



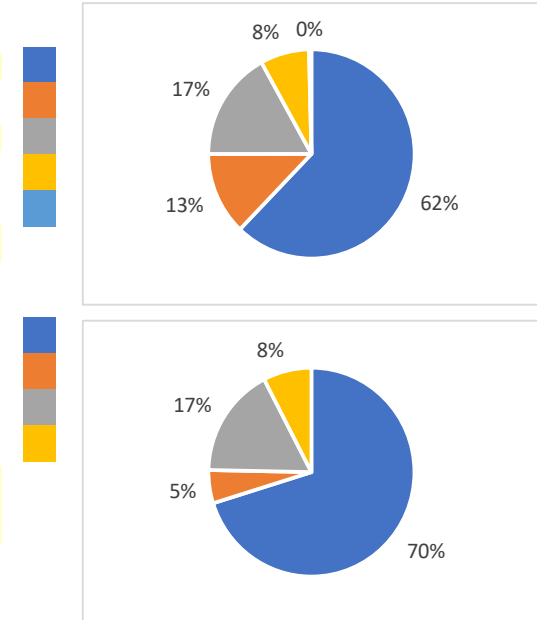
Financial Performance

August 20, 2020



Cleveland Metroparks Financial Performance – July 2020

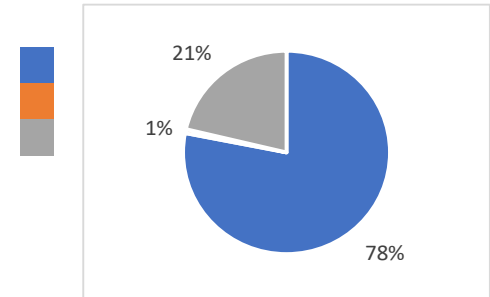
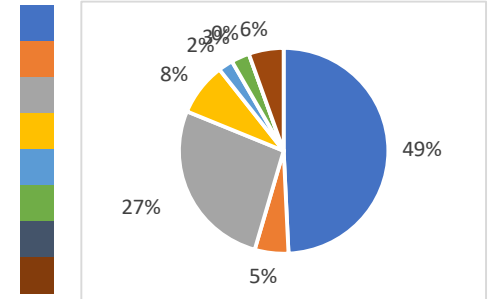
	Actual Jul '19	Actual Jul '20	Fav (Unfav)	Actual YTD Jul '19	Actual YTD Jul '20	Fav (Unfav)
Revenue:						
Property Tax	14,791,462	2,593,000	(12,198,462)	57,251,704	44,020,086	(13,231,618)
Local Gov/Grants/Gifts	2,391,699	1,939,453	(452,246)	6,241,906	9,061,918	2,820,012
Charges for Services	6,156,398	3,374,372	(2,782,026)	19,057,457	12,002,684	(7,054,773)
Self-Funded	817,221	765,152	(52,069)	5,464,543	5,428,366	(36,177)
Interest, Fines, Other	71,211	19,763	(51,448)	484,845	266,269	(218,576)
Total Revenue	24,227,991	8,691,740	(15,536,251)	88,500,455	70,779,323	(17,721,132)
OpEx:						
Salaries and Benefits	6,131,356	4,808,515	1,322,841	39,578,880	35,499,505	4,079,375
Contractual Services	120,254	187,288	(67,034)	2,715,774	2,599,411	116,363
Operations	2,534,141	1,262,897	1,271,244	12,554,655	8,639,556	3,915,099
Self-Funded Exp	491,094	577,644	(86,550)	3,642,315	3,839,842	(197,527)
Total OpEx	9,276,845	6,836,344	2,440,501	58,491,624	50,578,314	7,913,310
Op Surplus/(Subsidy)	14,951,146	1,855,396	(13,095,750)	30,008,831	20,201,009	(9,807,822)
CapEx:						
Capital Labor	77,551	73,894	3,657	489,915	526,787	(36,872)
Construction Expenses	1,554,578	2,479,960	(925,382)	5,803,353	9,675,076	(3,871,723)
Capital Equipment	69,890	375,219	(305,329)	2,121,066	1,173,248	947,818
Land Acquisition	1,636,128	18,252	1,617,876	2,298,101	2,768,367	(470,266)
Capital Animal Costs	3,104	723	2,381	18,412	3,829	14,583
Total CapEx	3,341,251	2,948,048	393,203	10,730,847	14,147,307	(3,416,460)
Net Surplus/(Subsidy)	11,609,895	(1,092,652)	(12,702,547)	19,277,984	6,053,702	(13,224,282)



