



# Financial Performance

August 16, 2018



# Cleveland Metroparks Financial Performance – July 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Revenues:</b>							
Property Tax	50,820,856	74,233,000	68.5%	60,266,452	75,283,000	15,016,548	80.1%
Local Gov't, Donations, Gifts, Grants	4,152,833	24,589,603	16.9%	8,704,539	23,892,187	15,187,648	36.4%
Interest Income	123,405	225,000	54.8%	187,425	225,000	37,575	83.3%
Charges for Services	15,372,939	26,250,411	58.6%	16,205,491	27,392,562	11,187,071	59.2%
Damages and Fines	48,291	140,192	34.4%	58,867	93,768	34,901	62.8%
Self-Funded	4,953,864	9,761,000	50.8%	5,377,226	9,739,879	4,362,653	55.2%
<b>Total Revenues</b>	<b>75,472,188</b>	<b>135,199,206</b>	<b>55.8%</b>	<b>90,799,999</b>	<b>136,626,396</b>	<b>45,826,397</b>	<b>66.5%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	36,790,795	65,695,610	56.0%	37,992,395	67,211,387	29,218,992	56.5%
Contractual Services	2,704,833	6,305,092	42.9%	3,289,915	7,759,360	4,469,445	42.4%
Operations	11,471,051	25,899,670	44.3%	12,896,996	26,428,539	13,531,543	48.8%
Self-Funded	3,608,946	7,670,000	47.1%	3,313,222	8,122,252	4,809,030	40.8%
<b>Operating Expenditures</b>	<b>54,575,624</b>	<b>105,570,372</b>	<b>51.7%</b>	<b>57,492,528</b>	<b>109,521,538</b>	<b>52,029,010</b>	<b>52.5%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>20,896,564</b>	<b>29,628,835</b>	<b>70.5%</b>	<b>33,307,472</b>	<b>27,104,858</b>	<b>(6,202,613)</b>	<b>122.9%</b>
<b>Capital Expenditures:</b>							
Capital Project Labor	-	876,945	0.0%	594,582	1,075,000	480,418	55.3%
Capital Material	2,059,374	6,823,381	30.2%	1,260,581	5,555,002	4,294,420	22.7%
Capital Contracts	9,701,693	36,795,011	26.4%	12,391,602	34,507,746	22,116,143	35.9%
Capital Equipment	1,325,860	2,767,725	47.9%	1,920,748	3,069,450	1,148,703	62.6%
Animal Acquisition	26,950	88,467	30.5%	21,318	77,100	55,782	27.6%
Land Acquisition	620,028	1,982,543	31.3%	3,956,895	4,498,181	541,286	88.0%
<b>Capital Expenditures</b>	<b>13,733,905</b>	<b>49,334,071</b>	<b>27.8%</b>	<b>20,145,726</b>	<b>48,782,479</b>	<b>28,636,753</b>	<b>41.3%</b>

- Prop Tax timing difference - \$16.3M received July '18 vs. \$19.7M received Aug '17
- CZS/Asian Highlands/Welcome Pav \$3.6M, State grants \$2.5M
- Special Event Admissions are up \$531k (**before revenue share**), Golf \$263k, E-prise \$141k, Zoo \$247k (with CZS membership revenue)
- Expecting total revenue timing differences to start normalizing with August results

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<b>Capital Expenditures</b>	<b>13,733,905</b>	<b>49,334,071</b>	<b>27.8%</b>	<b>20,145,726</b>	<b>48,782,479</b>	<b>28,636,753</b>	<b>41.3%</b>

- Salaries/Benefits and Contractual Services right on track for % budget as SPPY
- Operations are up 4.5% of budget used from SPPY, consistent with June
  - Utilities, due to full season of EWBH, water-storm-sewer increases across the District, and Zoo usage increases; resale inventory as well as the offset by revenue; program supplies, funded largely by restricted funds
- OpEx is on track for % of budget used with SPPY
- Operating Surplus is up \$12.4M compared to SPPY, this will normalize as revenue normalizes

