



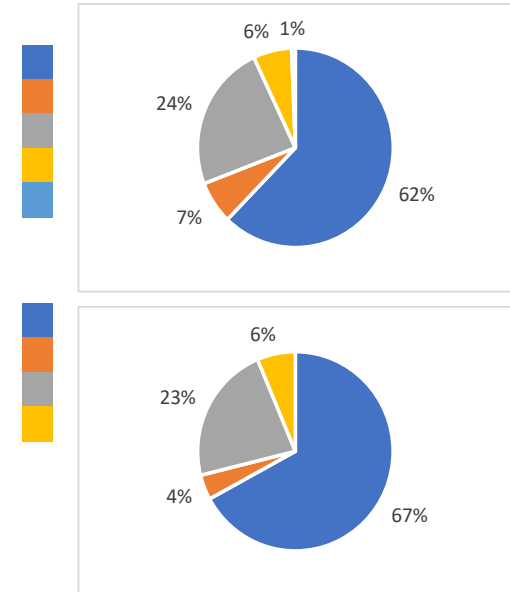
Financial Performance

November 13, 2019



Cleveland Metroparks Financial Performance – October 2019

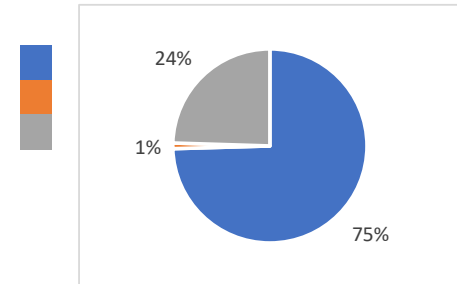
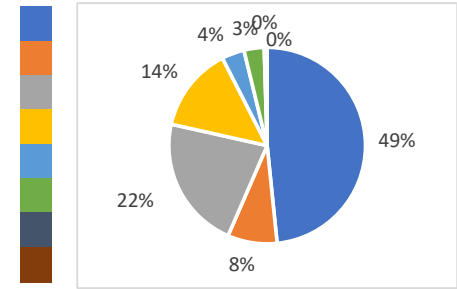
	Actual Oct '18	Actual Oct '19	Fav (Unfav)	Actual YTD Oct'18	Actual YTD Oct '19	Fav (Unfav)
Revenue:						
Property Tax	(194,366)	39,115	233,481	75,684,166	76,350,918	666,752
Local Gov/Grants/Gifts	1,333,836	952,019	(381,817)	10,560,825	8,495,118	(2,065,707)
Charges for Services	1,122,192	2,949,310	1,827,118	26,571,439	29,300,686	2,729,247
Self-Funded	723,447	788,735	65,288	7,287,910	7,789,392	501,482
Interest, Fines, Other	60,800	91,774	30,974	413,853	757,334	343,481
Total Revenue	3,045,909	4,820,953	1,775,044	120,518,193	122,693,448	2,175,255
OpEx:						
Salaries and Benefits	5,059,986	5,411,365	(351,379)	54,385,746	56,480,328	(2,094,582)
Contractual Services	188,204	232,962	(44,758)	3,404,980	3,423,905	(18,925)
Operations	1,613,283	1,727,278	(113,995)	19,481,450	18,984,590	496,860
Self-Funded Exp	706,509	587,350	119,159	6,071,363	5,324,868	746,495
Total OpEx	7,567,982	7,958,955	(390,973)	83,343,539	84,213,691	(870,152)
Op Surplus/(Subsidy)	(4,522,073)	(3,138,002)	1,384,071	37,174,654	38,479,757	1,305,103
CapEx:						
Capital Labor	57,812	95,164	(37,352)	796,217	753,927	42,290
Construction Expenses	1,361,979	662,927	699,052	18,172,859	7,496,914	10,675,945
Capital Equipment	177,883	168,005	9,878	2,641,130	2,797,288	(156,158)
Land Acquisition	610,859	5,201	605,658	4,472,872	2,312,725	2,160,147
Capital Animal Costs	4,679	708	3,971	37,044	22,467	14,577
Total CapEx	2,213,212	932,005	1,281,207	26,120,122	13,383,321	12,736,801
Net Surplus/(Subsidy)	(6,735,285)	(4,070,007)	2,665,278	11,054,532	25,096,436	14,041,904



