



**Cleveland
Metroparks**

**100
YEARS**

**Financial Presentation
November 30, 2017**

Cleveland Metroparks

Financial Summary – October 2017

	2016 YTD Actual	2016 Annual Budget	2016 YTD % of Budget Used	2017 YTD Actual	2017 Annual Budget	2017 Remaining Budget	2017 YTD % of Budget Used
Revenues:							
Property Tax	73,843,183	73,127,868	101.0%	71,085,645	74,233,000	3,147,355	95.8%
Local Governmental, Donations, Gifts, Grant:	7,456,722	19,048,484	39.1%	8,119,280	23,732,283	15,613,003	34.2%
Interest Income	191,481	100,000	191.5%	200,147	225,000	24,853	89.0%
Charges for Services	21,996,424	26,100,283	84.3%	25,191,271	26,250,411	1,059,140	96.0%
Damages and Fines	<i>included in charges for services</i>			66,185	140,192	74,007	47.2%
Self-Funded	6,445,833	7,074,864	91.1%	7,048,204	9,761,000	2,712,796	72.2%
Total Revenues	109,933,643	125,451,499	87.6%	111,710,732	134,341,886	22,631,154	83.2%
Operating Expenditures:							
Salaries and Benefits	50,356,601	62,003,228	81.2%	53,364,980	65,501,470	12,136,490	81.5%
Contractual Services	<i>included in operation expenditures</i>			3,643,795	6,271,812	2,628,017	58.1%
Self-Funded	8,589,139	9,761,000	88.0%	5,470,554	7,670,000	2,199,446	71.3%
Operations	18,888,395	27,660,125	68.3%	17,961,797	25,834,248	7,872,451	69.5%
Operating Expenditures	77,834,135	99,424,353	78.3%	80,441,126	105,277,530	24,836,404	76.4%
Operating Results - Surplus/(Subsidy)	32,099,508	26,027,146	123.3%	31,269,606	29,064,356	(2,205,250)	107.6%
Capital Expenditures:							
Capital Project Labor	-	-		-	201,945	201,945	0.0%
Capital Material	2,277,043	5,597,914	40.7%	2,854,275	6,782,457	3,928,182	42.1%
Capital Contracts	18,087,337	25,930,884	69.8%	14,012,913	36,892,435	22,879,522	38.0%
Capital Equipment	2,802,298	2,403,759	116.6%	1,763,777	2,817,261	1,053,484	62.6%
Animal Acquisition	27,906	94,730	29.5%	42,050	88,467	46,417	47.5%
Land Acquisition	2,200,105	1,023,948	214.9%	777,412	1,470,543	693,131	52.9%
Capital Expenditures	25,394,689	35,051,235	72.5%	19,450,427	48,253,108	28,802,681	40.3%
Net Suplus/(Subsidy)	6,704,819	(9,024,089)	174.3%	11,819,179	(19,188,752)	(31,007,931)	261.6%