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- Exciting and big year from CapEx standpoint
  - Strong restricted revenues are supporting significant capital activity (Asian Highlands, Welcome Pavilion, Euclid Beach Pier, strategic land acquisition, connector trails)
- Net surplus is up about \$6M vs SPPY, majority will normalize in August

# Cleveland Metroparks - Golf Financial Performance – July 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Driving Range/Practice Tee	217,556	304,786	71.4%	199,349	334,800	135,451	59.5%
Equipment Rentals	573,078	1,476,430	38.8%	749,430	1,533,158	783,728	48.9%
Food Service	480,150	751,000	63.9%	542,448	917,650	375,202	59.1%
Greens Fees	1,878,028	3,330,279	56.4%	1,840,481	3,285,241	1,444,760	56.0%
Merchandise Sales	210,136	382,285	55.0%	219,630	370,500	150,870	59.3%
Professional Services	94,176	128,102	73.5%	135,306	118,423	(16,883)	114.3%
Other Golf Revenue	223,277	421,554	53.0%	251,924	306,430	54,506	82.2%
<b>Total Revenues</b>	<b>3,676,402</b>	<b>6,794,436</b>	<b>54.1%</b>	<b>3,938,568</b>	<b>6,866,202</b>	<b>2,927,634</b>	<b>57.4%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	2,294,913	3,936,501	58.3%	2,184,990	4,106,122	1,921,132	53.2%
Contractual Services	14,178	61,709	23.0%	13,952	58,319	44,367	23.9%
Operations	1,098,086	2,715,799	40.4%	1,336,444	2,755,975	1,419,531	48.5%
<i>Utilities</i>	212,506	517,542	41.1%	227,808	532,236	304,429	42.8%
<i>Operating Expenses</i>	885,581	2,198,257	40.3%	1,108,637	2,223,739	1,115,102	49.9%
<b>Total Operating Expenditures</b>	<b>3,407,177</b>	<b>6,714,009</b>	<b>50.7%</b>	<b>3,535,386</b>	<b>6,920,416</b>	<b>3,385,030</b>	<b>51.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>269,224</b>	<b>80,427</b>	<b>234.7%</b>	<b>403,182</b>	<b>(54,214)</b>	<b>(457,396)</b>	<b>743.7%</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	157,791	400,000	242,209	39.4%
Capital Material	36,041	952,400	3.8%	111,979	507,576	395,597	22.1%
Capital Contracts	266,451	1,486,677	17.9%	645,852	1,305,750	659,898	49.5%
Capital Equipment	389,026	697,663	55.8%	587,217	646,473	59,256	90.8%
<b>Total Capital Expenditures</b>	<b>691,518</b>	<b>3,136,740</b>	<b>22.0%</b>	<b>1,502,838</b>	<b>2,859,799</b>	<b>1,356,961</b>	<b>52.6%</b>
<b>Net Surplus/(Subsidy)</b>	<b>(422,294)</b>	<b>(3,056,313)</b>	<b>13.8%</b>	<b>(1,099,656)</b>	<b>(2,914,013)</b>	<b>(1,814,357)</b>	<b>37.7%</b>

- Golf is performing well from a revenue standpoint – nice comeback from soft start
  - Up \$263k vs SPPY

