

Historic Bethlehem Partnership, Inc.
March 2022 - February 2023
Approved Plan

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		Mar '22 - Feb 23
Ordinary Income/Expense		
Income		
Community Support		
40029 · Membership Income		
40030 · Membership - Individual		160,000
40031 · Membership - Business		4,000
40032 · Board Support		36,000
40033 · Smithsonian Subscriptions		500
Total 40029 · Membership Income		200,500
40000 · Contributions		
40001 · Contributions - General		55,000
40002 · Retail Round Ups / Donation Box		5,000
40003 · Memorial Gifts - Other		
40005 · Annual Appeal		40,000
40012 · Taking the World Stage		
Total 40000 · Contributions		100,000
40100 · Grants - Unrestricted		
40110 · Grants - Heritage Tours		12,000
40120 · Grants Smithy		10,000
40130 · Grants Other		100,000
40100 · Grants - Unrestricted - Other		32,500
Total 40100 · Grants - Unrestricted		154,500
40040 · Educ Tax Credits		20,000
40050 · In-Kind Contributions		100,000
40280 · World Heritage Initiative		
40281 · WH Initiative - County		25,000
40282 · WH Initiative - City		25,000
Total 40280 · World Heritage Initiative		50,000
40290 · Fees		
46000 · Beneficial Trusts - PR		13,600
49000 · Interest Income		30
Total Community Support		638,630
Special Events		
40480 · New 2 You (Apr)		
40465 · House Tour (Jun)		50,000
40455 · Blueberry Festival (Jul)		125,000
40481 · Apple Days (Sep)		60,000
40475 · Turkey Trot (Nov)		40,000
40490 · Holiday Dinner (Dec)		285,000
40491 · HD Patrons - Guests		
40492 · HD Patrons - Benefactors		
40493 · HD - Sponsorships		
40495 · HD - Art Auction		
40496 · HD - Live Auction		
40497 · HD - Silent Auction		
40498 · HD - Wine Tray		
40499 · HD - Donations		
Total 40490 · Holiday Dinner (Dec)		285,000
40470 · Schneider Lecture		
Total Special Events		560,000
Rentals		
40351 · Apartment Rentals		36,000
40352 · Wedding / Site Rental		60,000
40354 · Parking Lot/ AQ		94,000
40355 · Approved Vendor Royalty		
Total Rentals		190,000
Tourism & Admissions		
40200 · Tourism Revenue		
40213 · Christmas in the Quarter		5,500
40212 · Christmas in CIQ Admissions		
40205 · Xmas Individuals - BBN		36,000
40210 · Christmas City Combo Passes		32,000
40211 · Christmas City Stroll		19,000
40212 · Trees Passes		24,000
40215 · Individuals		
40216 · Heritage Trail		2,500
40217 · Historic Moravian Bethlehem WT		15,000
40218 · Death & Dying WT		1,000
40219 · Church & Chapel WT		
40220 · Groups, Custom		30,000
40225 · Carriage & Wagon rides		40,000
40230 · Steel tours		16,000
40232 · Hoover Mason Trestle		
40239 · BTS Dollhouse Tour		1,000
40240 · Other Walking Tours		1,500