Cleveland Metroparks – Golf Operations

Financial Summary – October 2017

	2016 YTD Actual	2016 Annual Budget	2016 YTD % of Budget Used	2017 YTD Actual	2017 Annual Budget	2017 Remaining Budget	2017 YTD % of Budget Used
Operating Revenues:							
Greens Fees	2,982,127			3,324,093	3,330,279	6,186	99.8%
Equipment Rentals	1,351,185			963,348	1,476,430	513,082	65.2%
Driving Range/Practice Tee	263,201			328,963	304,786	(24,177)	107.9%
Professional Services	101,386			153,110	128,102	(25,008)	119.5%
Other Sales/Coupons	91,413			96,237		(96,237)	
Gift Cards Sold/(Redeemed)	2,270			(28,406)	149,037	177,443	-19.1%
Merchandise Sales	340,138			340,972	382,285	41,313	89.2%
Tournament Entries	22,420			26,639	32,980	6,341	80.8%
Golf Outing/League Deposits	14,646			934	20,390	19,456	4.6%
Miscellaneous (Over/Short)	(26,495)			(9,815)	124,167	133,982	-7.9%
Golf Receivables	3,253						
Sales Tax	36,451			35,382	99,480	64,098	35.6%
Food Service	760,167			796,507	746,500	(50,007)	106.7%
Total Revenues	5,942,162	6,820,442	87.1%	6,027,965	6,794,436	766,471	88.7%
Operating Expenditures:							
Salaries and Benefits	2,812,963	4,305,287	65.3%	2,883,168	3,937,401	1,054,233	73.2%
Contractual Services	(50,423)	<i>included in operations</i>		27,880	61,879	33,999	45.1%
Operations	2,636,433	2,136,960	123.4%	2,384,972	2,614,729	229,757	91.2%
<i>Utilities</i>	<i>342,923</i>			<i>387,314</i>	<i>512,971</i>	<i>125,657</i>	<i>75.5%</i>
<i>Operating Expenses</i>	<i>2,293,510</i>			<i>1,997,658</i>	<i>2,101,758</i>	<i>104,100</i>	<i>95.0%</i>
Total Operating Expenditures	5,398,973	6,442,247	83.8%	5,296,020	6,614,009	1,317,989	80.1%
Operating Results - Surplus/(Subsidy)	543,189	378,195	143.6%	731,945	180,427	(551,518)	405.7%
Capital Expenditures:							
In-House Capital Labor	391,100	500,000	78.2%	-	-	-	NA
Capital Material	665,605	1,167,645	57.0%	218,007	952,400	734,393	22.9%
Capital Contracts	924,463	1,669,491	55.4%	287,241	1,486,677	1,199,436	19.3%
Capital Equipment	439,245	607,986	72.2%	435,777	697,663	261,886	62.5%
Total Capital Expenditures	2,420,414	3,945,122	61.4%	941,025	3,136,740	2,195,715	30.0%
Net Surplus/(Subsidy)	(1,877,225)	(3,566,927)	52.6%	(209,080)	(2,956,313)	(2,747,233)	7.1%
Restricted Fund Revenue:							
Operating	-			5,026	4,176	(850)	120.4%
Total Restricted Fund Revenues	-	-	-	5,026	4,176	(850)	120.4%
Restricted Fund Expenditures:							
Operating	-			-	500	500	0.0%
Capital	-			-	1,771	1,771	0.0%
Total Restricted Fund Expenditures	-	-	-	-	2,271	2,271	0.0%
Net Restricted Fund Surplus/(Subsidy)	-	-	-	5,026	1,905	(3,121)	263.8%



