



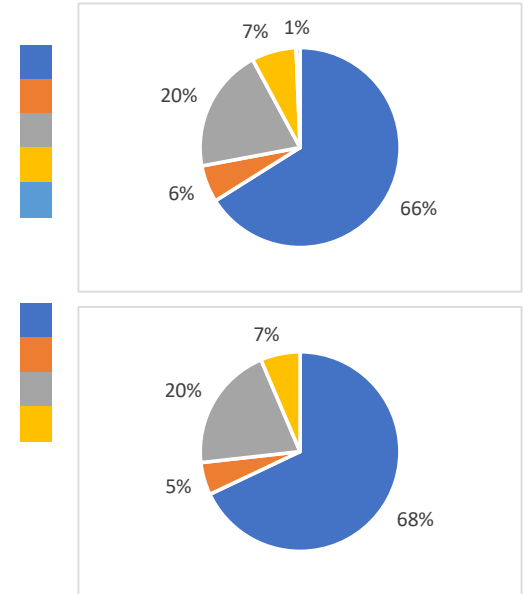
Financial Performance

July 18, 2019



Cleveland Metroparks Financial Performance – June 2019

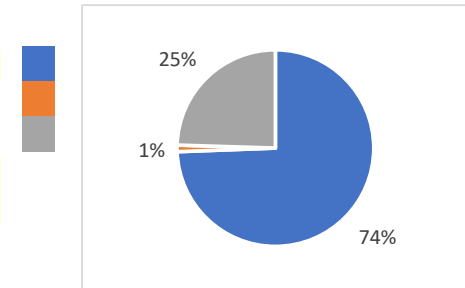
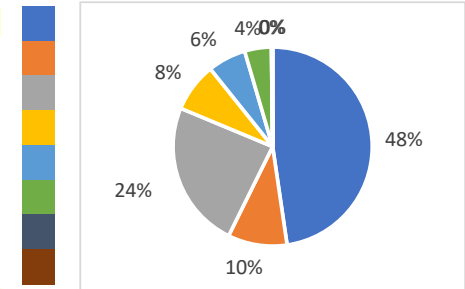
	Actual Jun '18	Actual Jun '19	Fav (Unfav)	Actual YTD Jun'18	Actual YTD Jun '19	Fav (Unfav)
Revenue:						
Property Tax	65,033	777	(64,256)	43,764,804	42,460,242	(1,304,562)
Local Gov/Grants/Gifts	3,730,396	1,100,229	(2,630,167)	6,557,693	3,850,177	(2,707,516)
Charges for Services	3,863,297	4,437,878	574,581	11,057,092	12,901,089	1,843,997
Self-Funded	717,255	777,792	60,537	4,376,883	4,647,322	270,439
Interest, Fines, Other	39,473	76,712	37,239	202,172	413,634	211,462
Total Revenue	8,415,454	6,393,388	(2,022,066)	65,958,644	64,272,464	(1,686,180)
OpEx:						
Salaries and Benefits	8,236,365	5,997,189	2,239,176	32,126,762	33,447,525	(1,320,763)
Contractual Services	468,104	327,852	140,252	2,435,681	2,595,520	(159,839)
Operations	3,057,463	1,897,522	1,159,941	10,448,204	10,020,514	427,690
Self-Funded Exp	494,169	484,093	10,076	3,416,765	3,151,220	265,545
Total OpEx	12,256,101	8,706,656	3,549,445	48,427,412	49,214,779	(787,367)
Op Surplus/(Subsidy)	(3,840,647)	(2,313,268)	1,527,379	17,531,232	15,057,685	(2,473,547)
CapEx:						
Capital Labor	45,080	43,519	1,561	435,357	412,364	22,993
Construction Expenses	3,693,011	917,725	2,775,286	10,927,232	4,248,776	6,678,456
Capital Equipment	190,176	25,572	164,604	1,412,987	2,051,177	(638,190)
Land Acquisition	157,648	(4,310)	161,958	2,335,055	661,972	1,673,083
Capital Animal Costs	6,145	11,984	(5,839)	18,821	15,308	3,513
Total CapEx	4,092,060	994,490	3,097,570	15,129,452	7,389,597	7,739,855
Net Surplus/(Subsidy)	(7,932,707)	(3,307,758)	4,624,949	2,401,780	7,668,088	5,266,308



