

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
Ordinary Income/Expense	12 months	12 months
Income		
Community Support		
40029 · Membership Income		
40030 · Membership - Individual	45,376	65,000
Kemerer Society	116,187	140,000
40031 · Membership - Business	50	
40032 · Board Support	53,050	50,000
40033 · Smithsonian Subscriptions	658	800
Total 40029 · Membership Income	215,321	255,800
40000 · Contributions		
40001 · Contributions - General	82,360	90,000
40002 · Retail Round Ups / Donation Box	5,848	7,500
40003 · Memorial Gifts - Other	725	-
40005 · Annual Appeal		
40011 · Building Preservation	-	-
40005 · Annual Appeal - Other	14,787	20,000
Total 40005 · Annual Appeal	14,787	20,000
40006 · You Point, We Pick	331	700
40010 · 275th Legacy Fund	-	-
40012 · Taking the World Stage	-	-
40000 · Contributions - Other	-	-
Total 40000 · Contributions	104,051	118,200
40100 · Grants - Unrestricted		
40110 · Grants - Heritage Tours	10,000	20,000
40120 · Grants Smithy	17,000	25,000
40130 · Grants Other	31,773	75,000
40100 · Grants - Unrestricted - Other	177,627	160,000
Total 40100 · Grants - Unrestricted	236,400	280,000
40038 · Sponsorships	29,860	33,860
40040 · Educ Tax Credits	18,306	20,000
40050 · In-Kind Contributions	114,389	98,232
40280 · World Heritage Initiative		
40281 · WH Initiative - County	-	-
40282 · WH Initiative - City	-	-
40280 · World Heritage Initiative - Other	-	-
Total 40280 · World Heritage Initiative	-	-
40290 · Fees	-	-
46000 · Beneficial Trusts - PR	16,559	14,725
49000 · Interest Income	15	12
Total Community Support	734,901	820,829
Special Events		
40480 · Speakeasy Event	-	7,500
40465 · House Tour (Jun)	75,720	75,000
40455 · Blueberry Festival (Jul)	79,761	115,000
40481 · Apple Days (Sep)	32,135	40,000
40475 · Turkey Trot (Nov)	49,232	55,000
40490 · Holiday Dinner (Dec)		
40491 · HD Patrons - Guests	21,725	20,000
40492 · HD Patrons - Benefactors	34,150	35,000
40493 · HD - Sponsorships	91,833	100,000
40495 · HD - Art Auction	46,404	30,000
40496 · HD - Live Auction	29,900	30,000
40497 · HD - Silent Auction	16,150	18,000
40498 · HD - Wine Tray	-	-
40499 · HD - Donations	24,645	5,000

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
40460 · Holiday Dinner		
40461 · Art Auction	-	-
40462 · Live Auction	-	-
40463 · Silent Auction	-	-
40464 · Wine Tray	-	-
40460 · Holiday Dinner - Other	-	-
Total 40460 · Holiday Dinner	-	-
40490 · Holiday Dinner (Dec) - Other	-	-
Total 40490 · Holiday Dinner (Dec)	264,807	238,000
40470 · Schneider Lecture	-	-
Total Special Events	501,655	530,500
Rentals		
40351 · Apartment Rentals	39,227	39,768
40352 · Wedding / Site Rental	30,463	35,000
40354 · Parking Lot/ AQ	121,664	125,728
40355 · Approved Vendor Royalty	850	800
Rentals - Other, KSF Office Rent	1,800	1,800
Total Rentals	194,004	203,096
Tourism & Admissions		
40200 · Tourism Revenue		
40213 · Christmas in the Quarter	-	-
40212 · Trees Passes	15,055	16,000
40205 · Xmas Individuals - BBN	42,810	48,000
40210 · Christmas City Combo Passes	43,836	46,000
40211 · Christmas City Stroll	15,791	17,000
40215 · Individuals	-	-
40216 · Heritage Trail	676	1,200
40217 · Historic Moravian Bethlehem WT	4,948	6,000
40218 · Death & Dying WT	365	-
40219 · Church & Chapel WT	84	-
40220 · Groups, Custom	52,313	55,000
40225 · Carriage & Wagon rides	9,270	-
40230 · Steel tours	17,175	20,000
40232 · Hoover Mason Trestle	-	-
40239 · BTS Dollhouse Tour	-	2,000
40240 · Other Walking Tours	12,443	14,000
40242 · Custom Tours	-	-
PubTour All Year	-	-
40200 · Tourism Revenue - Other	-	-
Total 40200 · Tourism Revenue	214,766	225,200
40250 · Admission		
40254 · Combo Passes-Sun Inn	-	-
40255 · Museum Admissions	27,596	42,244
40256 · Two Site Pass/Silk Combo	5,005	-
40257 · Design After Dark	-	-
40258 · Purseonality Exhibit Admissions	-	2,500
40259 · Living Social / Groupon	-	-
40261 · School Tours		
40260 · School Tours - Public EITC	24,418	30,000
40265 · School Tours - Private	6,143	5,000
40266 · School Tour Merchandise Sales	-	-
Total 40261 · School Tours	30,561	35,000
40250 · Admission - Other	-	-
Total 40250 · Admission	63,162	79,744
40243 · Amazon Smile	-	-
Total Tourism & Admissions	277,928	304,944

