

**Historic Bethlehem Partnership
Approved Plan
Fiscal Year 2021 - 2022**

3/15/2021
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	Approved Plan Mar 21 - Feb 22
Income	
40075 - Art Commission	
40000 - Contributions	
40005 - Annual Appeal	5,570
40003 - Memorial Gifts - Other	
40002 - Retail Round Ups/Donation Box	3,000
40001 - Contributions - Other	55,000
Total 40000 - Contributions	63,570
40029 - Membership Income	
40030 - Membership- Individuals	144,000
40031 - Membership - Businesses	10,000
40032 - Board Support	37,000
40033 - Smithsonian Subscription	500
Total 40029 - Membership Income	191,500
40038 - Sponsorships	10,000
40040 - Educ Tax Credits	20,000
40050 - In-Kind Contributions	55,000
40100 - Grants	
40110 - Grants - Heritage Tours	
40100 - Grants - Other	59,500
Total 40100 - Grants	59,500
40200 - Tourism Income	
40205 - Xmas Individuals - BBN	
40210 - Christmas City Combo Passes	10,000
40211 - Christmas City Stroll	12,000
40212 - Christmas in Quarter	5,000
40214 - CITQ Merchandise Sales	
40221 - CITQ Vendor Fees	3,000
40224 - Burnside Holiday Greens Sale	10,000
40215 - Trees Passes	20,000
40216 - Heritage Trail	300
40217 - Historic Moravian Bethlehem WT	3,300
40218 - Death & Dying WT	650
40219 - Church & Chapel WT	
40220 - Groups, Custom	15,000
40225 - Carriage & Wagon rides	37,000
40239 - BTS Dollhouse Tour	
40240 - Other Walking Tours	1,300
40230 - Steel tours	10,000
40232 - Hoover Mason Trestle	
Total 40200 - Tourism Income	127,550
40243- Amazon Smile	50
40250 - Admission	
40255 - Museum Admissions	20,100

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40257 - Design After Dark	0
40258 - Purseonality Exhibit	
40256 - Combo Passes	
40259 - Living Social / Groupon	
40260 - School Tours - Public EITC	20,000
40265 - School Tours - Private	5,000
40266 - School Tour Merchandise Sales	
40261 - Total School Tours	25,000
Total 40250 - Admission	45,100
40280 - World Heritage Initiative	25,000
40290 - Fees	25,200
40300 - Programs	
40301 - BlackSmith class	2,500
40306 - Summer Camp	0
40310 - Programs Other	
Total 40300 - Programs	2,500
40350 - Rentals	
40351 - Apartment Rentals	26,000
40352 - Wedding / Site Rental	15,000
40353 - Rentals Other	
40354 - Parking Lot/ AQ	32,935
40355 - Approved Vendor Royalty	
Total 40350 - Rentals	73,935
40400 - Store & Consignment Sales	
40405 - Taxable	120,000
40410 - Nontaxable	30,000
40425 - Mothers Day Retail	
Total 40400 - Store & Consignment Sales	150,000
40430 - Misc Sales Revenue	
40450 - Special Events Income	
40455 - Blueberry Festival	70,000
40490 - Holiday Dinner Revenue	
40491 - Holiday Dinner Guests	
40492 - Holiday Dinner Benefactors	
40493 - Holiday Dinner Sponsors	
40495 - Art Auction	
40496 - Live Auction	
40497 - Silent Auction	
40498 - Wine Tree	
40499 - HD Donations	
40490 - Total Holiday Dinner Revenue	170,000
40465 - House Tour	44,500
40470 - Schneider Lecture	
40475 - Turkey Trot	30,000

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40480 · Special Events - New to You	6,000
40481 · Apple Days Sale	35,000
Total 40450 · Special Events Income	355,500
40500 - Insurance Proceeds Income	
40650 - Change in value Perpetual Trust	
45000 · Restricted Funds Released	
45200 · Released for Operations	160,100
45300 · Released for Administrative	35,397
45400 · Released from Grants/TR	
45600 · Released from Endowments	220,000
45800 · Released HBP Capital Campaign	
Total 45000 · Restricted Funds Released	415,497
46000 · Beneficial Trusts - PR	13,600
46600 · Sales Tax Discounts	46
49000 - Interest Income	25
Total Income	1,633,573
Gross Profit	1,633,573
Expense	
50301 · Bank & Credit Card Fees	16,250
50600 · Collections, Library, Archives	
50900 · Dues & Subscriptions	5,100
51000 · Education Expense	
51100 · Employee Benefits	99,118
51150 · Exhibits	2,500
51200 · Equipment Expense	6,295
51400 · Fundraising Expense	
51500 · Insurance Coverage	60,000
51600 · Interest Expense	
51605 · Interest Exp - Mortgages	5,200
51610 · Interest Exp - Line of Credit	3,500
51615 · Finance charges	600
51600 · Interest Expense - Other	
Total 51600 · Interest Expense	9,300
51700 - Membership Expense	
51710 - Kemerer Society Reception	6,000
51700 - Membership Expense Other	
Total 51700 - Membership Expense	6,000
51800 · Misc. Expense	395
51900 · Facilities Expense	
51905 - OSHA	0
51912 · Rent for Suite	14,400
51910 · Repairs/Maintenance	183,400
51911 · Security	14,000

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51920 · Utilities	45,000
51930 · Real Estate Taxes	1,100
51940 · Rent Expense, In Kind	51,120
51900 · Facilities Expense - Other	3,300
Total 51900 · Facilities Expense	312,320
52000 · Office Expense	7,400
52100 · Payroll Tax Expense	55,111
52200 · Postage	6,500
52300 · Printing	16,000
52400 · Professional Fees Expense	82,400
52405 · Programming Expense - Other	18,900
52406 · Programming Design After Dark	3,300
52407 · Summer Camp Expense	
52410 · Tech Support	69,735
52500 · Mktg, Advert & PR	
52520 · Advertising	47,300
52540 · Publicity	2,640
52500 · Mktg, Advert & PR - Other	2,000
Total 52500 · Mktg, Advert & PR	51,940
52610 · Market Development	6,500
52650 · Heritage Tours	3,650
52700 · Salaries	720,406
52800 · Special Events Expense	
52805 · Blueberry Festival	55,000
52810 · Holiday Dinner	63,500
52815 · House Tour	13,000
52820 · Schneider Lecture	
52825 · Turkey Trot	13,000
52829 · Apple Days	30,000
52830 · Special Events - New to You	4,000
52800 · Special Events Expense - Other	
Total 52800 · Special Events Expense	178,500
52900 · Store - Cost of Sales	52,500
52902 · Inventory Useage/HBP	
52905 · Inventory Adjustment	
52910 · Store Supplies	4,000
53100 · Telephone / Internet Expense	10,275
53200 · Tourism Expense	43,500
53300 · Training Expense	20,000
53400 · Travel & Entertainment	3,625
53500 · Volunteers Expense	2,000
Total Expense	1,873,520
Net Income	(239,947)
*** Note - PPP Round 2 Funding pending	164,500

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(75,447)