Cleveland Metroparks - Zoo

Financial Performance – June 2019

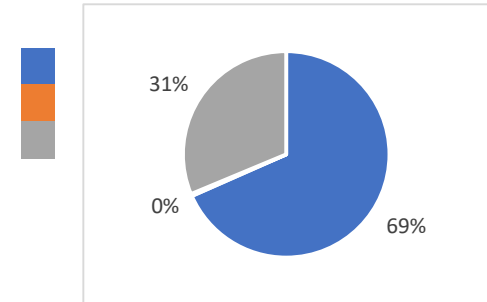
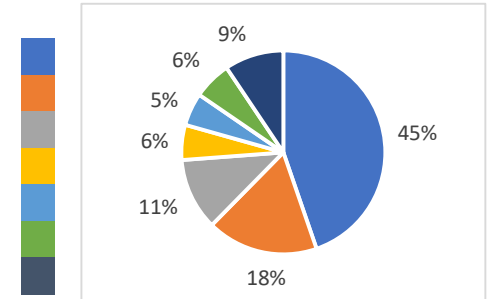
	Actual Jun '18	Actual Jun '19	Fav (Unfav)	Actual YTD Jun'18	Actual YTD Jun '19	Fav (Unfav)
Revenue:						
General/SE Admissions	672,226	1,200,757	528,531	1,526,288	2,360,221	833,933
Guest Experience	206,636	225,039	18,403	441,925	476,053	34,128
Zoo Society	(11,572)	0	11,572	731,022	1,187,636	456,614
Souvenirs/Refreshments	173,085	167,797	(5,288)	346,242	394,338	48,096
Education	37,641	35,110	(2,531)	289,947	307,372	17,425
Rentals & Events	39,071	22,096	(16,975)	176,813	214,517	37,704
Consignment	35,572	3,808	(31,764)	46,376	8,758	(37,618)
Other	(384)	(1,192)	(808)	3,143	(1,325)	(4,468)
Total Revenue	1,152,275	1,653,415	501,140	3,561,756	4,947,570	1,385,814
OpEx:						
Salaries and Benefits	1,770,223	1,308,395	461,828	7,227,839	7,553,953	(326,114)
Contractual Services	38,216	17,314	20,902	95,828	109,195	(13,367)
Operations	575,092	411,277	163,815	2,365,724	2,488,143	(122,419)
Total OpEx	2,383,531	1,736,986	646,545	9,689,391	10,151,291	(461,900)
Op Surplus/(Subsidy)	(1,231,256)	(83,571)	1,147,685	(6,127,635)	(5,203,721)	923,914
CapEx:						
Capital Labor	2,159	3,401	(1,242)	28,503	26,457	2,046
Construction Expenses	196,991	223,624	(26,633)	1,119,168	1,332,262	(213,094)
Capital Equipment	44,610	1,232	43,378	302,382	121,607	180,775
Capital Animal Costs	6,145	11,984	(5,839)	18,821	15,308	3,513
Total CapEx	249,905	240,241	9,664	1,468,874	1,495,634	(26,760)
Net Surplus/(Subsidy)	(1,481,161)	(323,812)	1,157,349	(7,596,509)	(6,699,355)	897,154
Restricted Revenue	3,404,149	67,571	(3,336,578)	3,769,524	461,108	(3,308,416)
Restricted Expenses	1,365,583	59,113	1,306,470	4,423,301	493,141	3,930,160
Restricted Surplus/(Subsidy)	2,038,566	8,458	(2,030,108)	(653,777)	(32,033)	621,744



Cleveland Metroparks - Golf

Financial Performance – June 2019

	Actual Jun '18	Actual Jun '19	Fav (Unfav)	Actual YTD Jun'18	Actual YTD Jun '19	Fav (Unfav)
Revenue:						
Greens Fees	602,542	614,386	11,844	1,191,130	1,264,375	73,245
Equipment Rentals	239,284	226,312	(12,972)	497,267	499,223	1,956
Food Service	162,292	142,162	(20,130)	368,021	323,228	(44,793)
Merchandise Sales	73,044	69,468	(3,576)	154,066	157,445	3,379
Pro Services	26,205	24,246	(1,959)	123,791	146,983	23,192
Driving Range	55,855	63,574	7,719	149,019	170,580	21,561
Other	<u>39,442</u>	<u>55,592</u>	<u>16,150</u>	<u>227,633</u>	<u>265,747</u>	<u>38,114</u>
Total Revenue	1,198,664	1,195,740	(2,924)	2,710,927	2,827,581	116,654
OpEx:						
Salaries and Benefits	598,162	425,342	172,820	1,802,604	1,958,191	(155,587)
Contractual Services	4,303	1,386	2,917	11,608	9,436	2,172
Operations	<u>370,716</u>	<u>250,549</u>	<u>120,167</u>	<u>1,047,134</u>	<u>895,890</u>	<u>151,244</u>
Total OpEx	973,181	677,277	295,904	2,861,346	2,863,517	(2,171)
Op Surplus/(Subsidy)	225,483	518,463	292,980	(150,419)	(35,936)	114,483
CapEx:						
Capital Labor	12,296	348	11,948	95,408	97,780	(2,372)
Construction Expenses	212,476	11,137	201,339	348,675	265,104	83,571
Capital Equipment	<u>50,278</u>	<u>0</u>	<u>50,278</u>	<u>475,874</u>	<u>818,140</u>	<u>(342,266)</u>
Total CapEx	275,050	11,485	263,565	919,957	1,181,024	(261,067)
Net Surplus/(Subsidy)	(49,567)	506,978	556,545	(1,070,376)	(1,216,960)	(146,584)



