

COMPARATIVE OPERATING RESULTS

For the years ended June 30 (dollars in thousands)	2014	2015	2016	2017	2018
OPERATING SUPPORT AND REVENUE					
Support					
Gifts to annual appeal	\$ 7,526	\$ 7,685	\$ 7,595	\$ 7,729	\$ 8,159
Contributions, gifts, and grants	393	444	375	259	262
Total support	<u>7,919</u>	<u>8,129</u>	<u>7,970</u>	<u>7,988</u>	<u>8,421</u>
Program revenue					
Membership—Corporate	875	1,002	982	976	1,037
Membership—General	8,392	8,925	8,345	8,759	8,238
Tuition—School	25,094	22,799	19,831	—	—
Admissions	6,751	7,238	6,663	7,055	7,285
Exhibitions	6,150	3,904	4,696	2,130	3,398
Education programs	2,204	2,293	2,418	2,244	2,263
Sales from merchandise operations	5,583	5,621	5,122	5,016	5,261
Beneficial interest in perpetual trust income	994	1,028	1,051	1,068	1,064
Short-term investment income	83	98	162	284	618
Investment return designated for current operations	10,385	10,900	11,490	11,391	11,145
Funds released from restriction	19,554	25,148	26,635	21,650	19,847
Parking operations	3,682	3,922	3,689	3,819	3,796
Restaurant food service	2,561	2,744	2,449	2,451	2,448
Rent revenue	3,450	3,450	3,450	6,978	6,983
Other ancillary services	2,916	3,301	2,777	3,060	2,813
Total program revenue	<u>98,674</u>	<u>102,373</u>	<u>99,760</u>	<u>76,881</u>	<u>76,196</u>
Total support and revenue	<u>106,593</u>	<u>110,502</u>	<u>107,730</u>	<u>84,869</u>	<u>84,617</u>

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For the years ended June 30 (dollars in thousands)	2014	2015	2016	2017	2018
EXPENSES					
Program services					
Exhibitions	3,663	5,550	6,967	6,122	4,323
Collections and curatorial	11,426	11,830	11,590	11,715	12,553
Educational programs	2,272	2,244	2,340	2,167	2,502
Educational services	1,001	1,021	1,138	1,089	1,347
Program support	2,072	2,064	2,343	2,628	2,629
Membership activities	2,157	2,285	2,077	1,787	1,458
School programs	25,638	24,413	26,062	–	–
Parking operations	967	1,119	1,109	1,374	1,230
Restaurant food service	1,149	1,288	1,176	1,164	1,072
Merchandising operations	5,210	5,123	4,830	4,942	4,914
Rental expense from off-site locations	1,394	1,367	1,420	1,516	1,536
Other	1,930	2,190	1,744	1,780	1,870
Total program services	<u>58,879</u>	<u>60,494</u>	<u>62,796</u>	<u>36,284</u>	<u>35,434</u>
Supporting services					
Administration	10,805	12,970	11,890	13,863	13,533
Development	5,805	6,216	6,616	6,508	6,560
Public information	5,902	5,956	5,287	5,341	5,444
Facilities	5,527	5,676	5,664	5,428	6,344
Utility costs	3,433	3,526	4,394	4,737	4,395
Protective services	6,445	6,534	6,556	6,944	6,750
Interest on debt	4,669	4,512	4,351	4,595	4,492
Other	208	5	51	70	–
Total supporting services	<u>42,794</u>	<u>45,395</u>	<u>44,809</u>	<u>47,486</u>	<u>47,518</u>
Total expenses	<u>101,673</u>	<u>105,889</u>	<u>107,605</u>	<u>83,770</u>	<u>82,952</u>
Change in net assets	<u>\$4,920</u>	<u>\$4,613</u>	<u>\$125</u>	<u>\$1,099</u>	<u>\$1,665</u>