



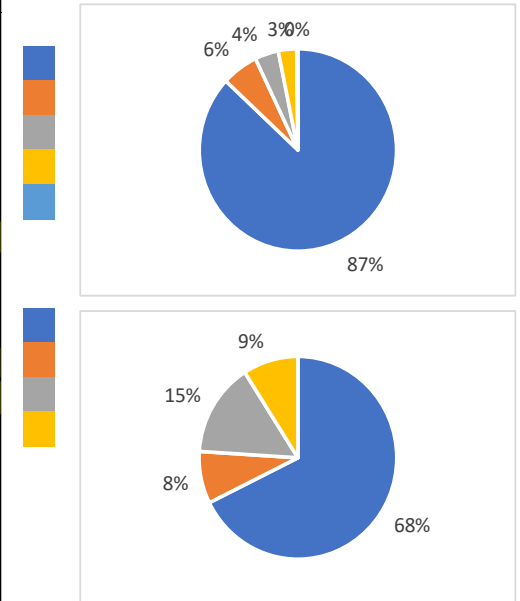
Financial Performance

March 18, 2021



Cleveland Metroparks February 2021

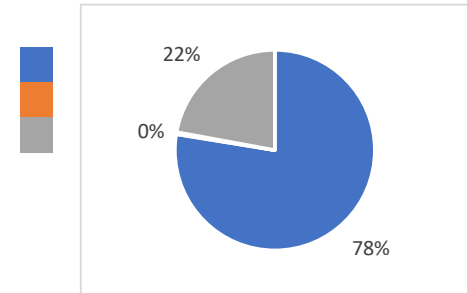
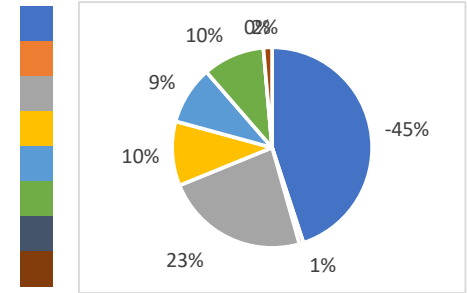
	Actual Feb '20	Actual Feb '21	Fav (Unfav)	Actual YTD Feb '20	Actual YTD Feb '21	Fav (Unfav)
Revenue:						
Property Tax	27,535,000	27,157,000	(378,000)	33,815,000	32,324,000	(1,491,000)
Local Gov/Grants/Gifts	429,871	567,265	137,394	1,028,948	2,219,988	1,191,040
Charges for Services	1,046,939	897,039	(149,900)	2,678,390	1,441,879	(1,236,511)
Self-Funded	772,258	745,156	(27,102)	1,553,356	1,116,595	(436,761)
Interest, Fines, Other	<u>42,682</u>	<u>60,156</u>	<u>17,474</u>	<u>101,017</u>	<u>74,772</u>	<u>(26,245)</u>
Total Revenue	29,826,750	29,426,616	(400,134)	39,176,711	37,177,234	(1,999,477)
OpEx:						
Salaries and Benefits	4,674,345	4,366,031	308,314	9,756,098	8,897,034	859,064
Contractual Services	1,251,719	247,577	1,004,142	1,575,361	1,092,743	482,618
Operations	1,123,270	1,036,765	86,505	2,628,530	1,965,076	663,454
Self-Funded Exp	<u>684,279</u>	<u>665,001</u>	<u>19,278</u>	<u>1,294,696</u>	<u>1,187,883</u>	<u>106,813</u>
Total OpEx	7,733,613	6,315,374	1,418,239	15,254,685	13,142,736	2,111,949
Op Surplus/(Subsidy)	22,093,137	23,111,242	1,018,105	23,922,026	24,034,498	112,472
CapEx:						
Capital Labor	184,234	80,821	103,413	184,234	186,309	(2,075)
Construction Expenses	627,495	1,421,820	(794,325)	1,969,054	4,402,005	(2,432,951)
Capital Equipment	205,146	113,573	91,573	240,021	413,484	(173,463)
Land Acquisition	7,088	11,933	(4,845)	818,367	628,843	189,524
Capital Animal Costs	<u>888</u>	<u>(14)</u>	<u>902</u>	<u>2,684</u>	<u>4,009</u>	<u>(1,325)</u>
Total CapEx	1,024,851	1,628,133	(603,282)	3,214,360	5,634,650	(2,420,290)
Net Surplus/(Subsidy)	21,068,286	21,483,109	414,823	20,707,666	18,399,848	(2,307,818)



