



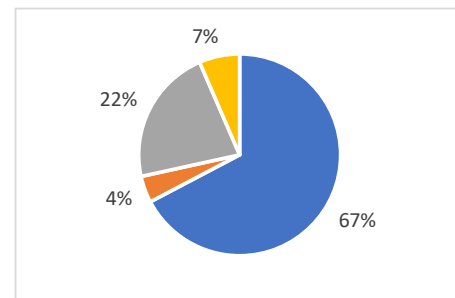
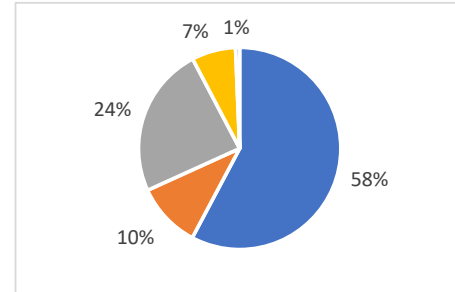
# Financial Performance

January 15, 2020



# Cleveland Metroparks Financial Performance – December 2019

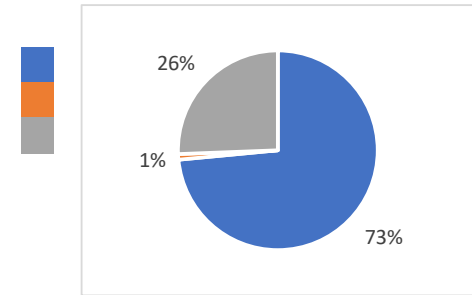
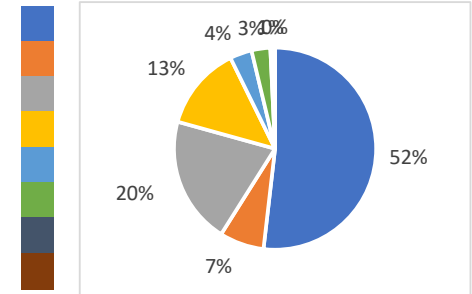
	Actual Dec '18	Actual Dec '19	Fav (Unfav)	Actual YTD Dec'18	Actual YTD Dec '19	Fav (Unfav)
<b>Revenue:</b>						
Property Tax	0	370,049	370,049	75,726,605	76,734,514	1,007,909
Local Gov/Grants/Gifts	1,338,498	4,897,547	3,559,049	13,441,503	13,878,959	437,456
Charges for Services	711,199	1,665,913	954,714	27,754,498	32,013,138	4,258,640
Self-Funded	817,059	777,913	(39,146)	8,913,459	9,347,227	433,768
Interest, Fines, Other	<u>99,824</u>	<u>58,539</u>	<u>(41,285)</u>	<u>560,437</u>	<u>862,243</u>	<u>301,806</u>
<b>Total Revenue</b>	<b>2,966,580</b>	<b>7,769,961</b>	<b>4,803,381</b>	<b>126,396,502</b>	<b>132,836,081</b>	<b>6,439,579</b>
<b>OpEx:</b>						
Salaries and Benefits	5,017,279	5,106,607	(89,328)	66,317,160	68,771,073	(2,453,913)
Contractual Services	279,294	178,663	100,631	3,979,539	4,361,907	(382,368)
Operations	1,013,002	1,463,698	(450,696)	22,090,915	22,431,193	(340,278)
Self-Funded Exp	<u>530,437</u>	<u>722,875</u>	<u>(192,438)</u>	<u>7,257,148</u>	<u>6,634,638</u>	<u>622,510</u>
<b>Total OpEx</b>	<b>6,840,012</b>	<b>7,471,843</b>	<b>(631,831)</b>	<b>99,644,762</b>	<b>102,198,811</b>	<b>(2,554,049)</b>
<b>Op Surplus/(Subsidy)</b>	<b>(3,873,432)</b>	<b>298,118</b>	<b>4,171,550</b>	<b>26,751,740</b>	<b>30,637,270</b>	<b>3,885,530</b>
<b>CapEx:</b>						
Capital Labor	7,110	60,218	(53,108)	863,362	881,413	(18,051)
Construction Expenses	829,354	946,715	(117,361)	20,822,456	9,648,254	11,174,202
Capital Equipment	22,661	76,095	(53,434)	2,697,173	2,978,320	(281,147)
Land Acquisition	47,937	5,029,640	(4,981,703)	4,524,549	10,045,036	(5,520,487)
Capital Animal Costs	<u>1,258</u>	<u>799</u>	<u>459</u>	<u>44,426</u>	<u>41,264</u>	<u>3,162</u>
<b>Total CapEx</b>	<b>908,320</b>	<b>6,113,467</b>	<b>(5,205,147)</b>	<b>28,951,966</b>	<b>23,594,287</b>	<b>5,357,679</b>
<b>Net Surplus/(Subsidy)</b>	<b>(4,781,752)</b>	<b>(5,815,349)</b>	<b>(1,033,597)</b>	<b>(2,200,226)</b>	<b>7,042,983</b>	<b>9,243,209</b>



