



# Financial Performance

April 15, 2021

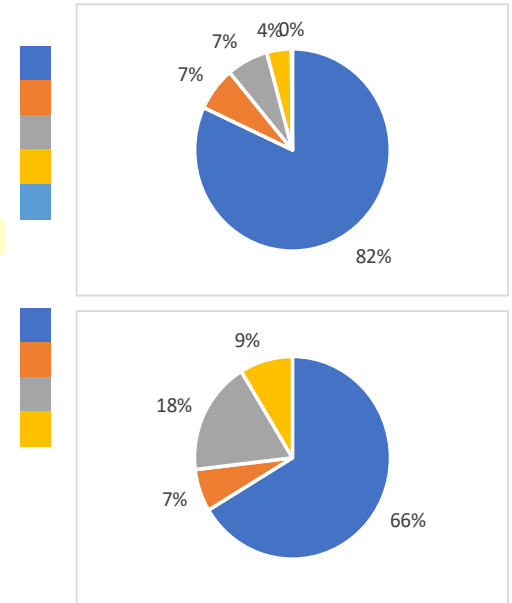




# Cleveland Metroparks

## March 2021

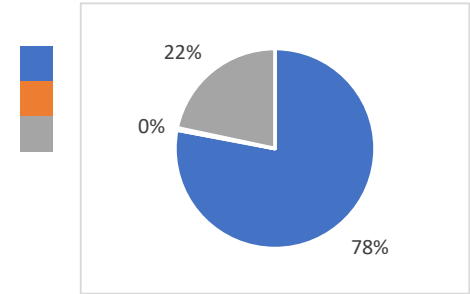
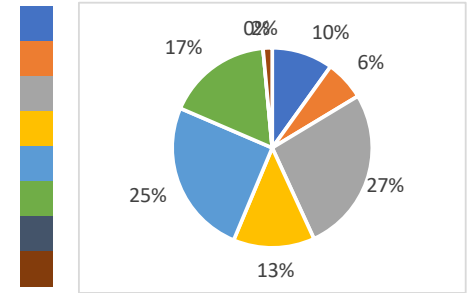
	Actual Mar '20	Actual Mar '21	Fav (Unfav)	Actual YTD Mar '20	Actual YTD Mar '21	Fav (Unfav)
<b>Revenue:</b>						
Property Tax	3,604,791	5,214,789	1,609,998	37,419,791	37,538,789	118,998
Local Gov/Grants/Gifts	487,991	994,800	506,809	1,516,939	3,214,789	1,697,850
Charges for Services	992,013	1,697,495	705,482	3,670,403	3,140,440	(529,963)
Self-Funded	775,270	743,979	(31,291)	2,328,626	1,860,573	(468,053)
Interest, Fines, Other	<u>54,221</u>	<u>11,419</u>	<u>(42,802)</u>	<u>155,238</u>	<u>86,191</u>	<u>(69,047)</u>
<b>Total Revenue</b>	<b>5,914,286</b>	<b>8,662,482</b>	<b>2,748,196</b>	<b>45,090,997</b>	<b>45,840,782</b>	<b>749,785</b>
<b>OpEx:</b>						
Salaries and Benefits	5,276,111	4,449,201	826,910	15,032,209	13,346,233	1,685,976
Contractual Services	366,116	266,690	99,426	1,941,477	1,359,432	582,045
Operations	1,128,316	1,676,763	(548,447)	3,756,846	3,641,838	115,008
Self-Funded Exp	<u>493,235</u>	<u>571,117</u>	<u>(77,882)</u>	<u>1,787,931</u>	<u>1,759,000</u>	<u>28,931</u>
<b>Total OpEx</b>	<b>7,263,778</b>	<b>6,963,771</b>	<b>300,007</b>	<b>22,518,463</b>	<b>20,106,503</b>	<b>2,411,960</b>
<b>Op Surplus/(Subsidy)</b>	<b>(1,349,492)</b>	<b>1,698,711</b>	<b>3,048,203</b>	<b>22,572,534</b>	<b>25,734,279</b>	<b>3,161,745</b>
<b>CapEx:</b>						
Capital Labor	40,017	10,717	29,300	224,251	197,027	27,224
Construction Expenses	870,420	593,106	277,314	2,839,473	4,995,111	(2,155,638)
Capital Equipment	204,943	96,566	108,377	444,965	510,050	(65,085)
Land Acquisition	25,902	27,926	(2,024)	844,540	656,769	187,771
Capital Animal Costs	<u>377</u>	<u>743</u>	<u>(366)</u>	<u>3,060</u>	<u>4,752</u>	<u>(1,692)</u>
<b>Total CapEx</b>	<b>1,141,659</b>	<b>729,058</b>	<b>412,601</b>	<b>4,356,289</b>	<b>6,363,709</b>	<b>(2,007,420)</b>
<b>Net Surplus/(Subsidy)</b>	<b>(2,491,151)</b>	<b>969,653</b>	<b>3,460,804</b>	<b>18,216,245</b>	<b>19,370,570</b>	<b>1,154,325</b>



