



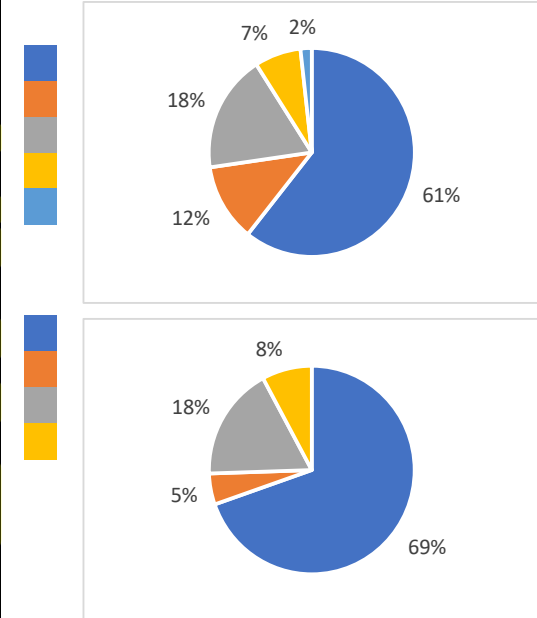
Financial Performance

January 14, 2021



Cleveland Metroparks December 2020

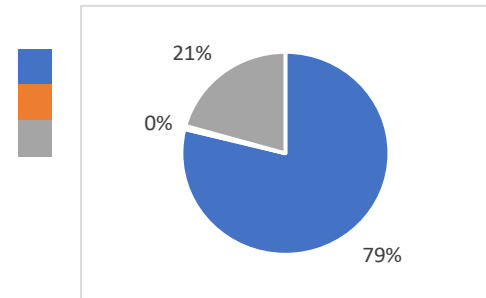
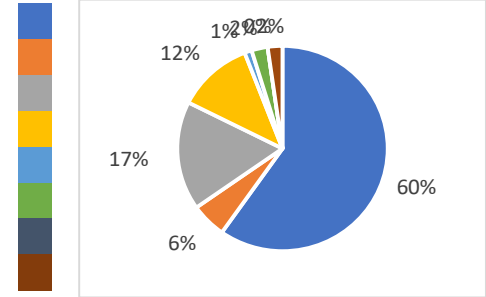
	Actual Dec '19	Actual Dec '20	Fav (Unfav)	Actual YTD Dec '19	Actual YTD Dec '20	Fav (Unfav)
Revenue:						
Property Tax	370,049	10,570	(359,479)	76,734,514	76,947,990	213,476
Local Gov/Grants/Gifts	4,897,547	1,093,696	(3,803,851)	13,878,959	15,279,245	1,400,286
Charges for Services	1,665,913	1,682,132	16,219	31,676,450	23,128,709	(8,547,741)
Self-Funded	777,913	765,718	(12,195)	9,347,227	9,235,908	(111,319)
Interest, Fines, Other	58,539	1,281,346	1,222,807	1,198,931	2,238,517	1,039,586
Total Revenue	7,769,961	4,833,462	(2,936,499)	132,836,081	126,830,369	(6,005,712)
OpEx:						
Salaries and Benefits	5,106,607	4,895,480	211,127	68,771,073	60,199,961	8,571,112
Contractual Services	178,663	407,119	(228,456)	4,361,907	4,165,054	196,853
Operations	1,463,698	1,110,201	353,497	22,431,193	15,271,461	7,159,732
Self-Funded Exp	541,369	638,665	(97,296)	6,453,132	6,793,206	(340,074)
Total OpEx	7,290,337	7,051,465	238,872	102,017,305	86,429,682	15,587,623
Op Surplus/(Subsidy)	479,624	(2,218,003)	(2,697,627)	30,818,776	40,400,687	9,581,911
CapEx:						
Capital Labor	60,218	86,180	(25,962)	881,413	953,773	(72,360)
Construction Expenses	946,715	1,830,996	(884,281)	9,648,254	21,397,246	(11,748,992)
Capital Equipment	76,095	42,225	33,870	2,978,320	2,085,433	892,887
Land Acquisition	5,029,640	118,242	4,911,398	10,045,036	3,572,975	6,472,061
Capital Animal Costs	799	5,783	(4,984)	41,264	16,797	24,467
Total CapEx	6,113,467	2,083,426	4,030,041	23,594,287	28,026,224	(4,431,937)
Net Surplus/(Subsidy)	(5,633,843)	(4,301,429)	1,332,414	7,224,489	12,374,463	5,149,974



