



Cleveland Metroparks®

# FIND YOUR PATH

## Financial Performance

as of September 30, 2021

# Cleveland Metroparks

	Actual Sep '20	Actual Sep '21	Fav (Unfav)	Actual YTD Sep '20	Actual YTD Sep '21	Fav (Unfav)	Actual YTD Sep '19
<b>Revenue:</b>							
Property Tax	15,382,438	3,309,186	(12,073,252)	74,038,248	77,665,275	3,627,027	76,311,803
Local Gov/Grants/Gifts	1,954,317	1,029,583	(924,734)	11,667,759	21,419,305	9,751,546	7,543,099
Charges for Services	2,619,375	3,092,015	472,640	18,140,344	26,331,999	8,191,655	26,351,376
Self-Funded	764,801	666,106	(98,695)	6,955,471	6,085,803	(869,668)	7,000,657
Interest, Fines, Other	12,558	17,801	5,243	518,167	174,658	(343,509)	665,560
<b>Total Revenue</b>	<b>20,733,489</b>	<b>8,114,691</b>	<b>(12,618,798)</b>	<b>111,319,989</b>	<b>131,677,040</b>	<b>20,357,051</b>	<b>117,872,495</b>
<b>OpEx:</b>							
Salaries and Benefits	4,483,295	5,399,442	(916,147)	44,657,550	46,503,459	(1,845,909)	51,068,964
Contractual Services	193,725	488,133	(294,408)	3,036,800	3,568,479	(531,679)	3,190,943
Operations	1,581,233	1,512,777	68,456	11,522,524	13,603,484	(2,080,960)	17,257,312
Self-Funded Exp	690,786	674,272	16,514	4,952,692	5,444,799	(492,107)	4,737,519
<b>Total OpEx</b>	<b>6,949,039</b>	<b>8,074,624</b>	<b>(1,125,585)</b>	<b>64,169,566</b>	<b>69,120,221</b>	<b>(4,950,655)</b>	<b>76,254,738</b>
<b>Op Surplus/(Subsidy)</b>	<b>13,784,450</b>	<b>40,067</b>	<b>(13,744,383)</b>	<b>47,150,423</b>	<b>62,556,819</b>	<b>15,406,396</b>	<b>41,617,757</b>
<b>CapEx:</b>							
Capital Labor	133,522	0	133,522	760,771	532,901	227,870	658,764
Construction Expenses	2,753,201	1,099,156	1,654,045	13,938,555	15,782,722	(1,844,167)	6,833,987
Capital Equipment	377,939	151,766	226,173	1,751,313	1,834,139	(82,826)	2,629,282
Land Acquisition	453,953	556,923	(102,970)	3,404,297	2,672,477	731,820	2,307,524
Capital Animal Costs	5,034	4,148	886	9,001	13,825	(4,824)	21,759
<b>Total CapEx</b>	<b>3,723,649</b>	<b>1,811,993</b>	<b>1,911,656</b>	<b>19,863,937</b>	<b>20,836,064</b>	<b>(972,127)</b>	<b>12,451,316</b>
<b>Net Surplus/(Subsidy)</b>	<b>10,060,801</b>	<b>(1,771,926)</b>	<b>(11,832,727)</b>	<b>27,286,486</b>	<b>41,720,755</b>	<b>14,434,269</b>	<b>29,166,441</b>



