



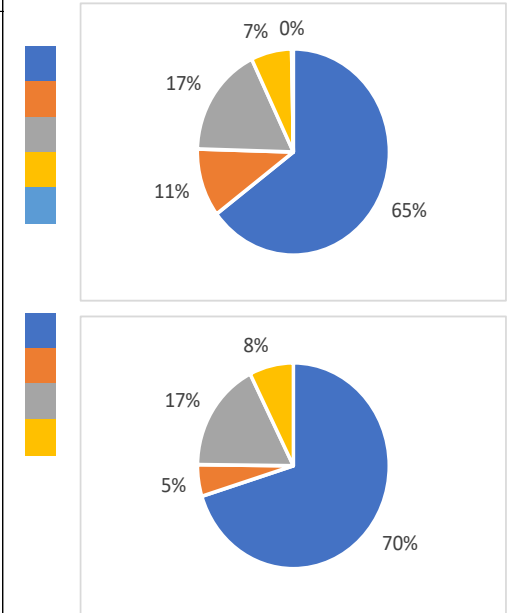
**TIME TO  
EXPLORE**  
Cleveland Metroparks

Financial  
Performance

September 17, 2020

# Cleveland Metroparks Financial Performance – August 2020

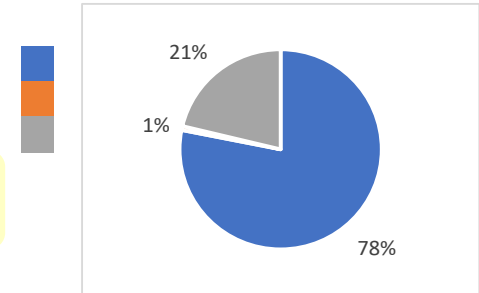
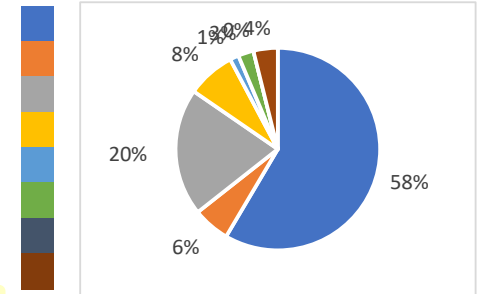
	Actual Aug '19	Actual Aug '20	Fav (Unfav)	Actual YTD Aug '19	Actual YTD Aug '20	Fav (Unfav)
<b>Revenue:</b>						
Property Tax	18,693,352	14,635,724	(4,057,628)	75,945,057	58,655,810	(17,289,247)
Local Gov/Grants/Gifts	512,311	651,524	139,213	6,754,217	9,713,442	2,959,225
Charges for Services	4,740,705	3,741,092	(999,613)	23,798,162	15,743,776	(8,054,386)
Self-Funded	752,177	762,303	10,126	6,216,719	6,190,669	(26,050)
Interest, Fines, Other	89,641	16,533	(73,108)	574,486	282,802	(291,684)
<b>Total Revenue</b>	<b>24,788,186</b>	<b>19,807,176</b>	<b>(4,981,010)</b>	<b>113,288,641</b>	<b>90,586,499</b>	<b>(22,702,142)</b>
<b>OpEx:</b>						
Salaries and Benefits	5,987,392	4,674,750	1,312,642	45,566,272	40,174,255	5,392,017
Contractual Services	284,180	243,665	40,515	2,999,953	2,843,076	156,877
Operations	2,901,368	1,301,735	1,599,633	15,456,023	9,941,291	5,514,732
Self-Funded Exp	690,915	422,064	268,851	4,333,230	4,261,906	71,324
<b>Total OpEx</b>	<b>9,863,855</b>	<b>6,642,214</b>	<b>3,221,641</b>	<b>68,355,478</b>	<b>57,220,528</b>	<b>11,134,950</b>
<b>Op Surplus/(Subsidy)</b>	<b>14,924,331</b>	<b>13,164,962</b>	<b>(1,759,369)</b>	<b>44,933,163</b>	<b>33,365,971</b>	<b>(11,567,192)</b>
<b>CapEx:</b>						
Capital Labor	84,239	100,462	(16,223)	574,153	627,248	(53,095)
Construction Expenses	474,521	1,510,278	(1,035,757)	6,277,874	11,185,354	(4,907,480)
Capital Equipment	128,449	200,125	(71,676)	2,249,516	1,373,373	876,143
Land Acquisition	23	181,977	(181,954)	2,298,124	2,950,344	(652,220)
Capital Animal Costs	1,194	138	1,056	19,606	3,967	15,639
<b>Total CapEx</b>	<b>688,426</b>	<b>1,992,980</b>	<b>(1,304,554)</b>	<b>11,419,273</b>	<b>16,140,286</b>	<b>(4,721,013)</b>
<b>Net Surplus/(Subsidy)</b>	<b>14,235,905</b>	<b>11,171,982</b>	<b>(3,063,923)</b>	<b>33,513,890</b>	<b>17,225,685</b>	<b>(16,288,205)</b>



