



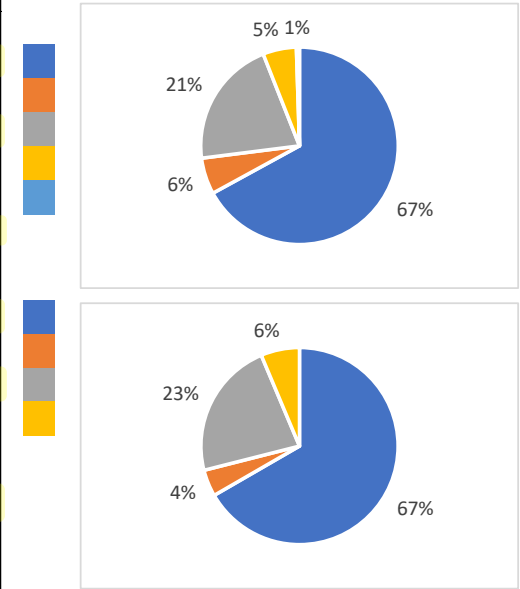
**TIME TO
EXPLORE**
Cleveland Metroparks

Financial
Performance

September 18, 2019

Cleveland Metroparks Financial Performance – August 2019

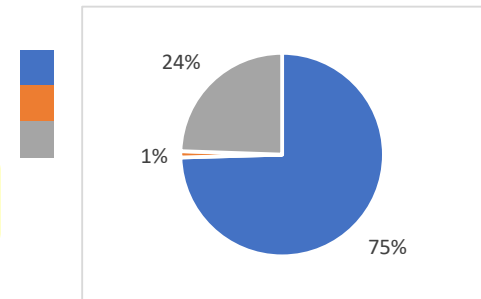
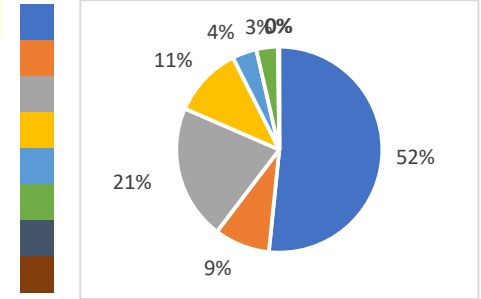
	Actual Aug '18	Actual Aug '19	Fav (Unfav)	Actual YTD Aug'18	Actual YTD Aug '19	Fav (Unfav)
Revenue:						
Property Tax	12,279,584	18,693,352	6,413,768	72,546,036	75,945,057	3,399,021
Local Gov/Grants/Gifts	250,725	512,311	261,586	8,955,263	6,754,217	(2,201,046)
Charges for Services	5,885,094	4,740,705	(1,144,389)	22,357,564	23,798,162	1,440,598
Self-Funded	728,911	752,177	23,266	5,839,157	6,216,719	377,562
Interest, Fines, Other	<u>53,460</u>	<u>89,641</u>	<u>36,181</u>	<u>299,752</u>	<u>574,486</u>	<u>274,734</u>
Total Revenue	19,197,774	24,788,186	5,590,412	109,997,772	113,288,641	3,290,869
OpEx:						
Salaries and Benefits	5,776,540	5,987,392	(210,852)	43,768,934	45,566,272	(1,797,338)
Contractual Services	377,890	284,180	93,710	3,017,828	2,999,953	17,875
Operations	3,000,378	2,901,368	99,010	15,897,374	15,456,023	441,351
Self-Funded Exp	<u>707,316</u>	<u>690,915</u>	<u>16,401</u>	<u>4,670,515</u>	<u>4,333,230</u>	<u>337,285</u>
Total OpEx	9,862,124	9,863,855	(1,731)	67,354,651	68,355,478	(1,000,827)
Op Surplus/(Subsidy)	9,335,650	14,924,331	5,588,681	42,643,121	44,933,163	2,290,042
CapEx:						
Capital Labor	0	84,239	(84,239)	594,582	574,153	20,429
Construction Expenses	1,943,748	474,521	1,469,227	15,595,932	6,277,874	9,318,058
Capital Equipment	296,749	128,449	168,300	2,217,497	2,249,516	(32,019)
Land Acquisition	(441,580)	23	(441,603)	3,515,314	2,298,124	1,217,190
Capital Animal Costs	<u>10,907</u>	<u>1,194</u>	<u>9,713</u>	<u>32,225</u>	<u>19,606</u>	<u>12,619</u>
Total CapEx	1,809,824	688,426	1,121,398	21,955,550	11,419,273	10,536,277
Net Surplus/(Subsidy)	7,525,826	14,235,905	6,710,079	20,687,571	33,513,890	12,826,319



