

Historic Bethlehem Museums & Sites, Inc.
Profit & Loss
Budget & Actual Overview

	Budget	Actual	Budget
	Mar '24 - Feb 25	Mar '23 - Feb'24	Mar '23 - Feb'24
Ordinary Income/Expense			
Income			
Community Support			
40000 · Contributions			
40001 · Contributions - General	57,500.00	32,801.00	55,000.00
40002 · Retail Round Ups / Donation Box	5,000.00	3,915.00	8,600.00
40003 · Memorial Gifts - Other	0.00	3,155.00	0.00
40005 · Annual Appeal	15,000.00	6,565.00	25,000.00
40006 · You Point, We Pick	1,800.00	1,816.00	1,800.00
Total 40000 · Contributions	79,300.00	48,252.00	90,400.00
40029 · Membership Income			
40032 · Board Support	57,500.00	38,950.00	36,000.00
40034 · Kemerer Society	120,000.00	101,821.00	95,000.00
40030 · Membership - Individual	63,000.00	55,188.00	65,000.00
40031 · Membership - Business	2,500.00	520.00	4,000.00
40033 · Smithsonian Subscriptions	1,250.00	620.00	500.00
Total 40029 · Membership Income	244,250.00	197,099.00	200,500.00
40038 · Sponsorships	33,000.00	10,450.00	10,000.00
40040 · Educ Tax Credits	20,000.00	9,994.00	15,000.00
40050 · In-Kind Contributions	98,000.00	113,692.00	90,000.00
40100 · Grants - Unrestricted			
40110 · Grants - Heritage Tours	10,000.00	10,000.00	10,000.00
40120 · Grants Smithy	12,000.00	15,000.00	15,000.00
40130 · Grants Other	130,160.00	53,656.00	161,336.00
Total 40100 · Grants - Unrestricted	152,160.00	78,656.00	186,336.00
40280 · World Heritage Initiative			
40281 · WH Initiative - County	0.00	0.00	10,000.00
40282 · WH Initiative - City	0.00	0.00	5,000.00
Total 40280 · World Heritage Initiative	0.00	0.00	15,000.00
46000 · Beneficial Trusts - PR	14,589.00	14,589.00	15,500.00
49000 · Interest Income	11.00	12.00	20.00
Total Community Support	641,310.00	472,744.00	622,756.00
Special Events			
40480 · Misc. Event	15,000.00	0.00	0.00
40465 · House Tour (Jun)	85,000.00	85,208.00	53,000.00
40455 · Blueberry Festival (Jul)	125,000.00	121,695.00	125,000.00
40481 · Apple Days (Sep)	45,000.00	48,608.00	50,000.00
40470 · Schneider Lecture (Oct)	0.00	490.00	0.00
40475 · Turkey Trot (Nov)	50,000.00	48,466.00	50,000.00
Total 40490 · Holiday Dinner (Dec)	300,000.00	246,032.00	254,750.00
Total Special Events	620,000.00	550,499.00	532,750.00
Tourism & Admissions			
40200 · Tourism Revenue			
40205 · Xmas Individuals - BBN	52,800.00	48,008.00	40,300.00
40210 · Christmas City Combo Passes	40,000.00	30,939.00	50,000.00
40211 · Christmas City Stroll	20,000.00	17,157.00	15,000.00
40212 · Trees Passes	15,650.00	13,044.00	12,500.00
40216 · Heritage Trail	1,200.00	1,128.00	1,250.00
40217 · Walking Tours	19,670.00	16,993.00	9,100.00
40220 · Groups, Custom	75,000.00	47,458.00	35,000.00
40225 · Carriage & Wagon rides	43,000.00	42,800.00	55,000.00
40230 · Steel tours	20,000.00	18,899.00	11,000.00
Total 40200 · Tourism Revenue	287,320.00	236,426.00	229,150.00
40250 · Admission			
40255 · Museum Admissions	41,309.00	29,579.00	25,500.00
40261 · School Tours	46,875.00	34,534.00	35,000.00
Total 40250 · Admission	88,184.00	64,113.00	60,500.00
Total Tourism & Admissions	375,504.00	300,539.00	289,650.00
Commercial Activities			
40400 · Store & Consignment Sales			