# Cleveland Metroparks - Zoo

## Financial Performance – August 2020

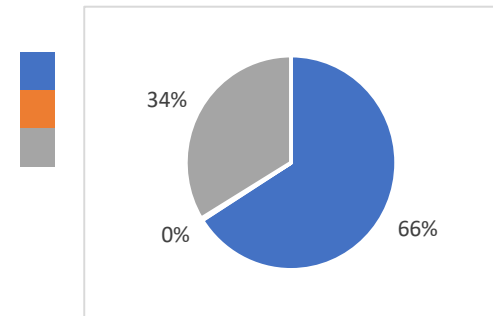
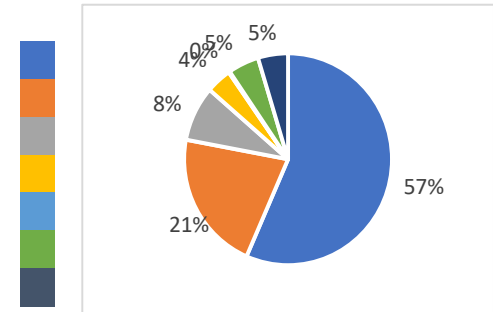
	Actual Aug '19	Actual Aug '20	Fav (Unfav)	Actual YTD Aug '19	Actual YTD Aug '20	Fav (Unfav)
<b>Revenue:</b>						
General/SE Admissions	1,160,863	1,203,060	42,197	4,967,727	3,020,294 <sup>A</sup>	(1,947,433)
Guest Experience	183,662	111,511	(72,151)	839,706	303,423	(536,283)
Zoo Society	0	63,638	63,638	2,038,395	1,052,284	(986,111)
Souvenirs/Refreshments	357,335	91,182	(266,153)	1,063,139	394,919	(668,220)
Education	13,995	(11,878)	(25,873)	368,476	72,365	(296,111)
Rentals & Events	64,529	22,500	(42,029)	325,884	126,764	(199,120)
Consignment	4,470	0	(4,470)	17,353	0	(17,353)
Other	<u>(351)</u>	<u>(287)</u>	<u>64</u>	<u>(3,082)</u>	<u>198,769</u>	<u>201,851</u>
<b>Total Revenue</b>	<b>1,784,503</b>	<b>1,479,726</b>	<b>(304,777)</b>	<b>9,617,598</b>	<b>5,168,818</b>	<b>(4,448,780)</b>
<b>OpEx:</b>						
Salaries and Benefits	1,315,622	1,062,740	252,882	10,205,719	9,011,694	1,194,025
Contractual Services	18,528	9,040	9,488	136,384	73,358	63,026
Operations	<u>401,013</u>	<u>282,760</u>	<u>118,253</u>	<u>3,347,985</u>	<u>2,453,303</u>	<u>894,682</u>
<b>Total OpEx</b>	<b>1,735,163</b>	<b>1,354,540</b>	<b>380,623</b>	<b>13,690,088</b>	<b>11,538,355</b>	<b>2,151,733</b>
<b>Op Surplus/(Subsidy)</b>	<b>49,340</b>	<b>125,186</b>	<b>75,846</b>	<b>(4,072,490)</b>	<b>(6,369,537)</b>	<b>(2,297,047)</b>
<b>CapEx:</b>						
Capital Labor	0	0	0	26,457	0	26,457
Construction Expenses	54,620	1,088,734	(1,034,114)	1,812,771	2,691,640	(878,869)
Capital Equipment	18,494	0	18,494	140,101	113,254	26,847
Capital Animal Costs	<u>1,194</u>	<u>138</u>	<u>1,056</u>	<u>19,606</u>	<u>3,967</u>	<u>15,639</u>
<b>Total CapEx</b>	<b>74,308</b>	<b>1,088,872</b>	<b>(1,014,564)</b>	<b>1,998,935</b>	<b>2,808,861</b>	<b>(809,926)</b>
<b>Net Surplus/(Subsidy)</b>	<b>(24,968)</b>	<b>(963,686)</b>	<b>(938,718)</b>	<b>(6,071,425)</b>	<b>(9,178,398)</b>	<b>(3,106,973)</b>
Restricted Revenue	198,007	71,879	(126,128)	950,106	2,129,044	1,178,938
Restricted Expenses	<u>89,709</u>	<u>106,489</u>	<u>(16,780)</u>	<u>646,710</u>	<u>2,384,332</u>	<u>(1,737,622)</u>
<b>Restricted Surplus/(Subsidy)</b>	<b>108,298</b>	<b>(34,610)</b>	<b>(142,908)</b>	<b>303,396</b>	<b>(255,288)</b>	<b>(558,684)</b>