Cleveland Metroparks - Zoo

February 2021

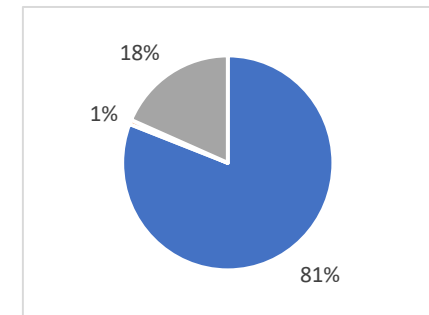
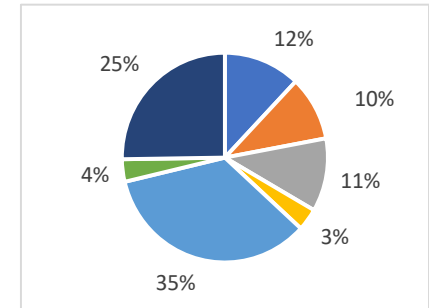
	Actual Feb '20	Actual Feb '21	Fav (Unfav)	Actual YTD Feb '20	Actual YTD Feb '21	Fav (Unfav)
Revenue:						
General/SE Admissions	88,744	34,283	(54,461)	183,876	(367,128)	(551,004)
Guest Experience	4,590	2,721	(1,869)	9,578	5,544	(4,034)
Zoo Society	0	0	0	527,563	190,051	(337,512)
Souvenirs/Refreshments	30,590	9,302	(21,288)	170,208	84,865	(85,343)
Education	97,183	70,874	(26,309)	113,498	76,534	(36,964)
Rentals & Events	31,847	20,606	(11,241)	91,638	81,792	(9,846)
Consignment	0	0	0	0	0	0
Other	<u>246</u>	<u>10,395</u>	<u>10,149</u>	<u>(187)</u>	<u>11,411</u>	<u>11,598</u>
Total Revenue	253,200	148,181	(105,019)	1,096,174	83,069	(1,013,105)
OpEx:						
Salaries and Benefits	1,097,250	1,029,790	67,460	2,279,005	2,085,863	193,142
Contractual Services	19,760	6,059	13,701	31,066	8,741	22,325
Operations	<u>356,086</u>	<u>377,792</u>	<u>(21,706)</u>	<u>917,123</u>	<u>595,054</u>	<u>322,069</u>
Total OpEx	1,473,096	1,413,641	59,455	3,227,194	2,689,658	537,536
Op Surplus/(Subsidy)	(1,219,896)	(1,265,460)	(45,564)	(2,131,020)	(2,606,589)	(475,569)
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	38,704	24,437	14,267	227,251	121,915	105,336
Capital Equipment	82,595	0	82,595	109,277	3,560	105,717
Capital Animal Costs	<u>888</u>	<u>(15)</u>	<u>903</u>	<u>2,684</u>	<u>4,009</u>	<u>(1,325)</u>
Total CapEx	122,187	24,422	97,765	339,212	129,484	209,728
Net Surplus/(Subsidy)	(1,342,083)	(1,289,882)	52,201	(2,470,232)	(2,736,073)	(265,841)
Restricted Revenue	17,213	60,119	42,906	116,296	231,581	115,285
Restricted Expenses	<u>134,479</u>	<u>257,180</u>	<u>(122,701)</u>	<u>517,517</u>	<u>502,188</u>	<u>15,329</u>
Restricted Surplus/(Subsidy)	(117,266)	(197,061)	(79,795)	(401,221)	(270,607)	130,614