Cleveland Metroparks - Zoo

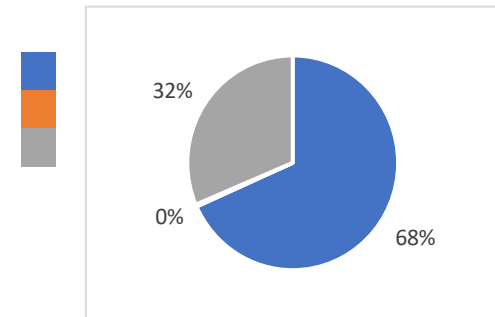
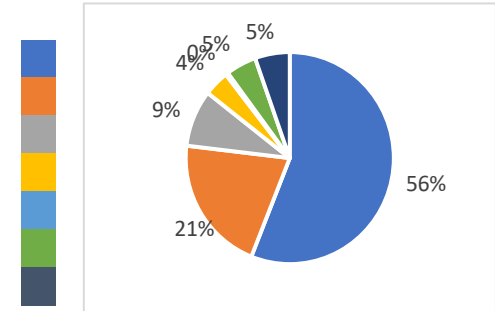
Financial Performance – July 2020

	Actual Jul '19	Actual Jul '20	Fav (Unfav)	Actual YTD Jul '19	Actual YTD Jul '20	Fav (Unfav)
Revenue:						
General/SE Admissions	1,446,641	855,386	(591,255)	3,806,863	1,817,233	(1,989,630)
Guest Experience	179,991	88,350	(91,641)	656,043	191,912	(464,131)
Zoo Society	850,759	185,666	(665,093)	2,038,395	988,646	(1,049,749)
Souvenirs/Refreshments	311,466	81,877	(229,589)	705,804	303,737	(402,067)
Education	47,110	(28,026)	(75,136)	354,482	84,243	(270,239)
Rentals & Events	46,839	384	(46,455)	261,356	104,264	(157,092)
Consignment	4,125	0	(4,125)	12,883	0	(12,883)
Other	<u>(1,406)</u>	<u>(56)</u>	<u>1,350</u>	<u>(2,730)</u>	<u>199,056</u>	<u>201,786</u>
Total Revenue	2,885,525	1,183,581	(1,701,944)	7,833,096	3,689,091	(4,144,005)
OpEx:						
Salaries and Benefits	1,336,146	1,039,944	296,202	8,890,098	7,948,954	941,144
Contractual Services	8,660	7,972	688	117,855	64,318	53,537
Operations	<u>458,828</u>	<u>226,477</u>	<u>232,351</u>	<u>2,946,972</u>	<u>2,170,543</u>	<u>776,429</u>
Total OpEx	1,803,634	1,274,393	529,241	11,954,925	10,183,815	1,771,110
Op Surplus/(Subsidy)	1,081,891	(90,812)	(1,172,703)	(4,121,829)	(6,494,724)	(2,372,895)
CapEx:						
Capital Labor	0	0	0	26,457	0	26,457
Construction Expenses	425,889	798,799	(372,910)	1,758,151	1,602,906	155,245
Capital Equipment	0	1,899	(1,899)	121,607	113,254	8,353
Capital Animal Costs	<u>3,104</u>	<u>722</u>	<u>2,382</u>	<u>18,412</u>	<u>3,829</u>	<u>14,583</u>
Total CapEx	428,993	801,420	(372,427)	1,924,627	1,719,989	204,638
Net Surplus/(Subsidy)	652,898	(892,232)	(1,545,130)	(6,046,456)	(8,214,713)	(2,168,257)
Restricted Revenue	290,992	121,273	(169,719)	752,099	2,057,165	1,305,066
Restricted Expenses	<u>63,860</u>	<u>131,070</u>	<u>(67,210)</u>	<u>557,001</u>	<u>2,277,843</u>	<u>(1,720,842)</u>
Restricted Surplus/(Subsidy)	227,132	(9,797)	(236,929)	195,098	(220,678)	(415,776)