Cleveland Metroparks - Zoo

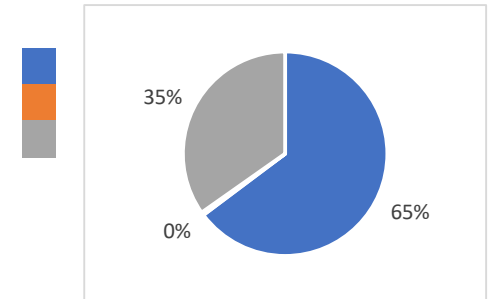
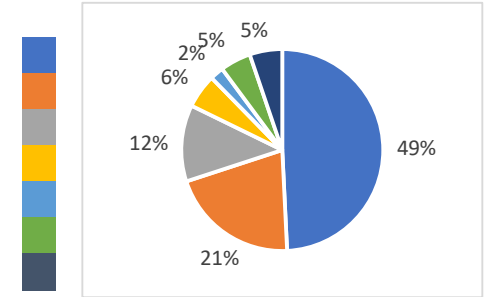
Financial Performance – October 2019

	Actual Oct '18	Actual Oct '19	Fav (Unfav)	Actual YTD Oct'18	Actual YTD Oct '19	Fav (Unfav)
Revenue:						
General/SE Admissions	(6,527)	725,807	732,334	4,406,366	5,678,168	1,271,802
Guest Experience	18,369	53,847	35,478	929,466	955,159	25,693
Zoo Society	0	541,614	541,614	1,925,438	2,580,009	654,571
Souvenirs/Refreshments	215,405	188,048	(27,357)	1,565,137	1,641,172	76,035
Education	28,527	53,838	25,311	456,596	436,035	(20,561)
Rentals & Events	32,411	20,241	(12,170)	345,876	389,536	43,660
Consignment	22,804	7,938	(14,866)	293,684	42,633	(251,051)
Other	(99)	1,191	1,290	7,353	13,978	6,625
Total Revenue	310,890	1,592,524	1,281,634	9,929,916	11,736,690	1,806,774
OpEx:						
Salaries and Benefits	1,161,601	1,206,525	(44,924)	12,198,524	12,644,933	(446,409)
Contractual Services	10,467	14,652	(4,185)	153,803	159,123	(5,320)
Operations	473,194	457,952	15,242	4,141,781	4,158,359	(16,578)
Total OpEx	1,645,262	1,679,129	(33,867)	16,494,108	16,962,415	(468,307)
Op Surplus/(Subsidy)	(1,334,372)	(86,605)	1,247,767	(6,564,192)	(5,225,725)	1,338,467
CapEx:						
Capital Labor	0	10,247	(10,247)	32,322	41,372	(9,050)
Construction Expenses	40,513	90,835	(50,322)	2,009,627	1,757,707	251,920
Capital Equipment	1,020	26,158	(25,138)	312,560	166,305	146,255
Capital Animal Costs	4,679	708	3,971	37,044	22,467	14,577
Total CapEx	46,212	127,948	(81,736)	2,391,553	1,987,851	403,702
Net Surplus/(Subsidy)	(1,380,584)	(214,553)	1,166,031	(8,955,745)	(7,213,576)	1,742,169
Restricted Revenue	62,480	679,391	616,911	4,248,086	1,699,488	(2,548,598)
Restricted Expenses	29,151	60,778	(31,627)	4,942,824	955,657	3,987,167
Restricted Surplus/(Subsidy)	33,329	618,613	585,284	(694,738)	743,831	1,438,569



Cleveland Metroparks - Golf Financial Performance – October 2019

	Actual Oct '18	Actual Oct '19	Fav (Unfav)	Actual YTD Oct'18	Actual YTD Oct '19	Fav (Unfav)
Revenue:						
Greens Fees	182,507	278,367	95,860	3,005,806	3,426,531	420,725
Equipment Rentals	91,280	120,369	29,089	1,263,666	1,443,028	179,362
Food Service	46,922	74,379	27,457	858,297	853,527	(4,770)
Merchandise Sales	22,285	26,965	4,680	356,553	378,121	21,568
Pro Services	(2,663)	458	3,121	132,600	151,854	19,254
Driving Range	20,671	24,145	3,474	297,211	343,118	45,907
Other	<u>16,401</u>	<u>29,822</u>	<u>13,421</u>	<u>313,172</u>	<u>363,351</u>	<u>50,179</u>
Total Revenue	377,403	554,505	177,102	6,227,305	6,959,530	732,225
OpEx:						
Salaries and Benefits	315,276	355,154	(39,878)	3,253,409	3,531,934	(278,525)
Contractual Services	1,657	5,513	(3,856)	21,770	25,806	(4,036)
Operations	<u>154,744</u>	<u>166,241</u>	<u>(11,497)</u>	<u>2,004,853</u>	<u>1,896,081</u>	<u>108,772</u>
Total OpEx	471,677	526,908	(55,231)	5,280,032	5,453,821	(173,789)
Op Surplus/(Subsidy)	(94,274)	27,597	121,871	947,273	1,505,709	558,436
CapEx:						
Capital Labor	31,730	12,362	19,368	247,293	171,178	76,115
Construction Expenses	201,448	10,149	191,299	1,223,528	309,439	914,089
Capital Equipment	<u>34,648</u>	<u>0</u>	<u>34,648</u>	<u>665,570</u>	<u>823,321</u>	<u>(157,751)</u>
Total CapEx	267,826	22,511	245,315	2,136,391	1,303,938	832,453
Net Surplus/(Subsidy)	(362,100)	5,086	367,186	(1,189,118)	201,771	1,390,889