# Cleveland Metroparks - Zoo

## March 2021

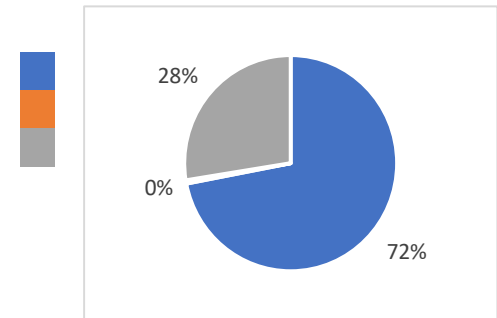
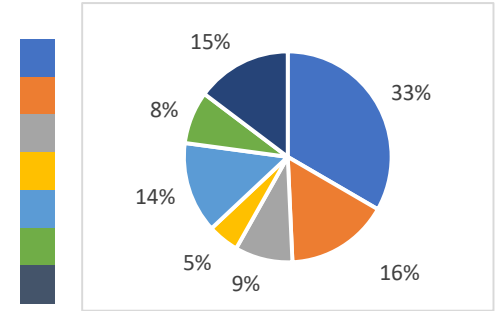
	Actual Mar '20	Actual Mar '21	Fav (Unfav)	Actual YTD Mar '20	Actual YTD Mar '21	Fav (Unfav)
<b>Revenue:</b>						
General/SE Admissions	54,708	437,392	382,684	238,585	70,264	(168,321)
Guest Experience	7,186	40,246	33,060	16,765	45,790	29,025
Zoo Society	(176,949)	0	176,949	350,614	190,051	(160,563)
Souvenirs/Refreshments	17,455	8,433	(9,022)	187,663	93,298	(94,365)
Education	31,133	101,984	70,851	144,631	178,518	33,887
Rentals & Events	20,028	39,253	19,225	111,665	121,045	9,380
Consignment	0	0	0	0	0	0
Other	(50)	(951)	(901)	(237)	10,460	10,697
<b>Total Revenue</b>	<b>(46,489)</b>	<b>626,357</b>	<b>672,846</b>	<b>1,049,686</b>	<b>709,426</b>	<b>(340,260)</b>
<b>OpEx:</b>						
Salaries and Benefits	1,207,868	1,041,464	166,404	3,486,874	3,127,327	359,547
Contractual Services	6,262	5,664	598	37,328	14,405	22,923
Operations	325,129	274,318	50,811	1,242,252	869,372	372,880
<b>Total OpEx</b>	<b>1,539,259</b>	<b>1,321,446</b>	<b>217,813</b>	<b>4,766,454</b>	<b>4,011,104</b>	<b>755,350</b>
<b>Op Surplus/(Subsidy)</b>	<b>(1,585,748)</b>	<b>(695,089)</b>	<b>890,659</b>	<b>(3,716,768)</b>	<b>(3,301,678)</b>	<b>415,090</b>
<b>CapEx:</b>						
Capital Labor	0	0	0	0	0	0
Construction Expenses	105,347	21,103	84,244	332,598	143,018	189,580
Capital Equipment	2,078	2,506	(428)	111,355	6,066	105,289
Capital Animal Costs	377	743	(366)	3,060	4,752	(1,692)
<b>Total CapEx</b>	<b>107,802</b>	<b>24,352</b>	<b>83,450</b>	<b>447,013</b>	<b>153,836</b>	<b>293,177</b>
<b>Net Surplus/(Subsidy)</b>	<b>(1,693,550)</b>	<b>(719,441)</b>	<b>974,109</b>	<b>(4,163,781)</b>	<b>(3,455,514)</b>	<b>708,267</b>
Restricted Revenue	201,936	396,946	195,010	318,231	628,528	310,297
Restricted Expenses	292,137	88,360	203,777	809,653	590,549	219,104
<b>Restricted Surplus/(Subsidy)</b>	<b>(90,201)</b>	<b>308,586</b>	<b>398,787</b>	<b>(491,422)</b>	<b>37,979</b>	<b>529,401</b>