# Cleveland Metroparks Zoo

	Actual Sep '20	Actual Sep '21	Fav (Unfav)	Actual YTD Sep '20	Actual YTD Sep '21	Fav (Unfav)	Actual YTD Sep '19
<b>Revenue:</b>							
General/SE Admissions	436,641	673,452	236,811	3,456,934	6,339,930	2,882,996	4,952,360
Guest Experience	94,750	91,346	(3,404)	398,173	1,203,972	805,799	901,312
Zoo Society	114,639	0	(114,639)	1,166,923	1,755,900	588,977	2,038,395
Souvenirs/Refreshments	352,489	427,890	75,401	747,408	1,634,473	887,065	1,453,124
Education	21,736	26,700	4,964	94,101	320,257	226,156	382,198
Rentals & Events	28,617	40,238	11,621	155,381	439,091	283,710	369,294
Consignment	0	8,788	8,788	0	25,400	25,400	34,696
Other	<u>(148)</u>	<u>501</u>	<u>649</u>	<u>198,621</u>	<u>11,041</u>	<u>(187,580)</u>	<u>12,787</u>
<b>Total Revenue</b>	<b>1,048,724</b>	<b>1,268,915</b>	<b>220,191</b>	<b>6,217,541</b>	<b>11,730,064</b>	<b>5,512,523</b>	<b>10,144,166</b>
<b>OpEx:</b>							
Salaries and Benefits	988,840	1,148,923	(160,083)	10,000,533	10,461,461	(460,928)	11,438,408
Contractual Services	2,652	30,196	(27,544)	76,010	123,439	(47,429)	144,471
Operations	<u>215,280</u>	<u>339,002</u>	<u>(123,722)</u>	<u>2,668,584</u>	<u>3,022,079</u>	<u>(353,495)</u>	<u>3,700,407</u>
<b>Total OpEx</b>	<b>1,206,772</b>	<b>1,518,121</b>	<b>(311,349)</b>	<b>12,745,127</b>	<b>13,606,979</b>	<b>(861,852)</b>	<b>15,283,286</b>
<b>Op Surplus/(Subsidy)</b>	<b>(158,048)</b>	<b>(249,206)</b>	<b>(91,158)</b>	<b>(6,527,586)</b>	<b>(1,876,915)</b>	<b>4,650,671</b>	<b>(5,139,120)</b>
<b>CapEx:</b>							
Capital Labor	0	0	0	0	3,784	(3,784)	31,125
Construction Expenses	612,916	58,631	554,285	3,304,556	460,104	2,844,452	1,666,872
Capital Equipment	1,975	1,847	128	115,229	13,621	101,608	140,146
Capital Animal Costs	<u>5,034</u>	<u>4,148</u>	<u>886</u>	<u>9,001</u>	<u>13,825</u>	<u>(4,824)</u>	<u>21,759</u>
<b>Total CapEx</b>	<b>619,925</b>	<b>64,626</b>	<b>555,299</b>	<b>3,428,786</b>	<b>491,334</b>	<b>2,937,452</b>	<b>1,859,902</b>
<b>Net Surplus/(Subsidy)</b>	<b>(777,973)</b>	<b>(313,832)</b>	<b>464,141</b>	<b>(9,956,372)</b>	<b>(2,368,249)</b>	<b>7,588,123</b>	<b>(6,999,022)</b>
Restricted Revenue-Other	456,512	64,545	(391,967)	2,585,557	7,827,475	5,241,918	1,020,096
Restricted Revenue-Zipline	0	66,858	66,858	0	185,151	185,151	
Restricted Expenses	<u>188,689</u>	<u>143,285</u>	<u>45,404</u>	<u>2,573,021</u>	<u>1,368,582</u>	<u>1,204,439</u>	<u>894,879</u>
<b>Restricted Surplus/(Subsidy)</b>	<b>267,823</b>	<b>(11,882)</b>	<b>(279,705)</b>	<b>12,536</b>	<b>6,644,044</b>	<b>6,631,508</b>	<b>125,217</b>

# Cleveland Metroparks Golf

	Actual Sep '20	Actual Sep '21	Fav (Unfav)	Actual YTD Sep '20	Actual YTD Sep '21	Fav (Unfav)	Actual YTD Sep '19
<b>Revenue:</b>							
Greens Fees	651,849	581,551	(70,298)	4,122,340	4,194,542	72,202	3,148,164
Equipment Rentals	285,604	268,381	(17,223)	1,600,202	1,712,460	112,258	1,322,658
Food Service	89,480	123,427	33,947	606,075	775,894	169,819	779,149
Merchandise Sales	54,775	52,080	(2,695)	296,844	381,500	84,656	351,156
Pro Services	4,276	(1,264)	(5,540)	15,949	112,939	96,990	151,396
Driving Range	55,708	49,860	(5,848)	351,040	421,407	70,367	318,973
Other	<u>20,404</u>	<u>35,754</u>	<u>15,350</u>	<u>307,370</u>	<u>428,656</u>	<u>121,286</u>	<u>333,529</u>
<b>Total Revenue</b>	<b>1,162,096</b>	<b>1,109,789</b>	<b>(52,307)</b>	<b>7,299,820</b>	<b>8,027,398</b>	<b>727,578</b>	<b>6,405,025</b>
<b>OpEx:</b>							
Salaries and Benefits	361,706	411,039	(49,333)	2,933,657	3,260,042	(326,385)	3,176,780
Contractual Services	1,436	8,159	(6,723)	13,496	23,489	(9,993)	20,293
Operations	<u>232,605</u>	<u>248,682</u>	<u>(16,077)</u>	<u>1,546,557</u>	<u>1,835,424</u>	<u>(288,867)</u>	<u>1,729,840</u>
<b>Total OpEx</b>	<b>595,747</b>	<b>667,880</b>	<b>(72,133)</b>	<b>4,493,710</b>	<b>5,118,955</b>	<b>(625,245)</b>	<b>4,926,913</b>
<b>Op Surplus/(Subsidy)</b>	<b>566,349</b>	<b>441,909</b>	<b>(124,440)</b>	<b>2,806,110</b>	<b>2,908,443</b>	<b>102,333</b>	<b>1,478,112</b>
<b>CapEx:</b>							
Capital Labor	6,222	0	6,222	93,161	11,142	82,019	158,817
Construction Expenses	0	11,753	(11,753)	81,786	130,372	(48,586)	299,290
Capital Equipment	<u>30,030</u>	<u>0</u>	<u>30,030</u>	<u>123,740</u>	<u>422,189</u>	<u>(298,449)</u>	<u>823,321</u>
<b>Total CapEx</b>	<b>36,252</b>	<b>11,753</b>	<b>24,499</b>	<b>298,687</b>	<b>563,703</b>	<b>(265,016)</b>	<b>1,281,428</b>
<b>Net Surplus/(Subsidy)</b>	<b>530,097</b>	<b>430,156</b>	<b>(99,941)</b>	<b>2,507,423</b>	<b>2,344,740</b>	<b>(162,683)</b>	<b>196,684</b>



