

COMPARATIVE OPERATING RESULTS

For the years ended June 30 (dollars in thousands)	2012	2013	2014	2015	2016
OPERATING SUPPORT AND REVENUE					
Support					
Gifts to annual appeal	\$ 7,228	\$ 8,126	\$ 7,526	\$ 7,685	\$ 7,595
Contributions, gifts, and grants	384	380	393	444	375
Total support	<u>7,612</u>	<u>8,506</u>	<u>7,919</u>	<u>8,129</u>	<u>7,970</u>
Program revenue					
Membership—Corporate	887	949	875	1,002	982
Membership—General	8,391	7,904	8,392	8,925	8,345
Tuition—School	24,302	24,323	25,094	22,799	19,831
Admissions	6,797	5,979	6,751	7,238	6,663
Exhibitions	4,869	5,025	6,150	3,904	4,696
Education programs	1,980	2,145	2,204	2,293	2,418
Sales from merchandise operations	6,657	5,369	5,583	5,621	5,122
Beneficial interest in perpetual trust income	944	958	994	1,028	1,051
Short-term investment income	104	80	83	98	162
Investment return designated for current operations	9,253	9,853	10,385	10,900	11,490
Funds released from restriction	21,445	18,222	19,554	25,148	26,635
Parking operations	3,694	3,026	3,682	3,922	3,689
Restaurant food service	2,621	2,167	2,561	2,744	2,449
Rent revenue	3,450	3,450	3,450	3,450	3,450
Other ancillary services	3,332	3,900	2,916	3,301	2,777
Total program revenue	<u>98,726</u>	<u>93,350</u>	<u>98,674</u>	<u>102,373</u>	<u>99,760</u>
Total support and revenue	<u>106,338</u>	<u>101,856</u>	<u>106,593</u>	<u>110,502</u>	<u>107,730</u>

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For the years ended June 30 (dollars in thousands)	2012	2013	2014	2015	2016
EXPENSES					
Program services					
Exhibitions	5,330	5,759	3,663	5,550	6,967
Collections and curatorial	11,082	11,132	11,426	11,830	11,590
Educational programs	2,045	2,102	2,272	2,244	2,340
Educational services	813	861	1,001	1,021	1,138
Program support	2,009	1,972	2,072	2,064	2,343
Membership activities	2,448	2,119	2,157	2,285	2,077
School programs	25,531	25,380	25,638	24,413	26,062
Parking operations	1,270	926	967	1,119	1,109
Restaurant food service	1,235	1,123	1,149	1,288	1,176
Merchandising operations	6,301	5,280	5,210	5,123	4,830
Rental expense from off-site locations	1,484	1,364	1,394	1,367	1,420
Other	1,701	1,560	1,930	2,190	1,744
Total program services	<u>61,249</u>	<u>59,578</u>	<u>58,879</u>	<u>60,494</u>	<u>62,796</u>
Supporting services					
Administration	9,348	9,463	10,805	12,970	11,890
Development	4,588	4,963	5,805	6,216	6,616
Public information	6,861	5,932	5,902	5,956	5,287
Facilities	5,664	5,103	5,527	5,676	5,664
Utility costs	3,996	3,814	3,433	3,526	4,394
Protective services	5,836	6,139	6,445	6,534	6,556
Interest on debt	5,988	5,449	4,669	4,512	4,351
Other	1,021	183	208	5	51
Total supporting services	<u>43,302</u>	<u>41,045</u>	<u>42,794</u>	<u>45,395</u>	<u>44,809</u>
Total expenses	<u>104,551</u>	<u>100,623</u>	<u>101,673</u>	<u>105,889</u>	<u>107,605</u>
Change in net assets	<u>\$ 1,787</u>	<u>\$ 1,233</u>	<u>\$ 4,920</u>	<u>\$4,613</u>	<u>\$125</u>