

Historic Bethlehem Museums & Sites, Inc.

Actual Profit & Loss

March 2022 through February 2023

Ordinary Income/Expense

Income

Community Support

40029 · Membership Income

40030 · Membership - Individual	151,618
40031 · Membership - Business	500
40032 · Board Support	25,985
40033 · Smithsonian Subscriptions	201

Total 40029 · Membership Income 178,304

40000 · Contributions

40001 · Contributions - General	56,510
40002 · Retail Round Ups / Donation Box	7,911
40003 · Memorial Gifts - Other	885
40005 · Annual Appeal	16,770
40006 · You Point, We Pick	1,083

Total 40000 · Contributions 83,159

40100 · Grants - Unrestricted

40120 · Grants Smithy	10,000
40130 · Grants Other	205,002

Total 40100 · Grants - Unrestricted 215,002

40038 · Sponsorships 11,414

40040 · Educ Tax Credits 9,613

40050 · In-Kind Contributions 104,334

40280 · World Heritage Initiative

40281 · WH Initiative - County	12,488
40282 · WH Initiative - City	563

Total 40280 · World Heritage Initiative 13,051

40290 · Fees 2,100

46000 · Beneficial Trusts - PR 15,397

49000 · Interest Income 18

Total Community Support 632,392

Special Events

40465 · House Tour (Jun) 46,450

40455 · Blueberry Festival (Jul) 115,776

40481 · Apple Days (Sep) 45,475

40475 · Turkey Trot (Nov) 45,337

40490 · Holiday Dinner (Dec)

40491 · HD Patrons - Guests 14,250

40492 · HD Patrons - Benefactors 18,600

40493 · HD - Sponsorships 99,500

40495 · HD - Art Auction 37,111

40496 · HD - Live Auction 30,408

40497 · HD - Silent Auction 11,603

40499 · HD - Donations 5,360

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Total 40490 · Holiday Dinner (Dec)	<u>216,832</u>
Total Special Events	469,870
Rentals	
40351 · Apartment Rentals	35,575
40352 · Wedding / Site Rental	40,595
40354 · Parking Lot/ AQ	112,780
Total Rentals	<u>188,950</u>
Tourism & Admissions	
40200 · Tourism Revenue	
40212 · Trees Passes	13,559
40205 · Xmas Individuals - BBN	41,118
40210 · Christmas City Combo Passes	45,024
40211 · Christmas City Stroll	15,953
40216 · Heritage Trail	945
40217 · Historic Moravian Bethlehem WT	4,321
40218 · Death & Dying WT	1,079
40220 · Groups, Custom	23,647
40225 · Carriage & Wagon rides	67,208
40230 · Steel tours	11,695
40239 · BTS Dollhouse Tour	150
40240 · Other Walking Tours	3,231
40242 · Custom Tours	257
40200 · Tourism Revenue - Other	64
Total 40200 · Tourism Revenue	<u>228,251</u>
40250 · Admission	
40255 · Museum Admissions	21,100
40256 · Combo Passes	407
40257 · Design After Dark	160
40261 · School Tours	
40260 · School Tours - Public EITC	26,628
40265 · School Tours - Private	3,068
Total 40261 · School Tours	<u>29,696</u>
40250 · Admission - Other	96
Total 40250 · Admission	<u>51,459</u>
40243 · Amazon Smile	167
Total Tourism & Admissions	<u>279,877</u>
Commercial Activities	
40400 · Store & Consignment Sales	
40405 · Taxable	233,367
40410 · Nontaxable	39,443
40400 · Store & Consignment Sales - Other	12
Total 40400 · Store & Consignment Sales	<u>272,822</u>
46600 · Sales Tax Discounts	67
Total Commercial Activities	<u>272,889</u>

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Programming	
40300 · Programs	
40306 · Summer Camp	1,400
40310 · Programs- Other	7,147
Total 40300 · Programs	<u>8,547</u>
Total Programming	8,547
45000 · Releases for Operating Support	
45200 · Released for Operations	172,751
45300 · Released for Administrative Cost	30,863
45400 · Released from Grants/TR	60,680
45600 · Released from Endowments	238,507
45800 · Released HBP Capital Campaign	689,018
Total 45000 · Releases for Operating Support	<u>1,191,819</u>
Total Income	3,044,344
Cost of Goods Sold	
COGS Community Support	
51750 · COGS - World Heritage Expense	
51752 · World Heritage Expense - City	563
51751 · World Heritage Expense - County	12,488
Total 51750 · COGS - World Heritage Expense	<u>13,051</u>
52610 · Market Development	49
51700 · Membership Expense	
51710 · Kemerer Society Reception	7,007
51700 · Membership Expense - Other	1,019
Total 51700 · Membership Expense	<u>8,026</u>
51730 · Membership Discounts	347
51400 · Fundraising Expense	15,000
Total COGS Community Support	<u>36,473</u>
COGS Special Events	
52800 · Special Events Expense	
52805 · Blueberry Festival	72,297
52810 · Holiday Dinner	94,545
52815 · House Tour	21,694
52825 · Turkey Trot	17,050
52829 · Apple Days	38,447
Total 52800 · Special Events Expense	<u>244,033</u>
Total COGS Special Events	244,033
COGS Rentals	
R&M - Apartments	5,946
Misc Supplies for Rental Events	288
Total COGS Rentals	<u>6,234</u>
COGS Tourism & Admissions	
52650 · Heritage Tours	1,684
53200 · Tourism Expense	72,530