Cleveland Metroparks - Zoo

Financial Performance – August 2019

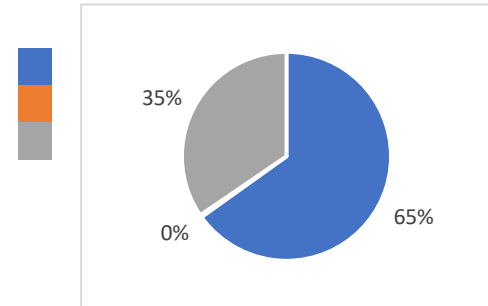
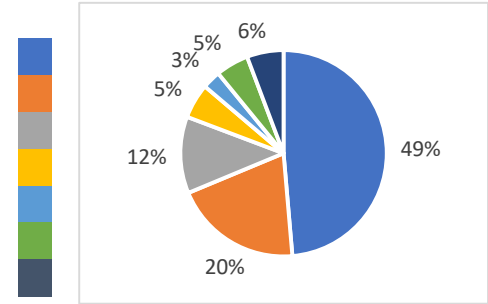
	Actual Aug '18	Actual Aug '19	Fav (Unfav)	Actual YTD Aug'18	Actual YTD Aug '19	Fav (Unfav)
Revenue:						
General/SE Admissions	1,229,057	1,160,863	(68,194)	4,011,256	4,967,727	956,471
Guest Experience	158,533	183,662	25,129	844,599	839,706	(4,893)
Zoo Society	1,182,844	0	(1,182,844)	1,925,438	2,038,395	112,957
Souvenirs/Refreshments	316,783	357,335	40,552	969,732	1,063,139	93,407
Education	3,899	13,995	10,096	343,443	368,476	25,033
Rentals & Events	48,852	64,529	15,677	265,079	325,884	60,805
Consignment	100,198	4,470	(95,728)	195,806	17,353	(178,453)
Other	1,592	(351)	(1,943)	6,185	(3,082)	(9,267)
Total Revenue	3,041,758	1,784,503	(1,257,255)	8,561,538	9,617,598	1,056,060
OpEx:						
Salaries and Benefits	1,283,350	1,315,622	(32,272)	9,759,635	10,205,719	(446,084)
Contractual Services	14,965	18,528	(3,563)	137,346	136,384	962
Operations	359,147	401,013	(41,866)	3,186,380	3,347,985	(161,605)
Total OpEx	1,657,462	1,735,163	(77,701)	13,083,361	13,690,088	(606,727)
Op Surplus/(Subsidy)	1,384,296	49,340	(1,334,956)	(4,521,823)	(4,072,490)	449,333
CapEx:						
Capital Labor	0	0	0	32,322	26,457	5,865
Construction Expenses	53,769	54,620	(851)	1,722,022	1,812,771	(90,749)
Capital Equipment	7,411	18,494	(11,083)	311,673	140,101	171,572
Capital Animal Costs	10,907	1,194	9,713	32,225	19,606	12,619
Total CapEx	72,087	74,308	(2,221)	2,098,242	1,998,935	99,307
Net Surplus/(Subsidy)	1,312,209	(24,968)	(1,337,177)	(6,620,065)	(6,071,425)	548,640
Restricted Revenue	247,549	198,007	(49,542)	4,109,336	950,106	(3,159,230)
Restricted Expenses	101,362	89,709	11,653	4,374,269	646,710	3,727,559
Restricted Surplus/(Subsidy)	146,187	108,298	(37,889)	(264,933)	303,396	568,329