Cleveland Metroparks - Golf

February 2021

	Actual Feb '20	Actual Feb '21	Fav (Unfav)	Actual YTD Feb '20	Actual YTD Feb '21	Fav (Unfav)
Revenue:						
Greens Fees	20,450	760	(19,690)	29,412	10,648	(18,764)
Equipment Rentals	7,934	6,291	(1,643)	11,566	8,812	(2,754)
Food Service	23,777	9,387	(14,390)	43,148	9,986	(33,162)
Merchandise Sales	2,143	538	(1,605)	3,561	3,041	(520)
Pro Services	18,265	20,127	1,862	26,180	30,437	4,257
Driving Range	3,479	1,953	(1,526)	4,880	3,060	(1,820)
Other	<u>17,426</u>	<u>14,941</u>	<u>(2,485)</u>	<u>22,456</u>	<u>22,280</u>	<u>(176)</u>
Total Revenue	93,474	53,997	(39,477)	141,203	88,264	(52,939)
OpEx:						
Salaries and Benefits	197,790	220,086	(22,296)	444,324	455,460	(11,136)
Contractual Services	363	2,757	(2,394)	1,020	3,710	(2,690)
Operations	<u>64,196</u>	<u>62,990</u>	<u>1,206</u>	<u>127,247</u>	<u>103,840</u>	<u>23,407</u>
Total OpEx	262,349	285,833	(23,484)	572,591	563,010	9,581
Op Surplus/(Subsidy)	(168,875)	(231,836)	(62,961)	(431,388)	(474,746)	(43,358)
CapEx:						
Capital Labor	37,166	22,757	14,409	37,166	41,422	(4,256)
Construction Expenses	0	8,111	(8,111)	0	13,277	(13,277)
Capital Equipment	<u>40,752</u>	<u>0</u>	<u>40,752</u>	<u>40,752</u>	<u>10,844</u>	<u>29,908</u>
Total CapEx	77,918	30,868	47,050	77,918	65,543	12,375
Net Surplus/(Subsidy)	(246,793)	(262,704)	(15,911)	(509,306)	(540,289)	(30,983)



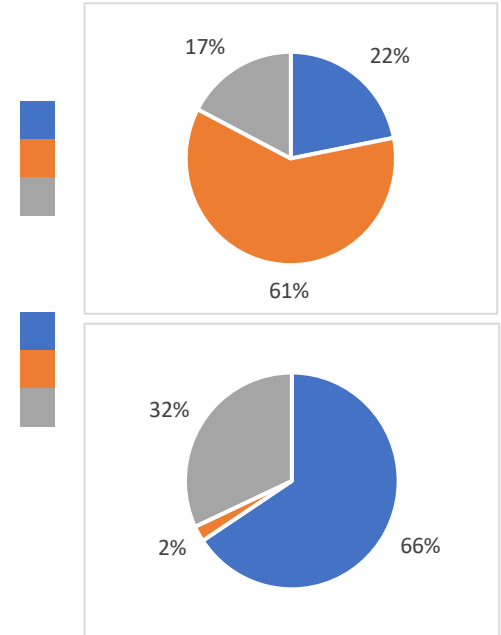
Cleveland Metroparks - Golf

February 2021

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21
Operating Revenue	20,311	23,890	1,505	830	1,610	1,925	39,633	13,558	26,093	4,434
Operating Expenses	<u>80,380</u>	<u>99,068</u>	<u>4,911</u>	<u>23,096</u>	<u>15,063</u>	<u>15,899</u>	<u>93,692</u>	<u>98,232</u>	<u>115,091</u>	<u>107,151</u>
Operating Surplus/(Subsidy)	(60,069)	(75,178)	(3,406)	(22,266)	(13,453)	(13,974)	(54,059)	(84,674)	(88,998)	(102,717)
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0	0	0	0	1,541
Capital Equipment	<u>13,584</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>13,584</u>	<u>0</u>	<u>13,584</u>	<u>3,873</u>
Total Capital Expenditures	13,584	0	0	0	0	0	13,584	0	13,584	5,414
Net Surplus/(Subsidy)	(73,653)	(75,178)	(3,406)	(22,266)	(13,453)	(13,974)	(67,643)	(84,674)	(102,582)	(108,131)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21
Operating Revenue	12,339	3,797	13,044	10,713	23,268	24,820	3,400	4,297	141,203	88,264
Operating Expenses	<u>72,720</u>	<u>71,132</u>	<u>50,019</u>	<u>44,938</u>	<u>82,647</u>	<u>86,076</u>	<u>58,068</u>	<u>17,418</u>	<u>572,591</u>	<u>563,010</u>
Operating Surplus/(Subsidy)	(60,381)	(67,335)	(36,975)	(34,225)	(59,379)	(61,256)	(54,668)	(13,121)	(431,388)	(474,746)
Capital Labor	0	0	0	0	37,166	31,108	0	10,314	37,166	41,422
Construction Expenses	0	7,232	0	0	0	0	0	4,504	0	13,277
Capital Equipment	<u>0</u>	<u>3,485</u>	<u>0</u>	<u>3,486</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>40,752</u>	<u>10,844</u>
Total Capital Expenditures	0	10,717	0	3,486	37,166	31,108	0	14,818	77,918	65,543
Net Surplus/(Subsidy)	(60,381)	(78,052)	(36,975)	(37,711)	(96,545)	(92,364)	(54,668)	(27,939)	(509,306)	(540,289)