# Cleveland Metroparks - Golf

## Financial Performance – August 2020

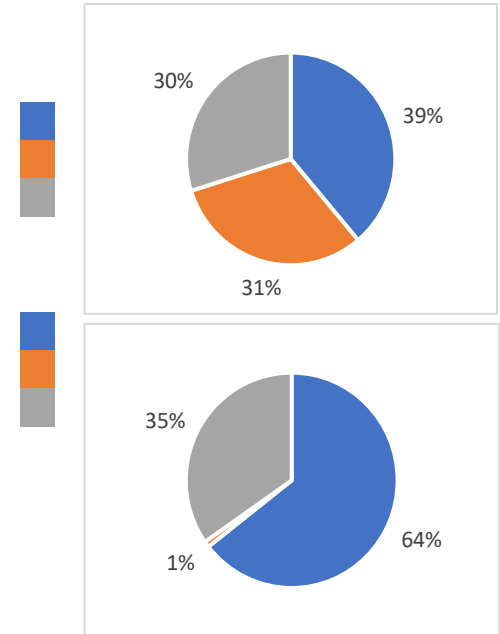
	Actual Aug '19	Actual Aug '20	Fav (Unfav)	Actual YTD Aug '19	Actual YTD Aug '20	Fav (Unfav)
<b>Revenue:</b>						
Greens Fees	704,735	892,393	187,658	2,657,182	3,470,491	813,309
Equipment Rentals	299,420	355,277	55,857	1,097,246	1,314,598	217,352
Food Service	174,726	117,991	(56,735)	657,324	516,595	(140,729)
Merchandise Sales	73,319	61,804	(11,515)	298,887	242,070	(56,817)
Pro Services	2,901	(6,491)	(9,392)	156,887	11,673	(145,214)
Driving Range	53,607	77,028	23,421	281,937	295,332	13,395
Other	16,452	38,104	21,652	314,023	286,967	(27,056)
<b>Total Revenue</b>	<b>1,325,160</b>	<b>1,536,106</b>	<b>210,946</b>	<b>5,463,486</b>	<b>6,137,726</b>	<b>674,240</b>
<b>OpEx:</b>						
Salaries and Benefits	413,121	379,545	33,576	2,817,347	2,571,952	245,395
Contractual Services	2,315	1,981	334	15,280	12,060	3,220
Operations	338,902	306,933	31,969	1,493,992	1,313,952	180,040
<b>Total OpEx</b>	<b>754,338</b>	<b>688,459</b>	<b>65,879</b>	<b>4,326,619</b>	<b>3,897,964</b>	<b>428,655</b>
<b>Op Surplus/(Subsidy)</b>	<b>570,822</b>	<b>847,647</b>	<b>276,825</b>	<b>1,136,867</b>	<b>2,239,762</b>	<b>1,102,895</b>
<b>CapEx:</b>						
Capital Labor	28,004	18,665	9,339	135,485	86,939	48,546
Construction Expenses	15,316	2,400	12,916	284,173	81,786	202,387
Capital Equipment	3,356	51,884	(48,528)	821,496	93,710	727,786
<b>Total CapEx</b>	<b>46,676</b>	<b>72,949</b>	<b>(26,273)</b>	<b>1,241,154</b>	<b>262,435</b>	<b>978,719</b>
<b>Net Surplus/(Subsidy)</b>	<b>524,146</b>	<b>774,698</b>	<b>250,552</b>	<b>(104,287)</b>	<b>1,977,327</b>	<b>2,081,614</b>