Cleveland Metroparks - Zoo

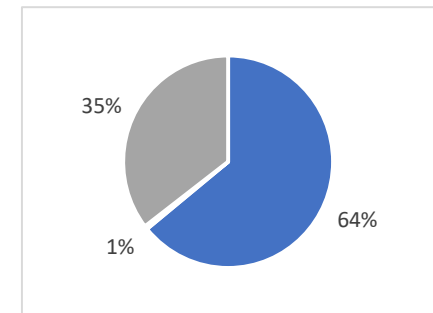
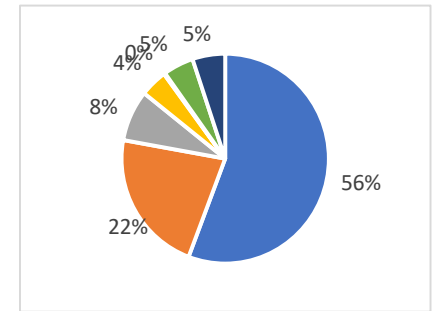
December 2020

	Actual Dec '19	Actual Dec '20	Fav (Unfav)	Actual YTD Dec '19	Actual YTD Dec '20	Fav (Unfav)
Revenue:						
General/SE Admissions	1,000,700	776,111	(224,589)	7,021,159	5,336,760	(1,684,399)
Guest Experience	12,884	17,247	4,363	965,413	489,887	(475,526)
Zoo Society	0	197,705	197,705	2,756,958	1,531,005	(1,225,953)
Souvenirs/Refreshments	57,601	57,837	236	1,819,623	1,048,464	(771,159)
Education	12,493	4,930	(7,563)	476,889	99,680	(377,209)
Rentals & Events	12,600	12,944	344	406,303	220,667	(185,636)
Consignment	263	0	(263)	82,233	0	(82,233)
Other	4,671	2,270	(2,401)	18,850	202,343	183,493
Total Revenue	1,101,212	1,069,044	(32,168)	13,547,428	8,928,806	(4,618,622)
OpEx:						
Salaries and Benefits	1,214,777	1,078,523	136,254	15,608,000	13,467,966	2,140,034
Contractual Services	11,599	752	10,847	191,200	92,598	98,602
Operations	418,434	262,644	155,790	5,438,234	3,524,096	1,914,138
Total OpEx	1,644,810	1,341,919	302,891	21,237,434	17,084,660	4,152,774
Op Surplus/(Subsidy)	(543,598)	(272,875)	270,723	(7,690,006)	(8,155,854)	(465,848)
CapEx:						
Capital Labor	0	0	0	41,372	0	41,372
Construction Expenses	151,085	121,802	29,283	2,671,481	3,950,963	(1,279,482)
Capital Equipment	41,462	1,847	39,615	241,350	118,212	123,138
Capital Animal Costs	799	5,783	(4,984)	41,264	16,797	24,467
Total CapEx	193,346	129,432	63,914	2,995,467	4,085,972	(1,090,505)
Net Surplus/(Subsidy)	(736,944)	(402,307)	334,637	(10,685,473)	(12,241,826)	(1,556,353)
Restricted Revenue	49,890	335,447	285,557	1,822,463	3,222,824	1,400,361
Restricted Expenses	741,123	419,847	321,276	1,768,635	3,366,735	(1,598,100)
Restricted Surplus/(Subsidy)	(691,233)	(84,400)	606,833	53,828	(143,911)	(197,739)



Cleveland Metroparks - Golf December 2020

	Actual Dec '19	Actual Dec '20	Fav (Unfav)	Actual YTD Dec '19	Actual YTD Dec '20	Fav (Unfav)
Revenue:						
Greens Fees	27,087	20,923	(6,164)	3,472,736	4,750,976	1,278,240
Equipment Rentals	10,156	5,791	(4,365)	1,467,177	1,882,880	415,703
Food Service	21,305	878	(20,427)	890,007	670,839	(219,168)
Merchandise Sales	4,223	5,983	1,760	384,428	360,098	(24,330)
Pro Services	100	1,895	1,795	150,302	17,472	(132,830)
Driving Range	3,900	4,300	400	346,134	405,070	58,936
Other	50,967	65,854	14,887	427,865	434,979	7,114
Total Revenue	117,738	105,624	(12,114)	7,138,649	8,522,314	1,383,665
OpEx:						
Salaries and Benefits	254,053	302,661	(48,608)	4,192,879	4,000,094	192,785
Contractual Services	1,665	727	938	37,317	31,301	6,016
Operations	184,032	155,239	28,793	2,260,570	2,210,356	50,214
Total OpEx	439,750	458,627	(18,877)	6,490,766	6,241,751	249,015
Op Surplus/(Subsidy)	(322,012)	(353,003)	(30,991)	647,883	2,280,563	1,632,680
CapEx:						
Capital Labor	12,362	0	12,362	189,721	93,161	96,560
Construction Expenses	0	0	0	321,099	99,936	221,163
Capital Equipment	6,219	6,422	(203)	875,643	154,867	720,776
Total CapEx	18,581	6,422	12,159	1,386,463	347,964	1,038,499
Net Surplus/(Subsidy)	(340,593)	(359,425)	(18,832)	(738,580)	1,932,599	2,671,179