Cleveland Metroparks – Enterprise February 2021

	Actual Feb '20	Actual Feb '21	Fav (Unfav)	Actual YTD Feb '20	Actual YTD Feb '21	Fav (Unfav)
Revenue:						
Concessions	68,935	87,732	18,797	114,839	222,583	107,744
Dock Rentals	333,610	401,118	67,508	522,350	618,184	95,834
Other	<u>126,964</u>	<u>76,864</u>	<u>(50,100)</u>	<u>213,071</u>	<u>176,556</u>	<u>(36,515)</u>
Total Revenue	529,509	565,714	36,205	850,260	1,017,323	167,063
OpEx:						
Salaries and Benefits	173,085	154,771	18,314	356,384	367,770	(11,386)
Contractual Services	1,888	3,754	(1,866)	8,252	13,166	(4,914)
Operations	<u>96,672</u>	<u>80,437</u>	<u>16,235</u>	<u>167,198</u>	<u>178,837</u>	<u>(11,639)</u>
Total OpEx	271,645	238,962	32,683	531,834	559,773	(27,939)
Op Surplus/(Subsidy)	257,864	326,752	68,888	318,426	457,550	139,124
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	4,674	469	4,205	7,510	467	7,043
Capital Equipment	<u>7,106</u>	<u>0</u>	<u>7,106</u>	<u>10,064</u>	<u>0</u>	<u>10,064</u>
Total CapEx	11,780	469	11,311	17,574	467	17,107
Net Surplus/(Subsidy)	246,084	326,283	80,199	300,852	457,083	156,231



*Other includes Chalet fees, parking, hayrides, aquatics, gift cards, misc.

Cleveland Metroparks – Enterprise

February 2021

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21
Operating Revenue	84,408	267,398	0	0	439,332	468,433	0	0
Operating Expenses	<u>181,920</u>	<u>293,840</u>	<u>8,689</u>	<u>11,830</u>	<u>26,138</u>	<u>19,605</u>	<u>8,506</u>	<u>461</u>
Operating Surplus/(Subsidy)	(97,512)	(26,442)	(8,689)	(11,830)	413,194	448,828	(8,506)	(461)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	4,674	467	0	0	0	0	0	0
Capital Equipment	<u>10,042</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	14,716	467	0	0	0	0	0	0
Net Surplus/(Subsidy)	(112,228)	(26,909)	(8,689)	(11,830)	413,194	448,828	(8,506)	(461)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21
Operating Revenue	8,820	9,180	0	0	104,205	147,207	11,860	2,402
Operating Expenses	<u>2,875</u>	<u>1,129</u>	<u>395</u>	<u>546</u>	<u>6,526</u>	<u>8,654</u>	<u>21,058</u>	<u>4,016</u>
Operating Surplus/(Subsidy)	5,945	8,051	(395)	(546)	97,679	138,553	(9,198)	(1,614)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	2,787	0	0	0	0	0	49	0
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	2,787	0	0	0	0	0	49	0
Net Surplus/(Subsidy)	3,158	8,051	(395)	(546)	97,679	138,553	(9,247)	(1,614)

Cleveland Metroparks – Enterprise February 2021

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington		Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21	YTD Feb '20	YTD Feb '21
Operating Revenue	10	0	0	0	0	0	0	0	192,929	109,698	830	0	7,866	13,005	0	0	850,260	1,017,323
Operating Expenses	91	98	238	277	25	10	563	2,281	118,216	83,115	388	421	2,405	1,001	153,801	132,489	531,834	559,773
Operating Surplus/(Subsidy)	(81)	(98)	(238)	(277)	(25)	(10)	(563)	(2,281)	74,713	26,583	442	(421)	5,461	12,004	(153,801)	(132,489)	318,426	457,550
Capital Labor	0	0	0	0	0	0	0	0	0	0	0	0	0	0	23	0	23	0
Construction Expenses	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	7,510	467
Capital Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	10,042	0
Total Capital Expenditures	0	0	0	0	0	0	0	0	0	0	0	0	0	0	23	0	17,575	467
Net Surplus/(Subsidy)	(81)	(98)	(238)	(277)	(25)	(10)	(563)	(2,281)	74,713	26,583	442	(421)	5,461	12,004	(153,824)	(132,489)	300,851	457,083