



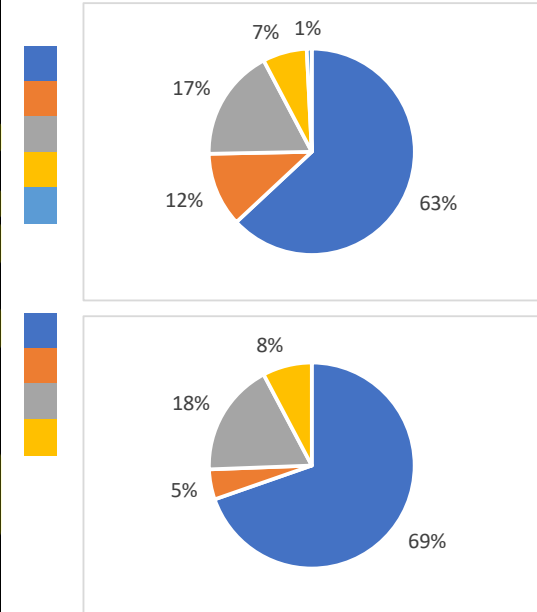
Financial Performance

December 17, 2020



Cleveland Metroparks November 2020

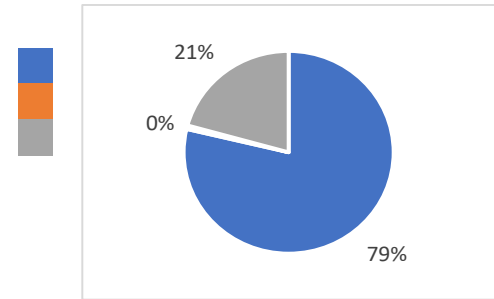
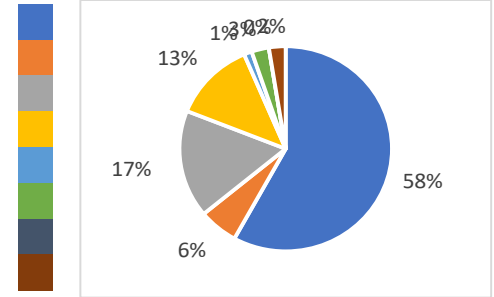
	Actual Nov '19	Actual Nov '20	Fav (Unfav)	Actual YTD Nov '19	Actual YTD Nov '20	Fav (Unfav)
Revenue:						
Property Tax	13,546	7,796	(5,750)	76,364,465	76,937,420	572,955
Local Gov/Grants/Gifts	486,294	557,034	70,740	8,981,412	14,185,549	5,204,137
Charges for Services	1,046,540	1,635,524	588,984	30,000,899	21,446,576	(8,554,323)
Self-Funded	779,922	756,436	(23,486)	8,569,314	8,470,190	(99,124)
Interest, Fines, Other	46,370	423,686	377,316	1,150,030	957,172	(192,858)
Total Revenue	2,372,672	3,380,476	1,007,804	125,066,120	121,996,907	(3,069,213)
OpEx:						
Salaries and Benefits	7,184,137	4,294,998	2,889,139	63,664,466	55,304,481	8,359,985
Contractual Services	759,339	493,677	265,662	4,183,244	3,757,935	425,309
Operations	1,982,904	1,272,485	710,419	20,967,494	14,161,259	6,806,235
Self-Funded Exp	586,895	515,966	70,929	5,911,763	6,154,542	(242,779)
Total OpEx	10,513,275	6,577,126	3,936,149	94,726,967	79,378,217	15,348,750
Op Surplus/(Subsidy)	(8,140,603)	(3,196,650)	4,943,953	30,339,153	42,618,690	12,279,537
CapEx:						
Capital Labor	67,267	69,480	(2,213)	821,195	867,592	(46,397)
Construction Expenses	1,204,626	4,390,230	(3,185,604)	8,701,539	19,566,250	(10,864,711)
Capital Equipment	104,938	23,302	81,636	2,902,226	2,043,207	859,019
Land Acquisition	2,702,671	13,379	2,689,292	5,015,396	3,454,734	1,560,662
Capital Animal Costs	17,997	1,669	16,328	40,465	11,013	29,452
Total CapEx	4,097,499	4,498,060	(400,561)	17,480,821	25,942,796	(8,461,975)
Net Surplus/(Subsidy)	(12,238,102)	(7,694,710)	4,543,392	12,858,332	16,675,894	3,817,562



