

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2022-2023 Budget - FY23 P&L

September 2022 - August 2023

	TOTAL			% OF BUDGET
	ACTUAL	BUDGET	OVER BUDGET	
Income				
25% LOGO USE Donation		50.00	-50.00	
CONVENTION				
2022 Convention				
2022 Convention Donation	80.00		80.00	
Total 2022 Convention	80.00		80.00	
2023 CONVENTION INCOME				
2023 CONVENTION - GENERAL		40,000.00	-40,000.00	
2023 CONVENTION PRESIDENT'S PROJECT	125.00		125.00	
2023 CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
2023 CONVENTION SPONSORS/FUNDRAISER		9,000.00	-9,000.00	
2023 CONVENTION VENDOR TABLES		500.00	-500.00	
Total 2023 CONVENTION INCOME	125.00	54,500.00	-54,375.00	0.23 %
Total CONVENTION	205.00	54,500.00	-54,295.00	0.38 %
DONATIONS/SPONSORSHIPS				
CFC Donations	325.14	4,000.00	-3,674.86	8.13 %
General donations	546.93	5,000.00	-4,453.07	10.94 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
Restricted Donations	1,500.00		1,500.00	
VAVS Fund - Restricted Funds	3,900.00	5,500.00	-1,600.00	70.91 %
Total DONATIONS/SPONSORSHIPS	6,272.07	17,500.00	-11,227.93	35.84 %
FUNDRAISER				
ONLINE STORE		15,000.00	-15,000.00	
2017 75th Patch	5.00		5.00	
BROCHURE	121.80		121.80	
BSM LOGO PENS	50.00		50.00	
BSM PATCHES				
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH	100.00		100.00	
BSM PATCH 12 INCH	0.00		0.00	
BSM PATCH 2 1/2 INCH	55.00		55.00	
BSM PATCH 6 INCH	100.00		100.00	
DOG TAGS AND BOOTS PATCH	60.00		60.00	
GLITZY PATCH 3 inch	25.00		25.00	
GLITZY PATCH 6 inch	130.00		130.00	
PAST PRESENT FUTURE PATCH	15.00		15.00	
Total BSM PATCHES	500.00		500.00	
BSM Pins				
Blue Star Dad Pin	72.00		72.00	
BSM Associate Pin	156.00		156.00	
Large BSM Pin	312.00		312.00	

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Past Chapter President Pin	96.00		96.00	
Small BSM Pin	156.00		156.00	
Total BSM Pins	792.00		792.00	
BSM Ritual Book	55.00		55.00	
BSM Tee Shirts				
2019 Red Shirt	220.00		220.00	
2021 Blue Shirt	35.00		35.00	
Total BSM Tee Shirts	255.00		255.00	
BSM WHITE LOGO BALL CAP	340.00		340.00	
CELL PHONE CARD HOLDER	30.00		30.00	
COINS	400.00		400.00	
DAD Blue Polo	160.00		160.00	
DAD Hat	10.00		10.00	
HANGER	96.00		96.00	
Hats	1,050.00		1,050.00	
License Plates	45.00		45.00	
Luggage Tags	24.00		24.00	
Magnets	60.00		60.00	
NAIL FILE	2.00		2.00	
NOTE CARDS	54.00		54.00	
RED FLAG PATCH	50.00		50.00	
RED JACKETS	1,020.00		1,020.00	
Shipping Income	937.00		937.00	
Tote Bags	20.00		20.00	
TOTEBAGS 2022	80.00		80.00	
WHITE GLOVES	160.00		160.00	
Yearbooks		400.00	-400.00	
Total ONLINE STORE	6,316.80	15,400.00	-9,083.20	41.02 %
Total FUNDRAISER	6,316.80	15,400.00	-9,083.20	41.02 %
Funds from closed chapters		100.00	-100.00	
Membership				
Chapter Membership Dues	49,680.00	64,000.00	-14,320.00	77.63 %
Charter Fee		250.00	-250.00	
Total Membership	49,680.00	64,250.00	-14,570.00	77.32 %
Total Income	\$62,473.87	\$151,800.00	\$ -89,326.13	41.16 %
GROSS PROFIT	\$62,473.87	\$151,800.00	\$ -89,326.13	41.16 %
Expenses				
Advertising/Public Relations	99.00	4,500.00	-4,401.00	2.20 %
Awards				
Chapter Grants	1,500.00	7,000.00	-5,500.00	21.43 %
Total Awards	1,500.00	7,000.00	-5,500.00	21.43 %