# Cleveland Metroparks - Zoo

## Financial Performance – December 2019

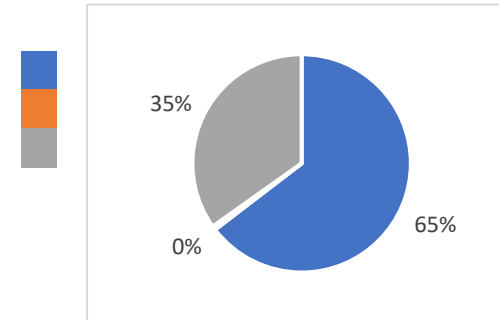
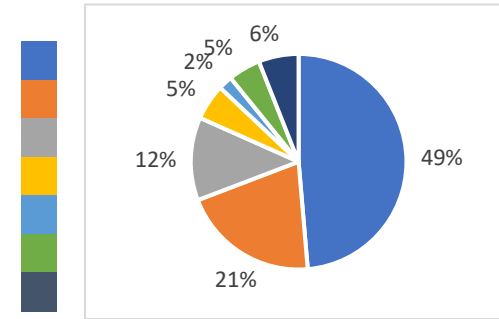
	Actual Dec '18	Actual Dec '19	Fav (Unfav)	Actual YTD Dec'18	Actual YTD Dec '19	Fav (Unfav)
<b>Revenue:</b>						
General/SE Admissions	107,759	1,000,700	892,941	4,569,999	7,021,159	2,451,160
Guest Experience	8,287	12,884	4,597	939,879	965,413	25,534
Zoo Society	0	0	0	1,925,438	2,756,958	831,520
Souvenirs/Refreshments	51,783	57,601	5,818	1,690,289	1,819,623	129,334
Education	(60,430)	12,493	72,923	433,965	476,889	42,924
Rentals & Events	18,264	12,600	(5,664)	400,470	406,303	5,833
Consignment	(856)	263	1,119	306,056	82,233	(223,823)
Other	41,258	4,671	(36,587)	12,777	18,850	6,073
<b>Total Revenue</b>	<b>166,065</b>	<b>1,101,212</b>	<b>935,147</b>	<b>10,278,873</b>	<b>13,547,428</b>	<b>3,268,555</b>
<b>OpEx:</b>						
Salaries and Benefits	1,112,213	1,214,777	(102,564)	14,930,838	15,608,000	(677,162)
Contractual Services	6,619	11,599	(4,980)	202,921	191,200	11,721
Operations	238,538	418,514	(179,976)	4,876,746	5,438,314	(561,568)
<b>Total OpEx</b>	<b>1,357,370</b>	<b>1,644,890</b>	<b>(287,520)</b>	<b>20,010,505</b>	<b>21,237,514</b>	<b>(1,227,009)</b>
<b>Op Surplus/(Subsidy)</b>	<b>(1,191,305)</b>	<b>(543,678)</b>	<b>647,627</b>	<b>(9,731,632)</b>	<b>(7,690,086)</b>	<b>2,041,546</b>
<b>CapEx:</b>						
Capital Labor	0	0	0	32,322	41,372	(9,050)
Construction Expenses	51,170	151,085	(99,915)	2,207,034	2,671,481	(464,447)
Capital Equipment	0	41,462	(41,462)	314,330	241,350	72,980
Capital Animal Costs	1,258	799	459	44,426	41,264	3,162
<b>Total CapEx</b>	<b>52,428</b>	<b>193,346</b>	<b>(140,918)</b>	<b>2,598,112</b>	<b>2,995,467</b>	<b>(397,355)</b>
<b>Net Surplus/(Subsidy)</b>	<b>(1,243,733)</b>	<b>(737,024)</b>	<b>506,709</b>	<b>(12,329,744)</b>	<b>(10,685,553)</b>	<b>1,644,191</b>
Restricted Revenue	121,341	49,890	(71,451)	4,422,195	1,822,463	(2,599,732)
Restricted Expenses	86,671	741,123	(654,452)	5,105,984	1,768,635	3,337,349
<b>Restricted Surplus/(Subsidy)</b>	<b>34,670</b>	<b>(691,233)</b>	<b>(725,903)</b>	<b>(683,789)</b>	<b>53,828</b>	<b>737,617</b>



