



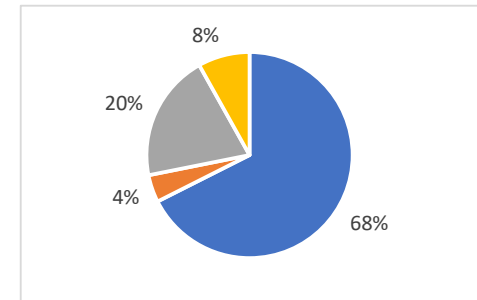
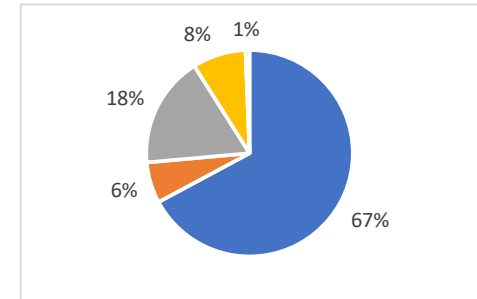
Financial Performance

February 20, 2020



Cleveland Metroparks Financial Performance – January 2020

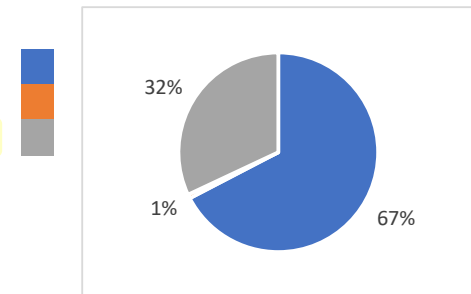
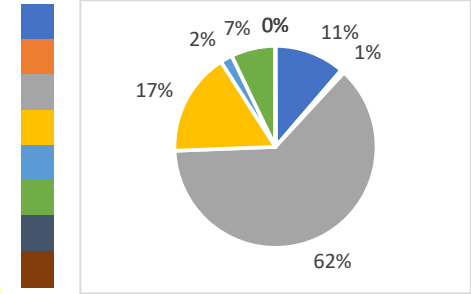
	Actual Jan '19	Actual Jan '20	Fav (Unfav)	Actual YTD Jan '19	Actual YTD Jan '20	Fav (Unfav)
Revenue:						
Property Tax	7,084,000	6,280,000	(804,000)	7,084,000	6,280,000	(804,000)
Local Gov/Grants/Gifts	461,906	599,077	137,171	461,906	599,077	137,171
Charges for Services	1,556,961	1,631,451	74,490	1,556,961	1,631,451	74,490
Self-Funded	778,610	781,098	2,488	778,610	781,098	2,488
Interest, Fines, Other	56,745	58,335	1,590	56,745	58,335	1,590
Total Revenue	9,938,222	9,349,961	(588,261)	9,938,222	9,349,961	(588,261)
OpEx:						
Salaries and Benefits	5,071,153	5,081,753	(10,600)	5,071,153	5,081,753	(10,600)
Contractual Services	329,981	323,642	6,339	329,981	323,642	6,339
Operations	1,229,819	1,506,544	(276,725)	1,229,819	1,506,544	(276,725)
Self-Funded Exp	403,564	610,417	(206,853)	403,564	610,417	(206,853)
Total OpEx	7,034,517	7,522,356	(487,839)	7,034,517	7,522,356	(487,839)
Op Surplus/(Subsidy)	2,903,705	1,827,605	(1,076,100)	2,903,705	1,827,605	(1,076,100)
CapEx:						
Capital Labor	14,221	0	14,221	14,221	0	14,221
Construction Expenses	570,132	1,341,559	(771,427)	570,132	1,341,559	(771,427)
Capital Equipment	201,684	34,875	166,809	201,684	34,875	166,809
Land Acquisition	190,390	811,550	(621,160)	190,390	811,550	(621,160)
Capital Animal Costs	572	1,796	(1,224)	572	1,796	(1,224)
Total CapEx	976,999	2,189,780	(1,212,781)	976,999	2,189,780	(1,212,781)
Net Surplus/(Subsidy)	1,926,706	(362,175)	(2,288,881)	1,926,706	(362,175)	(2,288,881)