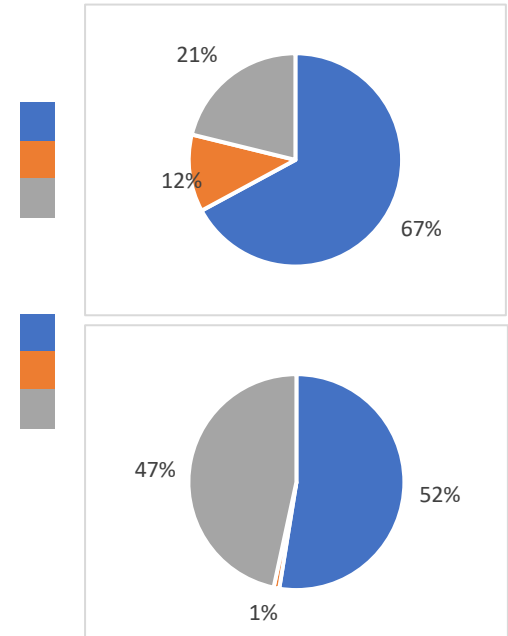
Cleveland Metroparks - Golf

Financial Performance – October 2019

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19
Operating Revenue	1,075,552	1,231,302	281,311	319,909	218,954	243,026	989,887	1,099,965	1,420,433	1,439,869
Operating Expenses	<u>820,860</u>	<u>817,981</u>	<u>236,196</u>	<u>227,370</u>	<u>216,854</u>	<u>222,271</u>	<u>716,914</u>	<u>748,021</u>	<u>1,142,604</u>	<u>1,163,404</u>
Operating Surplus/(Subsidy)	254,692	413,321	45,115	92,539	2,100	20,755	272,973	351,944	277,829	276,465
Capital Labor	0	0	0	0	0	0	2,930	0	2,125	34,303
Construction Expenses	32,034	0	0	0	0	0	52,898	0	41,403	287,397
Capital Equipment	<u>0</u>	<u>478,715</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>31,331</u>	<u>316,875</u>	<u>316,875</u>	<u>0</u>
Total Capital Expenditures	32,034	478,715	0	0	0	0	87,159	316,875	360,403	321,700
Net Surplus/(Subsidy)	222,658	(65,394)	45,115	92,539	2,100	20,755	185,814	35,069	(82,574)	(45,235)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19
Operating Revenue	973,744	1,008,972	380,758	425,220	869,281	1,165,416	17,385	25,851	6,227,305	6,959,530
Operating Expenses	<u>704,608</u>	<u>735,759</u>	<u>327,594</u>	<u>388,199</u>	<u>710,517</u>	<u>815,331</u>	<u>403,885</u>	<u>335,485</u>	<u>5,280,032</u>	<u>5,453,821</u>
Operating Surplus/(Subsidy)	269,136	273,213	53,164	37,021	158,764	350,085	(386,500)	(309,634)	947,273	1,505,709
Capital Labor	0	0	0	0	242,238	136,875	0	0	247,293	171,178
Construction Expenses	0	0	0	0	1,097,193	22,042	0	0	1,223,528	309,439
Capital Equipment	<u>43,706</u>	<u>3,356</u>	<u>0</u>	<u>0</u>	<u>111,208</u>	<u>24,375</u>	<u>162,450</u>	<u>0</u>	<u>665,570</u>	<u>823,321</u>
Total Capital Expenditures	43,706	3,356	0	0	1,450,639	183,292	162,450	0	2,136,391	1,303,938
Net Surplus/(Subsidy)	225,430	269,857	53,164	37,021	(1,291,875)	166,793	(548,950)	(309,634)	(1,189,118)	201,771