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Total 40200 · Tourism Revenue			223,500
40250 · Admission			
40254 · Combo Passes - Sun Inn			3,800
40255 · Museum Admissions			9,000
40257 · Design After Dark			
40258 · Purseonality Exhibit Admissions			
40261 · School Tours			
40260 · School Tours - Public EITC			25,000
40265 · School Tours - Private			2,000
40266 · School Tour Merchandise Sales			
Total 40261 · School Tours			27,000
Total 40250 · Admission			39,800
40243 · Amazon Smile			75
Total Tourism & Admissions			263,375
Commercial Activities			
40400 · Store & Consignment Sales			
40405 · Taxable			180,000
40410 · Nontaxable			40,000
40420 · On-Line Sales Non-Taxable			
40425 · Mother's Day Retail Sales			
Total 40400 · Store & Consignment Sales			220,000
40224 · Burnside Holiday Greens Sale			
46600 · Sales Tax Discounts			75
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			220,075
Programming			
40300 · Programs			
40301 · BlackSmith class			
40306 · Summer Camp			
40310 · Programs- Other			
Total 40300 · Programs			0
Total Programming			0
45000 · Releases for Operating Support			
45200 · Released for Operations			172,751
45300 · Released for Aministrative Cost			30,863
45400 · Released from Grants/TR			9,975
45600 · Released from Endowments			242,556
45800 · Released HBP Capital Campaign			50,000
Total 45000 · Releases for Operating Support			506,145
40500 · Insurance Proceeds			
Total Income			2,378,225
Cost of Goods Sold			
COGS Community Support			
52610 · Market Development			6,500
51720 · Business Sponsors Reception			
51700 · Membership Expense			
51710 · Kemerer Society Reception			6,000
51700 · Membership Expense - Other			
Total 51700 · Membership Expense			6,000
51730 · Membership Discounts			
51400 · Fundraising Expense			3,000
Total COGS Community Support			15,500
COGS Special Events			
52800 · Special Events Expense			
52805 · Blueberry Festival			60,000
52810 · Holiday Dinner			75,000
52815 · House Tour			25,000
52825 · Turkey Trot			10,000
52829 · Apple Days			45,000
52830 · Special Events - New to You			
52800 · Special Events Expense - Other			
Total 52800 · Special Events Expense			215,000
Total COGS Special Events			215,000
COGS Tourism & Admissions			
52650 · Heritage Tours			3,650
53200 · Tourism Expense			45,000
53500 · Volunteers Expense			3,000
52820 · Schneider Lecture			
Total COGS Tourism & Admissions			51,650
COGS Commercial Activities			
52910 · Store Supplies			4,000

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52905 · Inventory Adjustment		
52900 · Store - Cost of Sales		107,500
Total COGS Commercial Activities		111,500
COGS Programs		
51000 · Education Expense		
51150 · Exhibits		6,500
52405 · Programming Expense		
52406 · Design After Dark		
52407 · Summer Camp Expense		1,500
52405 · Programming Expense - Other		950
Total 52405 · Programming Expense		2,450
50900 · Dues & Subscriptions		5,500
50600 · Collections, Library, Archives		1,300
Total COGS Programs		15,750
Total COGS		409,400
Gross Profit		1,968,825
Expense		
Personnel Expenses		
52700 · Salaries		926,558
52100 · Payroll Tax Expense		74,125
51100 · Employee Benefits		137,506
Total Personnel Expenses		1,138,189
G&A Expenses		
50300 · Investment Bank Fees		
50301 · Bank & Credit Card Fees		26,000
51500 · Insurance Coverage		60,000
51800 · Misc. Expense		25,000
51600 · Interest Expense		
51605 · Interest Exp - Mortgages		0
51610 · Interest Exp - Line of Credit		1,000
51615 · Finance charges		250
Total 51600 · Interest Expense		1,250
52000 · Office Expense		6,000
52200 · Postage		6,500
52300 · Printing		16,000
52400 · Professional Fees Expense		75,000
52410 · Tech Support		67,000
53100 · Telephone / Internet Expense		11,000
53300 · Training Expense		20,000
53400 · Travel & Entertainment		3,625
52500 · Mktg, Advert & PR		
52520 · Advertising		49,300
50000 · Advertising (old)		
52540 · Publicity		2,640
52500 · Website		40,000
Total 52500 · Mktg, Advert & PR		91,940
Total G&A Expenses		409,315
51900 · Facilities Expense		
51912 · Rent for Suite		14,400
51940 · Rent Expense, In Kind		51,120
51930 · Real Estate Taxes		1,100
51920 · Utilities		64,000
51911 · Security		18,000
51200 · Equipment Expense		6,500
51905 · OSHA		
51941 · Truck Lease		9,975
51900 · Facilities Expense - Other		3,300
Total 51900 · Facilities Expense		168,395
51910 · Repairs/Maintenance		233,400
Total Expense		1,949,299
Net Ordinary Income		19,526