40405 · Taxable	270,000.00	235,237.00	239,500.00
40410 · Nontaxable	30,000.00	27,499.00	41,400.00
40415 · Art Consignment Sales	0.00	9,020.00	0.00
Total 40400 · Store & Consignment Sales	300,000.00	271,756.00	280,900.00
46600 · Sales Tax Discounts	0.00	123.00	130.00
Total Commercial Activities	300,000.00	271,879.00	281,030.00
Rentals			
40351 · Apartment Rentals	38,700.00	37,700.00	37,200.00
40352 · Wedding / Site Rental	45,000.00	48,479.00	50,000.00
40354 · Parking Lot/ AQ	122,664.00	107,870.00	115,520.00
40355 · Approved Vendor Royalty	1,880.00	2,711.00	1,500.00
40367 · Additional Rent	1,800.00	0.00	0.00

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Total Rentals	210,044.00	196,760.00	204,220.00
Programming			
40300 · Programs			
40301 · BlackSmith class	3,500.00	3,230.00	0.00
40306 · Summer Camp	4,950.00	2,400.00	15,500.00
40310 · Programs- Other	9,445.00	3,438.00	3,900.00
Total Programming	17,895.00	9,068.00	19,400.00
Total Income	2,164,753.00	1,801,489.00	1,949,806.00
Cost of Goods Sold			
COGS Community Support			
51400 · Fundraising Expense	15,000.00	16,029.00	15,000.00
51700 · Membership Expense			
51710 · Kemerer Society Reception	5,000.00	5,521.00	7,000.00
Total 51700 · Membership Expense	5,000.00	5,521.00	7,000.00
51730 · Membership Discounts	5,000.00	5,184.00	1,700.00
51750 · COGS - World Heritage Expense			
51751 · World Heritage Expense - County	0.00	0.00	10,000.00
51752 · World Heritage Expense - City	0.00	0.00	5,000.00
51750 · COGS - World Heritage Expense - Other	0.00	1,295.00	0.00
Total 51750 · COGS - World Heritage Expense	0.00	1,295.00	15,000.00
52610 · Market Development	1,000.00	69.00	500.00
Total COGS Community Support	26,000.00	28,098.00	39,200.00
COGS Special Events			
52800 · Special Events Expense			
52805 · Blueberry Festival	60,000.00	64,508.00	63,000.00
52810 · Holiday Dinner	125,250.00	102,386.00	85,000.00
52815 · House Tour	20,000.00	21,756.00	21,000.00
52825 · Turkey Trot	15,000.00	15,292.00	15,000.00
52829 · Apple Days	35,000.00	34,685.00	35,000.00
52800 · Special Events Expense - Other	2,000.00	5,311.00	400.00
Total 52800 · Special Events Expense	257,250.00	243,938.00	219,400.00
Total COGS Special Events	257,250.00	243,938.00	219,400.00
COGS Tourism & Admissions			
52650 · Heritage Tours	1,500.00	1,413.00	1,000.00
52820 · Schneider Lecture	800.00	770.00	865.00
52835 · Zug Lecture	1,000.00	1,086.00	800.00
53200 · Tourism Expense	60,000.00	57,670.00	64,800.00
53500 · Volunteers Expense	2,000.00	2,985.00	1,400.00
Total COGS Tourism & Admissions	65,300.00	63,924.00	68,865.00
COGS Commercial Activities			
50302 · Online processing fee	0.00	35.00	50.00
52900 · Store - Cost of Sales	165,000.00	187,846.00	154,500.00
52910 · Store Supplies	8,000.00	6,565.00	4,200.00
Total COGS Commercial Activities	173,000.00	194,446.00	158,750.00
COGS Rentals			
Rental Supplies Group Tour Exp	1,000.00	1,075.00	250.00
R&M - Apartments	4,250.00	4,202.00	4,000.00
Total COGS Rentals	5,250.00	5,277.00	4,250.00
COGS Programming			
50600 · Collections, Library, Archives	3,000.00	2,890.00	6,270.00
50900 · Dues & Subscriptions	6,000.00	6,203.00	4,250.00