Cleveland Metroparks - Zoo

Financial Performance – January 2020

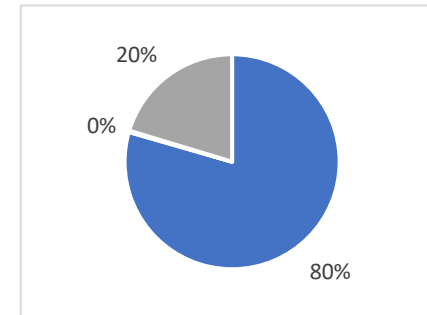
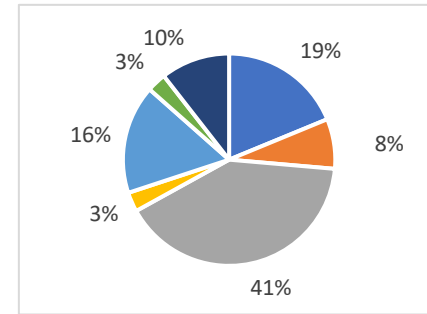
	Actual Jan '19	Actual Jan '20	Fav (Unfav)	Actual YTD Jan '19	Actual YTD Jan '20	Fav (Unfav)
Revenue:						
General/SE Admissions	35,917	95,132	59,215	35,917	95,132	59,215
Guest Experience	1,159	4,989	3,830	1,159	4,989	3,830
Zoo Society	844,842	527,563	(317,279)	844,842	527,563	(317,279)
Souvenirs/Refreshments	41,758	139,618	97,860	41,758	139,618	97,860
Education	15,130	16,314	1,184	15,130	16,314	1,184
Rentals & Events	55,131	59,790	4,659	55,131	59,790	4,659
Consignment	484	0	(484)	484	0	(484)
Other	(519)	(433)	86	(519)	(433)	86
Total Revenue	993,902	842,973	(150,929)	993,902	842,973	(150,929)
OpEx:						
Salaries and Benefits	1,136,375	1,181,756	(45,381)	1,136,375	1,181,756	(45,381)
Contractual Services	5,792	11,306	(5,514)	5,792	11,306	(5,514)
Operations	365,730	561,036	(195,306)	365,730	561,036	(195,306)
Total OpEx	1,507,897	1,754,098	(246,201)	1,507,897	1,754,098	(246,201)
Op Surplus/(Subsidy)	(513,995)	(911,125)	(397,130)	(513,995)	(911,125)	(397,130)
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	81,533	188,547	(107,014)	81,533	188,547	(107,014)
Capital Equipment	73,187	26,681	46,506	73,187	26,681	46,506
Capital Animal Costs	572	1,796	(1,224)	572	1,796	(1,224)
Total CapEx	155,292	217,024	(61,732)	155,292	217,024	(61,732)
Net Surplus/(Subsidy)	(669,287)	(1,128,149)	(458,862)	(669,287)	(1,128,149)	(458,862)
Restricted Revenue	121,143	99,083	(22,060)	121,143	99,083	(22,060)
Restricted Expenses	224,997	383,037	(158,040)	224,997	383,037	(158,040)
Restricted Surplus/(Subsidy)	(103,854)	(283,954)	(180,100)	(103,854)	(283,954)	(180,100)



Cleveland Metroparks - Golf

Financial Performance – January 2020

	Actual Jan '19	Actual Jan '20	Fav (Unfav)	Actual YTD Jan '19	Actual YTD Jan '20	Fav (Unfav)
Revenue:						
Greens Fees	8,386	8,962	576	8,386	8,962	576
Equipment Rentals	6,183	3,632	(2,551)	6,183	3,632	(2,551)
Food Service	1,295	19,371	18,076	1,295	19,371	18,076
Merchandise Sales	2,516	1,418	(1,098)	2,516	1,418	(1,098)
Pro Services	4,305	7,915	3,610	4,305	7,915	3,610
Driving Range	948	1,402	454	948	1,402	454
Other	3,650	5,030	1,380	3,650	5,030	1,380
Total Revenue	27,283	47,730	20,447	27,283	47,730	20,447
OpEx:						
Salaries and Benefits	242,037	246,534	(4,497)	242,037	246,534	(4,497)
Contractual Services	1,059	657	402	1,059	657	402
Operations	43,905	63,051	(19,146)	43,905	63,051	(19,146)
Total OpEx	287,001	310,242	(23,241)	287,001	310,242	(23,241)
Op Surplus/(Subsidy)	(259,718)	(262,512)	(2,794)	(259,718)	(262,512)	(2,794)
CapEx:						
Capital Labor	14,221	0	14,221	14,221	0	14,221
Construction Expenses	5,175	0	5,175	5,175	0	5,175
Capital Equipment	0	0	0	0	0	0
Total CapEx	19,396	0	19,396	19,396	0	19,396
Net Surplus/(Subsidy)	(279,114)	(262,512)	16,602	(279,114)	(262,512)	16,602