Cleveland Metroparks - Zoo

November 2020

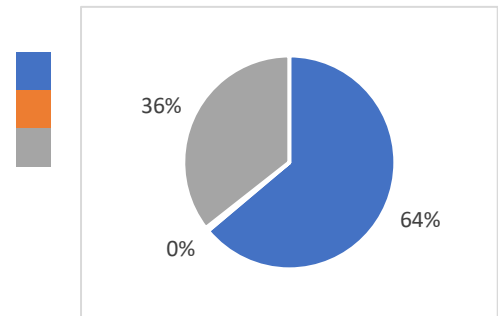
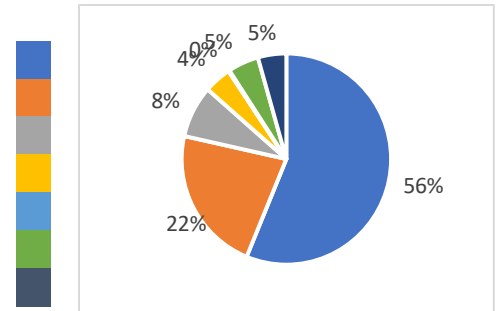
	Actual Nov '19	Actual Nov '20	Fav (Unfav)	Actual YTD Nov '19	Actual YTD Nov '20	Fav (Unfav)
Revenue:						
General/SE Admissions	342,289	677,462	335,173	6,020,458	4,560,650	(1,459,808)
Guest Experience	(2,630)	19,241	21,871	952,529	472,640	(479,889)
Zoo Society	176,949	71,432	(105,517)	2,756,958	1,333,299	(1,423,659)
Souvenirs/Refreshments	120,850	168,632	47,782	1,762,022	990,626	(771,396)
Education	28,361	1,550	(26,811)	464,396	94,750	(369,646)
Rentals & Events	4,168	23,276	19,108	393,703	207,723	(185,980)
Consignment	39,338	0	(39,338)	81,971	0	(81,971)
Other	201	(216)	(417)	14,179	200,073	185,894
Total Revenue	709,526	961,377	251,851	12,446,216	7,859,761	(4,586,455)
OpEx:						
Salaries and Benefits	1,748,291	977,998	770,293	14,393,224	12,389,442	2,003,782
Contractual Services	20,478	8,804	11,674	179,601	91,846	87,755
Operations	861,441	271,439	590,002	5,019,800	3,261,453	1,758,347
Total OpEx	2,630,210	1,258,241	1,371,969	19,592,625	15,742,741	3,849,884
Op Surplus/(Subsidy)	(1,920,684)	(296,864)	1,623,820	(7,146,409)	(7,882,980)	(736,571)
CapEx:						
Capital Labor	0	0	0	41,372	0	41,372
Construction Expenses	762,690	14,029	748,661	2,520,396	3,826,160	(1,305,764)
Capital Equipment	33,583	0	33,583	199,888	116,365	83,523
Capital Animal Costs	17,997	1,669	16,328	40,465	11,013	29,452
Total CapEx	814,270	15,698	798,572	2,802,121	3,953,538	(1,151,417)
Net Surplus/(Subsidy)	(2,734,954)	(312,562)	2,422,392	(9,948,530)	(11,836,518)	(1,887,988)
Restricted Revenue	73,085	119,651	46,566	1,772,572	2,887,377	1,114,805
Restricted Expenses	71,855	211,473	(139,618)	1,027,512	2,946,888	(1,919,376)
Restricted Surplus/(Subsidy)	1,230	(91,822)	(93,052)	745,060	(59,511)	(804,571)



Cleveland Metroparks - Golf

November 2020

	Actual Nov '19	Actual Nov '20	Fav (Unfav)	Actual YTD Nov '19	Actual YTD Nov '20	Fav (Unfav)
Revenue:						
Greens Fees	19,118	219,844	200,726	3,445,650	4,730,052	1,284,402
Equipment Rentals	13,993	102,836	88,843	1,457,020	1,877,089	420,069
Food Service	15,175	22,110	6,935	868,702	669,961	(198,741)
Merchandise Sales	2,084	18,944	16,860	380,205	354,115	(26,090)
Pro Services	(1,652)	0	1,652	150,202	15,577	(134,625)
Driving Range	(884)	20,410	21,294	342,234	400,769	58,535
Other	<u>13,547</u>	<u>27,700</u>	<u>14,153</u>	<u>376,898</u>	<u>369,125</u>	<u>(7,773)</u>
Total Revenue	61,381	411,844	350,463	7,020,911	8,416,688	1,395,777
OpEx:						
Salaries and Benefits	406,893	279,122	127,771	3,938,826	3,697,433	241,393
Contractual Services	9,846	12,196	(2,350)	35,652	30,573	5,079
Operations	<u>180,456</u>	<u>241,197</u>	<u>(60,741)</u>	<u>2,076,538</u>	<u>2,055,117</u>	<u>21,421</u>
Total OpEx	597,195	532,515	64,680	6,051,016	5,783,123	267,893
Op Surplus/(Subsidy)	(535,814)	(120,671)	415,143	969,895	2,633,565	1,663,670
CapEx:						
Capital Labor	6,181	0	6,181	177,359	93,161	84,198
Construction Expenses	11,660	18,150	(6,490)	321,099	99,936	221,163
Capital Equipment	<u>46,102</u>	<u>0</u>	<u>46,102</u>	<u>869,424</u>	<u>148,445</u>	<u>720,979</u>
Total CapEx	63,943	18,150	45,793	1,367,882	341,542	1,026,340
Net Surplus/(Subsidy)	(599,757)	(138,821)	460,936	(397,987)	2,292,023	2,690,010