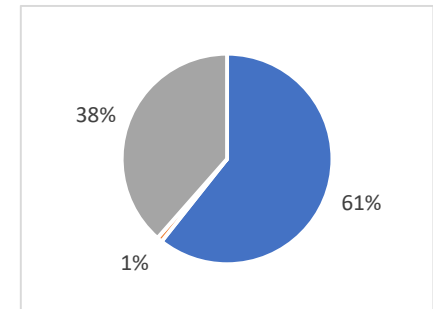
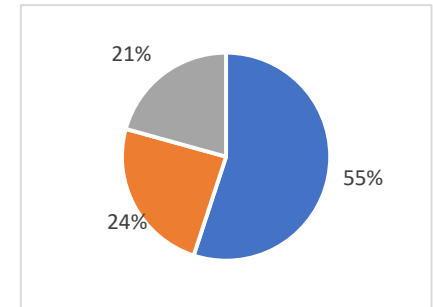
Cleveland Metroparks - Golf

Financial Performance – June 2019

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19
Operating Revenue	461,527	501,523	110,317	141,204	88,107	87,349	403,905	414,453	617,882	540,524
Operating Expenses	<u>436,142</u>	<u>421,518</u>	<u>124,150</u>	<u>119,896</u>	<u>94,100</u>	<u>97,224</u>	<u>393,058</u>	<u>416,309</u>	<u>564,292</u>	<u>586,920</u>
Operating Surplus/(Subsidy)	25,385	80,005	(13,833)	21,308	(5,993)	(9,875)	10,847	(1,856)	53,590	(46,396)
Capital Labor	0	0	0	0	0	0	2,930	0	2,125	33,936
Construction Expenses	32,034	0	0	0	0	0	22,241	0	313	263,162
Capital Equipment	<u>0</u>	<u>476,890</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>316,875</u>	<u>316,875</u>	<u>0</u>
Total Capital Expenditures	32,034	476,890	0	0	0	0	25,171	316,875	319,313	297,098
Net Surplus/(Subsidy)	(6,649)	(396,885)	(13,833)	21,308	(5,993)	(9,875)	(14,324)	(318,731)	(265,723)	(343,494)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19
Operating Revenue	413,806	403,466	227,815	252,832	373,435	465,638	14,133	20,592	2,710,927	2,827,581
Operating Expenses	<u>381,875</u>	<u>378,439</u>	<u>174,770</u>	<u>203,190</u>	<u>375,641</u>	<u>401,821</u>	<u>317,318</u>	<u>238,200</u>	<u>2,861,346</u>	<u>2,863,517</u>
Operating Surplus/(Subsidy)	31,931	25,027	53,045	49,642	(2,206)	63,817	(303,185)	(217,608)	(150,419)	(35,936)
Capital Labor	0	0	0	0	90,353	63,844	0	0	95,408	97,780
Construction Expenses	0	0	0	0	294,087	1,942	0	0	348,675	265,104
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>24,375</u>	<u>158,999</u>	<u>0</u>	<u>475,874</u>	<u>818,140</u>
Total Capital Expenditures	0	0	0	0	384,440	90,161	158,999	0	919,957	1,181,024
Net Surplus/(Subsidy)	31,931	25,027	53,045	49,642	(386,646)	(26,344)	(462,184)	(217,608)	(1,070,376)	(1,216,960)