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Operations	1,098,086	2,715,799	40.4%	1,336,444	2,755,975	1,419,531	48.5%
<i>Utilities</i>	<i>212,506</i>	<i>517,542</i>	<i>41.1%</i>	<i>227,808</i>	<i>532,236</i>	<i>304,429</i>	<i>42.8%</i>
<i>Operating Expenses</i>	<i>885,581</i>	<i>2,198,257</i>	<i>40.3%</i>	<i>1,108,637</i>	<i>2,223,739</i>	<i>1,115,102</i>	<i>49.9%</i>
<b>Total Operating Expenditures</b>	<b>3,407,177</b>	<b>6,714,009</b>	<b>50.7%</b>	<b>3,535,386</b>	<b>6,920,416</b>	<b>3,385,030</b>	<b>51.1%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>269,224</b>	<b>80,427</b>	<b>234.7%</b>	<b>403,182</b>	<b>(54,214)</b>	<b>(457,396)</b>	<b>743.7%</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	157,791	400,000	242,209	39.4%
Capital Material	36,041	952,400	3.8%	111,979	507,576	395,597	22.1%
Capital Contracts	266,451	1,486,677	17.9%	645,852	1,305,750	659,898	49.5%
Capital Equipment	389,026	697,663	55.8%	587,217	646,473	59,256	90.8%
<b>Total Capital Expenditures</b>	<b>691,518</b>	<b>3,136,740</b>	<b>22.0%</b>	<b>1,502,838</b>	<b>2,859,799</b>	<b>1,356,961</b>	<b>52.6%</b>
<b>Net Surplus/(Subsidy)</b>	<b>(422,294)</b>	<b>(3,056,313)</b>	<b>13.8%</b>	<b>(1,099,656)</b>	<b>(2,914,013)</b>	<b>(1,814,357)</b>	<b>37.7%</b>

- OpEx is on track for % budget used with SPPY, even with increased Operations Costs
  - Merchandise for resale, one-time repairs at Manakiki (clubhouse) and Big Met (fire panel, irrigation, pump station), hot/humid climate impact on courses
- Operating surplus improved, increasing to \$134k over SPPY

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<b>Operating Expenditures:</b>							
Salaries and Benefits	2,294,913	3,936,501	58.3%	2,184,990	4,106,122	1,921,132	53.2%
Contractual Services	14,178	61,709	23.0%	13,952	58,319	44,367	23.9%
Operations	1,098,086	2,715,799	40.4%	1,336,444	2,755,975	1,419,531	48.5%
<i>Utilities</i>	212,506	517,542	41.1%	227,808	532,236	304,429	42.8%
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- Strong capital improvement activity, projects progressing on-time and on-budget
- Capital Labor allocation was not posted monthly in 2017; will catch up in early Q4, currently contributes \$158k to the delta