# Cleveland Metroparks Enterprise

	Actual Sep '20	Actual Sep '21	Fav (Unfav)	Actual YTD Sep '20	Actual YTD Sep '21	Fav (Unfav)	Actual YTD Sep '19
<b>Revenue:</b>							
Concessions	150,877	235,486	84,609	981,241	1,832,949	851,708	4,173,257
Dock Rentals	4,444	6,496	2,052	673,696	742,591	68,895	749,552
Other	<u>81,210</u>	<u>119,059</u>	<u>37,849</u>	<u>719,565</u>	<u>998,562</u>	<u>278,997</u>	<u>1,266,936</u>
<b>Total Revenue</b>	<b>236,531</b>	<b>361,041</b>	<b>124,510</b>	<b>2,374,502</b>	<b>3,574,102</b>	<b>1,199,600</b>	<b>6,189,745</b>
<b>OpEx:</b>							
Salaries and Benefits	185,378	229,973	(44,595)	1,710,842	1,962,477	(251,635)	2,888,754
Contractual Services	1,871	10,783	(8,912)	22,753	50,471	(27,718)	35,701
Operations	<u>147,997</u>	<u>207,215</u>	<u>(59,218)</u>	<u>969,572</u>	<u>1,475,676</u>	<u>(506,104)</u>	<u>2,616,537</u>
<b>Total OpEx</b>	<b>335,246</b>	<b>447,971</b>	<b>(112,725)</b>	<b>2,703,167</b>	<b>3,488,624</b>	<b>(785,457)</b>	<b>5,540,992</b>
<b>Op Surplus/(Subsidy)</b>	<b>(98,715)</b>	<b>(86,930)</b>	<b>11,785</b>	<b>(328,665)</b>	<b>85,478</b>	<b>414,143</b>	<b>648,753</b>
<b>CapEx:</b>							
Capital Labor	0	0	0	6,648	0	6,648	5,333
Construction Expenses	1,158	11,261	(10,103)	98,784	13,065	85,719	139,244
Capital Equipment	<u>0</u>	<u>(12,500)</u>	<u>12,500</u>	<u>10,042</u>	<u>7,981</u>	<u>2,061</u>	<u>9,678</u>
<b>Total CapEx</b>	<b>1,158</b>	<b>(1,239)</b>	<b>2,397</b>	<b>115,474</b>	<b>21,046</b>	<b>94,428</b>	<b>154,255</b>
<b>Net Surplus/(Subsidy)</b>	<b>(99,873)</b>	<b>(85,691)</b>	<b>14,182</b>	<b>(444,139)</b>	<b>64,432</b>	<b>508,571</b>	<b>494,498</b>

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





# Cleveland Metroparks Enterprise

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21
Operating Revenue	40,907	47,844	31,640	29,886	0	0	85,630	296,892		
Operating Expenses	<u>38,424</u>	<u>41,651</u>	<u>31,507</u>	<u>34,158</u>	<u>1,420</u>	<u>646</u>	<u>67,932</u>	<u>232,057</u>		
<b>Operating Surplus/(Subsidy)</b>	<b>2,483</b>	<b>6,193</b>	<b>133</b>	<b>(4,272)</b>	<b>(1,420)</b>	<b>(646)</b>	<b>17,698</b>	<b>64,835</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>2,171</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>2,171</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		
<b>Net Surplus/(Subsidy)</b>	<b>2,483</b>	<b>6,193</b>	<b>133</b>	<b>(6,443)</b>	<b>(1,420)</b>	<b>(646)</b>	<b>17,698</b>	<b>64,835</b>		

  

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21	YTD Sep '20	YTD Sep '21
Operating Revenue	203,812	147,186	535	130,494	60,301	102,145	0	0	2,374,500	3,574,104
Operating Expenses	<u>180,094</u>	<u>156,441</u>	<u>5,667</u>	<u>96,682</u>	<u>12,807</u>	<u>13,373</u>	<u>741,821</u>	<u>675,757</u>	<u>2,703,165</u>	<u>3,488,625</u>
<b>Operating Surplus/(Subsidy)</b>	<b>23,718</b>	<b>(9,255)</b>	<b>(5,132)</b>	<b>33,812</b>	<b>47,494</b>	<b>88,772</b>	<b>(741,821)</b>	<b>(675,757)</b>	<b>(328,665)</b>	<b>85,479</b>
Capital Labor	0	0	0	0	0	0	0	0	6,648	0
Construction Expenses	0	0	0	0	0	0	25,000	0	98,784	13,065
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>	<u>10,042</u>	<u>7,982</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>25,000</b>	<b>0</b>	<b>115,474</b>	<b>21,047</b>
<b>Net Surplus/(Subsidy)</b>	<b>23,718</b>	<b>(9,255)</b>	<b>(5,132)</b>	<b>33,812</b>	<b>47,494</b>	<b>88,772</b>	<b>(766,821)</b>	<b>(675,757)</b>	<b>(444,139)</b>	<b>64,432</b>