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Bank Charges	298.30	600.00	-301.70	49.72 %
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
Total Commissions & Fees		1,500.00	-1,500.00	
Conference Call		500.00	-500.00	
Conventions				
2023 Convention Expenses		47,500.00	-47,500.00	
Total Conventions		47,500.00	-47,500.00	
DC REP		300.00	-300.00	
Donations	275.00	650.00	-375.00	42.31 %
Parke Memorial Scholarship		2,000.00	-2,000.00	
VAVS Fund-Restricted Funds EXPENSE		5,500.00	-5,500.00	
VAVS Matching Funds		2,500.00	-2,500.00	
Total Donations	275.00	10,650.00	-10,375.00	2.58 %
Dues & Subscriptions	3.24	500.00	-496.76	0.65 %
Fundraising				
National Fundraising		1,000.00	-1,000.00	
On Line Store Expenses		9,500.00	-9,500.00	
BSM Pins	415.00		415.00	
coins	365.00		365.00	
Gloves	56.85		56.85	
Hats	100.00		100.00	
note card printing	143.50		143.50	
Online Store Postage	480.18		480.18	
Other Business Expenses	84.48		84.48	
Patches	361.49		361.49	
Red Jackets	1,949.01		1,949.01	
Total On Line Store Expenses	3,955.51	9,500.00	-5,544.49	41.64 %
Total Fundraising	3,955.51	10,500.00	-6,544.49	37.67 %
Insurance		3,500.00	-3,500.00	
Legal & Professional Fees		14,000.00	-14,000.00	
Management Expenses				
Ambassador Fund		3,000.00	-3,000.00	
National Treasurer		1,500.00	-1,500.00	
Postage	17.05		17.05	
Total National Treasurer	17.05	1,500.00	-1,482.95	1.14 %
Total Management Expenses	17.05	4,500.00	-4,482.95	0.38 %
Merchant card processing	1,246.49	6,000.00	-4,753.51	20.77 %
Moolah Merchant Fees	388.85		388.85	
Paypal Fees	109.91		109.91	
Total Merchant card processing	1,745.25	6,000.00	-4,254.75	29.09 %

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Office Expenses		325.00	-325.00	
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	833.57	4,000.00	-3,166.43	20.84 %
Past National President Pin		50.00	-50.00	
Program Expenses	36.63		36.63	
Flowers & Wreaths	285.00	650.00	-365.00	43.85 %
National Appointed Offices		12,150.00	-12,150.00	
National Patriotic Instructor				
Travel	612.56		612.56	
Total National Patriotic Instructor	612.56		612.56	
Total National Appointed Offices	612.56	12,150.00	-11,537.44	5.04 %
National Financial Secretary		250.00	-250.00	
National First VP		500.00	-500.00	
National Fourth VP		500.00	-500.00	
National President	861.52	10,000.00	-9,138.48	8.62 %
Travel	1,595.34		1,595.34	
Total National President	2,456.86	10,000.00	-7,543.14	24.57 %
National Recording secretary		150.00	-150.00	
National Second VP		150.00	-150.00	
National Third VP		150.00	-150.00	
Total Program Expenses	3,391.05	24,500.00	-21,108.95	13.84 %
Quick Books on line	2,160.00	2,200.00	-40.00	98.18 %
Shipping Expenses		2,000.00	-2,000.00	
Taxes & Licenses		500.00	-500.00	
Travel	106.00		106.00	
Executive Board Meeting	3,965.96	7,000.00	-3,034.04	56.66 %
National Convention	172.72	18,000.00	-17,827.28	0.96 %
Total Travel	4,244.68	25,000.00	-20,755.32	16.98 %
Veterans Day Committee Dues	150.00	150.00	0.00	100.00 %
Website and Database	8,935.51	10,000.00	-1,064.49	89.36 %
Yearbooks		625.00	-625.00	
Total Expenses	\$27,716.16	\$180,900.00	\$ -153,183.84	15.32 %
NET OPERATING INCOME	\$34,757.71	\$ -29,100.00	\$63,857.71	-119.44 %
Other Income				
Interest Earned	10.04		10.04	
Total Other Income	\$10.04	\$0.00	\$10.04	0.00%
NET OTHER INCOME	\$10.04	\$0.00	\$10.04	0.00%
NET INCOME	\$34,767.75	\$ -29,100.00	\$63,867.75	-119.48 %