



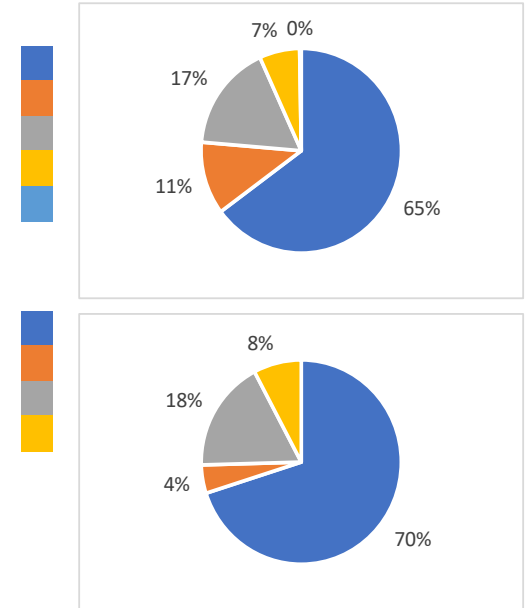
Financial Performance

November 19, 2020



Cleveland Metroparks October 2020

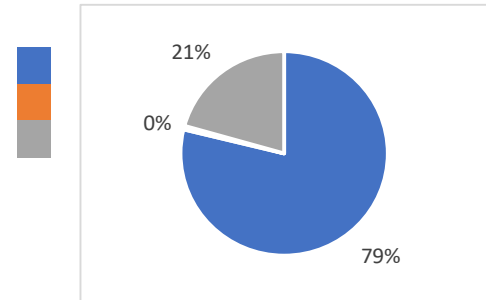
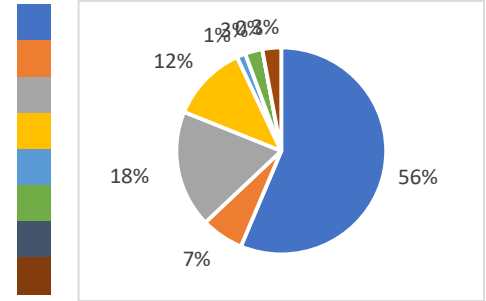
	Actual Oct '19	Actual Oct '20	Fav (Unfav)	Actual YTD Oct '19	Actual YTD Oct '20	Fav (Unfav)
Revenue:						
Property Tax	39,115	2,891,376	2,852,261	76,350,918	76,929,623	578,705
Local Gov/Grants/Gifts	952,019	1,961,045	1,009,026	8,495,118	13,628,805	5,133,687
Charges for Services	2,949,310	1,670,708	(1,278,602)	29,300,686	20,033,859	(9,266,827)
Self-Funded	788,735	758,284	(30,451)	7,789,392	7,713,754	(75,638)
Interest, Fines, Other	91,774	15,318	(76,456)	757,334	310,679	(446,655)
Total Revenue	4,820,953	7,296,731	2,475,778	122,693,448	118,616,720	(4,076,728)
OpEx:						
Salaries and Benefits	5,411,365	6,351,934	(940,569)	56,480,328	51,009,483	5,470,845
Contractual Services	232,962	227,458	5,504	3,423,905	3,264,258	159,647
Operations	1,727,278	1,366,250	361,028	18,984,590	12,888,774	6,095,816
Self-Funded Exp	587,350	685,884	(98,534)	5,324,868	5,638,576	(313,708)
Total OpEx	7,958,955	8,631,526	(672,571)	84,213,691	72,801,091	11,412,600
Op Surplus/(Subsidy)	(3,138,002)	(1,334,795)	1,803,207	38,479,757	45,815,629	7,335,872
CapEx:						
Capital Labor	95,164	37,342	57,822	753,927	798,112	(44,185)
Construction Expenses	662,927	1,237,465	(574,538)	7,496,914	15,176,020	(7,679,106)
Capital Equipment	168,005	268,593	(100,588)	2,797,288	2,019,906	777,382
Land Acquisition	5,201	37,058	(31,857)	2,312,725	3,441,355	(1,128,630)
Capital Animal Costs	708	343	365	22,467	9,344	13,123
Total CapEx	932,005	1,580,801	(648,796)	13,383,321	21,444,737	(8,061,416)
Net Surplus/(Subsidy)	(4,070,007)	(2,915,596)	1,154,411	25,096,436	24,370,892	(725,544)



