



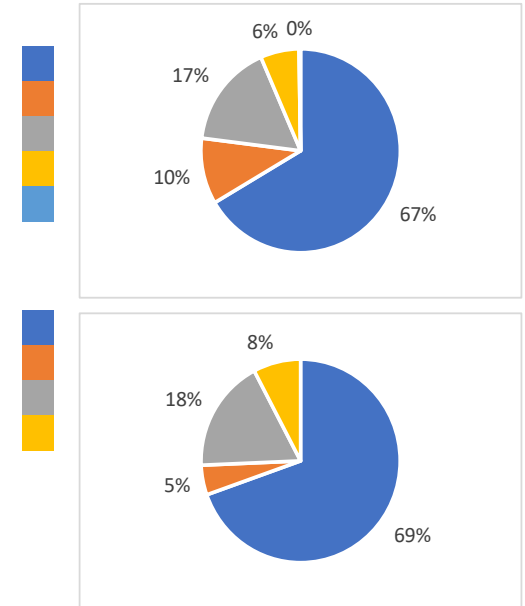
Financial Performance

October 15, 2020



Cleveland Metroparks Financial Performance – September 2020

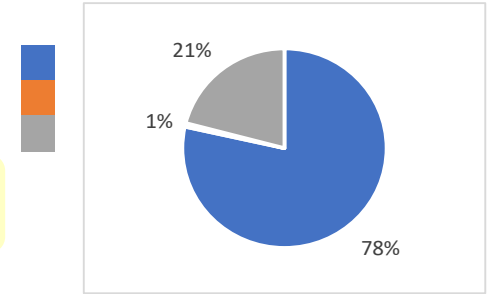
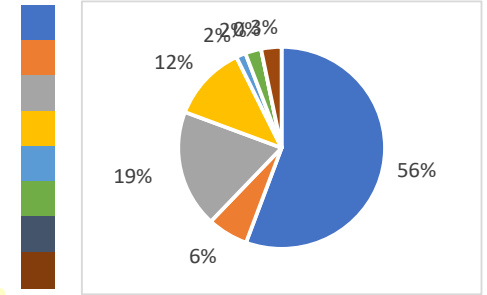
	Actual Sep '19	Actual Sep '20	Fav (Unfav)	Actual YTD Sep '19	Actual YTD Sep '20	Fav (Unfav)
Revenue:						
Property Tax	366,747	15,382,438	15,015,691	76,311,803	74,038,248	(2,273,555)
Local Gov/Grants/Gifts	788,882	1,954,317	1,165,435	7,543,099	11,667,759	4,124,660
Charges for Services	2,553,214	2,619,375	66,161	26,351,376	18,363,151	(7,988,225)
Self-Funded	783,938	764,801	(19,137)	7,000,657	6,955,471	(45,186)
Interest, Fines, Other	91,073	12,558	(78,515)	665,560	295,361	(370,199)
Total Revenue	4,583,854	20,733,489	16,149,635	117,872,495	111,319,990	(6,552,505)
OpEx:						
Salaries and Benefits	5,502,691	4,483,295	1,019,396	51,068,964	44,657,550	6,411,414
Contractual Services	190,990	193,725	(2,735)	3,190,943	3,036,800	154,143
Operations	1,801,289	1,581,233	220,056	17,257,312	11,522,524	5,734,788
Self-Funded Exp	404,289	690,786	(286,497)	4,737,519	4,952,692	(215,173)
Total OpEx	7,899,259	6,949,039	950,220	76,254,738	64,169,566	12,085,172
Op Surplus/(Subsidy)	(3,315,405)	13,784,450	17,099,855	41,617,757	47,150,424	5,532,667
CapEx:						
Capital Labor	84,611	133,522	(48,911)	658,764	760,771	(102,007)
Construction Expenses	556,113	2,753,201	(2,197,088)	6,833,987	13,938,555	(7,104,568)
Capital Equipment	379,766	377,939	1,827	2,629,282	1,751,313	877,969
Land Acquisition	9,400	453,953	(444,553)	2,307,524	3,404,297	(1,096,773)
Capital Animal Costs	2,153	5,034	(2,881)	21,759	9,001	12,758
Total CapEx	1,032,043	3,723,649	(2,691,606)	12,451,316	19,863,937	(7,412,621)
Net Surplus/(Subsidy)	(4,347,448)	10,060,801	14,408,249	29,166,441	27,286,487	(1,879,954)