Cleveland Metroparks - Golf

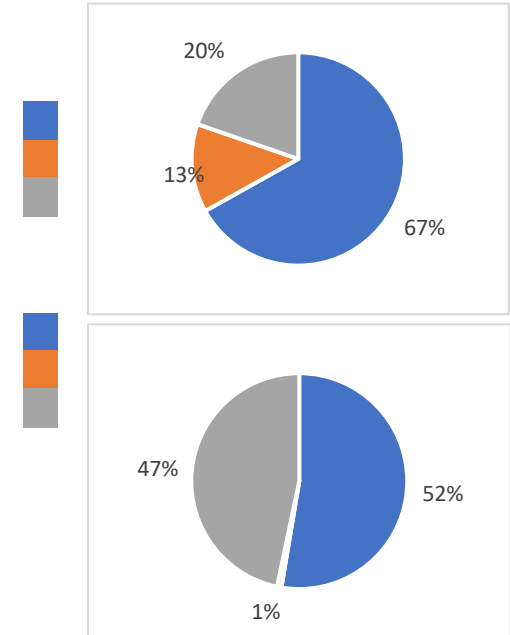
Financial Performance – August 2019

	Actual Aug '18	Actual Aug '19	Fav (Unfav)	Actual YTD Aug'18	Actual YTD Aug '19	Fav (Unfav)
Revenue:						
Greens Fees	603,483	704,735	101,252	2,443,964	2,657,182	213,218
Equipment Rentals	242,792	299,420	56,628	992,222	1,097,246	105,024
Food Service	156,544	174,726	18,182	698,992	657,324	(41,668)
Merchandise Sales	68,659	73,319	4,660	288,289	298,887	10,598
Pro Services	1,931	2,901	970	137,238	156,887	19,649
Driving Range	47,209	53,607	6,398	246,559	281,937	35,378
Other	24,925	16,452	(8,473)	276,848	314,023	37,175
Total Revenue	1,145,543	1,325,160	179,617	5,084,112	5,463,486	379,374
OpEx:						
Salaries and Benefits	417,174	413,121	4,053	2,602,164	2,817,347	(215,183)
Contractual Services	3,378	2,315	1,063	17,330	15,280	2,050
Operations	294,279	338,902	(44,623)	1,630,723	1,493,992	136,731
Total OpEx	714,831	754,338	(39,507)	4,250,217	4,326,619	(76,402)
Op Surplus/(Subsidy)	430,712	570,822	140,110	833,895	1,136,867	302,972
CapEx:						
Capital Labor	0	28,004	(28,004)	157,791	135,485	22,306
Construction Expenses	169,317	15,316	154,001	927,148	284,173	642,975
Capital Equipment	0	3,356	(3,356)	587,217	821,496	(234,279)
Total CapEx	169,317	46,676	122,641	1,672,156	1,241,154	431,002
Net Surplus/(Subsidy)	261,395	524,146	262,751	(838,261)	(104,287)	733,974



Cleveland Metroparks – Enterprise Financial Performance – August 2019

	Actual Aug '18	Actual Aug '19	Fav (Unfav)	Actual YTD Aug'18	Actual YTD Aug '19	Fav (Unfav)
Revenue:						
Concessions	789,485	969,812	180,327	3,321,427	3,719,602	398,175
Dock Rentals	(188)	7,440	7,628	718,291	745,995	27,704
Other	<u>212,812</u>	<u>194,296</u>	<u>(18,516)</u>	<u>1,089,311</u>	<u>1,095,899</u>	<u>6,588</u>
Total Revenue	1,002,109	1,171,548	169,439	5,129,029	5,561,496	432,467
OpEx:						
Salaries and Benefits	441,357	506,862	(65,505)	2,365,111	2,540,135	(175,024)
Contractual Services	5,706	4,993	713	30,074	31,879	(1,805)
Operations	<u>590,832</u>	<u>628,971</u>	<u>(38,139)</u>	<u>2,119,147</u>	<u>2,252,961</u>	<u>(133,814)</u>
Total OpEx	1,037,895	1,140,826	(102,931)	4,514,332	4,824,975	(310,643)
Op Surplus/(Subsidy)	(35,786)	30,722	66,508	614,697	736,521	121,824
CapEx:						
Capital Labor	0	622	(622)	1,063	622	441
Construction Expenses	282	10,646	(10,364)	21,850	137,339	(115,489)
Capital Equipment	<u>0</u>	<u>1,022</u>	<u>(1,022)</u>	<u>18,030</u>	<u>9,632</u>	<u>8,398</u>
Total CapEx	282	12,290	(12,008)	40,943	147,593	(106,650)
Net Surplus/(Subsidy)	(36,068)	18,432	54,500	573,754	588,928	15,174



*Other includes Chalet, Hayrides, Aquatics and Misc.