Cleveland Metroparks - Zoo

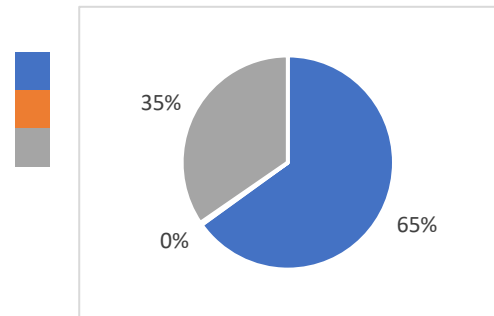
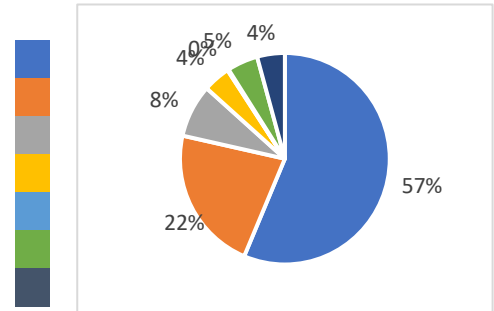
October 2020

	Actual Oct '19	Actual Oct '20	Fav (Unfav)	Actual YTD Oct '19	Actual YTD Oct '20	Fav (Unfav)
Revenue:						
General/SE Admissions	725,807	426,253	(299,554)	5,678,168	3,883,187	(1,794,981)
Guest Experience	53,847	55,226	1,379	955,159	453,399	(501,760)
Zoo Society	541,614	94,945	(446,669)	2,580,009	1,261,868	(1,318,141)
Souvenirs/Refreshments	188,048	74,587	(113,461)	1,641,172	821,995	(819,177)
Education	53,838	(902)	(54,740)	436,035	93,200	(342,835)
Rentals & Events	20,241	29,066	8,825	389,536	184,447	(205,089)
Consignment	7,938	0	(7,938)	42,633	0	(42,633)
Other	<u>1,191</u>	<u>1,668</u>	<u>477</u>	<u>13,978</u>	<u>200,289</u>	<u>186,311</u>
Total Revenue	1,592,524	680,843	(911,681)	11,736,690	6,898,385	(4,838,305)
OpEx:						
Salaries and Benefits	1,206,525	1,410,910	(204,385)	12,644,933	11,411,444	1,233,489
Contractual Services	14,652	7,033	7,619	159,123	83,042	76,081
Operations	<u>457,952</u>	<u>321,430</u>	<u>136,522</u>	<u>4,158,359</u>	<u>2,990,013</u>	<u>1,168,346</u>
Total OpEx	1,679,129	1,739,373	(60,244)	16,962,415	14,484,499	2,477,916
Op Surplus/(Subsidy)	(86,605)	(1,058,530)	(971,925)	(5,225,725)	(7,586,114)	(2,360,389)
CapEx:						
Capital Labor	10,247	0	10,247	41,372	0	41,372
Construction Expenses	90,835	510,575	(419,740)	1,757,707	3,815,131	(2,057,424)
Capital Equipment	26,158	1,136	25,022	166,305	116,365	49,940
Capital Animal Costs	<u>708</u>	<u>343</u>	<u>365</u>	<u>22,467</u>	<u>9,344</u>	<u>13,123</u>
Total CapEx	127,948	512,054	(384,106)	1,987,851	3,940,840	(1,952,989)
Net Surplus/(Subsidy)	(214,553)	(1,570,584)	(1,356,031)	(7,213,576)	(11,526,954)	(4,313,378)
Restricted Revenue	679,391	182,169	(497,222)	1,699,488	2,767,726	1,068,238
Restricted Expenses	<u>60,778</u>	<u>162,394</u>	<u>(101,616)</u>	<u>955,657</u>	<u>2,735,415</u>	<u>(1,779,758)</u>
Restricted Surplus/(Subsidy)	618,613	19,775	(598,838)	743,831	32,311	(711,520)



Cleveland Metroparks - Golf October 2020

	Actual Oct '19	Actual Oct '20	Fav (Unfav)	Actual YTD Oct '19	Actual YTD Oct '20	Fav (Unfav)
Revenue:						
Greens Fees	278,367	387,869	109,502	3,426,531	4,510,209	1,083,678
Equipment Rentals	120,369	174,051	53,682	1,443,028	1,774,253	331,225
Food Service	74,379	41,776	(32,603)	853,527	647,851	(205,676)
Merchandise Sales	26,965	38,327	11,362	378,121	335,171	(42,950)
Pro Services	458	(372)	(830)	151,854	15,577	(136,277)
Driving Range	24,145	29,319	5,174	343,118	380,359	37,241
Other	29,822	34,054	4,232	363,351	341,424	(21,927)
Total Revenue	554,505	705,024	150,519	6,959,530	8,004,844	1,045,314
OpEx:						
Salaries and Benefits	355,154	484,653	(129,499)	3,531,934	3,418,310	113,624
Contractual Services	5,513	4,881	632	25,806	18,377	7,429
Operations	166,241	267,363	(101,122)	1,896,081	1,813,920	82,161
Total OpEx	526,908	756,897	(229,989)	5,453,821	5,250,607	203,214
Op Surplus/(Subsidy)	27,597	(51,873)	(79,470)	1,505,709	2,754,237	1,248,528
CapEx:						
Capital Labor	12,362	0	12,362	171,178	93,161	78,017
Construction Expenses	10,149	0	10,149	309,439	81,786	227,653
Capital Equipment	0	24,705	(24,705)	823,321	148,445	674,876
Total CapEx	22,511	24,705	(2,194)	1,303,938	323,392	980,546
Net Surplus/(Subsidy)	5,086	(76,578)	(81,664)	201,771	2,430,845	2,229,074