100 YEARS

Cleveland Metroparks – Golf Operations

Financial Summary – October 2017

	Big Met (18)		Little Met (9)		Mastik Woods (9)		Manakiki (18)	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues:								
Greens Fees	617,284	593,577	186,177	182,535	154,251	147,800	612,012	577,445
Equipment Rentals	160,611	268,408	58,453	83,456	37,589	57,947	191,055	251,240
Driving Range/Practice Tee	-	-	-	(341)	-	-	2,331	1,848
Professional Services	510	14	-	895	6,400	725	4,890	5,371
Other Sales/Coupons	14,373	14,018	4,779	5,075	4,078	4,670	19,154	16,165
Gift Cards Sold/(Redeemed)	(13,512)	(15,655)	(8,059)	(8,385)	(2,864)	(1,233)	(9,023)	(9,978)
Merchandise Sales	63,589	61,012	19,139	19,239	12,561	14,451	51,817	56,804
Tournament Entries	6,013	5,372	14,224	1,165	5,925	14,641	(5,340)	6,807
Golf Outing/League Deposits	(776)	220	-	117	-	-	250	500
Miscellaneous (Over/Short)	5,212	(8,690)	(1,116)	500	(179)	2,467	(744)	(6,523)
Golf Receivables	-	493	-	52	-	98	-	606
Sales Tax	5,520	5,640	4,535	3,626	2,363	3,302	3,666	3,751
Food Service	178,007	189,540	28,227	30,829	16,722	19,284	95,400	80,177
Golf Administration Revenue	3,280	3,358	1,640	1,679	1,640	1,679	3,280	3,358
Operating Revenues	1,040,111	1,117,308	307,998	320,442	238,485	265,832	968,748	987,571
Operating Expenditures:								
Salaries and Benefits	512,105	470,075	131,761	144,205	129,809	125,865	464,290	491,086
Contractual Services	5,557	(1,657)	1,895	-	587	-	3,688	-
Operations	363,035	432,225	126,872	145,337	109,089	158,440	339,652	413,326
Operating Expenditures	880,698	900,644	260,528	289,541	239,486	284,305	807,630	904,412
Operating Surplus/(Subsidy)	159,414	216,664	47,470	30,901	(1,001)	(18,473)	161,118	83,159
Capital Expenditures:								
In-House Capital Labor	-	5,405	-	-	-	-	-	7,490
Capital Material	-	7,413	-	-	-	-	14,078	65,929
Capital Contracts	-	11,355	-	-	-	-	59,616	42,879
Capital Equipment	-	-	-	37,982	-	37,982	389,026	4,929
Capital Expenditures	-	24,173	-	37,982	-	37,982	462,720	121,227
Net Surplus/(Subsidy)	159,414	192,491	47,470	(7,081)	(1,001)	(56,455)	(301,602)	(38,068)

Cleveland Metroparks – Golf Operations

Financial Summary – October 2017

	Sleepy Hollow (18)		Shawnee Hills (27)		Washington Park (9)		Seneca (27)	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues:								
Greens Fees	733,340	596,061	540,642	457,339	84,588	72,520	395,799	354,850
Equipment Rentals	238,030	257,014	132,421	229,235	19,007	23,327	126,182	180,557
Driving Range/Practice Tee	111,214	93,075	72,306	55,452	135,649	108,010	7,463	5,157
Professional Services	31,146	14,792	20,241	11,040	35,245	36,104	54,678	32,445
Other Sales/Coupons	11,900	15,669	14,661	17,991	11,168	5,020	16,124	12,805
Gift Cards Sold/(Redeemed)	(20,164)	(9,900)	(25,298)	(19,020)	58,450	58,225	(34,174)	(18,676)
Merchandise Sales	102,814	99,584	45,240	44,600	16,667	14,726	29,145	29,721
Tournament Entries	4,846	(8,727)	(798)	803	(19)	1,815	1,790	544
Golf Outing/League Deposits	600	4,793	-	8,996	340	120	520	(100)
Miscellaneous (Over/Short)	(11,798)	(3,934)	(421)	4,279	72	(7,050)	(841)	(7,543)
Golf Receivables	-	206	-	818	-	576	-	403
Sales Tax	8,682	8,379	4,734	5,827	2,826	2,428	3,057	3,499
Food Service	264,184	242,245	110,474	106,328	17,201	15,259	86,291	76,506
Golf Administration Revenue	3,280	3,358	4,919	5,038	1,640	1,679	6,559	6,717
Operating Revenues	1,478,073	1,312,617	919,122	928,725	382,833	332,758	692,594	676,884
Operating Expenditures:								
Salaries and Benefits	556,560	526,864	416,909	397,359	205,705	198,933	466,029	458,577
Contractual Services	9,414	(23,822)	1,661	-	1,157	-	3,313	(24,944)
Operations	572,118	562,240	366,717	394,956	125,138	158,339	382,956	371,570
Operating Expenditures	1,138,092	1,065,282	785,287	792,314	332,000	357,272	852,299	805,203
Operating Surplus/(Subsidy)	339,981	247,335	133,835	136,411	50,833	(24,514)	(159,705)	(128,319)
Capital Expenditures:								
In-House Capital Labor	-	244,669	-	855	-	-	-	132,681
Capital Material	3,180	263,954	10,255	652	-	-	190,495	327,657
Capital Contracts	6,608	27,672	-	-	-	-	221,017	842,557
Capital Equipment	44,250	307,682	-	5,432	-	5,432	-	39,807
Capital Expenditures	54,037	843,976	10,255	6,939	-	5,432	411,512	1,342,703
Net Surplus/(Subsidy)	285,944	(596,642)	123,581	129,472	50,833	(29,946)	(571,217)	(1,471,021)