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
Commercial Activities		
40400 · Store & Consignment Sales		
40405 · Taxable Schropp Shoppe	294,216	330,000
40410 · Nontaxable	67,716	60,000
40420 · On-Line Sales Non-Taxable	-	-
40425 · Mother's Day Retail Sales	-	-
Kemerer - Marche Maison	-	-
40400 · Store & Consignment Sales - Other	3,319	5,000
Total 40400 · Store & Consignment Sales	365,251	395,000
40224 · Burnside Holiday Greens Sale	-	-
40440 · Crafters		
40444 · Crafters - Non Tax Sales	-	-
Total 40440 · Crafters	-	-
46600 · Sales Tax Discounts	137	130
Xmas in the Colonial Ind Qtr		
40221 · CITQ Vendor Fees	-	-
40214 · CITQ Merchandise Sales	-	-
Total Xmas in the Colonial Ind Qtr	-	-
40430 · Misc Sales Revenue	-	-
Total Commercial Activities	365,388	395,130
Programming		
40300 · Programs		
40301 · BlackSmith class	4,670	5,500
40306 · Summer Camp	3,950	4,000
40308 · XMAS Programming Sponsorship	8,683	10,000
40310 · Programs- Other	11,282	11,000
40300 · Programs - Other	-	-
Total 40300 · Programs	28,585	30,500
Total Programming	28,585	30,500
Total Income	2,102,461	2,284,999
Cost of Goods Sold		
COGS Community Support		
51750 · COGS - World Heritage Expense		
51752 · World Heritage Expense - City	-	-
51751 · World Heritage Expense - County	-	-
Total 51750 · COGS - World Heritage Expense	-	-
52610 · Market Development	-	
51720 · Business Sponsors Reception	-	1,000
51700 · Membership Expense		
51710 · Kemerer Society Reception	20,452	7,500
51700 · Membership Expense - Other	-	-
Total 51700 · Membership Expense	20,452	7,500
51730 · Membership Discounts	10,716	10,000
51400 · Fundraising Expense	6,770	10,000
Total COGS Community Support	37,938	28,500
COGS Special Events		
52800 · Special Events Expense		
52805 · Blueberry Festival	52,703	60,000
52810 · Holiday Dinner	134,849	120,000
52815 · House Tour	24,295	22,000
52825 · Turkey Trot	18,587	16,500
52829 · Apple Days	28,963	33,000
52830 · Special Events - New to You	-	
52800 · Special Events Expense - Other	1,702	2,500
Total 52800 · Special Events Expense	261,099	254,000
Total COGS Special Events	261,099	254,000