Cleveland Metroparks – Enterprise Financial Performance – June 2019

	Actual Jun '18	Actual Jun '19	Fav (Unfav)	Actual YTD Jun'18	Actual YTD Jun '19	Fav (Unfav)
Revenue:						
Concessions	875,404	955,733	80,329	1,569,157	1,652,499	83,342
Dock Rentals	(255)	5,038	5,293	716,694	728,272	11,578
Other	<u>227,842</u>	<u>219,404</u>	<u>(8,438)</u>	<u>602,493</u>	<u>621,461</u>	<u>18,968</u>
Total Revenue	1,102,991	1,180,175	77,184	2,888,344	3,002,232	113,888
OpEx:						
Salaries and Benefits	578,845	438,350	140,495	1,458,908	1,507,737	(48,829)
Contractual Services	3,067	4,629	(1,562)	17,657	20,325	(2,668)
Operations	<u>503,840</u>	<u>384,275</u>	<u>119,565</u>	<u>997,596</u>	<u>957,232</u>	<u>40,364</u>
Total OpEx	1,085,752	827,254	258,498	2,474,161	2,485,294	(11,133)
Op Surplus/(Subsidy)	17,239	352,921	335,682	414,183	516,938	102,755
CapEx:						
Capital Labor	0	0	0	1,063	0	1,063
Construction Expenses	0	7,841	(7,841)	6,368	122,825	(116,457)
Capital Equipment	<u>0</u>	<u>4,230</u>	<u>(4,230)</u>	<u>18,030</u>	<u>7,194</u>	<u>10,836</u>
Total CapEx	0	12,071	(12,071)	25,461	130,019	(104,558)
Net Surplus/(Subsidy)	17,239	340,850	323,611	388,722	386,919	(1,803)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – June 2019

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19
Operating Revenue	866,323	901,310	353,348	281,858	653,182	637,970	156,119	221,245
Operating Expenses	<u>900,975</u>	<u>855,690</u>	<u>209,954</u>	<u>163,927</u>	<u>103,344</u>	<u>114,994</u>	<u>138,131</u>	<u>171,200</u>
Operating Surplus/(Subsidy)	(34,652)	45,620	143,394	117,931	549,838	522,976	17,988	50,045
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	2,002	0	0	0	54,330	0	0
Capital Equipment	<u>0</u>	<u>0</u>	<u>7,149</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	0	2,002	7,149	0	0	54,330	0	0
Net Surplus/(Subsidy)	(34,652)	43,618	136,245	117,931	549,838	468,646	17,988	50,045
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19
Operating Revenue	0	35,453	0	12,184	238,784	217,314	105,821	170,321
Operating Expenses	<u>0</u>	<u>60,911</u>	<u>0</u>	<u>10,407</u>	<u>107,878</u>	<u>76,915</u>	<u>138,894</u>	<u>166,768</u>
Operating Surplus/(Subsidy)	0	(25,458)	0	1,777	130,906	140,399	(33,073)	3,553
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	0	43,439	0	0	276	4,087	0	7,232
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,375</u>
Total Capital Expenditures	0	43,439	0	0	276	4,087	0	8,607
Net Surplus/(Subsidy)	0	(68,897)	0	1,777	130,630	136,312	(33,073)	(5,054)

Cleveland Metroparks – Enterprise Financial Performance – June 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19		
Operating Revenue	38,889	41,068	22,855	23,836	12,679	12,934	67,665	57,986		
Operating Expenses	<u>35,207</u>	<u>32,730</u>	<u>15,710</u>	<u>18,156</u>	<u>15,848</u>	<u>11,380</u>	<u>57,117</u>	<u>47,065</u>		
Operating Surplus/(Subsidy)	3,682	8,338	7,145	5,680	(3,169)	1,554	10,548	10,921		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	<u>0</u>	<u>0</u>	<u>1,915</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>		
Total Capital Expenditures	0	0	1,915	0	0	0	0	0		
Net Surplus/(Subsidy)	3,682	8,338	5,230	5,680	(3,169)	1,554	10,548	10,921		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19	YTD Jun'18	YTD Jun '19
Operating Revenue	178,857	206,097	113,246	104,909	80,576	77,747	0	0	2,888,344	3,002,232
Operating Expenses	<u>202,760</u>	<u>190,610</u>	<u>53,906</u>	<u>48,876</u>	<u>9,320</u>	<u>12,751</u>	<u>485,117</u>	<u>502,914</u>	<u>2,474,161</u>	<u>2,485,294</u>
Operating Surplus/(Subsidy)	(23,903)	15,487	59,340	56,033	71,256	64,996	(485,117)	(502,914)	414,183	516,938
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	0
Construction Expenses	6,092	7,373	0	4,362	0	0	0	0	6,368	122,825
Capital Equipment	<u>0</u>	<u>4,230</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,966</u>	<u>1,589</u>	<u>18,030</u>	<u>7,194</u>
Total Capital Expenditures	7,155	11,603	0	4,362	0	0	8,966	1,589	25,461	130,019
Net Surplus/(Subsidy)	(31,058)	3,884	59,340	51,671	71,256	64,996	(494,083)	(504,503)	388,722	386,919