# Cleveland Metroparks - Golf Financial Performance – July 2018

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
<b>Operating Revenues:</b>										
Driving Range/Practice Tee	-	-	-	-	-	-	1,599	1,179	72,987	63,973
Equipment Rentals	107,423	125,292	35,663	40,786	24,081	24,294	102,445	142,389	129,266	153,016
Food Service	111,239	116,303	15,333	18,400	9,615	9,714	63,258	53,446	171,315	192,058
Greens Fees	376,615	346,615	97,668	95,108	87,845	82,713	338,453	338,797	414,288	377,669
Merchandise Sales	38,820	43,525	10,457	9,689	7,391	7,700	30,118	35,112	59,351	54,524
Professional Services	410	(37)	-	-	890	6,554	1,680	8,185	26,410	11,838
Other Golf Revenue	24,196	35,217	13,331	6,555	11,593	6,543	21,106	22,205	19,775	40,755
<b>Operating Revenues</b>	<b>658,703</b>	<b>666,916</b>	<b>172,452</b>	<b>170,538</b>	<b>141,416</b>	<b>137,518</b>	<b>558,660</b>	<b>601,313</b>	<b>893,392</b>	<b>893,834</b>
<b>Operating Expenditures:</b>										
Salaries and Benefits	342,685	321,442	80,177	96,795	83,953	73,398	304,048	307,539	361,850	387,449
Contractual Services	2,093	3,069	1,050	697	417	296	728	566	6,311	5,877
Operations	172,305	215,069	49,180	59,048	50,242	54,603	157,481	176,359	292,262	326,482
<i>Utilities</i>	24,171	25,447	10,766	13,900	21,181	16,023	50,249	41,670	40,706	56,078
<i>Operating Expenses</i>	148,134	189,622	38,414	45,148	29,062	38,580	107,232	134,689	251,556	270,404
<b>Operating Expenditures</b>	<b>517,082</b>	<b>539,580</b>	<b>130,406</b>	<b>156,540</b>	<b>134,612</b>	<b>128,296</b>	<b>462,256</b>	<b>484,463</b>	<b>660,422</b>	<b>719,808</b>
<b>Operating Surplus/(Subsidy)</b>	<b>141,621</b>	<b>127,336</b>	<b>42,046</b>	<b>13,998</b>	<b>6,804</b>	<b>9,222</b>	<b>96,404</b>	<b>116,850</b>	<b>232,970</b>	<b>174,026</b>
<b>Capital Expenditures:</b>										
In-House Capital Labor	-	-	-	-	-	-	-	5,861	-	2,125
Capital Material	-	13,961	-	-	-	-	5,698	7,659	3,180	313
Capital Contracts	-	18,073	-	-	-	-	58,026	11,652	6,608	-
Capital Equipment	-	-	-	-	-	-	389,026	-	-	316,875
<b>Capital Expenditures</b>	<b>-</b>	<b>32,034</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>452,750</b>	<b>25,172</b>	<b>9,787</b>	<b>319,312</b>
<b>Net Surplus/(Subsidy)</b>	<b>141,621</b>	<b>95,303</b>	<b>42,046</b>	<b>13,998</b>	<b>6,804</b>	<b>9,222</b>	<b>(356,346)</b>	<b>91,678</b>	<b>223,182</b>	<b>(145,287)</b>

- Big Met, Manakiki revenue outperforming SPPY
- Little Met, Mastick, Sleepy revenue very close to/on par with SPPY
- Mastick, Manakiki operating surplus outperforming SPPY
- Big Met, Little Met, Sleepy have operating surplus, but less than SPPY due to extra expenses detailed previously