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53500 · Volunteers Expense	1,333
52820 · Schneider Lecture	280
52835 · Zug Lecture	100
Total COGS Tourism & Admissions	75,927
COGS Commercial Activities	
52910 · Store Supplies	4,173
50650 · Consignor Commissions	4,165
50302 · Online processing fee	44
52900 · Store - Cost of Sales	149,188
Total COGS Commercial Activities	157,570
COGS Programs	
51000 · Education Expense	43
51150 · Exhibits	8,779
52405 · Programming Expense	
52406 · Design After Dark	208
52407 · Summer Camp Expense	5,335
52405 · Programming Expense - Other	12,538
Total 52405 · Programming Expense	18,081
50900 · Dues & Subscriptions	6,569
50600 · Collections, Library, Archives	654
Total COGS Programs	34,126
Total COGS	554,363
Gross Profit	2,489,981
Expense	
Personnel Expenses	
52700 · Salaries	841,549
52100 · Payroll Tax Expense	77,036
51100 · Employee Benefits	
Medical Plan	84,467
Medical -COBRA Reimbursements	-2,087
Retirement 403b Plan	31,215
51100 · Employee Benefits - Other	1,226
Total 51100 · Employee Benefits	114,821
Total Personnel Expenses	1,033,406
G&A Expenses	
Supplies	0
50301 · Bank & Credit Card Fees	33,925
51500 · Insurance Coverage	66,661
51800 · Misc. Expense	9,023
51600 · Interest Expense	
51607 · Interest - SBA EIDL Loan	1,282
51615 · Finance charges	520
Total 51600 · Interest Expense	1,802
52000 · Office Expense	7,044

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52200 · Postage	6,514
52300 · Printing	7,201
52400 · Professional Fees Expense	68,157
52410 · Tech Support	82,933
53100 · Telephone / Internet Expense	12,328
53300 · Training Expense	2,422
53400 · Travel & Entertainment	8,865
52500 · Mktg, Advert & PR	
52520 · Advertising	108,267
52540 · Publicity	4,335
52600 · Website Expense	27,650
Total 52500 · Mktg, Advert & PR	140,252
Total G&A Expenses	447,127
51900 · Facilities Expense	
51912 · Rent for Suite	14,400
51940 · Rent Expense, In Kind	51,116
51930 · Real Estate Taxes	1,628
51920 · Utilities	82,076
51200 · Equipment Expense	5,788
51941 · Truck Lease	4,985
51900 · Facilities Expense - Other	1,424
Total 51900 · Facilities Expense	161,417
51910 · Repairs/Maintenance	
R&M - Maintenance Buildings	
Fire Protection	8,207
Property Management	25,000
HVAC	10,900
Elevators	8,313
Security System	12,974
Pest Control	6,453
Cleaning Services	20,803
Total R&M - Maintenance Buildings	92,650
R&M - Maintenance Grounds	
R&M - Landscaping / Gardens	25,401
R&M - Lawn Mowing	12,720
R&M - Snow Removal	79
Total R&M - Maintenance Grounds	38,200
R&M - Repairs	
Repairs - Major (>\$500)	39,967
Repairs - Minor (<\$500)	9,501
Repairs - Supplies / Misc Items	3,838
Total R&M - Repairs	53,306
Total 51910 · Repairs/Maintenance	184,156
50500 · Capital Campaign Expense	

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23.01 · KMDA Boiler Replacement	41,375
22.11 · Luckenbach Mill Exhibit System	2,500
22.10 · SSH Plaster	1,451
22.08 · Wagon Shed Siding	3,864
22.07 · Gemeinhaus HVAC	94,200
21.09 · BPI Garden Shed Roof	9,844
22.06 · Tannery Roof Rep/Doors/Windows	54,320
22.04 · Gemeinhaus Painting	39,853
22.03 · KMDA VRV Installation	209,250
22.02 · Gostonyi Exterior	100,952
22.05 · Grist Miller's House	26,054
22.01 · Luckenbach Mill Elevator	6,000
21.01 Burnside Farmhouse	1,094
21.05 Burnside Fence	41,004
21.07 Kemerer Vault	132
50560 · CC Bldg Exp BPI	7,601
50581 · CC Bldg Exp MM Sister House	4,433
Total 50500 · Capital Campaign Expense	643,927
51300 · Flood Relief Expense	
2019.00.00 Water Works Pump Ins Claim	5,790
Total 51300 · Flood Relief Expense	5,790
Total Expense	2,475,823
Net Ordinary Income	14,158
Net Income	14,158