Cleveland Metroparks - Golf

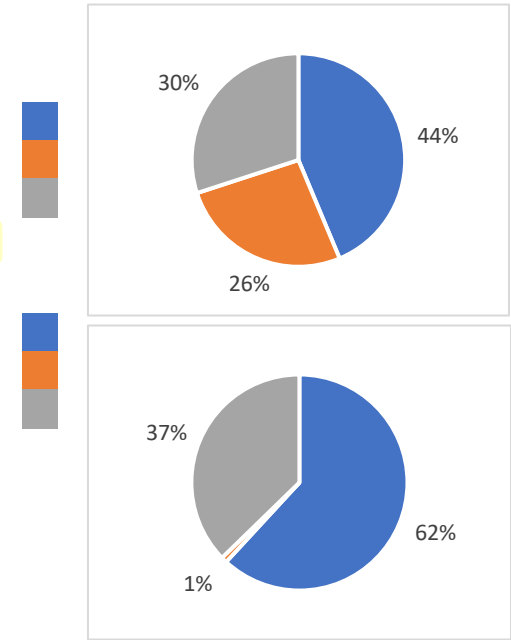
November 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20
Operating Revenue	1,247,508	1,346,448	320,399	443,208	241,682	308,567	1,122,520	1,347,734	1,461,185	1,578,242
Operating Expenses	888,099	964,039	240,943	202,793	251,252	181,826	842,235	881,024	1,296,014	1,221,161
Operating Surplus/(Subsidy)	359,409	382,409	79,456	240,415	(9,570)	126,741	280,285	466,710	165,171	357,081
Capital Labor	0	0	0	0	0	0	0	0	34,303	0
Construction Expenses	11,160	13,531	0	0	0	0	0	0	287,397	0
Capital Equipment	480,815	13,584	0	0	0	0	339,893	13,584	20,984	13,606
Total Capital Expenditures	491,975	27,115	0	0	0	0	339,893	13,584	342,684	13,606
Net Surplus/(Subsidy)	(132,566)	355,294	79,456	240,415	(9,570)	126,741	(59,608)	453,126	(177,513)	343,475

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20
Operating Revenue	1,008,531	1,250,548	423,066	484,193	1,165,643	1,620,258	30,377	37,490	7,020,911	8,416,688
Operating Expenses	799,200	766,406	424,450	331,576	922,393	865,240	386,430	369,058	6,051,016	5,783,123
Operating Surplus/(Subsidy)	209,331	484,142	(1,384)	152,617	243,250	755,018	(356,053)	(331,568)	969,895	2,633,565
Capital Labor	0	0	0	0	143,056	93,161	0	0	177,359	93,161
Construction Expenses	0	0	0	83,420	22,542	2,985	0	0	321,099	99,936
Capital Equipment	3,356	54,713	0	0	24,376	48,800	0	4,158	869,424	148,445
Total Capital Expenditures	3,356	54,713	0	83,420	189,974	144,946	0	4,158	1,367,882	341,542
Net Surplus/(Subsidy)	205,975	429,429	(1,384)	69,197	53,276	610,072	(356,053)	(335,726)	(397,987)	2,292,023