# Cleveland Metroparks – Enterprise Financial Performance – August 2020

	Actual Aug '19	Actual Aug '20	Fav (Unfav)	Actual YTD Aug '19	Actual YTD Aug '20	Fav (Unfav)
<b>Revenue:</b>						
Concessions	969,812	214,423	(755,389)	3,719,602	830,364	(2,889,238)
Dock Rentals	7,440	3,167	(4,273)	745,995	669,252	(76,743)
Other	194,296	111,532	(82,764)	1,095,899	638,355	(457,544)
<b>Total Revenue</b>	<b>1,171,548</b>	<b>329,122</b>	<b>(842,426)</b>	<b>5,561,496</b>	<b>2,137,971</b>	<b>(3,423,525)</b>
<b>OpEx:</b>						
Salaries and Benefits	506,862	192,840	314,022	2,540,135	1,525,464	1,014,671
Contractual Services	4,993	2,728	2,265	31,879	20,882	10,997
Operations	628,971	161,639	467,332	2,252,961	821,575	1,431,386
<b>Total OpEx</b>	<b>1,140,826</b>	<b>357,207</b>	<b>783,619</b>	<b>4,824,975</b>	<b>2,367,921</b>	<b>2,457,054</b>
<b>Op Surplus/(Subsidy)</b>	<b>30,722</b>	<b>(28,085)</b>	<b>(58,807)</b>	<b>736,521</b>	<b>(229,950)</b>	<b>(966,471)</b>
<b>CapEx:</b>						
Capital Labor	622	0	622	622	6,648	(6,026)
Construction Expenses	10,646	0	10,646	137,339	97,626	39,713
Capital Equipment	1,022	0	1,022	9,632	10,042	(410)
<b>Total CapEx</b>	<b>12,290</b>	<b>0</b>	<b>12,290</b>	<b>147,593</b>	<b>114,316</b>	<b>33,277</b>
<b>Net Surplus/(Subsidy)</b>	<b>18,432</b>	<b>(28,085)</b>	<b>(46,517)</b>	<b>588,928</b>	<b>(344,266)</b>	<b>(933,194)</b>



\*Other includes Chalet, Hayrides, Aquatics and Misc.

# Cleveland Metroparks – Enterprise Financial Performance – August 2020

	<b>Merwin's Wharf</b>		<b>EW Beach House</b>		<b>E55th Marina</b>		<b>E55th Restaurant</b>	
	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20
Operating Revenue	1,790,276	109,790	752,187	209,506	798,639	717,507	615,477	285,911
Operating Expenses	<u>1,538,724</u>	<u>405,294</u>	<u>529,226</u>	<u>163,664</u>	<u>293,815</u>	<u>199,049</u>	<u>469,486</u>	<u>279,450</u>
<b>Operating Surplus/(Subsidy)</b>	<b>251,552</b>	<b>(295,504)</b>	<b>222,961</b>	<b>45,842</b>	<b>504,824</b>	<b>518,458</b>	<b>145,991</b>	<b>6,461</b>
Capital Labor	622	6,648	0	0	0	0	0	0
Construction Expenses	2,002	29,779	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>
<b>Total Capital Expenditures</b>	<b>2,624</b>	<b>46,469</b>	<b>0</b>	<b>0</b>	<b>54,329</b>	<b>40,011</b>	<b>0</b>	<b>0</b>
<b>Net Surplus/(Subsidy)</b>	<b>248,928</b>	<b>(341,973)</b>	<b>222,961</b>	<b>45,842</b>	<b>450,495</b>	<b>478,447</b>	<b>145,991</b>	<b>6,461</b>