Cleveland Metroparks - Golf October 2020

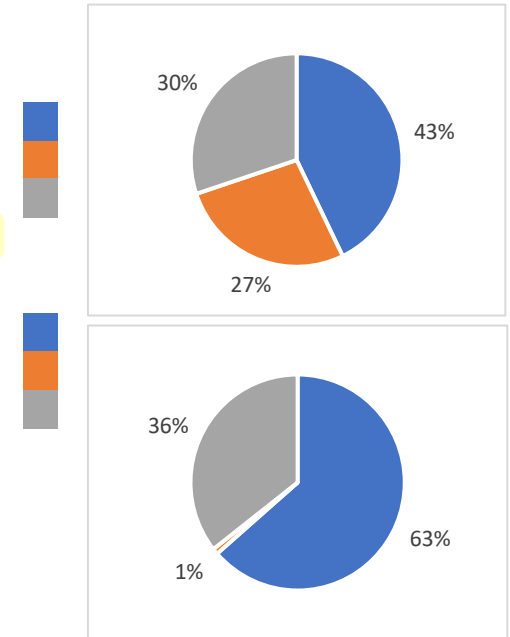
	Big Met (18)		Little Met (9)		Mastick Woods (9)		Manakiki (18)		Sleepy Hollow (18)	
	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20
Operating Revenue	1,231,302	1,276,198	319,909	426,741	243,026	294,254	1,099,965	1,282,492	1,439,869	1,509,587
Operating Expenses	817,981	881,946	227,370	188,407	222,270	166,782	748,021	790,359	1,163,405	1,129,993
Operating Surplus/(Subsidy)	413,321	394,252	92,539	238,334	20,756	127,472	351,944	492,133	276,464	379,594
Capital Labor	0	0	0	0	0	0	0	0	34,303	0
Construction Expenses	0	0	0	0	0	0	0	0	287,397	0
Capital Equipment	478,715	13,584	0	0	0	0	316,875	13,584	0	13,606
Total Capital Expenditures	478,715	13,584	0	0	0	0	316,875	13,584	321,700	13,606
Net Surplus/(Subsidy)	(65,394)	380,668	92,539	238,334	20,756	127,472	35,069	478,549	(45,236)	365,988

	Shawnee Hills (27)		Washington Park (9)		Seneca (27)		Golf Admin		Total	
	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20
Operating Revenue	1,008,972	1,183,365	425,220	462,791	1,165,416	1,538,333	25,851	31,083	6,959,530	8,004,844
Operating Expenses	735,759	687,524	388,199	295,771	815,331	767,185	335,485	342,640	5,453,821	5,250,607
Operating Surplus/(Subsidy)	273,213	495,841	37,021	167,020	350,085	771,148	(309,634)	(311,557)	1,505,709	2,754,237
Capital Labor	0	0	0	0	136,875	93,161	0	0	171,178	93,161
Construction Expenses	0	0	0	79,386	22,042	2,400	0	0	309,439	81,786
Capital Equipment	3,356	54,713	0	0	24,375	48,800	0	4,158	823,321	148,445
Total Capital Expenditures	3,356	54,713	0	79,386	183,292	144,361	0	4,158	1,303,938	323,392
Net Surplus/(Subsidy)	269,857	441,128	37,021	87,634	166,793	626,787	(309,634)	(315,715)	201,771	2,430,845