Cleveland Metroparks - Zoo

Financial Performance – September 2020

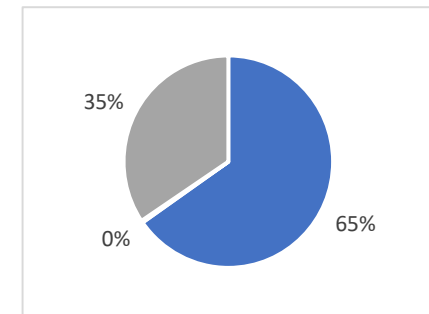
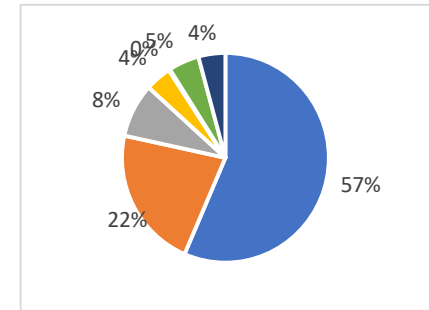
	Actual Sep '19	Actual Sep '20	Fav (Unfav)	Actual YTD Sep '19	Actual YTD Sep '20	Fav (Unfav)
Revenue:						
General/SE Admissions	(15,367)	436,641	452,008	4,952,360	3,456,934	(1,495,426)
Guest Experience	61,606	94,750	33,144	901,312	398,173	(503,139)
Zoo Society	0	114,639	114,639	2,038,395	1,166,923	(871,472)
Souvenirs/Refreshments	389,985	352,489	(37,496)	1,453,124	747,408	(705,716)
Education	13,722	21,736	8,014	382,198	94,101	(288,097)
Rentals & Events	43,410	28,617	(14,793)	369,294	155,381	(213,913)
Consignment	17,343	0	(17,343)	34,696	0	(34,696)
Other	<u>15,869</u>	<u>(148)</u>	<u>(16,017)</u>	<u>12,787</u>	<u>198,621</u>	<u>185,834</u>
Total Revenue	526,568	1,048,724	522,156	10,144,166	6,217,541	(3,926,625)
OpEx:						
Salaries and Benefits	1,232,689	988,840	243,849	11,438,408	10,000,533	1,437,875
Contractual Services	8,087	2,652	5,435	144,471	76,010	68,461
Operations	<u>352,422</u>	<u>215,280</u>	<u>137,142</u>	<u>3,700,407</u>	<u>2,668,583</u>	<u>1,031,824</u>
Total OpEx	1,593,198	1,206,772	386,426	15,283,286	12,745,126	2,538,160
Op Surplus/(Subsidy)	(1,066,630)	(158,048)	908,582	(5,139,120)	(6,527,585)	(1,388,465)
CapEx:						
Capital Labor	4,669	0	4,669	31,125	0	31,125
Construction Expenses	(145,900)	612,916	(758,816)	1,666,872	3,304,556	(1,637,684)
Capital Equipment	45	1,975	(1,930)	140,146	115,229	24,917
Capital Animal Costs	<u>2,153</u>	<u>5,034</u>	<u>(2,881)</u>	<u>21,759</u>	<u>9,001</u>	<u>12,758</u>
Total CapEx	(139,033)	619,925	(758,958)	1,859,902	3,428,786	(1,568,884)
Net Surplus/(Subsidy)	(927,597)	(777,973)	149,624	(6,999,022)	(9,956,371)	(2,957,349)
Restricted Revenue	69,990	456,512	386,522	1,020,096	2,585,557	1,565,461
Restricted Expenses	<u>248,169</u>	<u>188,687</u>	<u>59,482</u>	<u>894,879</u>	<u>2,573,021</u>	<u>(1,678,142)</u>
Restricted Surplus/(Subsidy)	(178,179)	267,825	446,004	125,217	12,536	(112,681)