Cleveland Metroparks – Enterprise November 2020

	Actual Nov '19	Actual Nov '20	Fav (Unfav)	Actual YTD Nov '19	Actual YTD Nov '20	Fav (Unfav)
Revenue:						
Concessions	63,145	67,574	4,429	4,410,465	1,155,592	(3,254,873)
Dock Rentals	2,934	8,533	5,599	762,280	695,624	(66,656)
Other	<u>54,721</u>	<u>28,482</u>	<u>(26,239)</u>	<u>1,426,293</u>	<u>793,869</u>	<u>(632,424)</u>
Total Revenue	120,800	104,589	(16,211)	6,599,038	2,645,085	(3,953,953)
OpEx:						
Salaries and Benefits	244,559	136,008	108,551	3,407,182	2,095,907	1,311,275
Contractual Services	5,074	2,436	2,638	56,035	29,221	26,814
Operations	<u>126,491</u>	<u>165,513</u>	<u>(39,022)</u>	<u>2,931,861</u>	<u>1,263,076</u>	<u>1,668,785</u>
Total OpEx	376,124	303,957	72,167	6,395,078	3,388,204	3,006,874
Op Surplus/(Subsidy)	(255,324)	(199,368)	55,956	203,960	(743,119)	(947,079)
CapEx:						
Capital Labor	0	6,432	(6,432)	9,691	14,685	(4,994)
Construction Expenses	24,541	9,260	15,281	164,995	116,337	48,658
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>9,677</u>	<u>10,042</u>	<u>(365)</u>
Total CapEx	24,541	15,692	8,849	184,363	141,064	43,299
Net Surplus/(Subsidy)	(279,865)	(215,060)	64,805	19,597	(884,183)	(903,780)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise

November 2020

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20
Operating Revenue	2,266,793	401,880	834,177	224,015	898,355	787,878	741,708	317,381
Operating Expenses	<u>2,133,734</u>	<u>845,352</u>	<u>642,115</u>	<u>209,667</u>	<u>401,183</u>	<u>280,961</u>	<u>664,401</u>	<u>362,373</u>
Operating Surplus/(Subsidy)	133,059	(443,472)	192,062	14,348	497,172	506,917	77,307	(44,992)
Capital Labor	9,691	14,685	0	0	0	0	0	0
Construction Expenses	6,103	48,490	0	0	54,329	40,011	0	0
Capital Equipment	<u>0</u>	<u>10,042</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Capital Expenditures	15,794	73,217	0	0	54,329	40,011	0	0
Net Surplus/(Subsidy)	117,265	(516,689)	192,062	14,348	442,843	466,906	77,307	(44,992)
	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20
Operating Revenue	66,137	39,433	22,030	0	384,261	372,101	407,494	50,571
Operating Expenses	<u>128,909</u>	<u>2,413</u>	<u>29,773</u>	<u>47,408</u>	<u>289,166</u>	<u>245,333</u>	<u>423,871</u>	<u>124,940</u>
Operating Surplus/(Subsidy)	(62,772)	37,020	(7,743)	(47,408)	95,095	126,768	(16,377)	(74,369)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	49,950	0	0	2,787	24,999	0	7,232	49
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,375</u>	<u>0</u>
Total Capital Expenditures	49,950	0	0	2,787	24,999	0	8,607	49
Net Surplus/(Subsidy)	(112,722)	37,020	(7,743)	(50,195)	70,096	126,768	(24,984)	(74,418)

Cleveland Metroparks – Enterprise November 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington	
	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20
Operating Revenue	90,603	40,907	65,502	31,640	34,438	0	148,864	85,630
Operating Expenses	<u>94,627</u>	<u>38,522</u>	<u>59,349</u>	<u>30,716</u>	<u>37,620</u>	<u>1,437</u>	<u>143,554</u>	<u>67,505</u>
Operating Surplus/(Subsidy)	(4,024)	2,385	6,153	924	(3,182)	(1,437)	5,310	18,125
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>1,416</u>	<u>0</u>
Total Capital Expenditures	0	0	0	0	0	0	1,416	0
Net Surplus/(Subsidy)	(4,024)	2,385	6,153	924	(3,182)	(1,437)	3,894	18,125

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20	YTD Nov '19	YTD Nov '20
Operating Revenue	291,394	215,352	191,036	535	156,246	77,762	0	0	6,599,038	2,645,085
Operating Expenses	<u>257,002</u>	<u>205,651</u>	<u>133,527</u>	<u>5,978</u>	<u>29,125</u>	<u>14,784</u>	<u>927,122</u>	<u>905,164</u>	<u>6,395,078</u>	<u>3,388,204</u>
Operating Surplus/(Subsidy)	34,392	9,701	57,509	(5,443)	127,121	62,978	(927,122)	(905,164)	203,960	(743,119)
Capital Labor	0	0	0	0	0	0	0	0	9,691	14,685
Construction Expenses	7,373	0	15,009	0	0	0	0	25,000	164,995	116,337
Capital Equipment	<u>4,276</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2,610</u>	<u>0</u>	<u>9,677</u>	<u>10,042</u>
Total Capital Expenditures	11,649	0	15,009	0	0	0	2,610	25,000	184,363	141,064
Net Surplus/(Subsidy)	22,743	9,701	42,500	(5,443)	127,121	62,978	(929,732)	(930,164)	19,597	(884,183)