



OPERATING BUDGET

The Henry Ford by the Numbers

The Henry Ford

Operating Revenue (in thousands)

	2019 (unaudited)	2018
ADMISSIONS	\$15,235	\$14,541
MEMBERSHIP	\$6,650	\$6,808
RESTAURANTS + CATERING	\$15,992	\$16,071
RETAIL	\$1,450	\$1,398
OTHER EARNED INCOME	\$8,766	\$9,927
GIFTS + CONTRIBUTIONS	\$5,866	\$4,154
INVESTMENT INCOME	\$17,939	\$17,380
OTHER	\$1,564	\$1,588
	\$73,462	\$71,867

Operating Expenses (in thousands)

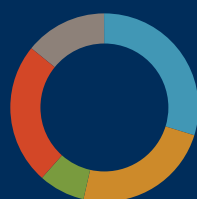
	2019 (unaudited)	2018
PROGRAM	\$62,893	\$61,518
ADMINISTRATIVE	\$7,706	\$7,537
DEVELOPMENT + MEMBERSHIP	\$2,788	\$2,729
	\$73,387	\$71,784

SURPLUS (DEFICIT)	\$75	\$82
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Total giving to The Henry Ford last year reached \$9.4 million, which includes gifts and contributions to the operations shown above.

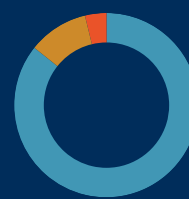
Fundraising expenses as a percentage of total revenue: 3.76%

Fundraising + administrative expenses as a percentage of total revenue: 14.20%



2019 Operating Support + Revenue

- PROGRAM REVENUE 29.8%
- RETAIL + FOOD SALES 23.7%
- GIFTS + CONTRIBUTIONS 8.0%
- INVESTMENT INCOME 24.4%
- OTHER 14.1%



2019 Operating Expenditures

- PROGRAM 85.7%
- ADMINISTRATIVE 10.5%
- DEVELOPMENT + MEMBERSHIP 3.8%