# Cleveland Metroparks - Golf

## March 2021

	Actual Mar '20	Actual Mar '21	Fav (Unfav)	Actual YTD Mar '20	Actual YTD Mar '21	Fav (Unfav)
<b>Revenue:</b>						
Greens Fees	70,514	182,793	112,279	99,925	193,692	93,767
Equipment Rentals	26,021	84,219	58,198	37,587	93,115	55,528
Food Service	23,520	42,396	18,876	66,668	52,414	(14,254)
Merchandise Sales	5,384	25,209	19,825	8,945	28,250	19,305
Pro Services	16,310	50,887	34,577	42,490	81,323	38,833
Driving Range	14,202	43,212	29,010	19,082	46,958	27,876
Other	42,753	63,996	21,243	65,210	86,290	21,080
<b>Total Revenue</b>	<b>198,704</b>	<b>492,712</b>	<b>294,008</b>	<b>339,907</b>	<b>582,042</b>	<b>242,135</b>
<b>OpEx:</b>						
Salaries and Benefits	268,618	274,208	(5,590)	712,943	729,668	(16,725)
Contractual Services	1,712	1,328	384	2,733	5,038	(2,305)
Operations	115,788	175,407	(59,619)	243,035	279,247	(36,212)
<b>Total OpEx</b>	<b>386,118</b>	<b>450,943</b>	<b>(64,825)</b>	<b>958,711</b>	<b>1,013,953</b>	<b>(55,242)</b>
<b>Op Surplus/(Subsidy)</b>	<b>(187,414)</b>	<b>41,769</b>	<b>229,183</b>	<b>(618,804)</b>	<b>(431,911)</b>	<b>186,893</b>
<b>CapEx:</b>						
Capital Labor	6,222	(31,108)	37,330	43,388	10,314	33,074
Construction Expenses	67,686	9,175	58,511	67,686	22,452	45,234
Capital Equipment	0	0	0	40,752	10,844	29,908
<b>Total CapEx</b>	<b>73,908</b>	<b>(21,933)</b>	<b>95,841</b>	<b>151,826</b>	<b>43,610</b>	<b>108,216</b>
<b>Net Surplus/(Subsidy)</b>	<b>(261,322)</b>	<b>63,702</b>	<b>325,024</b>	<b>(770,630)</b>	<b>(475,521)</b>	<b>295,109</b>