# Cleveland Metroparks - Golf Financial Performance – July 2018

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	2017	2018	2017	2018	2017	2018	2017	2018	2017	2018
<b>Operating Revenues:</b>										
Driving Range/Practice Tee	49,136	45,161	88,751	85,218	5,083	3,819	-	-	217,556	199,349
Equipment Rentals	87,372	141,561	12,406	12,831	74,423	109,260	-	-	573,078	749,430
Food Service	52,631	67,473	11,255	11,324	45,503	73,730	-	-	480,150	542,448
Greens Fees	293,460	286,555	54,315	45,825	215,384	267,199	-	-	1,878,028	1,840,481
Merchandise Sales	26,310	33,497	10,770	12,301	14,967	23,282	11,951	-	210,136	219,630
Professional Services	23,801	20,801	10,185	38,440	30,800	49,526	-	-	94,176	135,306
Other Golf Revenue	8,653	26,699	96,124	78,223	25,024	20,631	3,475	15,095	223,277	251,924
<b>Operating Revenues</b>	<b>541,363</b>	<b>621,745</b>	<b>283,806</b>	<b>284,163</b>	<b>411,184</b>	<b>547,447</b>	<b>15,426</b>	<b>15,095</b>	<b>3,676,402</b>	<b>3,938,568</b>
<b>Operating Expenditures:</b>										
Salaries and Benefits	274,314	290,538	139,381	144,306	312,627	293,201	395,880	270,321	2,294,913	2,184,990
Contractual Services	1,097	1,426	893	393	981	1,628	608	-	14,178	13,952
Operations	149,210	192,237	53,904	72,847	123,907	173,696	49,596	66,105	1,098,086	1,336,444
<i>Utilities</i>	<i>26,183</i>	<i>27,630</i>	<i>17,464</i>	<i>20,770</i>	<i>20,384</i>	<i>24,497</i>	<i>1,402</i>	<i>1,794</i>	<i>212,506</i>	<i>227,808</i>
<i>Operating Expenses</i>	<i>123,027</i>	<i>164,607</i>	<i>36,440</i>	<i>52,077</i>	<i>103,523</i>	<i>149,198</i>	<i>48,194</i>	<i>64,311</i>	<i>885,581</i>	<i>1,108,637</i>
<b>Operating Expenditures</b>	<b>424,621</b>	<b>484,201</b>	<b>194,178</b>	<b>217,546</b>	<b>437,515</b>	<b>468,526</b>	<b>446,084</b>	<b>336,426</b>	<b>3,407,177</b>	<b>3,535,386</b>
<b>Operating Surplus/(Subsidy)</b>	<b>116,741</b>	<b>137,544</b>	<b>89,628</b>	<b>66,617</b>	<b>(26,332)</b>	<b>78,921</b>	<b>(430,658)</b>	<b>(321,332)</b>	<b>269,224</b>	<b>403,182</b>
<b>Capital Expenditures:</b>										
In-House Capital Labor	-	-	-	-	-	149,805	-	-	-	157,791
Capital Material	-	-	-	-	27,163	90,046	-	-	36,041	111,979
Capital Contracts	-	-	-	-	201,817	616,127	-	-	266,451	645,852
Capital Equipment	-	-	-	-	-	111,208	-	159,134	389,026	587,217
<b>Capital Expenditures</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>228,981</b>	<b>967,187</b>	<b>-</b>	<b>159,134</b>	<b>691,518</b>	<b>1,502,838</b>
<b>Net Surplus/(Subsidy)</b>	<b>116,741</b>	<b>137,544</b>	<b>89,628</b>	<b>66,617</b>	<b>(255,312)</b>	<b>(888,265)</b>	<b>(430,658)</b>	<b>(480,466)</b>	<b>(422,294)</b>	<b>(1,099,656)</b>

- Shawnee, Washington, Seneca revenue outperforming SPPY
- Shawnee, Seneca operating surplus outperforming SPPY