# Cleveland Metroparks - Golf

## Financial Performance – December 2019

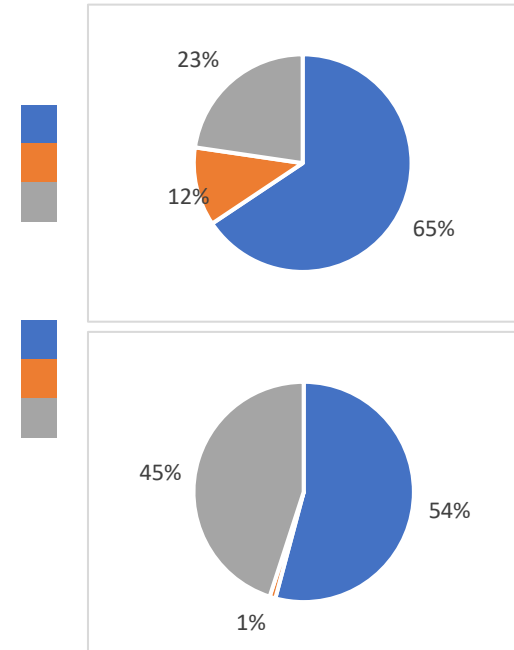
	Actual Dec '18	Actual Dec '19	Fav (Unfav)	Actual YTD Dec'18	Actual YTD Dec '19	Fav (Unfav)
<b>Revenue:</b>						
Greens Fees	23,701	27,087	3,386	3,066,478	3,472,736	406,258
Equipment Rentals	6,460	10,156	3,696	1,204,279	1,467,177	262,898
Food Service	28,323	21,305	(7,018)	914,047	890,007	(24,040)
Merchandise Sales	6,963	4,223	(2,740)	367,086	384,428	17,342
Pro Services	670	100	(570)	133,855	150,302	16,447
Driving Range	2,845	3,900	1,055	305,742	346,134	40,392
Other	53,086	50,967	(2,119)	340,363	427,865	87,502
<b>Total Revenue</b>	<b>122,048</b>	<b>117,738</b>	<b>(4,310)</b>	<b>6,331,850</b>	<b>7,138,649</b>	<b>806,799</b>
<b>OpEx:</b>						
Salaries and Benefits	265,294	254,053	11,241	3,890,038	4,192,879	(302,841)
Contractual Services	1,236	1,665	(429)	30,893	37,317	(6,424)
Operations	<u>189,123</u>	<u>184,032</u>	<u>5,091</u>	<u>2,323,616</u>	<u>2,260,570</u>	<u>63,046</u>
<b>Total OpEx</b>	<b>455,653</b>	<b>439,750</b>	<b>15,903</b>	<b>6,244,547</b>	<b>6,490,766</b>	<b>(246,219)</b>
<b>Op Surplus/(Subsidy)</b>	<b>(333,605)</b>	<b>(322,012)</b>	<b>11,593</b>	<b>87,303</b>	<b>647,883</b>	<b>560,580</b>
<b>CapEx:</b>						
Capital Labor	7,110	12,362	(5,252)	270,539	189,721	80,818
Construction Expenses	127,423	0	127,423	1,375,339	321,099	1,054,240
Capital Equipment	<u>0</u>	<u>6,219</u>	<u>(6,219)</u>	<u>665,571</u>	<u>875,643</u>	<u>(210,072)</u>
<b>Total CapEx</b>	<b>134,533</b>	<b>18,581</b>	<b>115,952</b>	<b>2,311,449</b>	<b>1,386,463</b>	<b>924,986</b>
<b>Net Surplus/(Subsidy)</b>	<b>(468,138)</b>	<b>(340,593)</b>	<b>127,545</b>	<b>(2,224,146)</b>	<b>(738,580)</b>	<b>1,485,566</b>