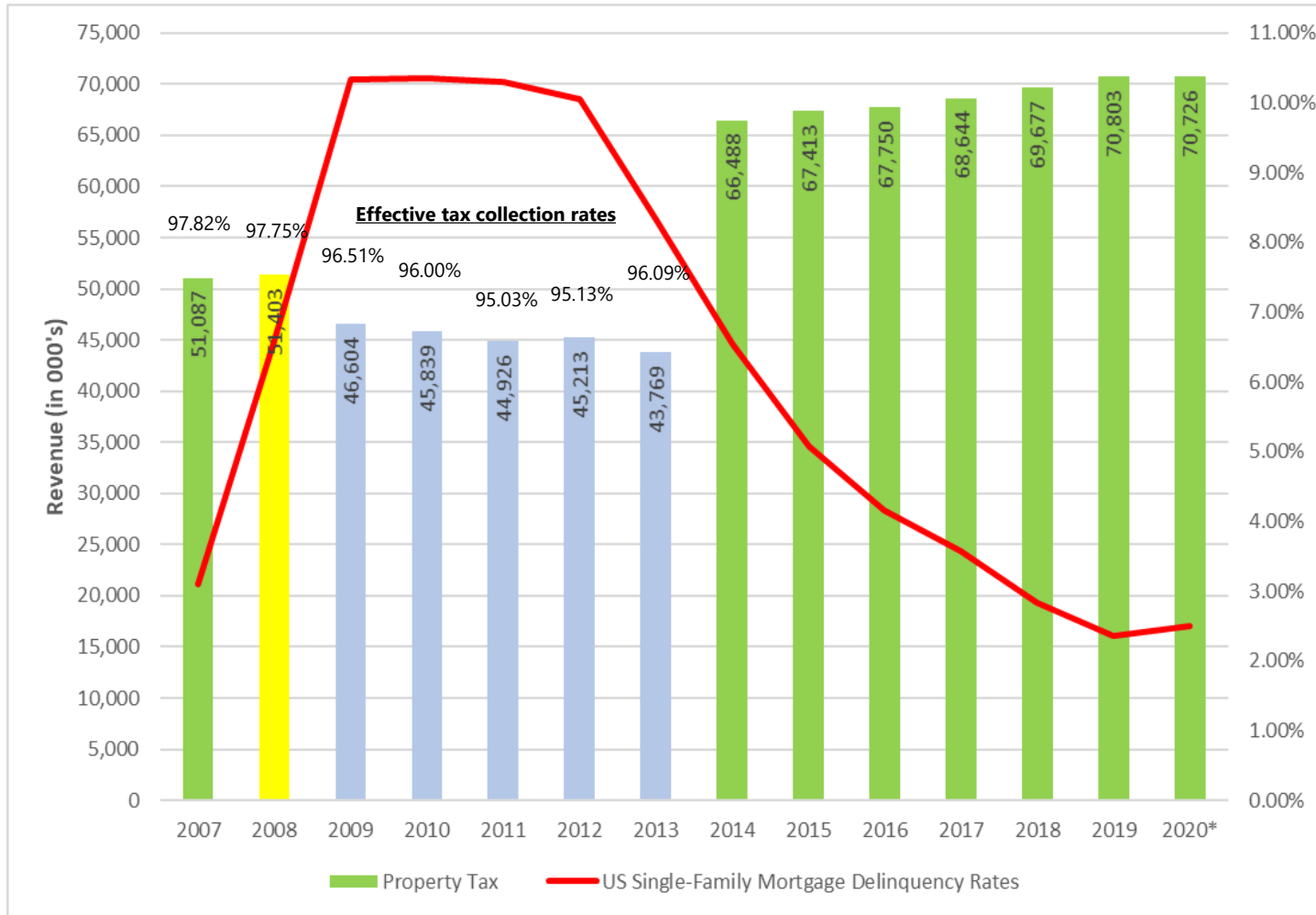
	<b>Wildwood</b>		<b>Euclid Beach</b>		<b>EmerNeck Marina</b>		<b>EmerNeck Restaurant</b>	
	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20
Operating Revenue	60,985	37,272	22,201	0	319,833	321,892	348,527	48,276
Operating Expenses	<u>113,011</u>	<u>38,091</u>	<u>25,711</u>	<u>1,898</u>	<u>204,636</u>	<u>180,499</u>	<u>332,461</u>	<u>107,373</u>
<b>Operating Surplus/(Subsidy)</b>	<b>(52,026)</b>	<b>(819)</b>	<b>(3,510)</b>	<b>(1,898)</b>	<b>115,197</b>	<b>141,393</b>	<b>16,066</b>	<b>(59,097)</b>
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	48,294	2,787	0	0	3,101	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>
<b>Total Capital Expenditures</b>	<b>48,294</b>	<b>2,787</b>	<b>0</b>	<b>0</b>	<b>3,101</b>	<b>0</b>	<b>8,607</b>	<b>49</b>
<b>Net Surplus/(Subsidy)</b>	<b>(100,320)</b>	<b>(3,606)</b>	<b>(3,510)</b>	<b>(1,898)</b>	<b>112,096</b>	<b>141,393</b>	<b>7,459</b>	<b>(59,146)</b>