Cleveland Metroparks - Golf Financial Performance – July 2020

	Actual Jul '19	Actual Jul '20	Fav (Unfav)	Actual YTD Jul '19	Actual YTD Jul '20	Fav (Unfav)
Revenue:						
Greens Fees	688,072	917,995	229,923	1,952,449	2,578,098	625,649
Equipment Rentals	298,603	375,523	76,920	797,825	959,321	161,496
Food Service	159,371	126,165	(33,206)	482,598	398,605	(83,993)
Merchandise Sales	68,123	76,919	8,796	225,568	180,265	(45,303)
Pro Services	7,002	(1,814)	(8,816)	153,986	18,164	(135,822)
Driving Range	57,751	75,369	17,618	228,330	218,304	(10,026)
Other	31,824	46,039	14,215	297,571	248,863	(48,708)
Total Revenue	1,310,746	1,616,196	305,450	4,138,327	4,601,620	463,293
OpEx:						
Salaries and Benefits	446,034	420,187	25,847	2,404,224	2,192,407	211,817
Contractual Services	3,529	1,788	1,741	12,965	10,079	2,886
Operations	259,200	273,918	(14,718)	1,155,091	1,007,019	148,072
Total OpEx	708,763	695,893	12,870	3,572,280	3,209,505	362,775
Op Surplus/(Subsidy)	601,983	920,303	318,320	566,047	1,392,115	826,068
CapEx:						
Capital Labor	9,702	0	9,702	107,481	68,274	39,207
Construction Expenses	3,753	0	3,753	268,857	79,386	189,471
Capital Equipment	0	1,074	(1,074)	818,140	41,826	776,314
Total CapEx	13,455	1,074	12,381	1,194,478	189,486	1,004,992
Net Surplus/(Subsidy)	588,528	919,229	330,701	(628,431)	1,202,629	1,831,060



Cleveland Metroparks - Golf

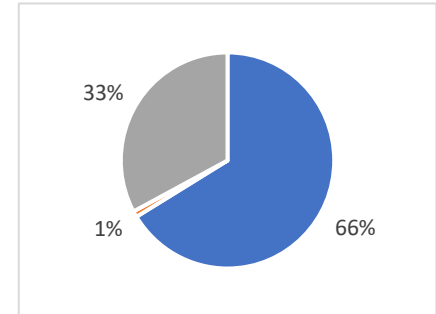
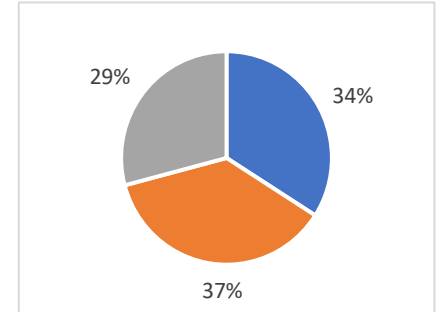
Financial Performance – July 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20
Operating Revenue	722,725	772,908	208,026	268,433	144,687	151,295	611,268	734,894	830,414	856,436
Operating Expenses	532,545	536,298	158,240	96,837	129,996	88,495	508,049	503,426	719,858	653,688
Operating Surplus/(Subsidy)	190,180	236,610	49,786	171,596	14,691	62,800	103,219	231,468	110,556	202,748
Capital Labor	0	0	0	0	0	0	0	0	34,302	0
Construction Expenses	0	0	0	0	0	0	0	0	263,205	0
Capital Equipment	476,890	13,584	0	0	0	0	316,875	13,584	0	13,584
Total Capital Expenditures	476,890	13,584	0	0	0	0	316,875	13,584	297,507	13,584
Net Surplus/(Subsidy)	(286,710)	223,026	49,786	171,596	14,691	62,800	(213,656)	217,884	(186,951)	189,164