51000 · Education Expense	1,000.00	0.00	200.00
51150 · Exhibits	10,000.00	9,608.00	9,000.00
52405 · Programming Expense			
52407 · Summer Camp Expense	920.00	3,291.00	8,000.00
52405 · Programming Expense - Other	5,845.00	4,783.00	5,990.00
Total 52405 · Programming Expense	6,765.00	8,074.00	13,990.00
Total COGS Programming	26,765.00	26,775.00	33,710.00
Total COGS	553,565.00	562,458.00	524,175.00
Gross Profit	1,611,188.00	1,239,031.00	1,425,631.00
Expense			
Personnel Expenses			
52700 · Salaries	1,007,582.00	961,412.00	927,900.00
52100 · Payroll Tax Expense	85,352.00	74,238.00	74,232.00
51100 · Employee Benefits			
Medical Plan	103,083.00	107,058.00	96,000.00
Medical -COBRA Reimbursements	0.00	-9,176.00	0.00
Retirement 403b Plan	42,830.00	38,954.00	41,500.00
Employee Paid Parking	1,680.00	0.00	0.00
51100 · Employee Benefits - Other	1,533.00	3,493.00	0.00
Total 51100 · Employee Benefits	149,126.00	140,329.00	137,500.00
Total Personnel Expenses	1,242,060.00	1,175,979.00	1,139,632.00
G&A Expenses			

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	Mar '24 - Feb 25	Mar '23 - Feb'24	Mar '23 - Feb'24
50301 · Bank & Credit Card Fees	36,920.00	38,078.00	29,500.00
51500 · Insurance Coverage	75,039.00	72,701.00	76,836.00
51600 · Interest Expense			
51607 · Interest Exp - SBA EIDL Loan	7,692.00	7,692.00	7,695.00
51615 · Finance charges	0.00	7.00	0.00
Total 51600 · Interest Expense	7,692.00	7,699.00	7,695.00
51800 · Misc. Expense	2,500.00	20,611.00	5,000.00
52000 · Office Expense	4,600.00	5,469.00	5,700.00
52200 · Postage	3,182.00	3,673.00	6,000.00
52300 · Printing	5,980.00	7,771.00	7,500.00
52400 · Professional Fees Expense	59,500.00	79,176.00	57,350.00
52410 · Tech Support	89,600.00	74,519.00	77,600.00
52500 · Mktg, Advert & PR			
52520 · Advertising	70,000.00	90,309.00	62,000.00
52540 · Publicity	55,500.00	3,895.00	3,500.00
52600 · Website Expense	24,000.00	38,448.00	25,000.00
Total 52500 · Mktg, Advert & PR	149,500.00	132,652.00	90,500.00
53100 · Telephone / Internet Expense	17,339.00	14,098.00	11,500.00
53300 · Training Expense	1,500.00	1,353.00	500.00
53400 · Travel & Entertainment	1,500.00	1,701.00	4,500.00
Total G&A Expenses	454,852.00	459,501.00	380,181.00
51900 · Facilities Expense			
51200 · Equipment Expense	6,007.00	6,007.00	6,100.00
51912 · Rent for Suite	16,800.00	14,400.00	14,400.00
51920 · Utilities	77,703.00	76,546.00	86,000.00
51930 · Real Estate Taxes	1,624.00	1,624.00	555.00
51940 · Rent Expense, In Kind	51,116.00	98,233.00	51,120.00
51941 · Truck Lease	4,985.00	4,985.00	5,420.00
51900 · Facilities Expense - Other	3,000.00	2,209.00	2,000.00
Total 51900 · Facilities Expense	161,235.00	204,004.00	165,595.00
51910 · Repairs/Maintenance			
R&M - Maintenance Buildings			
Cleaning Services	21,900.00	23,040.00	21,000.00
Elevators	8,500.00	7,436.00	7,950.00
Fire Protection	5,300.00	5,299.00	4,500.00
HVAC	17,300.00	16,962.00	10,400.00
Pest Control	6,700.00	6,744.00	5,500.00
Property Management	0.00	2,943.00	25,000.00
Security System	17,000.00	17,998.00	18,000.00
Total R&M - Maintenance Buildings	76,700.00	80,422.00	92,350.00
R&M - Maintenance Grounds			