# Cleveland Metroparks – Enterprise Financial Performance – August 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20		
Operating Revenue	90,603	39,698	64,640	30,874	34,438	0	145,823	82,718		
Operating Expenses	<u>86,111</u>	<u>34,811</u>	<u>55,793</u>	<u>29,162</u>	<u>36,903</u>	<u>1,270</u>	<u>130,986</u>	<u>60,222</u>		
<b>Operating Surplus/(Subsidy)</b>	<b>4,492</b>	<b>4,887</b>	<b>8,847</b>	<b>1,712</b>	<b>(2,465)</b>	<b>(1,270)</b>	<b>14,837</b>	<b>22,496</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>1,416</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>1,416</b>	<b>0</b>		
<b>Net Surplus/(Subsidy)</b>	<b>4,492</b>	<b>4,887</b>	<b>8,847</b>	<b>1,712</b>	<b>(2,465)</b>	<b>(1,270)</b>	<b>13,421</b>	<b>22,496</b>		
	<b>Chalet</b>		<b>Ledge Lake</b>		<b>Parking</b>		<b>Enterprise Admin</b>		<b>Total</b>	
	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20	YTD Aug '19	YTD Aug '20
Operating Revenue	216,797	204,612	182,887	430	118,183	49,485	0	0	5,561,496	2,137,971
Operating Expenses	<u>196,148</u>	<u>177,369</u>	<u>131,301</u>	<u>5,561</u>	<u>23,839</u>	<u>11,870</u>	<u>656,824</u>	<u>672,338</u>	<u>4,824,975</u>	<u>2,367,921</u>
<b>Operating Surplus/(Subsidy)</b>	<b>20,649</b>	<b>27,243</b>	<b>51,586</b>	<b>(5,131)</b>	<b>94,344</b>	<b>37,615</b>	<b>(656,824)</b>	<b>(672,338)</b>	<b>736,521</b>	<b>(229,950)</b>
Capital Labor	0	0	0	0	0	0	0	0	622	6,648
Construction Expenses	7,373	0	15,008	0	0	0	0	25,000	137,339	97,626
Capital Equipment	<u>4,230</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2,611</u>	<u>0</u>	<u>9,632</u>	<u>10,042</u>
<b>Total Capital Expenditures</b>	<b>11,603</b>	<b>0</b>	<b>15,008</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,611</b>	<b>25,000</b>	<b>147,593</b>	<b>114,316</b>
<b>Net Surplus/(Subsidy)</b>	<b>9,046</b>	<b>27,243</b>	<b>36,578</b>	<b>(5,131)</b>	<b>94,344</b>	<b>37,615</b>	<b>(659,435)</b>	<b>(697,338)</b>	<b>588,928</b>	<b>(344,266)</b>



# Estimated Pandemic Effect on 2021 Levy Revenue



- 2008 economic collapse delinquency rates to 10% in 2009-2011 (red line)
- Property tax levy collections were reduced 9-15% due primarily to real estate bubble bursting (blue bars)
- Property tax collection rates were 96.51%-96.09% from 2009-2013 (averaging 95.75%), currently +98%
- 2021 property tax levy projection (does not include homestead/rollback monies) = \$69.2M; assumes a 96% collection rate but stable property values (levy revenue decrease of \$1.5-1.8M from 2020)

- Single-family mortgage delinquency rate source: Board of Governors of the Federal Reserve System
- \* 2020 rate as shown is through Q2 but is expected to rise by year end, revenue as estimated by County