# Cleveland Metroparks – Enterprise Financial Performance – December 2019

	Actual Dec '18	Actual Dec '19	Fav (Unfav)	Actual YTD Dec'18	Actual YTD Dec '19	Fav (Unfav)
<b>Revenue:</b>						
Concessions	112,943	98,770	(14,173)	4,066,057	4,509,234	443,177
Dock Rentals	40,184	41,195	1,011	769,660	803,475	33,815
Other	<u>139,380</u>	<u>131,932</u>	<u>(7,448)</u>	<u>1,530,886</u>	<u>1,558,227</u>	<u>27,341</u>
<b>Total Revenue</b>	<b>292,507</b>	<b>271,897</b>	<b>(20,610)</b>	<b>6,366,603</b>	<b>6,870,936</b>	<b>504,333</b>
<b>OpEx:</b>						
Salaries and Benefits	164,111	184,431	(20,320)	3,346,578	3,591,613	(245,035)
Contractual Services	753	832	(79)	50,462	56,868	(6,406)
Operations	<u>34,013</u>	<u>52,706</u>	<u>(18,693)</u>	<u>2,817,148</u>	<u>2,984,566</u>	<u>(167,418)</u>
<b>Total OpEx</b>	<b>198,877</b>	<b>237,969</b>	<b>(39,092)</b>	<b>6,214,188</b>	<b>6,633,047</b>	<b>(418,859)</b>
<b>Op Surplus/(Subsidy)</b>	<b>93,630</b>	<b>33,928</b>	<b>(59,702)</b>	<b>152,415</b>	<b>237,889</b>	<b>85,474</b>
<b>CapEx:</b>						
Capital Labor	0	0	0	1,063	9,691	(8,628)
Construction Expenses	925	15,550	(14,625)	35,689	180,545	(144,856)
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>21,974</u>	<u>9,677</u>	<u>12,297</u>
<b>Total CapEx</b>	<b>925</b>	<b>15,550</b>	<b>(14,625)</b>	<b>58,726</b>	<b>199,913</b>	<b>(141,187)</b>
<b>Net Surplus/(Subsidy)</b>	<b>92,705</b>	<b>18,378</b>	<b>(74,327)</b>	<b>93,689</b>	<b>37,976</b>	<b>(55,713)</b>





# Cleveland Metroparks – Enterprise Financial Performance – December 2019

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19		
Operating Revenue	82,096	90,603	61,944	65,502	33,366	34,438	178,035	148,864		
Operating Expenses	<u>83,447</u>	<u>94,632</u>	<u>55,760</u>	<u>59,388</u>	<u>37,831</u>	<u>37,625</u>	<u>155,752</u>	<u>143,726</u>		
<b>Operating Surplus/(Subsidy)</b>	<b>(1,351)</b>	<b>(4,029)</b>	<b>6,184</b>	<b>6,114</b>	<b>(4,465)</b>	<b>(3,187)</b>	<b>22,283</b>	<b>5,138</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>1,915</u>	<u>0</u>	<u>3,944</u>	<u>0</u>	<u>0</u>	<u>1,415</u>		
<b>Total Capital Expenditures</b>	<b>0</b>	<b>0</b>	<b>1,915</b>	<b>0</b>	<b>3,944</b>	<b>0</b>	<b>0</b>	<b>1,415</b>		
<b>Net Surplus/(Subsidy)</b>	<b>(1,351)</b>	<b>(4,029)</b>	<b>4,269</b>	<b>6,114</b>	<b>(8,409)</b>	<b>(3,187)</b>	<b>22,283</b>	<b>3,723</b>		
	<b>Chalet</b>		<b>Ledge Lake</b>		<b>Parking</b>		<b>Enterprise Admin</b>		<b>Total</b>	
	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19	YTD Dec'18	YTD Dec '19
Operating Revenue	389,876	426,371	183,896	191,201	172,895	167,066	0	0	6,366,603	6,870,936
Operating Expenses	<u>323,942</u>	<u>294,788</u>	<u>138,824</u>	<u>133,708</u>	<u>23,289</u>	<u>29,936</u>	<u>993,658</u>	<u>1,007,342</u>	<u>6,214,188</u>	<u>6,633,047</u>
<b>Operating Surplus/(Subsidy)</b>	<b>65,934</b>	<b>131,583</b>	<b>45,072</b>	<b>57,493</b>	<b>149,606</b>	<b>137,130</b>	<b>(993,658)</b>	<b>(1,007,342)</b>	<b>152,415</b>	<b>237,889</b>
Capital Labor	1,063	0	0	0	0	0	0	0	1,063	9,691
Construction Expenses	19,870	7,373	0	15,008	0	0	0	0	35,689	180,545
Capital Equipment	<u>0</u>	<u>4,276</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,966</u>	<u>2,611</u>	<u>21,974</u>	<u>9,677</u>
<b>Total Capital Expenditures</b>	<b>20,933</b>	<b>11,649</b>	<b>0</b>	<b>15,008</b>	<b>0</b>	<b>0</b>	<b>8,966</b>	<b>2,611</b>	<b>58,726</b>	<b>199,913</b>
<b>Net Surplus/(Subsidy)</b>	<b>45,001</b>	<b>119,934</b>	<b>45,072</b>	<b>42,485</b>	<b>149,606</b>	<b>137,130</b>	<b>(1,002,624)</b>	<b>(1,009,953)</b>	<b>93,689</b>	<b>37,976</b>