Unfav)
Revenue:						
Concessions	60,675	63,145	2,470	3,953,114	4,410,465	457,351
Dock Rentals	1,984	2,934	950	729,476	762,280	32,804
Other	<u>54,023</u>	<u>54,721</u>	<u>698</u>	<u>1,391,506</u>	<u>1,426,293</u>	<u>34,787</u>
Total Revenue	116,682	120,800	4,118	6,074,096	6,599,038	524,942
OpEx:						
Salaries and Benefits	229,146	244,559	(15,413)	3,182,467	3,407,182	(224,715)
Contractual Services	11,079	5,074	6,005	49,709	56,035	(6,326)
Operations	<u>101,562</u>	<u>126,491</u>	<u>(24,929)</u>	<u>2,783,134</u>	<u>2,931,861</u>	<u>(148,727)</u>
Total OpEx	341,787	376,124	(34,337)	6,015,310	6,395,078	(379,768)
Op Surplus/(Subsidy)	(225,105)	(255,324)	(30,219)	58,786	203,960	145,174
CapEx:						
Capital Labor	0	0	0	1,063	9,691	(8,628)
Construction Expenses	1,254	24,541	(23,287)	34,764	164,995	(130,231)
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>21,974</u>	<u>9,677</u>	<u>12,297</u>
Total CapEx	1,254	24,541	(23,287)	57,801	184,363	(126,562)
Net Surplus/(Subsidy)	(226,359)	(279,865)	(53,506)	985	19,597	18,612



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – November 2019

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19
Operating Revenue	2,079,451	2,266,793	852,963	834,177	861,469	898,355	506,240	741,708
Operating Expenses	<u>2,038,687</u>	<u>2,133,734</u>	<u>696,031</u>	<u>642,115</u>	<u>357,866</u>	<u>401,183</u>	<u>505,158</u>	<u>664,401</u>
Operating Surplus/(Subsidy)	40,764	133,059	156,932	192,062	503,603	497,172	1,082	77,307
Capital Labor	0	9,691	0	0	0	0	0	0
Construction Expenses	15,261	6,103	0	0	0	54,329	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	15,261	15,794	7,149	0	0	54,329	0	0
Net Surplus/(Subsidy)	25,503	117,265	149,783	192,062	503,603	442,843	1,082	77,307
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19
Operating Revenue	0	66,137	0	22,030	456,836	384,261	367,933	407,494
Operating Expenses	<u>0</u>	<u>128,909</u>	<u>0</u>	<u>29,773</u>	<u>339,003</u>	<u>289,166</u>	<u>376,024</u>	<u>423,871</u>
Operating Surplus/(Subsidy)	0	(62,772)	0	(7,743)	117,833	95,095	(8,091)	(16,377)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	49,950	0	0	558	24,999	0	7,232
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	49,950	0	0	558	24,999	0	8,607
Net Surplus/(Subsidy)	0	(112,722)	0	(7,743)	117,275	70,096	(8,091)	(24,984)

Cleveland Metroparks – Enterprise Financial Performance – November 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19		
Operating Revenue	82,096	90,603	61,944	65,502	33,366	34,438	178,035	148,864		
Operating Expenses	<u>83,442</u>	<u>94,627</u>	<u>55,748</u>	<u>59,349</u>	<u>37,826</u>	<u>37,620</u>	<u>155,580</u>	<u>143,554</u>		
Operating Surplus/(Subsidy)	(1,346)	(4,024)	6,196	6,153	(4,460)	(3,182)	22,455	5,310		
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>3,944</u>	<u>0</u>	<u>0</u>	<u>1,416</u>		
Total Capital Expenditures	0	0	1,915	0	3,944	0	0	1,416		
Net Surplus/(Subsidy)	(1,346)	(4,024)	4,281	6,153	(8,404)	(3,182)	22,455	3,894		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19	YTD Nov'18	YTD Nov '19
Operating Revenue	244,472	291,394	182,926	191,036	166,365	156,246	0	0	6,074,096	6,599,038
Operating Expenses	<u>286,427</u>	<u>257,002</u>	<u>138,719</u>	<u>133,527</u>	<u>22,111</u>	<u>29,125</u>	<u>922,688</u>	<u>927,122</u>	<u>6,015,310</u>	<u>6,395,078</u>
Operating Surplus/(Subsidy)	(41,955)	34,392	44,207	57,509	144,254	127,121	(922,688)	(927,122)	58,786	203,960
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	9,691
Construction Expenses	18,945	7,373	0	15,009	0	0	0	0	34,764	164,995
Capital Equipment	<u>0</u>	<u>4,276</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,966</u>	<u>2,610</u>	<u>21,974</u>	<u>9,677</u>
Total Capital Expenditures	20,008	11,649	0	15,009	0	0	8,966	2,610	57,801	184,363
Net Surplus/(Subsidy)	(61,963)	22,743	44,207	42,500	144,254	127,121	(931,654)	(929,732)	985	19,597