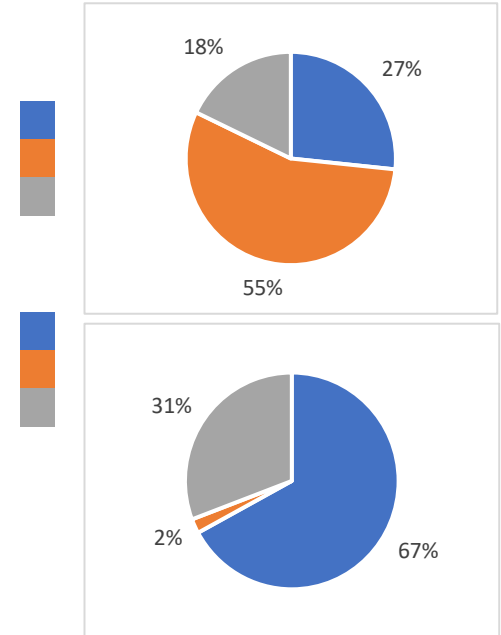
# Cleveland Metroparks - Golf

## March 2021

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21
Operating Revenue	58,269	117,627	1,505	16,352	2,695	10,301	69,801	77,142	56,972	95,476
Operating Expenses	<u>145,231</u>	<u>162,539</u>	<u>13,189</u>	<u>38,558</u>	<u>25,364</u>	<u>23,449</u>	<u>165,065</u>	<u>165,532</u>	<u>195,918</u>	<u>195,908</u>
<b>Operating Surplus/(Subsidy)</b>	<b>(86,962)</b>	<b>(44,912)</b>	<b>(11,684)</b>	<b>(22,206)</b>	<b>(22,669)</b>	<b>(13,148)</b>	<b>(95,264)</b>	<b>(88,390)</b>	<b>(138,946)</b>	<b>(100,432)</b>
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0	0	0	0	1,541
Capital Equipment	<u>13,584</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>13,584</u>	<u>0</u>	<u>13,584</u>	<u>3,873</u>
<b>Total Capital Expenditures</b>	<b>13,584</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>13,584</b>	<b>0</b>	<b>13,584</b>	<b>5,414</b>
<b>Net Surplus/(Subsidy)</b>	<b>(100,546)</b>	<b>(44,912)</b>	<b>(11,684)</b>	<b>(22,206)</b>	<b>(22,669)</b>	<b>(13,148)</b>	<b>(108,848)</b>	<b>(88,390)</b>	<b>(152,530)</b>	<b>(105,846)</b>
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21
Operating Revenue	37,795	64,502	52,012	74,512	55,661	117,095	5,197	9,035	339,907	582,042
Operating Expenses	<u>121,293</u>	<u>114,901</u>	<u>70,192</u>	<u>54,976</u>	<u>138,855</u>	<u>127,133</u>	<u>83,604</u>	<u>130,957</u>	<u>958,711</u>	<u>1,013,953</u>
<b>Operating Surplus/(Subsidy)</b>	<b>(83,498)</b>	<b>(50,399)</b>	<b>(18,180)</b>	<b>19,536</b>	<b>(83,194)</b>	<b>(10,038)</b>	<b>(78,407)</b>	<b>(121,922)</b>	<b>(618,804)</b>	<b>(431,911)</b>
Capital Labor	0	0	0	0	43,388	0	0	10,314	43,388	10,314
Construction Expenses	0	7,232	67,686	0	0	0	0	13,679	67,686	22,452
Capital Equipment	<u>0</u>	<u>3,485</u>	<u>0</u>	<u>3,486</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>40,752</u>	<u>10,844</u>
<b>Total Capital Expenditures</b>	<b>0</b>	<b>10,717</b>	<b>67,686</b>	<b>3,486</b>	<b>43,388</b>	<b>0</b>	<b>0</b>	<b>23,993</b>	<b>151,826</b>	<b>43,610</b>
<b>Net Surplus/(Subsidy)</b>	<b>(83,498)</b>	<b>(61,116)</b>	<b>(85,866)</b>	<b>16,050</b>	<b>(126,582)</b>	<b>(10,038)</b>	<b>(78,407)</b>	<b>(145,915)</b>	<b>(770,630)</b>	<b>(475,521)</b>

# Cleveland Metroparks – Enterprise March 2021

	Actual Mar '20	Actual Mar '21	Fav (Unfav)	Actual YTD Mar '20	Actual YTD Mar '21	Fav (Unfav)
<b>Revenue:</b>						
Concessions	34,666	101,763	67,097	149,505	324,345	174,840
Dock Rentals	65,737	57,683	(8,054)	588,087	675,867	87,780
Other	<u>59,119</u>	<u>41,141</u>	<u>(17,978)</u>	<u>272,189</u>	<u>217,698</u>	<u>(54,491)</u>
<b>Total Revenue</b>	<b>159,522</b>	<b>200,587</b>	<b>41,065</b>	<b>1,009,781</b>	<b>1,217,910</b>	<b>208,129</b>
<b>OpEx:</b>						
Salaries and Benefits	201,533	146,529	55,004	557,917	514,299	43,618
Contractual Services	2,776	3,426	(650)	11,029	16,592	(5,563)
Operations	<u>55,069</u>	<u>57,161</u>	<u>(2,092)</u>	<u>222,268</u>	<u>235,998</u>	<u>(13,730)</u>
<b>Total OpEx</b>	<b>259,378</b>	<b>207,116</b>	<b>52,262</b>	<b>791,214</b>	<b>766,889</b>	<b>24,325</b>
<b>Op Surplus/(Subsidy)</b>	<b>(99,856)</b>	<b>(6,529)</b>	<b>93,327</b>	<b>218,567</b>	<b>451,021</b>	<b>232,454</b>
<b>CapEx:</b>						
Capital Labor	0	0	0	0	0	0
Construction Expenses	1,832	1,110	722	9,342	1,577	7,765
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>10,064</u>	<u>0</u>	<u>10,064</u>
<b>Total CapEx</b>	<b>1,832</b>	<b>1,110</b>	<b>722</b>	<b>19,406</b>	<b>1,577</b>	<b>17,829</b>
<b>Net Surplus/(Subsidy)</b>	<b>(101,688)</b>	<b>(7,639)</b>	<b>94,049</b>	<b>199,161</b>	<b>449,444</b>	<b>250,283</b>



\*Other includes Chalet fees, parking, hayrides, aquatics, gift cards, misc.

