

	YTD FY19-20	Plan	Plan
		Mar 19 - Feb 20	Mar 20 - Feb 21
Income			
40075 - Art Commission			
40000 - Contributions			
40005 - Annual Appeal	3,775	8,000	8,000
40003 - Memorial Gifts - Other	505		4,000
40002 - Retail Round Ups/Donation Box	4,032		30,000
40001 - Contributions - Other	44,475	11,000	
Total 40000 - Contributions	202,787	169,000	42,000
40029 - Membership Income			
40030 - Membership- Individuals	139,709	150,000	145,000
40031 - Membership - Businesses	3,075	6,000	4,000
40032 - Board Support	37,033	40,000	40,000
40033 - Smithsonian Subscription	560	500	500
Total 40029 - Membership Income	180,377	196,500	189,500
40038 - Sponsorships	0	2,000	
40040 - Educ Tax Credits	12,500	11,500	12,000
40050 - In-Kind Contributions	66,895	72,000	70,000
40100 - Grants			
40110 - Grants - Heritage Tours	15,000	25,000	20,000
40100 - Grants - Other	54,547	42,000	45,000
Total 40100 - Grants	69,547	67,000	65,000
40200 - Tourism Income			
40205 - Xmas Individuals - BBN	24,575	38,000	38,000
40210 - Christmas City Combo Passes	17,177		2,500
40211 - Christmas City Stroll	6,670	5,300	6,000
40215 - Individuals	0		
40216 - Heritage Trail	444	750	500
40217 - Historic Moravian Bethlehem WT	6,239	7,300	6,000
40218 - Death & Dying WT	1,374	1,200	1,300
40219 - Church & Chapel WT	796	150	150
40220 - Groups, Custom	30,250	54,000	40,000
40225 - Carriage & Wagon rides	29,153	27,000	30,000
40239 - BTS Dollhouse Tour	635		600
40240 - Other Walking Tours	1,540		2,000
40230 - Steel tours	15,872	17,000	18,000
40232 - Hoover Mason Trestle	4,943	11,000	
Total 40200 - Tourism Income	139,668	161,700	145,050
40243- Amazon Smile	43		
40250 - Admission			
40255 - Museum Admissions	32,385	31,000	30,000
40257 - Design After Dark	10,458	22,000	6,000
40258 - Purseonality Exhibit	3,651		500
40256 - Combo Passes	0	20,000	4,000
40259 - Living Social / Groupon	0		
40260 - School Tours - Public EITC	34,312	32,000	33,000

	YTD FY19-20	Plan	Plan
		Mar 19 - Feb 20	Mar 20 - Feb 21
40265 · School Tours - Private	4,742	5,000	5,000
40266 - School Tour Merchandise Sales	800		1,500
40261 - Total School Tours	39,854		39,500
Total 40250 · Admission	86,348	110,000	80,000
40280 - World Heritage Initiative	15,925	15,000	15,000
40290 · Fees	25,272	32,000	28,000
40300 · Programs			
40301 · BlackSmith class	11,357	8,400	10,000
40306 - Summer Camp			7,000
40310 - Programs Other	293		2,000
Total 40300 · Programs	11,650	8,400	19,000
40350 · Rentals			
40351 · Apartment Rentals	24,793	23,000	25,000
40352 · Wedding / Site Rental	58,089	50,000	45,000
40353 - Rentals Other	0		
40354 · Parking Lot/ AQ	94,451	90,000	98,000
40355 · Approved Vendor Royalty	2,745	4,600	2,000
Total 40350 · Rentals	180,078	167,600	170,000
40400 · Store & Consignment Sales			
40405 · Taxable	137,846	148,000	140,000
40410 · Nontaxable	26,289	40,000	25,000
Total 40400 · Store & Consignment Sales	164,135	188,000	165,000
40430 - Misc Sales Revenue	800		
40440 · Crafters			
40444 · Crafters - Non Tax Sales	0		
Total 40440 · Crafters	0		
40450 · Special Events Income			
40455 · Blueberry Festival	73,421	114,000	100,000
40490 - Holiday Dinner Revenue	0		
40491 · Holiday Dinner Guests	20,500		21,000
40492 - Holiday Dinner Benefactors	27,900		27,000
40493 - Holiday Dinner Sponsors	106,500		106,000
40495 - Art Auction	28,862		28,000
40496 - Live Auction	29,590		28,000
40497 - Silent Auction	22,150		21,500
40498 - Wine Tree	1,355		1,500
40499 - HD Donations	3,026		2,000
40490 - Total Holiday Dinner Revenue	239,883	232,000	235,000
40465 · House Tour	66,260	61,000	67,000
40470 · Schneider Lecture	3,415		4,000
40475 · Turkey Trot	46,105	43,000	46,000
40480 · Special Events - A/Other	150		
40481 · Apple Days Sale	45,448	26,000	47,500
Total 40450 · Special Events Income	474,682	476,000	499,500