R&M - Landscaping / Gardens	20,000.00	19,256.00	26,700.00
R&M - Lawn Mowing	12,500.00	12,500.00	12,720.00
R&M - Snow Removal	500.00	0.00	125.00
Total R&M - Maintenance Grounds	33,000.00	31,756.00	39,545.00
R&M - Repairs			
Repairs - Major (>\$500)	18,500.00	18,323.00	13,000.00
Repairs - Minor (<\$500)	8,000.00	7,696.00	9,000.00
Repairs - Supplies / Misc Items	13,000.00	5,971.00	5,000.00
Total R&M - Repairs	39,500.00	31,990.00	27,000.00
51910 · Repairs/Maintenance - Other	0.00	2,329.00	0.00
Total 51910 · Repairs/Maintenance	149,200.00	146,497.00	158,895.00
Total Expense	2,007,347.00	1,985,981.00	1,844,303.00
Net Ordinary Income	-396,159.00	-746,950.00	-418,672.00
Other Income/Expense			
Other Income			
45000 · Releases for Operating Support			
45100 · Released for Operations Support	89,488.00	92,462.00	92,462.00
45200 · Released for Topic Specific	118,143.00	119,767.00	119,767.00
45300 · Released for Administrative Fee	30,447.00	30,975.00	30,975.00
45400 · Release from TTWS - Gen Support	153,081.00	0.00	0.00
Total 45000 · Releases for Operating Support	391,159.00	243,204.00	243,204.00
45600 · Releases for Projects			
45700 · Released HBP Capital Campaign	0.00	721,953.00	170,420.00
Total 45600 · Releases for Projects	0.00	721,953.00	170,420.00
Permanent Endowments			
Investment Return - Permanent			
47000 · Investment - Income/ Dividends	0.00	0.00	0.00
48000 · Investment - Mkt Gain/Loss	0.00	0.00	0.00
Total Investment Return - Permanent	0.00	0.00	0.00
40190 · Endowment Contributions			
40151 · Endowment BPI	0.00	0.00	0.00
40153 · Endowment HBP	0.00	0.00	0.00

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Total 40190 · Endowment Contributions	0.00	0.00	0.00
55000 · Releases from Restricted Funds			
55200 · Released for Operations	0.00	0.00	0.00
55300 · Released for Admin Costs	0.00	0.00	0.00
55400 · Released from Grants/TR	5,000.00	10,273.00	15,000.00
55600 · Released from Endowments	0.00	0.00	0.00
55800 · HBP Capital Campaign Releases	0.00	0.00	0.00
Total 55000 · Releases from Restricted Funds	5,000.00	10,273.00	15,000.00
Total Permanent Endowments	5,000.00	10,273.00	15,000.00
Temporary Restricted Funds			
Grants - Restricted Purpose	0.00	0.00	0.00
Temporary Restricted Funds - Other	0.00	0.00	0.00
Total Temporary Restricted Funds	0.00	0.00	0.00
Total Other Income	396,159.00	975,430.00	428,624.00
Other Expense			
50500 · Capital Campaign Expense			
22.01 · Luckenbach Mill Elevator	0.00	75,961.00	0.00
22.04 · Gemeinhaus Painting	0.00	24,735.00	0.00
22.05 · Grist Miller's House	0.00	140,051.00	0.00
22.12 · KMDA Flooring	0.00	22,512.00	0.00
23.00 · CC Admin Expenses	0.00	15,000.00	0.00
23.02 - Visitor Center	0.00	9,325.00	0.00
23.03 - Luckenbach Mill	0.00	12,089.00	0.00
23.04 - KMDA Hardwood Floors	0.00	10,097.00	0.00
23.05 - KMDA NE Brickwall/Gate	0.00	37,253.00	0.00
23.06 - Apothecary	0.00	3,260.00	0.00
24.01 - Tannery	0.00	42,425.00	0.00
50582 · CC Bldg Exp MM Gemain Haus	0.00	5,415.00	0.00
Total 50500 · Capital Campaign Expense	0.00	398,123.00	0.00
Total Other Expense	0.00	398,123.00	0.00
Net Other Income	396,159.00	577,307.00	428,624.00
Net Income	0.00	-169,643.00	9,952.00