Cleveland Metroparks – Zoo Operations

Financial Summary – October 2017

	2016 YTD Actual	2016 Annual Budget	2016 YTD % of Budget Used	2017 YTD Actual	2017 Annual Budget	2017 Available Budget	2017 YTD % of Budget Used
Operating Revenues:							
Gifts and Donations	-			231	200	(31)	115.4%
General Admissions	4,075,320	4,685,000	87.0%	3,682,383	3,736,800	54,417	98.5%
Special Event Admissions	<i>in Gen Admin</i>			281,098	378,000	96,902	74.4%
Zoo Guest Experience	849,402	826,105	102.8%	882,905	971,863	88,958	90.8%
Zoo Society Attendance	1,350,870	1,852,500	72.9%	2,024,774	1,982,500	(42,274)	102.1%
Zoo Souvenirs/Refreshments	1,117,740	962,000	116.2%	1,305,132	1,587,620	282,488	82.2%
Education	457,813	442,631	103.4%	396,418	864,479	468,061	45.9%
Storybook	<i>added in 2017</i>			84,158	-	(84,158)	NA
Zoo Rental and Events	884,966	799,699	110.7%	376,931	2,000	(374,931)	18846.6%
Miscellaneous	62,922			349,717	416,298	66,581	84.0%
Total Revenues	8,799,033	9,567,935	92.0%	9,383,747	9,939,760	556,013	94.4%
Operating Expenditures:							
Salaries and Benefits	11,469,156	14,756,761	77.7%	11,892,979	15,062,295	3,169,316	79.0%
Contractual Services	<i>included in operations expenditures</i>			185,873	320,316	134,443	58.0%
Operations	3,601,858	5,409,249	66.6%	3,747,502	5,513,456	1,765,955	68.0%
<i>Utilities</i>	<i>1,646,889</i>	<i>2,465,091</i>	<i>66.8%</i>	<i>1,877,981</i>	<i>2,487,505</i>	<i>609,525</i>	<i>75.5%</i>
<i>Other</i>	<i>1,954,969</i>	<i>2,944,158</i>	<i>66.4%</i>	<i>1,869,521</i>	<i>3,025,951</i>	<i>1,156,430</i>	<i>61.8%</i>
Total Operating Expenditures	15,071,014	20,166,010	74.7%	15,826,354	20,896,067	5,069,713	75.7%
Operating Results - Surplus/(Subsidy)	(6,271,981)	(10,598,075)	59.2%	(6,442,607)	(10,956,307)	(4,513,700)	58.8%
Capital Revenues:							
Zoo Animal Sales	3,912	-	(3,912)	1,940	-	(1,940)	NA
Total Revenues	3,912	-	(3,912)	1,940	-	(1,940)	NA
Capital Expenditures:							
Capital Material	196,691	825,108	23.8%	197,890	814,888	616,998	24.3%
Capital Contracts	3,135,774	4,101,098	76.5%	1,078,015	3,802,518	2,724,503	28.4%
Capital Equipment	269,990	450,517	59.9%	120,114	511,918	391,804	23.5%
Animal Acquisition	27,906	94,730	29.5%	42,050	88,467	46,416	47.5%
Total Capital Expenditures	3,630,361	5,471,453	66.4%	1,438,069	5,217,791	3,779,722	27.6%
Net Capital Surplus/(Subsidy)	(3,626,449)	(5,471,453)	66.3%	(1,436,129)	(5,217,791)	(3,781,662)	27.5%
Restricted Fund Revenue:							
Operating	917,613			837,430	1,579,766	742,336	53.0%
Capital	1,376,419			1,256,145	2,369,648	1,113,503	53.0%
Total Restricted Fund Revenues	2,294,032			2,093,575	3,949,414	1,855,839	53.0%
Restricted Fund Expenditures:							
Operating	692,123			590,118	1,180,518	590,400	50.0%
Capital	2,516,415			897,766	3,054,628	2,156,862	29.4%
Total Restricted Fund Expenditures	3,208,538			1,487,884	4,235,146	2,747,262	35.1%
Net Restricted Fund Surplus/(Subsidy)	(914,506)			605,691	(285,732)	(891,423)	212.0%