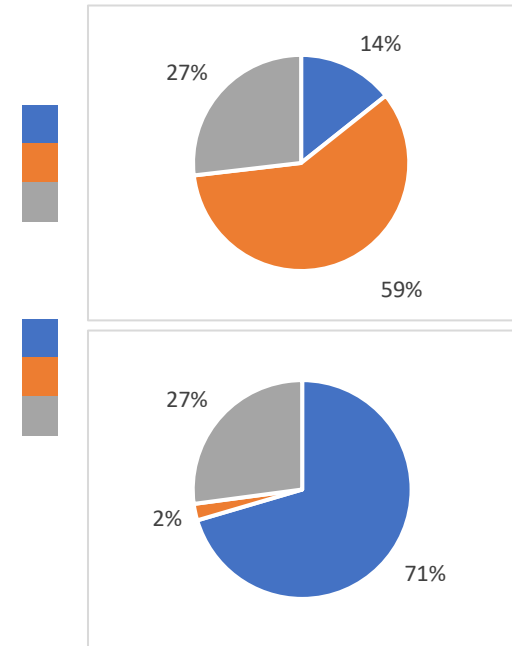
Cleveland Metroparks - Golf

Financial Performance – January 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20
Operating Revenue	8,405	4,803	63	1,225	643	155	2,662	20,253	5,608	8,034
Operating Expenses	35,690	37,845	9,804	2,999	7,573	7,499	43,504	48,092	51,359	60,775
Operating Surplus/(Subsidy)	(27,285)	(33,042)	(9,741)	(1,774)	(6,930)	(7,344)	(40,842)	(27,839)	(45,751)	(52,741)
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	0	0	0	0	0	0	0	0	5,175	0
Capital Equipment	0	0	0	0	0	0	0	0	0	0
Total Capital Expenditures	0	0	0	0	0	0	0	0	5,175	0
Net Surplus/(Subsidy)	(27,285)	(33,042)	(9,741)	(1,774)	(6,930)	(7,344)	(40,842)	(27,839)	(50,926)	(52,741)
	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20
Operating Revenue	2,843	3,889	2,158	2,173	3,556	5,493	1,345	1,705	27,283	47,730
Operating Expenses	37,927	36,908	20,298	24,517	37,200	40,963	43,646	50,644	287,001	310,242
Operating Surplus/(Subsidy)	(35,084)	(33,019)	(18,140)	(22,344)	(33,644)	(35,470)	(42,301)	(48,939)	(259,718)	(262,512)
Capital Labor	0	0	0	0	14,221	0	0	0	14,221	0
Construction Expenses	0	0	0	0	0	0	0	0	5,175	0
Capital Equipment	0	0	0	0	0	0	0	0	0	0
Total Capital Expenditures	0	0	0	0	14,221	0	0	0	19,396	0
Net Surplus/(Subsidy)	(35,084)	(33,019)	(18,140)	(22,344)	(47,865)	(35,470)	(42,301)	(48,939)	(279,114)	(262,512)

Cleveland Metroparks – Enterprise Financial Performance – January 2020

	Actual Jan '19	Actual Jan '20	Fav (Unfav)	Actual YTD Jan '19	Actual YTD Jan '20	Fav (Unfav)
Revenue:						
Concessions	56,745	45,904	(10,841)	52,573	45,904	(6,669)
Dock Rentals	116,555	188,740	72,185	116,555	188,740	72,185
Other	<u>120,306</u>	<u>86,107</u>	<u>(34,199)</u>	<u>124,478</u>	<u>86,107</u>	<u>(38,371)</u>
Total Revenue	293,606	320,751	27,145	293,606	320,751	27,145
OpEx:						
Salaries and Benefits	181,977	183,300	(1,323)	181,977	183,300	(1,323)
Contractual Services	4,854	6,365	(1,511)	4,854	6,365	(1,511)
Operations	<u>78,631</u>	<u>70,526</u>	<u>8,105</u>	<u>78,631</u>	<u>70,526</u>	<u>8,105</u>
Total OpEx	265,462	260,191	5,271	265,462	260,191	5,271
Op Surplus/(Subsidy)	28,144	60,560	32,416	28,144	60,560	32,416
CapEx:						
Capital Labor	0	0	0	0	0	0
Construction Expenses	10,183	2,836	7,347	10,183	2,836	7,347
Capital Equipment	<u>0</u>	<u>2,959</u>	<u>(2,959)</u>	<u>0</u>	<u>2,959</u>	<u>(2,959)</u>
Total CapEx	10,183	5,795	4,388	10,183	5,795	4,388
Net Surplus/(Subsidy)	17,961	54,765	36,804	17,961	54,765	36,804



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise Financial Performance – January 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20		
Operating Revenue	0	0	0	0	0	0	0	0		
Operating Expenses	45	45	12	12	11	20	160	164		
Operating Surplus/(Subsidy)	(45)	(45)	(12)	(12)	(11)	(20)	(160)	(164)		
Capital Labor	0	0	0	0	0	0	0	0		
Construction Expenses	0	0	0	0	0	0	0	0		
Capital Equipment	0	0	0	0	0	0	0	0		
Total Capital Expenditures	0	0	0	0	0	0	0	0		
Net Surplus/(Subsidy)	(45)	(45)	(12)	(12)	(11)	(20)	(160)	(164)		
	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20	YTD Jan '19	YTD Jan '20
Operating Revenue	122,258	96,529	1,100	165	7,936	2,088	0	0	293,606	320,751
Operating Expenses	70,098	68,890	121	183	1,232	748	71,375	77,900	265,462	260,191
Operating Surplus/(Subsidy)	52,160	27,639	979	(18)	6,704	1,340	(71,375)	(77,900)	28,144	60,560
Capital Labor	0	0	0	0	0	0	0	0	0	0
Construction Expenses	7,373	0	1,137	0	0	0	0	0	10,183	2,836
Capital Equipment	0	0	0	0	0	0	0	0	0	2,959
Total Capital Expenditures	7,373	0	1,137	0	0	0	0	0	10,183	5,795
Net Surplus/(Subsidy)	44,787	27,639	(158)	(18)	6,704	1,340	(71,375)	(77,900)	17,961	54,765