# Cleveland Metroparks - Zoo Financial Performance – July 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Available Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
General & Special Event Admissions	2,373,408	4,114,800	57.7%	2,782,199	4,253,147	1,470,948	65.4%
Zoo Guest Experience	695,003	973,363	71.4%	686,065	1,073,941	387,876	63.9%
Zoo Society Attendance	815,808	1,982,500	41.2%	742,594	2,005,250	1,262,656	37.0%
Zoo Souvenirs/Refreshments	659,292	1,587,620	41.5%	652,950	1,687,600	1,034,650	38.7%
Education	383,730	870,548	44.1%	339,543	396,831	57,288	85.6%
Zoo Rental and Events	217,072	-	0.0%	216,227	450,000	233,773	48.1%
Consignment Admissions	120,644	400,000	30.2%	95,608	400,000	304,392	23.9%
Gifts & Donations	37	200	18.3%	5,000	200	(4,800)	2500.0%
Miscellaneous	8,369	10,729	78.0%	(407)	10,488	10,895	-3.9%
<b>Total Revenues</b>	<b>5,273,363</b>	<b>9,939,760</b>	<b>53.1%</b>	<b>5,519,780</b>	<b>10,277,457</b>	<b>4,757,677</b>	<b>53.7%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	8,254,097	15,053,495	54.8%	8,476,285	16,265,009	7,788,724	52.1%
Contractual Services	139,029	298,316	46.6%	122,381	462,268	339,888	26.5%
Operations	2,453,535	5,549,216	44.2%	2,827,234	5,570,370	2,743,137	50.8%
<i>Utilities</i>	1,281,109	2,485,305	51.5%	1,461,677	2,482,986	1,021,309	58.9%
<i>Operating Expenses</i>	1,172,426	3,063,911	38.3%	1,365,557	3,087,384	1,721,827	44.2%
<b>Total Operating Expenditures</b>	<b>10,846,661</b>	<b>20,901,027</b>	<b>51.9%</b>	<b>11,425,899</b>	<b>22,297,648</b>	<b>10,871,748</b>	<b>51.2%</b>
<b>Operating Surplus/(Subsidy)</b>	<b>(5,573,298)</b>	<b>(10,961,267)</b>	<b>50.8%</b>	<b>(5,906,119)</b>	<b>(12,020,191)</b>	<b>(6,114,071)</b>	<b>49.1%</b>
<b>Capital Revenues:</b>							
Zoo Animal Revenue	1,940	-	0%	-	-	-	0%
<b>Total Revenues</b>	<b>1,940</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0%</b>
<b>Capital Expenditures:</b>							
Capital Labor	-	-	0.0%	32,322	-	(32,322)	0.0%
Capital Material	133,313	812,268	16.4%	196,155	1,224,745	1,028,590	16.0%
Capital Contracts	689,102	3,805,138	18.1%	1,472,099	6,681,068	5,208,969	22.0%
Capital Equipment	107,283	418,491	25.6%	304,262	641,701	337,440	47.4%
Animal Acquisition	26,950	88,467	30.5%	21,318	77,100	55,782	27.6%
<b>Total Capital Expenditures</b>	<b>956,647</b>	<b>5,124,364</b>	<b>18.7%</b>	<b>2,026,155</b>	<b>8,624,614</b>	<b>6,630,781</b>	<b>23.5%</b>
<b>Capital Surplus/(Subsidy)</b>	<b>(954,707)</b>	<b>(5,124,364)</b>	<b>18.6%</b>	<b>(2,026,155)</b>	<b>(8,624,614)</b>	<b>(6,630,781)</b>	<b>23.5%</b>
<b>Restricted Fund Revenue:</b>							
Operating	227,681	278,200	81.8%	356,929	415,388	58,459	85.9%
Capital	134,649	3,744,784	3.6%	3,504,858	4,028,909	524,051	87.0%
<b>Total Restricted Fund Revenues</b>	<b>362,329</b>	<b>4,022,984</b>	<b>9.0%</b>	<b>3,861,788</b>	<b>4,444,297</b>	<b>582,509</b>	<b>86.9%</b>
<b>Restricted Fund Expenditures:</b>							
Operating	462,847	1,254,148	36.9%	364,378	1,187,247	822,868	30.7%
Capital	550,272	3,056,268	18.0%	3,908,529	4,567,830	659,301	85.6%
<b>Total Restricted Fund Expenditures</b>	<b>1,013,119</b>	<b>4,310,416</b>	<b>23.5%</b>	<b>4,272,908</b>	<b>5,755,077</b>	<b>1,482,169</b>	<b>74.2%</b>
<b>Restricted Fund Surplus/(Subsidy)</b>	<b>(650,789)</b>	<b>(287,432)</b>	<b>226.4%</b>	<b>(411,120)</b>	<b>(1,310,780)</b>	<b>(899,660)</b>	<b>31.4%</b>

- YTD revenue includes \$531k for ALF, but not the \$330k offset for revenue share, which would put us at \$5.189M (\$84k less than SPPY) – while attendance is up over 3%

- OpEx is where we expected for % of budget used, on par with SPPY, as is the operating subsidy

- Capital activity driven by Asian Highlands, Welcome Pavilion, Gorilla yard improvements

