

## Historic Bethlehem Partnership Inc.

## Profit &amp; Loss

March 2021 through February 2022

|                                           | Mar '21 - Feb 22 |
|-------------------------------------------|------------------|
| Ordinary Income/Expense                   |                  |
| Income                                    |                  |
| Community Support                         |                  |
| 40029 · Membership Income                 |                  |
| 40030 · Membership - Individual           | 117,267.16       |
| 40031 · Membership - Business             | 3,000.00         |
| 40032 · Board Support                     | 31,992.69        |
| 40033 · Smithsonian Subscriptions         | 560.00           |
| Total 40029 · Membership Income           | 152,819.85       |
| 40000 · Contributions                     |                  |
| 40001 · Contributions - General           | 38,433.35        |
| 40002 · Retail Round Ups / Donation ...   | 3,168.44         |
| 40003 · Memorial Gifts - Other            | 2,080.09         |
| 40005 · Annual Appeal                     | 37,570.00        |
| 40006 · You Point, We Pick                | 1,847.00         |
| 40012 · Taking the World Stage            | 492.74           |
| 40000 · Contributions - Other             | 309.12           |
| Total 40000 · Contributions               | 83,900.74        |
| 40100 · Grants - Unrestricted             |                  |
| 40130 · Grants Other                      | 35,124.00        |
| 40100 · Grants - Unrestricted - Other     | 11,800.00        |
| Total 40100 · Grants - Unrestricted       | 46,924.00        |
| 40038 · Sponsorships                      | 2,444.00         |
| 40040 · Educ Tax Credits                  | 13,000.00        |
| 40050 · In-Kind Contributions             | 69,867.08        |
| 40280 · World Heritage Initiative         |                  |
| 40281 · WH Initiative - County            | 25,942.50        |
| 40282 · WH Initiative - City              | 7,245.50         |
| 40280 · World Heritage Initiative - Other | 0.00             |
| Total 40280 · World Heritage Initiative   | 33,188.00        |
| 40290 · Fees                              | 25,214.97        |
| 46000 · Beneficial Trusts - PR            | 13,867.36        |
| 49000 · Interest Income                   | 140.83           |
| Total Community Support                   | 441,366.83       |
| Special Events                            |                  |
| 40480 · New 2 You (Apr)                   | 17,665.92        |
| 40465 · House Tour (Jun)                  | 53,981.00        |
| 40455 · Blueberry Festival (Jul)          | 105,506.43       |
| 40481 · Apple Days (Sep)                  | 56,292.29        |
| 40475 · Turkey Trot (Nov)                 | 38,807.82        |
| 40490 · Holiday Dinner (Dec)              |                  |
| 40491 · HD Patrons - Guests               | 15,250.00        |
| 40492 · HD Patrons - Benefactors          | 27,599.71        |
| 40493 · HD - Sponsorships                 | 102,050.00       |
| 40495 · HD - Art Auction                  | 29,773.00        |
| 40496 · HD - Live Auction                 | 24,600.00        |
| 40497 · HD - Silent Auction               | 21,836.00        |
| 40499 · HD - Donations                    | 2,590.00         |
| 40490 · Holiday Dinner (Dec) - Other      | 1,106.95         |

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| Total 40490 · Holiday Dinner (Dec)      | 224,805.66       |
| Total Special Events                    | 497,059.12       |
| Rentals                                 |                  |
| 40351 · Apartment Rentals               | 30,856.00        |
| 40352 · Wedding / Site Rental           | 43,816.00        |
| 40354 · Parking Lot/ AQ                 | 94,253.98        |
| 40355 · Approved Vendor Royalty         | 1,896.00         |
| Total Rentals                           | 170,821.98       |
| Tourism & Admissions                    |                  |
| 40200 · Tourism Revenue                 |                  |
| 40212 · Christmas in CIQ/Trees Passes   | 21,900.00        |
| 40205 · Xmas Individuals - BBN          | 34,613.56        |
| 40210 · Christmas City Combo Passes     | 26,457.00        |
| 40211 · Christmas City Stroll           | 14,483.50        |
| 40215 · Individuals                     | 2,461.90         |
| 40216 · Heritage Trail                  | 2,449.05         |
| 40217 · Historic Moravian Bethlehem ... | 15,733.00        |
| 40218 · Death & Dying WT                | 461.00           |
| 40220 · Groups, Custom                  | 14,256.20        |
| 40225 · Carriage & Wagon rides          | 39,657.50        |
| 40230 · Steel tours                     | 12,509.17        |
| 40240 · Other Walking Tours             | 2,077.37         |
| Total 40200 · Tourism Revenue           | 187,059.25       |
| 40250 · Admission                       |                  |
| 40254 · Combo Passes-Sun Inn            | 1,826.00         |
| 40255 · Museum Admissions               | 4,325.90         |
| 40257 · Design After Dark               | 1,107.00         |
| 40261 · School Tours                    |                  |
| 40260 · School Tours - Public EITC      | 9,522.00         |
| 40265 · School Tours - Private          | 1,705.00         |
| Total 40261 · School Tours              | 11,227.00        |
| Total 40250 · Admission                 | 18,485.90        |
| 40243 · Amazon Smile                    | 51.28            |
| Total Tourism & Admissions              | 205,596.43       |
| Commercial Activities                   |                  |
| 40400 · Store & Consignment Sales       |                  |
| 40405 · Taxable                         | 184,372.16       |
| 40410 · Nontaxable                      | 40,103.08        |
| 40420 · On-Line Sales Non-Taxable       | 155.30           |
| Total 40400 · Store & Consignment Sales | 224,630.54       |
| 46600 · Sales Tax Discounts             | 94.39            |
| 40430 · Misc Sales Revenue              | 1,740.58         |
| Total Commercial Activities             | 226,465.51       |
| Programming                             |                  |
| 40300 · Programs                        |                  |
| 40301 · BlackSmith class                | 749.69           |
| 40308 · XMAS Programming Sponsor...     | 4,500.00         |