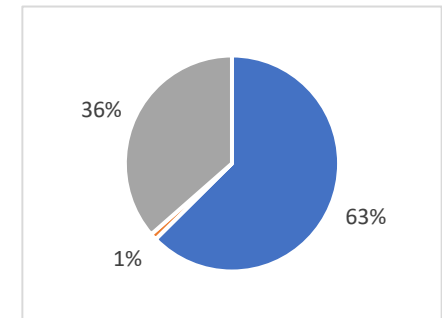
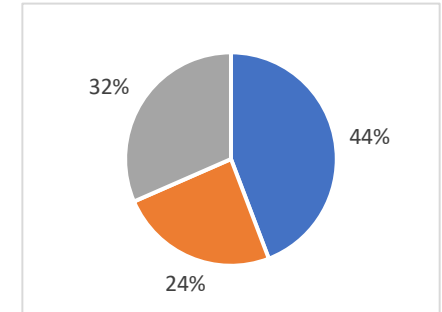
Cleveland Metroparks - Golf December 2020

	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (8)	
	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20
Operating Revenue	1,270,120	1,370,042	320,314	441,912	241,641	307,682	1,146,334	1,364,010	1,492,275	1,601,901
Operating Expenses	<u>953,792</u>	<u>1,053,232</u>	<u>254,328</u>	<u>223,560</u>	<u>272,078</u>	<u>203,241</u>	<u>905,945</u>	<u>939,017</u>	<u>1,366,170</u>	<u>1,309,255</u>
Operating Surplus/(Subsidy)	316,328	316,810	65,986	218,352	(30,437)	104,441	240,389	424,993	126,105	292,646
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	<u>480,815</u>	<u>13,584</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>339,893</u>	<u>16,795</u>	<u>20,984</u>	<u>13,606</u>
Total Capital Expenditures	491,975	27,115	0	0	0	0	339,893	16,795	342,684	13,606
Net Surplus/(Subsidy)	(175,647)	289,695	65,986	218,352	(30,437)	104,441	(99,504)	408,198	(216,579)	279,040

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20
Operating Revenue	1,015,730	1,255,219	426,019	488,399	1,176,235	1,630,920	49,981	62,229	7,138,649	8,522,314
Operating Expenses	<u>868,608</u>	<u>812,356</u>	<u>458,910</u>	<u>362,848</u>	<u>991,833</u>	<u>935,488</u>	<u>419,102</u>	<u>402,753</u>	<u>6,490,765</u>	<u>6,241,751</u>
Operating Surplus/(Subsidy)	147,122	442,863	(32,891)	125,551	184,402	695,432	(369,121)	(340,524)	647,884	2,280,563
Capital Labor	0	0	0	0	155,418	93,161	0	0	189,721	93,161
Construction Expenses	0	0	0	83,420	22,543	2,985	0	0	321,100	99,936
Capital Equipment	<u>9,576</u>	<u>57,924</u>	<u>0</u>	<u>0</u>	<u>24,375</u>	<u>48,800</u>	<u>0</u>	<u>4,158</u>	<u>875,643</u>	<u>154,867</u>
Total Capital Expenditures	9,576	57,924	0	83,420	202,336	144,946	0	4,158	1,386,464	347,964
Net Surplus/(Subsidy)	137,546	384,939	(32,891)	42,131	(17,934)	550,486	(369,121)	(344,682)	(738,580)	1,932,599