# Cleveland Metroparks – Enterprise Financial Performance – July 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Concession Sales	2,948,592	4,551,010	64.8%	3,060,897	5,161,700	2,100,803	59.3%
Dock Rentals	690,200	665,000	103.8%	718,479	695,000	(23,479)	103.4%
Chalet Operations	192,948	454,068	42.5%	184,945	425,868	240,923	43.4%
Hayrides	4,225	23,625	17.9%	2,783	25,000	22,218	11.1%
Aquatics	149,295	206,375	72.3%	158,677	210,450	51,773	75.4%
Damages and Fines	1,145	2,240	51.1%	1,140	2,240	1,100	50.9%
<b>Total Revenues</b>	<b>3,986,405</b>	<b>5,902,318</b>	<b>67.5%</b>	<b>4,126,920</b>	<b>6,520,258</b>	<b>2,393,338</b>	<b>63.3%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	1,758,240	3,107,096	56.6%	1,923,755	3,759,048	1,835,293	51.2%
Contractual Services	52,363	98,267	53.3%	24,368	85,852	61,484	28.4%
Operations	1,337,443	2,899,247	46.1%	1,528,360	3,057,853	1,529,493	50.0%
<b>Total Operating Expenditures</b>	<b>3,148,046</b>	<b>6,104,610</b>	<b>51.6%</b>	<b>3,476,483</b>	<b>6,902,753</b>	<b>3,426,270</b>	<b>50.4%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>838,359</b>	<b>(202,292)</b>	<b>514.4%</b>	<b>650,437</b>	<b>(382,495)</b>	<b>(1,032,933)</b>	<b>270.1%</b>

- YTD revenue tracking consistently with prior months when compared to SPPY, up \$141k
- OpEx is where we expected for % of budget used, on par with SPPY
- Utilities, food and spirits for resale, fuel for resale driving the increase in operations over SPPY
- Operating Surplus right where we expected at this point; budgeted \$180k delta from PY, July delta is \$188k

# Cleveland Metroparks – Enterprise Financial Performance – July 2018

	Merwin's Wharf		Wallace Lake		Huntington Concessions		Edgewater Beach House	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	1,289,859	1,277,430	52,963	43,317	138,250	127,454	620,988	601,860
Operating Expenditures	1,112,009	1,173,178	36,456	30,443	103,165	97,345	377,078	407,178
Operating Surplus/(Subsidy)	177,850	104,252	16,507	12,874	35,085	30,109	243,909	194,681

	Mobile Concessions		Hinckley Lake Concessions		Edgewater Pier		East 55th Restaurant	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	-	-	44,992	28,900	84,876	75,757	211,717	281,643
Operating Expenditures	1,269	-	32,281	27,487	82,137	62,662	214,474	239,759
Operating Surplus/(Subsidy)	(1,269)	-	12,710	1,413	2,739	13,095	(2,758)	41,884

	East 55th Marina		Emerald Necklace Restaurant		Emerald Necklace Marina		Parking	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	669,811	734,824	149,432	190,232	242,178	320,618	134,872	98,483
Operating Expenditures	188,611	157,542	159,829	203,412	135,488	185,481	8,226	14,460
Operating Surplus/(Subsidy)	481,200	577,282	(10,397)	(13,180)	106,690	135,137	126,646	84,023

	Chalet		Ledge Lake		Enterprise Administration		Total	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	197,173	187,727	149,295	158,677	-	-	3,986,405	4,126,920
Operating Expenditures	182,783	219,959	86,630	94,070	427,609	563,508	3,148,046	3,476,483
Operating Surplus/(Subsidy)	14,390	(32,232)	62,664	64,607	(427,609)	(563,508)	838,359	650,437

- The Marinas and related restaurants, when combined, are outperforming SPPY in revenue and operating surplus
- Ledge Lake also currently has increased revenue and operating surplus over SPPY
- Merwin's and EWBH are behind SPPY for revenue and operating surplus, but have the opportunity to catch up through August (both have operating surplus YTD)