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| 40310 · Programs- Other                      | 55.00            |
| Total 40300 · Programs                       | 5,304.69         |
| Total Programming                            | 5,304.69         |
| 45000 · Releases for Operating Support       |                  |
| 45200 · Released for Operations              | 160,619.00       |
| 45300 · Released for Administrative Cost     | 28,547.00        |
| 45400 · Released from Grants/TR              | 124,965.05       |
| 45600 · Released from Endowments             | 157,587.48       |
| 45800 · Released HBP Capital Campaign        | 82,078.44        |
| Total 45000 · Releases for Operating Supp... | 553,796.97       |
| 40500 · Insurance Proceeds                   | 57,346.09        |
| Total Income                                 | 2,157,757.62     |
| Cost of Goods Sold                           |                  |
| COGS Community Support                       |                  |
| 52610 · Market Development                   | 5,589.02         |
| 51700 · Membership Expense                   |                  |
| 51710 · Kemerer Society Reception            | 6,051.80         |
| 51700 · Membership Expense - Other           | 550.00           |
| Total 51700 · Membership Expense             | 6,601.80         |
| 51400 · Fundraising Expense                  | 17,000.00        |
| Total COGS Community Support                 | 29,190.82        |
| COGS Special Events                          |                  |
| 52800 · Special Events Expense               |                  |
| 52805 · Blueberry Festival                   | 65,337.49        |
| 52810 · Holiday Dinner                       | 75,985.06        |
| 52815 · House Tour                           | 26,545.55        |
| 52825 · Turkey Trot                          | 10,489.79        |
| 52829 · Apple Days                           | 57,265.15        |
| 52830 · Special Events - New to You          | 1,779.19         |
| Total 52800 · Special Events Expense         | 237,402.23       |
| Total COGS Special Events                    | 237,402.23       |
| COGS Rentals                                 |                  |
| R&M - Apartments                             | 19,065.35        |
| Misc Supplies for Rental Events              | 850.00           |
| Total COGS Rentals                           | 19,915.35        |
| COGS Tourism & Admissions                    |                  |
| 52650 · Heritage Tours                       | 2,668.51         |
| 53200 · Tourism Expense                      | 57,617.00        |
| 53500 · Volunteers Expense                   | 2,984.00         |
| 52820 · Schneider Lecture                    | 1,000.00         |
| 52835 · Zug Lecture                          | 474.50           |
| Total COGS Tourism & Admissions              | 64,744.01        |
| COGS Commercial Activities                   |                  |
| 52910 · Store Supplies                       | 3,737.52         |
| 50650 · Consignor Commissions                | 1,493.00         |