Cleveland Metroparks – Enterprise October 2020

	Actual Oct '19	Actual Oct '20	Fav (Unfav)	Actual YTD Oct '19	Actual YTD Oct '20	Fav (Unfav)
Revenue:						
Concessions	174,063	106,777	(67,286)	4,347,319	1,088,017	(3,259,302)
Dock Rentals	9,794	13,395	3,601	759,346	687,091	(72,255)
Other	<u>104,636</u>	<u>45,822</u>	<u>(58,814)</u>	<u>1,371,573</u>	<u>765,387</u>	<u>(606,186)</u>
Total Revenue	288,493	165,994	(122,499)	6,478,238	2,540,495	(3,937,743)
OpEx:						
Salaries and Benefits	273,869	249,058	24,811	3,162,623	1,959,899	1,202,724
Contractual Services	15,261	4,031	11,230	50,962	26,785	24,177
Operations	<u>188,832</u>	<u>127,991</u>	<u>60,841</u>	<u>2,805,369</u>	<u>1,097,563</u>	<u>1,707,806</u>
Total OpEx	477,962	381,080	96,882	6,018,954	3,084,247	2,934,707
Op Surplus/(Subsidy)	(189,469)	(215,086)	(25,617)	459,284	(543,752)	(1,003,036)
CapEx:						
Capital Labor	4,358	1,605	2,753	9,691	8,253	1,438
Construction Expenses	1,211	8,294	(7,083)	140,454	107,077	33,377
Capital Equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>9,677</u>	<u>10,042</u>	<u>(365)</u>
Total CapEx	5,569	9,899	(4,330)	159,822	125,372	34,450
Net Surplus/(Subsidy)	(195,038)	(224,985)	(29,947)	299,462	(669,124)	(968,586)



*Other includes Chalet, Hayrides, Aquatics and Misc.

Cleveland Metroparks – Enterprise October 2020

	Merwin's Wharf		EW Beach House		E55th Marina		E55th Restaurant	
	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20
Operating Revenue	2,212,373	324,620	834,200	224,015	889,519	780,324	741,708	317,381
Operating Expenses	<u>1,971,976</u>	<u>642,935</u>	<u>633,162</u>	<u>203,222</u>	<u>382,651</u>	<u>276,725</u>	<u>641,113</u>	<u>362,173</u>
Operating Surplus/(Subsidy)	240,397	(318,315)	201,038	20,793	506,868	503,599	100,595	(44,792)
Capital Labor	9,691	8,253	0	0	0	0	0	0
Construction Expenses	4,590	39,230	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	14,281	57,525	0	0	54,329	40,011	0	0
Net Surplus/(Subsidy)	226,116	(375,840)	201,038	20,793	452,539	463,588	100,595	(44,792)

	Wildwood		Euclid Beach		EmerNeck Marina		EmerNeck Restaurant	
	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20
Operating Revenue	66,137	39,433	22,030	0	383,809	370,276	397,398	50,571
Operating Expenses	<u>126,793</u>	<u>46,998</u>	<u>29,335</u>	<u>2,273</u>	<u>278,062</u>	<u>241,307</u>	<u>406,784</u>	<u>124,545</u>
Operating Surplus/(Subsidy)	(60,656)	(7,565)	(7,305)	(2,273)	105,747	128,969	(9,386)	(73,974)
Capital Labor	0	0	0	0	0	0	0	0
Construction Expenses	48,820	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>
Total Capital Expenditures	48,820	2,787	0	0	3,101	0	8,607	49
Net Surplus/(Subsidy)	(109,476)	(10,352)	(7,305)	(2,273)	102,646	128,969	(17,993)	(74,023)

Cleveland Metroparks – Enterprise October 2020

	Edgewater Pier		Wallace Lake		Hinckley Lake		Huntington			
	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20		
Operating Revenue	90,603	40,907	65,502	31,640	34,438	0	148,864	85,630		
Operating Expenses	94,516	38,475	59,082	30,704	37,615	1,425	143,537	67,385		
Operating Surplus/(Subsidy)	(3,913)	2,432	6,420	936	(3,177)	(1,425)	5,327	18,245		
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	1,416	0		
Total Capital Expenditures	0	0	0	0	0	0	1,416	0		
Net Surplus/(Subsidy)	(3,913)	2,432	6,420	936	(3,177)	(1,425)	3,911	18,245		

	Chalet		Ledge Lake		Parking		Enterprise Admin		Total	
	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20	YTD Oct '19	YTD Oct '20
Operating Revenue	254,186	204,612	190,956	535	146,515	70,551	0	0	6,478,238	2,540,495
Operating Expenses	232,069	187,539	133,052	5,823	27,994	14,115	821,213	838,603	6,018,954	3,084,247
Operating Surplus/(Subsidy)	22,117	17,073	57,904	(5,288)	118,521	56,436	(821,213)	(838,603)	459,284	(543,752)
Capital Labor	0	0	0	0	0	0	0	0	9,691	8,253
Construction Expenses	7,373	0	15,008	0	0	0	0	25,000	140,453	107,077
Capital Equipment	4,276	0	0	0	0	0	2,611	0	9,678	10,042
Total Capital Expenditures	11,649	0	15,008	0	0	0	2,611	25,000	159,822	125,372
Net Surplus/(Subsidy)	10,468	17,073	42,896	(5,288)	118,521	56,436	(823,824)	(863,603)	299,462	(669,124)