Cleveland Metroparks – Enterprise Operations Financial Summary – October 2017

	2016 YTD Actual	2016 Annual Budget	2016 YTD % of Budget Used	2017 YTD Actual	2017 Annual Budget	2017 Remaining Budget	2017 YTD % of Budget Used
Operating Revenues:							
Concession Sales	3,629,802			4,228,315			
Dock Rentals	715,785			1,135,470			
Chalet Operations	217,136			184,298			
Hayrides	23,313			36,219			
Aquatics	159,965			148,955			
Enterprise Non Concession Sales	7,393			33,015			
Ranger Fines	2,240			1,175			
Total Revenues	4,755,634	5,832,826	81.5%	5,767,447	5,947,318	179,871	97.0%
Operating Expenditures:							
Salaries and Benefits				2,869,750	3,092,944	223,194	92.8%
Contractual Services				77,084	96,109	19,025	80.2%
Operations				2,938,607	3,675,766	737,159	79.9%
Total Operating Expenditures	4,558,369	5,400,808	84.4%	5,885,441	6,864,819	979,378	85.7%
Operating Results - Surplus/(Subsidy)	197,265	432,018	45.7%	(117,994)	(917,501)	(799,507)	12.9%
Capital Expenditures:							
Capital Material				43,481	93,287	49,806	46.6%
Capital Equipment				211,202	275,685	64,483	76.6%
Total Capital Expenditures	291,951	356,996	81.8%	254,683	368,972	114,289	69.0%
Net Surplus/(Subsidy)	(94,686)	75,022	126.2%	(372,677)	(1,286,473)	(913,796)	29.0%

Cleveland Metroparks – Enterprise Operations Financial Summary – October 2017

	Merwin's Wharf		Wallace Lake		Huntington Concessions		Edgewater Beach House	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues	1,989,187	1,720,550	68,907	63,831	190,896	207,025	917,255	-
Operating Expenditures	1,870,316	1,665,281	60,093	60,490	170,144	182,841	730,911	-
Operating Surplus/(Subsidy)	118,871	55,269	8,814	3,341	20,752	24,184	186,344	-
Capital Expenditures	46,099	47,989	-	2,409	2,999	2,884	144,892	-
Net Surplus/(Subsidy)	72,772	7,280	8,814	932	17,753	21,300	41,452	-

	Mobile Concessions		Hinckley Lake Concessions		Edgewater Pier		East 55th Restaurant		East 55th Marina	
	2017	2016	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues	-	177,569	53,005	41,437	99,716	214,337	387,717	352,561	797,838	728,132
Operating Expenditures	1,664	67,286	47,335	47,885	116,090	105,808	406,175	345,186	332,718	324,567
Operating Surplus/(Subsidy)	(1,664)	110,283	5,670	(6,448)	(16,374)	108,529	(18,458)	7,375	465,120	403,565
Capital Expenditures	-	24,500	-	-	-	-	-	33,101	21,757	8,104
Net Surplus/(Subsidy)	(1,664)	85,783	5,670	(6,448)	(16,374)	108,529	(18,458)	(25,726)	443,363	395,461