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| 50302 · Online processing fee              | 544.59              |
| 52900 · Store - Cost of Sales              | 121,515.13          |
| <b>Total COGS Commercial Activities</b>    | <b>127,290.24</b>   |
| <b>COGS Programs</b>                       |                     |
| 51150 · Exhibits                           | 4,045.03            |
| 52405 · Programming Expense                |                     |
| 52406 · Design After Dark                  | 5,140.09            |
| 52405 · Programming Expense - Other        | 1,525.30            |
| <b>Total 52405 · Programming Expense</b>   | <b>6,665.39</b>     |
| 50900 · Dues & Subscriptions               | 3,851.94            |
| 50600 · Collections, Library, Archives     | 301.87              |
| <b>Total COGS Programs</b>                 | <b>14,864.23</b>    |
| <b>Total COGS</b>                          | <b>493,406.88</b>   |
| <b>Gross Profit</b>                        | <b>1,664,350.74</b> |
| <b>Expense</b>                             |                     |
| <b>Personnel Expenses</b>                  |                     |
| 52700 · Salaries                           | 729,738.97          |
| 52100 · Payroll Tax Expense                | 70,997.77           |
| 51100 · Employee Benefits                  |                     |
| Medical Plan                               | 79,361.46           |
| Medical -COBRA Reimbursements              | -7,539.29           |
| Retirement 403b Plan                       | 26,957.81           |
| 51100 · Employee Benefits - Other          | 4,013.00            |
| <b>Total 51100 · Employee Benefits</b>     | <b>102,792.98</b>   |
| <b>Total Personnel Expenses</b>            | <b>903,529.72</b>   |
| <b>G&amp;A Expenses</b>                    |                     |
| 50301 · Bank & Credit Card Fees            | 24,601.36           |
| 51500 · Insurance Coverage                 | 59,191.62           |
| 51800 · Misc. Expense                      | 9,681.37            |
| 51600 · Interest Expense                   |                     |
| 51605 · Interest Exp - Mortgages           | 3,299.86            |
| 51610 · Interest Exp - Line of Credit      | 1,017.36            |
| 51615 · Finance charges                    | 101.08              |
| <b>Total 51600 · Interest Expense</b>      | <b>4,418.30</b>     |
| 52000 · Office Expense                     | 4,965.29            |
| 52200 · Postage                            | 5,669.71            |
| 52300 · Printing                           | 9,858.40            |
| 52400 · Professional Fees Expense          | 52,115.70           |
| 52410 · Tech Support                       | 59,827.41           |
| 53100 · Telephone / Internet Expense       | 11,143.97           |
| 53400 · Travel & Entertainment             | 3,819.94            |
| 52500 · Mktg, Advert & PR                  |                     |
| 52520 · Advertising                        | 47,856.62           |
| 50000 · Advertising (old)                  | 148.60              |
| 52540 · Publicity                          | 2,641.04            |
| 52500 · Mktg, Advert & PR - Other          | 4,100.00            |
| <b>Total 52500 · Mktg, Advert &amp; PR</b> | <b>54,746.26</b>    |

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| <b>Total G&amp;A Expenses</b>                 | <b>300,039.33</b> |
| <b>51900 · Facilities Expense</b>             |                   |
| 51912 · Rent for Suite                        | 13,202.95         |
| 51940 · Rent Expense, In Kind                 | 51,116.55         |
| 51930 · Real Estate Taxes                     | 1,303.28          |
| 51920 · Utilities                             | 65,832.77         |
| 51911 · Security                              | 9,882.15          |
| 51200 · Equipment Expense                     | 6,377.44          |
| 51941 · Truck Lease                           | 1,246.20          |
| 51900 · Facilities Expense - Other            | 2,182.81          |
| <b>Total 51900 · Facilities Expense</b>       | <b>151,144.15</b> |
| <b>51910 · Repairs/Maintenance</b>            |                   |
| <b>R&amp;M - Maintenance Buildings</b>        |                   |
| Property Management                           | 20,416.70         |
| HVAC                                          | 17,419.77         |
| Elevators                                     | 6,948.06          |
| Security System                               | 12,056.21         |
| Pest Control                                  | 6,454.45          |
| Cleaning Services                             | 20,079.03         |
| <b>Total R&amp;M - Maintenance Buildings</b>  | <b>83,374.22</b>  |
| <b>R&amp;M - Maintenance Grounds</b>          |                   |
| R&M - Landscaping / Gardens                   | 21,620.01         |
| R&M - Lawn Mowing                             | 9,389.00          |
| R&M - Snow Removal                            | 450.00            |
| <b>Total R&amp;M - Maintenance Grounds</b>    | <b>31,459.01</b>  |
| <b>R&amp;M - Repairs</b>                      |                   |
| Repairs - Major (>\$500)                      | 29,547.72         |
| Repairs - Minor (<\$500)                      | 3,849.05          |
| Repairs - Supplies / Misc Items               | 3,552.59          |
| <b>Total R&amp;M - Repairs</b>                | <b>36,949.36</b>  |
| 51910 · Repairs/Maintenance - Other           | -7,231.72         |
| <b>Total 51910 · Repairs/Maintenance</b>      | <b>144,550.87</b> |
| <b>50500 · Capital Campaign Expense</b>       |                   |
| 22.01 · Luckenbach Mill Elevator              | 275.13            |
| 21.08 · Burnside Security Cameras             | 5,195.00          |
| 21.01 Burnside Farmhouse                      | 64,985.13         |
| 21.02 Gemeinhouse Shutters                    | 27,000.00         |
| 21.03 Wagenshed Trak Lighting                 | 5,838.68          |
| 21.04 KMDA Sidewalk                           | 11,000.00         |
| 21.05 Burnside Fence                          | 14,658.00         |
| 21.06 Bunside Cold Cellar Doors               | 2,485.00          |
| 21.07 Kemerer Vault                           | 3,309.00          |
| <b>Total 50500 · Capital Campaign Expense</b> | <b>134,745.94</b> |
| <b>51300 · Flood Relief Expense</b>           |                   |
| 2019.00.00 Past Years Work                    | 3,000.00          |
| 2021.09.02 Hurricane Ida                      | 23,576.85         |
| <b>Total 51300 · Flood Relief Expense</b>     | <b>26,576.85</b>  |

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|                     | Mar '21 - Feb 22 |
|---------------------|------------------|
| Total Expense       | 1,660,586.86     |
| Net Ordinary Income | 3,763.88         |