# Cleveland Metroparks – Nature Shops and Kiosks Financial Performance – July 2018

	2017 YTD Actual	2017 Annual Budget	2017 YTD % of Budget Used	2018 YTD Actual	2018 Annual Budget	2018 Remaining Budget	2018 YTD % of Budget Used
<b>Operating Revenues:</b>							
Charges for Services	346,398	556,500	62.2%	321,367	655,000	333,633	49.1%
<b>Total Revenues</b>	<b>346,398</b>	<b>556,500</b>	<b>62.2%</b>	<b>321,367</b>	<b>655,000</b>	<b>333,633</b>	<b>49.1%</b>
<b>Operating Expenditures:</b>							
Salaries and Benefits	139,167	268,205	51.9%	164,330	336,097	171,767	48.9%
Contractual Services	4,057	15,112	26.8%	10,099	17,339	7,239	58.2%
Operations	116,463	250,360	46.5%	132,787	289,603	156,816	45.9%
<b>Total Operating Expenditures</b>	<b>259,687</b>	<b>533,677</b>	<b>48.7%</b>	<b>307,216</b>	<b>643,039</b>	<b>335,823</b>	<b>47.8%</b>
<b>Operating Results - Surplus/(Subsidy)</b>	<b>86,711</b>	<b>22,823</b>	<b>279.9%</b>	<b>14,151</b>	<b>11,961</b>	<b>(2,190)</b>	<b>18.3%</b>

- While not as high as SPPY, operating subsidy from prior months has now flipped to an operating surplus
- Centennial contributed to higher revenue and operating surplus SPPY

# Cleveland Metroparks – Nature Shops and Kiosks

## Financial Performance – July 2018

	North Chagrin		Rocky River		West Creek		Hinckley Lake Boat Shop	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	37,656	32,595	75,158	68,271	18,516	14,683	192,800	167,777
Operating Expenditures	18,732	19,106	42,466	45,787	11,870	11,223	93,920	118,973
Operating Surplus/(Subsidy)	<b>18,923</b>	<b>13,489</b>	<b>32,692</b>	<b>22,484</b>	<b>6,646</b>	<b>3,460</b>	<b>98,880</b>	<b>48,804</b>

	Nature Shop Mobile		Great Northern Kiosk		Southpark Kiosk		Retail Division/Admin	
	2017	2018	2017	2018	2017	2018	2017	2018
Operating Revenues	22,269	9,014	-	-	-	-	-	-
Operating Expenditures	1,478	1,333	1,843	5,727	1,669	-	87,710	79,073
Operating Surplus/(Subsidy)	<b>20,791</b>	<b>7,681</b>	<b>(1,843)</b>	<b>(5,727)</b>	<b>(1,669)</b>	<b>-</b>	<b>(87,710)</b>	<b>(79,073)</b>

	Nature Shop Edgewater		Total	
	2017	2018	2017	2018
Operating Revenues	-	29,026	346,398	321,367
Operating Expenditures	-	25,993	259,687	307,216
Operating Surplus/(Subsidy)	<b>-</b>	<b>3,034</b>	<b>86,711</b>	<b>14,151</b>

- Reminder, EW Live sales were booked to RR last year; booked to Nature Shop EW this year
- Shows a significant increase in revenue when aggregated

# Cleveland Metroparks – Charges for Services Financial Performance – July 2018

	<b>2017</b>	<b>2018</b>
	<b>YTD</b>	<b>YTD</b>
	<b>Actual</b>	<b>Actual</b>
Golf Revenue	3,676,402	3,938,568
Zoo Revenue	5,275,267	5,514,780
Enterprise Revenue	3,985,260	4,125,780
Nature Shop/Kiosk Revenue	346,398	321,367
Subtotal	13,283,326	13,900,496
Other:		
Outdoor Experience/Recreation	191,812	230,184
Building Rental Fees	457,919	372,873
Concessionaire & Leasing	232,209	323,268
Misc	1,207,673	1,378,670
Subtotal	2,089,613	2,304,995
<b>Charges for Services Revenue</b>	<b>15,372,939</b>	<b>16,205,491</b>

Rental fees = permit based  
Concessionaire/Leasing = contract based

Special pay assignments, rebates/refunds,  
late/NSF fees, auction receipts, Special  
Events, etc.