# Cleveland Metroparks – Enterprise

## March 2021

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21
Operating Revenue	117,490	364,090	0	0	480,459	514,545	0	0
Operating Expenses	<u>285,640</u>	<u>386,279</u>	<u>9,704</u>	<u>17,306</u>	<u>28,480</u>	<u>21,546</u>	<u>3,765</u>	<u>4,515</u>
<b>Operating Surplus/(Subsidy)</b>	<b>(168,150)</b>	<b>(22,189)</b>	<b>(9,704)</b>	<b>(17,306)</b>	<b>451,979</b>	<b>492,999</b>	<b>(3,765)</b>	<b>(4,515)</b>
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	6,506	1,577	0	0	0	0	0	0
Capital Equipment	<u>10,041</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>Total Capital Expenditures</b>	<b>16,547</b>	<b>1,577</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Surplus/(Subsidy)</b>	<b>(184,697)</b>	<b>(23,766)</b>	<b>(9,704)</b>	<b>(17,306)</b>	<b>451,979</b>	<b>492,999</b>	<b>(3,765)</b>	<b>(4,515)</b>
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21
Operating Revenue	12,780	12,780	0	0	159,195	156,528	12,653	19,470
Operating Expenses	<u>3,641</u>	<u>1,644</u>	<u>750</u>	<u>711</u>	<u>11,541</u>	<u>9,453</u>	<u>34,561</u>	<u>12,477</u>
<b>Operating Surplus/(Subsidy)</b>	<b>9,139</b>	<b>11,136</b>	<b>(750)</b>	<b>(711)</b>	<b>147,654</b>	<b>147,075</b>	<b>(21,908)</b>	<b>6,993</b>
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	2,787	0	0	0	0	0	49	0
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
<b>Total Capital Expenditures</b>	<b>2,787</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>49</b>	<b>0</b>
<b>Net Surplus/(Subsidy)</b>	<b>6,352</b>	<b>11,136</b>	<b>(750)</b>	<b>(711)</b>	<b>147,654</b>	<b>147,075</b>	<b>(21,957)</b>	<b>6,993</b>

# Cleveland Metroparks – Enterprise March 2021

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21
Operating Revenue	10	0	0	0	0	0	0	0		
Operating Expenses	<u>430</u>	<u>101</u>	<u>374</u>	<u>290</u>	<u>165</u>	<u>340</u>	<u>1,120</u>	<u>2,260</u>		
<b>Operating Surplus/(Subsidy)</b>	<b>(420)</b>	<b>(101)</b>	<b>(374)</b>	<b>(290)</b>	<b>(165)</b>	<b>(340)</b>	<b>(1,120)</b>	<b>(2,260)</b>		
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>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>		
<b>Total Capital Expenditures</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
<b>Net Surplus/(Subsidy)</b>	<b>(420)</b>	<b>(101)</b>	<b>(374)</b>	<b>(290)</b>	<b>(165)</b>	<b>(340)</b>	<b>(1,120)</b>	<b>(2,260)</b>		

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21	YTD Mar '20	YTD Mar '21
Operating Revenue	214,302	123,911	2,185	3,276	10,707	23,310	0	0	1,009,781	1,217,910
Operating Expenses	<u>158,769</u>	<u>108,008</u>	<u>1,937</u>	<u>954</u>	<u>4,394</u>	<u>2,604</u>	<u>245,943</u>	<u>198,401</u>	<u>791,214</u>	<u>766,889</u>
<b>Operating Surplus/(Subsidy)</b>	<b>55,533</b>	<b>15,903</b>	<b>248</b>	<b>2,322</b>	<b>6,313</b>	<b>20,706</b>	<b>(245,943)</b>	<b>(198,401)</b>	<b>218,567</b>	<b>451,021</b>
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0	0	0	9,342	1,577
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>23</u>	<u>0</u>	<u>10,064</u>	<u>0</u>
<b>Total Capital Expenditures</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>23</b>	<b>0</b>	<b>19,406</b>	<b>1,577</b>
<b>Net Surplus/(Subsidy)</b>	<b>55,533</b>	<b>15,903</b>	<b>248</b>	<b>2,322</b>	<b>6,313</b>	<b>20,706</b>	<b>(245,966)</b>	<b>(198,401)</b>	<b>199,161</b>	<b>449,444</b>