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
COGS Rentals		
R&M - Apartments	4,963	5,000
Misc Supplies for Rental Events	5,447	2,400
Total COGS Rentals	10,410	7,400
COGS Tourism & Admissions		
52650 · Heritage Tours	585	
53200 · Tourism Expense	42,947	27,000
53500 · Volunteers Expense	750	2,000
52820 · Schneider Lecture	-	
52835 · Zug Lecture	1,141	1,000
Total COGS Tourism & Admissions	45,423	30,000
COGS Commercial Activities		
52910 · Store Supplies & Shipping	17,129	16,000
52905 · Inventory Adjustment	-	-
50650 · Consignor Commissions	-	-
50302 · Online processing fee	35	30
52900 · Store - Cost of Sales	176,100	195,000
Total COGS Commercial Activities	193,264	211,030
COGS Programs		
51000 · Education Expense	-	500
51150 · Exhibits	10,307	35,000
52405 · Programming Expense		
52406 · Design After Dark	-	-
52407 · Summer Camp Expense	1,221	1,000
52405 · Programming Expense - Other	6,045	6,700
Total 52405 · Programming Expense	7,266	7,700
50900 · Dues & Subscriptions	7,956	7,000
50600 · Collections, Library, Archives	1,529	2,000
Total COGS Programs	27,058	52,200
Total COGS	575,192	583,130
Gross Profit	1,527,269	1,701,869
Expense		
Personnel Expenses		
52700 · Salaries	868,919	988,992
52100 · Payroll Tax Expense	74,453	81,195
51100 · Employee Benefits		
Medical Plan	95,574	123,597
Medical -COBRA Reimbursements	(1,048)	-
Retirement 403b Plan	33,405	37,720
51100 · Employee Benefits - Other	3,680	5,012
Total 51100 · Employee Benefits	131,611	166,329
Total Personnel Expenses	1,074,983	1,236,516
G&A Expenses		
Supplies	-	-
50300 · Investment Bank Fees	-	-
50301 · Bank & Credit Card Fees	36,363	37,000
51500 · Insurance Coverage	83,975	81,893
51800 · Misc. Expense	3,746	1,000
51600 · Interest Expense		
51605 · Interest Exp - Mortgages	22,186	105,000
51610 · Interest Exp - Line of Credit	-	-
51615 · Finance charges	-	-
51600 · Interest Expense - EIDL Loan	3,349	7,692
Total 51600 · Interest Expense	25,535	112,692
52000 · Office Expense	9,671	7,200
52200 · Postage	4,820	5,600

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
52300 · Printing	5,669	6,000
52400 · Professional Fees Expense	66,915	38,000
52410 · Tech Support	75,174	75,000
53100 · Telephone / Internet Expense	19,183	19,452
53300 · Training Expense	3,860	1,500
53400 · Travel & Entertainment	1,602	1,500
52500 · Mktg, Advert & PR		
52520 · Advertising	67,179	55,000
50000 · Advertising (old)	-	
52540 · Publicity	-	
52600 · Website Expense	29,958	25,200
52500 · Mktg, Advert & PR - Other	57,096	23,000
Total 52500 · Mktg, Advert & PR	154,233	103,200
Total G&A Expenses	490,746	490,037
51900 · Facilities Expense		
51912 · Rent for Suite	14,400	14,400
51940 · Rent Expense, In Kind	103,233	98,232
51930 · Real Estate Taxes	1,666	1,762
51920 · Utilities	72,432	70,162
51911 · Security	-	-
51200 · Equipment Expense	15,801	6,840
51941 · Truck Lease/Mileage Reimb	5,565	2,100
51905 · OSHA	-	-
51900 · Facilities Expense - Other	2,351	1,040
Total 51900 · Facilities Expense	215,448	194,536
51910 · Repairs/Maintenance		
R&M - Maintenance Buildings		
Fire Protection	4,183	5,191
Property Management	-	
HVAC	13,457	13,765
Elevators	6,223	6,722
Security System	16,010	15,920
Pest Control	7,147	8,061
Cleaning Services	21,071	23,334
Total R&M - Maintenance Buildings	68,091	72,993
R&M - Maintenance Grounds		
R&M - Landscaping / Gardens	25,219	26,261
R&M - Lawn Mowing	10,800	11,200
R&M - Snow Removal	-	-
Total R&M - Maintenance Grounds	36,019	37,461
R&M - Repairs		
Repairs - Major (>\$500)	8,241	9,500
Repairs - Minor (<\$500)	1,916	5,000
Repairs - Supplies / Misc Items	5,503	5,300
Total R&M - Repairs	15,660	19,800
51910 · Repairs/Maintenance - Other	-	
Total 51910 · Repairs/Maintenance	119,770	130,254
Total Expense	1,900,947	2,051,343
Net Ordinary Income	(373,678)	(349,474)
World Heritage Start Up - Reduction		
Other Income/Expense		
Other Income		
45000 · Releases for Operating Support		
45200 · Released for Operations	116,552	82,676
45600 · Released from Endowments	117,926	111,695
45300 · Released for Administrative Cost	30,447	28,648