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20
Operating Revenue	597,765	674,896	317,474	292,484	684,027	824,974	21,941	25,300	4,138,327	4,601,620
Operating Expenses	472,368	437,536	251,860	189,443	524,622	472,154	274,742	231,628	3,572,280	3,209,505
Operating Surplus/(Subsidy)	125,397	237,360	65,614	103,041	159,405	352,820	(252,801)	(206,328)	566,047	1,392,115
Capital Labor	0	0	0	0	73,179	68,274	0	0	107,481	68,274
Construction Expenses	0	0	0	79,386	5,652	0	0	0	268,857	79,386
Capital Equipment	0	0	0	0	24,375	0	0	1,074	818,140	41,826
Total Capital Expenditures	0	0	0	79,386	103,206	68,274	0	1,074	1,194,478	189,486
Net Surplus/(Subsidy)	125,397	237,360	65,614	23,655	56,199	284,546	(252,801)	(207,402)	(628,431)	1,202,629

Cleveland Metroparks – Enterprise Financial Performance – July 2020

	Actual Jul '19	Actual Jul '20	Fav (Unfav)	Actual YTD Jul '19	Actual YTD Jul '20	Fav (Unfav)
Revenue:						
Concessions	1,097,292	217,688	(879,604)	2,749,791	615,941	(2,133,850)
Dock Rentals	10,283	17,624	7,341	738,555	666,086	(72,469)
Other	<u>280,141</u>	<u>135,879</u>	<u>(144,262)</u>	<u>901,602</u>	<u>526,823</u>	<u>(374,779)</u>
Total Revenue	1,387,716	371,191	(1,016,525)	4,389,948	1,808,850	(2,581,098)
OpEx:						
Salaries and Benefits	525,537	217,317	308,220	2,033,273	1,332,624	700,649
Contractual Services	6,561	2,001	4,560	26,886	18,154	8,732
Operations	<u>666,757</u>	<u>209,594</u>	<u>457,163</u>	<u>1,623,989</u>	<u>659,936</u>	<u>964,053</u>
Total OpEx	1,198,855	428,912	769,943	3,684,148	2,010,714	1,673,434
Op Surplus/(Subsidy)	188,861	(57,721)	(246,582)	705,800	(201,864)	(907,664)
CapEx:						
Capital Labor	0	0	0	0	6,648	(6,648)
Construction Expenses	3,869	3,654	215	126,693	97,626	29,067
Capital Equipment	<u>1,416</u>	<u>0</u>	<u>1,416</u>	<u>8,610</u>	<u>10,042</u>	<u>(1,432)</u>
Total CapEx	5,285	3,654	1,631	135,303	114,316	20,987
Net Surplus/(Subsidy)	183,576	(61,375)	(244,951)	570,497	(316,180)	(886,677)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – July 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20		
Operating Revenue	72,053	29,973	52,753	24,510	29,147	0	113,401	60,952		
Operating Expenses	63,989	27,578	42,154	22,461	26,488	1,039	91,345	44,427		
Operating Surplus/(Subsidy)	8,064	2,395	10,599	2,049	2,659	(1,039)	22,056	16,525		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	0	0	0	0	0	0	1,416	0		
Total Capital Expenditures	0	0	0	0	0	0	1,416	0		
Net Surplus/(Subsidy)	8,064	2,395	10,599	2,049	2,659	(1,039)	20,640	16,525		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20	YTD Jul '19	YTD Jul '20
Operating Revenue	212,002	206,367	162,553	445	99,007	36,786	0	0	4,389,948	1,808,850
Operating Expenses	190,238	175,273	85,878	5,460	15,259	11,085	577,225	604,021	3,684,148	2,010,714
Operating Surplus/(Subsidy)	21,764	31,094	76,675	(5,015)	83,748	25,701	(577,225)	(604,021)	705,800	(201,864)
Capital Labor	0	0	0	0	0	0	0	0	0	6,648
Construction Expenses	7,373	0	4,362	0	0	0	0	25,000	126,693	97,626
Capital Equipment	4,230	0	0	0	0	0	1,589	0	8,610	10,042
Total Capital Expenditures	11,603	0	4,362	0	0	0	1,589	25,000	135,303	114,316
Net Surplus/(Subsidy)	10,161	31,094	72,313	(5,015)	83,748	25,701	(578,814)	(629,021)	570,497	(316,180)