Cleveland Metroparks - Golf

Financial Performance – September 2020

	Actual Sep '19	Actual Sep '20	Fav (Unfav)	Actual YTD Sep '19	Actual YTD Sep '20	Fav (Unfav)
Revenue:						
Greens Fees	490,981	651,849	160,868	3,148,164	4,122,340	974,176
Equipment Rentals	225,413	285,604	60,191	1,322,658	1,600,202	277,544
Food Service	121,824	89,480	(32,344)	779,149	606,075	(173,074)
Merchandise Sales	52,269	54,775	2,506	351,156	296,844	(54,312)
Pro Services	(5,491)	4,276	9,767	151,396	15,949	(135,447)
Driving Range	37,036	55,708	18,672	318,973	351,040	32,067
Other	19,506	20,404	898	333,529	307,370	(26,159)
Total Revenue	941,538	1,162,096	220,558	6,405,025	7,299,820	894,795
OpEx:						
Salaries and Benefits	359,433	361,706	(2,273)	3,176,780	2,933,657	243,123
Contractual Services	5,013	1,436	3,577	20,293	13,496	6,797
Operations	235,849	232,606	3,243	1,729,840	1,546,557	183,283
Total OpEx	600,295	595,748	4,547	4,926,913	4,493,710	433,203
Op Surplus/(Subsidy)	341,243	566,348	225,105	1,478,112	2,806,110	1,327,998
CapEx:						
Capital Labor	23,331	6,222	17,109	158,817	93,161	65,656
Construction Expenses	15,117	0	15,117	299,290	81,786	217,504
Capital Equipment	1,825	30,030	(28,205)	823,321	123,740	699,581
Total CapEx	40,273	36,252	4,021	1,281,428	298,687	982,741
Net Surplus/(Subsidy)	300,970	530,096	229,126	196,684	2,507,423	2,310,739



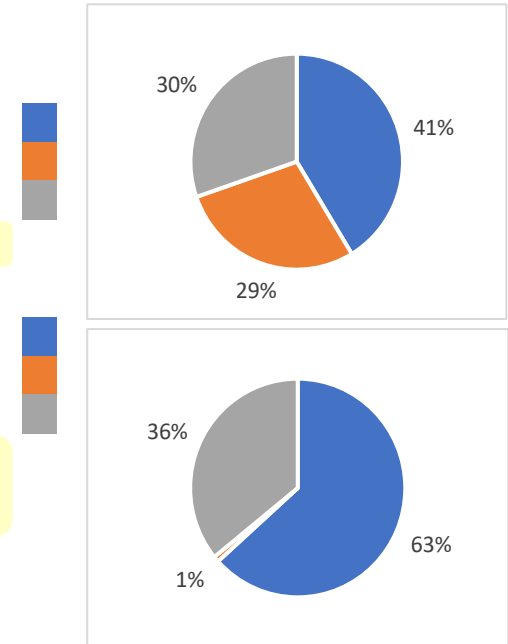
Cleveland Metroparks - Golf

Financial Performance – September 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20
Operating Revenue	1,152,656	1,163,622	298,751	396,076	226,325	271,113	983,687	1,162,897	1,326,453	1,368,620
Operating Expenses	<u>732,063</u>	<u>753,518</u>	<u>213,638</u>	<u>158,223</u>	<u>201,920</u>	<u>141,026</u>	<u>673,331</u>	<u>673,437</u>	<u>1,050,892</u>	<u>957,984</u>
Operating Surplus/(Subsidy)	420,593	410,104	85,113	237,853	24,405	130,087	310,356	489,460	275,561	410,636
Capital Labor	0	0	0	0	0	0	0	0	34,303	0
Construction Expenses	0	0	0	0	0	0	0	0	287,397	0
Capital Equipment	<u>478,715</u>	<u>13,584</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>316,875</u>	<u>13,584</u>	<u>0</u>	<u>13,584</u>
Total Capital Expenditures	478,715	13,584	0	0	0	0	316,875	13,584	321,700	13,584
Net Surplus/(Subsidy)	(58,122)	396,520	85,113	237,853	24,405	130,087	(6,519)	475,876	(46,139)	397,052
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20
Operating Revenue	919,964	1,073,317	400,887	430,807	1,071,390	1,404,740	24,912	28,628	6,405,025	7,299,820
Operating Expenses	<u>664,122</u>	<u>602,656</u>	<u>346,474</u>	<u>255,558</u>	<u>736,358</u>	<u>658,989</u>	<u>308,115</u>	<u>292,319</u>	<u>4,926,913</u>	<u>4,493,710</u>
Operating Surplus/(Subsidy)	255,842	470,661	54,413	175,249	335,032	745,751	(283,203)	(263,691)	1,478,112	2,806,110
Capital Labor	0	0	0	0	124,514	93,161	0	0	158,817	93,161
Construction Expenses	0	0	0	79,386	11,893	2,400	0	0	299,290	81,786
Capital Equipment	<u>3,356</u>	<u>30,030</u>	<u>0</u>	<u>0</u>	<u>24,375</u>	<u>48,800</u>	<u>0</u>	<u>4,158</u>	<u>823,321</u>	<u>123,740</u>
Total Capital Expenditures	3,356	30,030	0	79,386	160,782	144,361	0	4,158	1,281,428	298,687
Net Surplus/(Subsidy)	252,486	440,631	54,413	95,863	174,250	601,390	(283,203)	(267,849)	196,684	2,507,423