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
Total 45000 · Releases from Endowments	264,925	223,019
Total 45800 · Released from Grants/TR	53,466	
Total 45400 · Released from TTWS - General Support	125,000	126,455
Total 45700 · Released HBP Capital Campaign	2,899,433	-
Total 45000 · Releases for Operating Support	3,342,824	349,474
40500 · Insurance Proceeds	-	-
49510 · Employee Retention Credit	-	-
40500 · PPP Loan Forgiveness	-	-
Temporary Restricted Funds		
40150 · Capital Campaign Contributions		
Contribution - Restricted TTWS	-	-
40150 · Capital Campaign Contributions - Other	-	-
Total 40150 · Capital Campaign Contributions	-	-
Grants - Restricted Purpose	-	-
Total Temporary Restricted Funds	-	-
Permanent Endowments		
40190 · Endowment Contributions		
40153 · Endowment HBP	-	-
40155 · Endowment MMB	-	-
40013 · TWS Endowment Gifts	-	-
Total 40190 · Endowment Contributions	-	-
Investment Return - Permanent		
48000 · Investment - Mkt Gain/Loss	-	-
47000 · Investment - Income/ Dividends	-	-
Total Investment Return - Permanent	-	-
55000 · Releases from Restricted Funds		
55200 · Released for Operations	-	-
55400 · Released from Grants/TR	(50,966)	-
55600 · Released from Endowments	-	-
55000 · Releases from Restricted Funds - Other	-	-
Total 55000 · Releases from Restricted Funds	(50,966)	-
Total Permanent Endowments	(50,966)	-
Total Other Income	3,291,858	349,474
Other Expense		
50500 · Capital Campaign Expense		
22.07 · Gemeinhaus HVAC	-	-
21.09 · BPI Garden Shed Roof	-	-
22.04 · Gemeinhaus Painting	-	-
22.02 · Gostonyi Exterior	-	-
22.05 · Grist Miller's House	2,268,352	-
22.01 · Luckenbach Mill Elevator	141,070	-
21.08 · Burnside Security Cameras	-	-
21.01 Burnside Farmhouse	-	-
21.02 Gemeinhouse Shutters	-	-
21.03 Wagenshed Trak Lighting	-	-
21.04 KMDA Sidewalk	-	-
21.05 Burnside Fence	-	-
21.06 Burnside Cold Cellar Door	-	-
21.07 Kemerer Vault	-	-
22.03 KMDA VRV Installation	-	-
22.06 Tannery Roof	-	-
22.08 Wagon Shed Siding	-	-
22.10 SSH Plaster	-	-
22.11 Luckenbach Mill Exhibit System	-	-
22.12 KMDA Flooring	3,550	-
23.00 CC Admin Expenses	15,000	-

Historic Bethlehem Museums & Sites, Inc.
FY24-25 Actual & FY25-26 Budget

	FY 24-25 A	FY 25-26 B
50560 · CC Bldg Exp BPI	-	-
50565 · CC Bldg Exp HBI Visitors Center	411,450	-
50570 · CC Bldg Exp HBI Tannery	23,700	-
50571 · CC Bldg Exp HBI Mill	8,958	-
50575 · CC Bldg Exp KMDA Museum	24,153	-
50580 · CC Bldg Exp MM Apothecary	-	-
50581 · CC Bldg Exp MM Sister House	-	-
50582 · CC Bldg Exp MM Germain Haus	3,200	-
Total 50500 · Capital Campaign Expense	2,899,433	-
51300 · Flood Relief Expense		
2019.00.00 Past Years Work	-	-
2021.09.02 Hurricane Ida	-	-
Total 51300 · Flood Relief Expense	-	-
Other Expenses		
60000 · InterCo Transfer Acct	-	-
66900 · Reconciliation Discrepancies	-	-
9999999 · ask my accountant	-	-
Total Other Expenses	-	-
Non Operating Expenses		
70000 · Depreciation	-	-
Total Non Operating Expenses	-	-
Total Other Expense	2,899,433	-
Net Other Income	392,425	349,474
Net Income	18,747	-