	YTD FY19-20	Plan	Plan
		Mar 19 - Feb 20	Mar 20 - Feb 21
40500 - Insurance Proceeds Income	8,652		
40650 - Change in value Perpetual Trust	0		
45000 - Restricted Funds Released			
45200 - Released for Operations	83,511	81,700	85,000
45300 - Released for Administrative			21,475
45400 - Released from Grants/TR	19,747	10,000	30,000
45600 - Released from Endowments	91,720	103,700	106,500
45800 - Released HBP Capital Campaign	7,915	2,500	167,000
Total 45000 - Restricted Funds Released	214,011	197,900	409,975
46000 - Beneficial Trusts - PR	14,505	12,000	13,000
46600 - Sales Tax Discounts	77		50
49000 - Interest Income			
Total Income	1,867,952	1,886,600	1,923,075
Gross Profit	1,867,952	1,886,600	1,923,075
Expense			
50301 - Bank & Credit Card Fees	24,638	15,000	22,000
50600 - Collections, Library, Archives	25	2,100	500
50900 - Dues & Subscriptions	4,962	7,000	7,000
51000 - Education Expense	0	3,000	500
51100 - Employee Benefits	98,932	101,600	116,500
51150 - Exhibits	9,966	12,000	10,000
51200 - Equipment Expense	6,311	9,500	9,000
51400 - Fundraising Expense	1,128	2,000	
51500 - Insurance Coverage	47,405	45,000	56,400
51600 - Interest Expense	0		
51605 - Interest Exp - Mortgages	7,249	6,000	7,000
51610 - Interest Exp - Line of Credit	0		
51615 - Finance charges	228		
51600 - Interest Expense - Other	0		
Total 51600 - Interest Expense	7,477	6,000	7,000
51700 - Membership Expense	0		
51710 - Kemerer Society Reception	11,332	9,500	12,000
51700 - Membership Expense Other	678	1,000	1,000
Total 51700 - Membership Expense	12,010	10,500	13,000
51800 - Misc. Expense	171	500	500
51900 - Facilities Expense	0		
51905 - OSHA	3,000	3,000	1,750
51912 - Rent for Suite	12,000	12,000	14,400
51910 - Repairs/Maintenance	126,692	150,000	150,000
51911 - Security	13,822	22,000	14,000
51920 - Utilities	59,450	65,000	60,000
51930 - Real Estate Taxes	8,824	9,500	6,200
51940 - Rent Expense, In Kind	51,120	51,500	51,500
51900 - Facilities Expense - Other	42	8,000	

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Historic Bethlehem Partnership
FY 2019-20/FY 2020-21

	YTD FY19-20	Plan	Plan
		Mar 19 - Feb 20	Mar 20 - Feb 21
Total 51900 · Facilities Expense	274,950	321,000	297,850
52000 · Office Expense	5,196	5,000	5,000
52100 · Payroll Tax Expense	63,205	56,000	62,500
52200 · Postage	5,683	12,000	6,500
52300 · Printing	10,256	2,000	10,000
52400 · Professional Fees Expense	64,525	150,000	45,000
52405 · Programming Expense - Other	1,892	14,000	2,000
52406 · Programming Design After Dark	6,537		4,000
52407 · Summer Camp Expense			2,500
52410 · Tech Support	56,001	65,000	60,000
52500 · Mktg, Advert & PR	0		
52520 · Advertising	82,947	48,500	60,000
52540 · Publicity	6,449	5,000	5,000
52500 · Mktg, Advert & PR - Other	769	6,500	
Total 52500 · Mktg, Advert & PR	90,165	60,000	65,000
52610 · Market Development	2,637	1,000	3,000
52650 · Heritage Tours	4,860	3,000	2,000
52700 · Salaries	675,099	571,000	705,000
52800 · Special Events Expense	0		
52805 · Blueberry Festival	71,171	63,000	70,000
52810 · Holiday Dinner	79,487	90,000	86,000
52815 · House Tour	23,745	21,000	23,000
52820 · Schneider Lecture	8,547		1,000
52825 · Turkey Trot	18,284	16,000	16,000
52829 · Apple Days	47,916	20,000	45,000
52830 · Special Events - A/Other	432	5,000	1,000
52800 · Special Events Expense - Other	0		
Total 52800 · Special Events Expense	249,582	215,000	242,000
52900 · Store - Cost of Sales	99,730	101,000	94,050
52902 · Inventory Useage/HBP	0		
52905 · Inventory Adjustment	(1,270)	1,500	1,000
52910 · Store Supplies	1,445	3,655	2,000
53100 · Telephone / Internet Expense	9,910	11,500	11,000
53200 · Tourism Expense	37,931	50,000	45,000
53300 · Training Expense	274	2,000	750
53400 · Travel & Entertainment	4,721	5,000	5,000
53500 · Volunteers Expense	771	500	500
Total Expense	1,877,125	1,866,855	1,914,050
Net Income	(9,173)	19,745	9,025