Cleveland Metroparks – Enterprise Financial Performance – September 2020

	Actual Sep '19	Actual Sep '20	Fav (Unfav)	Actual YTD Sep '19	Actual YTD Sep '20	Fav (Unfav)
Revenue:						
Concessions	453,654	150,877	(302,777)	4,173,257	981,241	(3,192,016)
Dock Rentals	3,558	4,444	886	749,552	673,696	(75,856)
Other	<u>171,038</u>	<u>81,210</u>	<u>(89,828)</u>	<u>1,266,936</u>	<u>719,565</u>	<u>(547,371)</u>
Total Revenue	628,250	236,531	(391,719)	6,189,745	2,374,502	(3,815,243)
OpEx:						
Salaries and Benefits	348,619	185,378	163,241	2,888,754	1,710,842	1,177,912
Contractual Services	3,822	1,871	1,951	35,701	22,753	12,948
Operations	<u>363,576</u>	<u>147,997</u>	<u>215,579</u>	<u>2,616,537</u>	<u>969,573</u>	<u>1,646,964</u>
Total OpEx	716,017	335,246	380,771	5,540,992	2,703,168	2,837,824
Op Surplus/(Subsidy)	(87,767)	(98,715)	(10,948)	648,753	(328,666)	(977,419)
CapEx:						
Capital Labor	4,711	0	4,711	5,333	6,648	(1,315)
Construction Expenses	1,904	1,158	746	139,243	98,784	40,459
Capital Equipment	<u>45</u>	<u>0</u>	<u>45</u>	<u>9,678</u>	<u>10,042</u>	<u>(364)</u>
Total CapEx	6,660	1,158	5,502	154,254	115,474	38,780
Net Surplus/(Subsidy)	(94,427)	(99,873)	(5,446)	494,499	(444,140)	(938,639)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – September 2020

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20
Operating Revenue	2,067,163	212,345	808,158	224,015	851,046	751,178	731,301	317,381
Operating Expenses	<u>1,784,115</u>	<u>447,335</u>	<u>604,629</u>	<u>191,630</u>	<u>362,762</u>	<u>248,065</u>	<u>573,431</u>	<u>353,926</u>
Operating Surplus/(Subsidy)	283,048	(234,990)	203,529	32,385	488,284	503,113	157,870	(36,545)
Capital Labor	5,333	6,648	0	0	0	0	0	0
Construction Expenses	3,907	30,937	0	0	54,329	40,011	0	0
Capital Equipment	<u>0</u>	<u>10,042</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	9,240	47,627	0	0	54,329	40,011	0	0
Net Surplus/(Subsidy)	273,808	(282,617)	203,529	32,385	433,955	463,102	157,870	(36,545)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20	YTD Sep '19	YTD Sep '20
Operating Revenue	66,105	39,419	22,030	0	362,820	356,368	388,813	50,971
Operating Expenses	<u>123,120</u>	<u>43,316</u>	<u>27,863</u>	<u>2,085</u>	<u>246,336</u>	<u>216,436</u>	<u>376,088</u>	<u>120,700</u>
Operating Surplus/(Subsidy)	(57,015)	(3,897)	(5,833)	(2,085)	116,484	139,932	12,725	(69,729)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	48,294	2,787	0	0	3,101	0	7,232	49
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,375</u>	<u>0</u>
Total Capital Expenditures	48,294	2,787	0	0	3,101	0	8,607	49
Net Surplus/(Subsidy)	(105,309)	(6,684)	(5,833)	(2,085)	113,383	139,932	4,118	(69,778)