Cleveland Metroparks – Enterprise Operations Financial Summary – October 2017

	Emerald Necklace Restaurant		Emerald Necklace Marina		Water Taxi		Parking	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues	210,500	229,073	351,860	377,340	58,419	36,395	213,151	124,290
Operating Expenditures	236,898	293,141	256,789	307,567	89,295	82,734	12,920	11,792
Operating Surplus/(Subsidy)	(26,398)	(64,068)	95,071	69,773	(30,876)	(46,339)	200,231	112,498
Capital Expenditures	61	21,576	1,017	19,843	-	9,675	-	11,248
Net Surplus/(Subsidy)	(26,459)	(85,644)	94,054	49,930	(30,876)	(56,014)	200,231	101,250

	Chalet		Ledge Lake		Aquatic Management		Enterprise Administration	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues	257,307	286,324	171,688	196,769	-	-	-	-
Operating Expenditures	238,367	231,876	128,918	148,276	549,084	528,039	637,724	417,072
Operating Surplus/(Subsidy)	18,940	54,448	42,770	48,493	(549,084)	(528,039)	(637,724)	(417,072)
Capital Expenditures	36,819	76,130	-	16,667	-	25,351	1,039	-
Net Surplus/(Subsidy)	(17,879)	(21,682)	42,770	31,826	(549,084)	(553,390)	(638,763)	(417,072)

Cleveland Metroparks – Nature Shops and Kiosks

Financial Summary – October 2017

	2016 YTD Actual	2016 Annual Budget	2016 YTD % of Budget Used	2017 YTD Actual	2017 Annual Budget	2017 Remaining Budget	2017 YTD % of Budget Used
Operating Revenues:							
Charges for Services	466,344	502,300	92.8%	529,467	556,500	27,033	95.1%
Total Revenues	466,344	502,300	92.8%	529,467	556,500	27,033	95.1%
Operating Expenditures:							
Salaries and Benefits	<i>expense accounts reclassified</i>			208,869	268,205	59,336	77.9%
Contractual Services	<i>in new accounting system -</i>			7,099	15,572	8,473	45.6%
Operations	<i>budget did not separate this dept.</i>			214,762	229,200	14,438	93.7%
Total Operating Expenditures	421,646			430,730	512,977	82,247	84.0%
Operating Results - Surplus/(Subsidy)	44,698			98,737	43,523	(55,214)	226.9%
Capital Expenditures:							
Capital Material	<i>see note above</i>						
Capital Equipment				3,043	3,010	(33)	101.1%
Total Capital Expenditures	23,578			3,043	3,010	(33)	101.1%
Net Surplus/(Subsidy)	21,120		-	95,694	40,513	(55,181)	236.2%

Cleveland Metroparks – Nature Shops and Kiosks

Financial Summary – October 2017

	North Chagrin		Rocky River		West Creek		Hinckley Lake Boat Shop	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues	57,228	43,123	108,078	94,566	27,685	26,619	310,844	296,176
Operating Expenditures	27,687	38,704	61,838	48,860	16,794	13,458	162,332	158,385
Operating Surplus/(Subsidy)	29,541	4,419	46,240	45,706	10,891	13,161	148,512	137,791
Capital Expenditures	680	3,286	680	3,286	680	3,286	1,002	13,721
Net Surplus/(Subsidy)	28,861	1,133	45,560	42,420	10,211	9,875	147,510	124,070

	Nature Shop Mobile		Southpark Kiosk		Great Northern Kiosk		Retail Division/Admin	
	2017	2016	2017	2016	2017	2016	2017	2016
Operating Revenues	25,633	5,817	-	-	-	45	-	-
Operating Expenditures	2,130	1,416	1,724	11,945	19,548	11,328	138,677	137,549
Operating Surplus/(Subsidy)	23,503	4,401	(1,724)	(11,945)	(19,548)	(11,283)	(138,677)	(137,549)
Capital Expenditures	-	-	-	-	-	-	-	-
Net Surplus/(Subsidy)	23,503	4,401	(1,724)	(11,945)	(19,548)	(11,283)	(138,677)	(137,549)