Cleveland Metroparks – Enterprise Financial Performance – October 2019

	Actual Oct '18	Actual Oct '19	Fav (Unfav)	Actual YTD Oct'18	Actual YTD Oct '19	Fav (Unfav)
Revenue:						
Concessions	136,693	174,063	37,370	3,892,439	4,347,319	454,880
Dock Rentals	3,585	9,794	6,209	727,492	759,346	31,854
Other	<u>87,101</u>	<u>104,636</u>	<u>17,535</u>	<u>1,337,480</u>	<u>1,371,573</u>	<u>34,093</u>
Total Revenue	227,379	288,493	61,114	5,957,411	6,478,238	520,827
OpEx:						
Salaries and Benefits	243,791	273,869	(30,078)	2,953,321	3,162,623	(209,302)
Contractual Services	3,204	15,261	(12,057)	38,630	50,962	(12,332)
Operations	<u>186,821</u>	<u>188,832</u>	<u>(2,011)</u>	<u>2,681,572</u>	<u>2,805,369</u>	<u>(123,797)</u>
Total OpEx	433,816	477,962	(44,146)	5,673,523	6,018,954	(345,431)
Op Surplus/(Subsidy)	(206,437)	(189,469)	16,968	283,888	459,284	175,396
CapEx:						
Capital Labor	0	4,358	(4,358)	1,063	9,691	(8,628)
Construction Expenses	11,600	1,211	10,389	33,511	140,454	(106,943)
Capital Equipment	<u>3,944</u>	<u>0</u>	<u>3,944</u>	<u>21,974</u>	<u>9,677</u>	<u>12,297</u>
Total CapEx	15,544	5,569	9,975	56,548	159,822	(103,274)
Net Surplus/(Subsidy)	(221,981)	(195,038)	26,943	227,340	299,462	72,122



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – October 2019

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19
Operating Revenue	2,000,451	2,212,373	852,989	834,200	882,744	889,519	493,198	741,708
Operating Expenses	<u>1,953,713</u>	<u>1,971,976</u>	<u>652,052</u>	<u>633,162</u>	<u>350,778</u>	<u>382,651</u>	<u>469,616</u>	<u>641,113</u>
Operating Surplus/(Subsidy)	46,738	240,397	200,937	201,038	531,966	506,868	23,582	100,595
Capital Labor	0	9,691	0	0	0	0	0	0
Construction Expenses	15,261	4,590	0	0	0	54,329	0	0
Capital Equipment	<u>0</u>		<u>7,149</u>	<u>0</u>	<u>0</u>		<u>0</u>	<u>0</u>
Total Capital Expenditures	15,261	14,281	7,149	0	0	54,329	0	0
Net Surplus/(Subsidy)	31,477	226,116	193,788	201,038	531,966	452,539	23,582	100,595
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19
Operating Revenue	0	66,137	0	22,030	452,274	383,809	367,790	397,398
Operating Expenses	<u>0</u>	<u>126,793</u>	<u>0</u>	<u>29,335</u>	<u>332,638</u>	<u>278,062</u>	<u>361,795</u>	<u>406,784</u>
Operating Surplus/(Subsidy)	0	(60,656)	0	(7,305)	119,636	105,747	5,995	(9,386)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	48,820	0	0	558	3,101	0	7,232
Capital Equipment	<u>0</u>		<u>0</u>	<u>0</u>	<u>0</u>		<u>0</u>	<u>1,375</u>
Total Capital Expenditures	0	48,820	0	0	558	3,101	0	8,607
Net Surplus/(Subsidy)	0	(109,476)	0	(7,305)	119,078	102,646	5,995	(17,993)

Cleveland Metroparks – Enterprise Financial Performance – October 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19		
Operating Revenue	82,096	90,603	62,048	65,502	33,373	34,438	178,035	148,864		
Operating Expenses	83,377	94,516	44,613	59,082	35,427	37,615	155,329	143,537		
Operating Surplus/(Subsidy)	(1,281)	(3,913)	17,435	6,420	(2,054)	(3,177)	22,706	5,327		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	0	0	1,915	0	3,944	0	0	1,416		
Total Capital Expenditures	0	0	1,915	0	3,944	0	0	1,416		
Net Surplus/(Subsidy)	(1,281)	(3,913)	15,520	6,420	(5,998)	(3,177)	22,706	3,911		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19	YTD Oct'18	YTD Oct '19
Operating Revenue	219,065	254,186	182,871	190,956	150,477	146,515	0	0	5,957,411	6,478,238
Operating Expenses	277,567	232,069	131,618	133,052	20,422	27,994	804,578	821,213	5,673,523	6,018,954
Operating Surplus/(Subsidy)	(58,502)	22,117	51,253	57,904	130,055	118,521	(804,578)	(821,213)	283,888	459,284
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	9,691
Construction Expenses	17,692	7,373	0	15,008	0	0	0	0	33,511	140,453
Capital Equipment	0	4,276	0	0	0	0	8,966	2,611	21,974	9,678
Total Capital Expenditures	18,755	11,649	0	15,008	0	0	8,966	2,611	56,548	159,822
Net Surplus/(Subsidy)	(77,257)	10,468	51,253	42,896	130,055	118,521	(813,544)	(823,824)	227,340	299,462