Cleveland Metroparks – Enterprise December 2020

	Actual Dec '19	Actual Dec '20	Fav (Unfav)	Actual YTD Dec '19	Actual YTD Dec '20	Fav (Unfav)
Revenue:						
Concessions	98,770	167,494	68,724	4,509,234	1,323,086	(3,186,148)
Dock Rentals	41,195	32,466	(8,729)	803,475	728,090	(75,385)
Other	<u>131,932</u>	<u>150,028</u>	<u>18,096</u>	<u>1,558,227</u>	<u>943,898</u>	<u>(614,329)</u>
Total Revenue	271,897	349,988	78,091	6,870,936	2,995,074	(3,875,862)
OpEx:						
Salaries and Benefits	184,431	189,752	(5,321)	3,591,613	2,285,659	1,305,954
Contractual Services	832	6,450	(5,618)	56,868	35,671	21,197
Operations	<u>52,706</u>	<u>65,066</u>	<u>(12,360)</u>	<u>2,984,566</u>	<u>1,328,143</u>	<u>1,656,423</u>
Total OpEx	237,969	261,268	(23,299)	6,633,047	3,649,473	2,983,574
Op Surplus/(Subsidy)	33,928	88,720	54,792	237,889	(654,399)	(892,288)
CapEx:						
Capital Labor	0	4,873	(4,873)	9,691	19,558	(9,867)
Construction Expenses	15,550	946	14,604	180,545	117,283	63,262
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>9,677</u>	<u>10,042</u>	<u>(365)</u>
Total CapEx	15,550	5,819	9,731	199,913	146,883	53,030
Net Surplus/(Subsidy)	18,378	82,901	64,523	37,976	(801,282)	(839,258)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise December 2020

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20
Operating Revenue	2,340,901	637,941	834,177	224,015	938,628	813,323	742,050	317,381
Operating Expenses	<u>2,207,013</u>	<u>987,611</u>	<u>646,502</u>	<u>215,737</u>	<u>412,271</u>	<u>285,774</u>	<u>677,786</u>	<u>362,435</u>
Operating Surplus/(Subsidy)	133,888	(349,670)	187,675	8,278	526,357	527,549	64,264	(45,054)
Capital Labor	9,691	19,558	0	0	0	0	0	0
Construction Expenses	21,653	49,439	0	0	54,330	40,008	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	31,344	79,039	0	0	54,330	40,008	0	0
Net Surplus/(Subsidy)	102,544	(428,709)	187,675	8,278	472,027	487,541	64,264	(45,054)

	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20
Operating Revenue	67,037	39,433	22,030	0	383,114	379,122	418,954	50,571
Operating Expenses	<u>129,284</u>	<u>47,817</u>	<u>29,778</u>	<u>2,418</u>	<u>289,762</u>	<u>250,057</u>	<u>439,506</u>	<u>125,307</u>
Operating Surplus/(Subsidy)	(62,247)	(8,384)	(7,748)	(2,418)	93,352	129,065	(20,552)	(74,736)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	49,950	2,787	0	0	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	2,787	0	0	24,999	0	8,607	49
Net Surplus/(Subsidy)	(112,197)	(11,171)	(7,748)	(2,418)	68,353	129,065	(29,159)	(74,785)

Cleveland Metroparks – Enterprise December 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20		
Operating Revenue	90,603	40,907	65,502	31,640	34,438	0	148,864	85,629		
Operating Expenses	94,632	42,664	59,388	30,713	37,625	1,442	143,726	67,529		
Operating Surplus/(Subsidy)	(4,029)	(1,757)	6,114	927	(3,187)	(1,442)	5,138	18,100		
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	1,415	0		
Total Capital Expenditures	0	0	0	0	0	0	1,415	0		
Net Surplus/(Subsidy)	(4,029)	(1,757)	6,114	927	(3,187)	(1,442)	3,723	18,100		

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20	YTD Dec '19	YTD Dec '20
Operating Revenue	426,371	291,761	191,201	625	167,066	82,726	0	0	6,870,936	2,995,074
Operating Expenses	294,788	230,843	133,708	6,036	29,936	15,331	1,007,342	977,759	6,633,047	3,649,473
Operating Surplus/(Subsidy)	131,583	60,918	57,493	(5,411)	137,130	67,395	(1,007,342)	(977,759)	237,889	(654,399)
Capital Labor	0	0	0	0	0	0	0	0	9,691	19,558
Construction Expenses	7,373	0	15,008	0	0	0	0	25,000	180,545	117,283
Capital Equipment	4,276	0	0	0	0	0	2,611	0	9,677	10,042
Total Capital Expenditures	11,649	0	15,008	0	0	0	2,611	25,000	199,913	146,883
Net Surplus/(Subsidy)	119,934	60,918	42,485	(5,411)	137,130	67,395	(1,009,953)	(1,002,759)	37,976	(801,282)