

Blue Star Mothers of America, Inc.

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

September 2022 - August 2023

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF 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	875.00		875.00	
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	875.00	54,500.00	-53,625.00	1.61 %
Total CONVENTION	955.00	54,500.00	-53,545.00	1.75 %
DONATIONS/SPONSORSHIPS				
CFC Donations	418.72	4,000.00	-3,581.28	10.47 %
General donations	1,387.01	5,000.00	-3,612.99	27.74 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
Restricted Donations	750.00		750.00	
VAVS Fund - Restricted Funds	4,750.00	5,500.00	-750.00	86.36 %
Total DONATIONS/SPONSORSHIPS	7,305.73	17,500.00	-10,194.27	41.75 %
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	120.00		120.00	
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	65.00		65.00	
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	525.00		525.00	
BSM Pins				
Blue Star Dad Pin	96.00		96.00	
BSM Associate Pin	156.00		156.00	
Large BSM Pin	564.00		564.00	

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Past Chapter President Pin	96.00		96.00	
Small BSM Pin	192.00		192.00	
Total BSM Pins	1,104.00		1,104.00	
BSM Ritual Book	55.00		55.00	
BSM Tee Shirts				
2019 Red Shirt	260.00		260.00	
2021 Blue Shirt	35.00		35.00	
Total BSM Tee Shirts	295.00		295.00	
BSM WHITE LOGO BALL CAP	360.00		360.00	
CELL PHONE CARD HOLDER	30.00		30.00	
COINS	450.00		450.00	
DAD Blue Polo	200.00		200.00	
DAD Hat	10.00		10.00	
HANGER	120.00		120.00	
Hats	1,200.00		1,200.00	
License Plates	45.00		45.00	
Luggage Tags	24.00		24.00	
Magnets	75.00		75.00	
NAIL FILE	2.00		2.00	
NOTE CARDS	60.00		60.00	
RED FLAG PATCH	60.00		60.00	
RED JACKETS	1,140.00		1,140.00	
Shipping Income	1,099.00		1,099.00	
Tote Bags	20.00		20.00	
TOTEBAGS 2022	120.00		120.00	
WHITE GLOVES	175.00		175.00	
Yearbooks		400.00	-400.00	
Total ONLINE STORE	7,345.80	15,400.00	-8,054.20	47.70 %
Total FUNDRAISER	7,345.80	15,400.00	-8,054.20	47.70 %
Funds from closed chapters		100.00	-100.00	
Membership				
Chapter Membership Dues	50,512.50	64,000.00	-13,487.50	78.93 %
Charter Fee		250.00	-250.00	
Total Membership	50,512.50	64,250.00	-13,737.50	78.62 %
Total Income	\$66,119.03	\$151,800.00	\$ -85,680.97	43.56 %
GROSS PROFIT	\$66,119.03	\$151,800.00	\$ -85,680.97	43.56 %
Expenses				
Advertising/Public Relations	99.00	4,500.00	-4,401.00	2.20 %
Awards				
Chapter Grants	3,500.00	7,000.00	-3,500.00	50.00 %
Total Awards	3,500.00	7,000.00	-3,500.00	50.00 %

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Bank Charges	350.80	600.00	-249.20	58.47 %
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	519.95		519.95	
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	3,995.28	9,500.00	-5,504.72	42.06 %
Total Fundraising	3,995.28	10,500.00	-6,504.72	38.05 %
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	1,392.67	6,000.00	-4,607.33	23.21 %
Moolah Merchant Fees	388.85		388.85	
Paypal Fees	138.59		138.59	
Total Merchant card processing	1,920.11	6,000.00	-4,079.89	32.00 %

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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	
Postage	25.42		25.42	
Program Expenses				
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	36.63	250.00	-213.37	14.65 %
National First VP		500.00	-500.00	
National Fourth VP		500.00	-500.00	
National President		10,000.00	-10,000.00	
Travel	2,456.86		2,456.86	
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	2,987.52	7,000.00	-4,012.48	42.68 %
National Convention	3,579.60	18,000.00	-14,420.40	19.89 %
Total Travel	6,673.12	25,000.00	-18,326.88	26.69 %
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	\$32,437.15	\$180,900.00	\$ -148,462.85	17.93 %
NET OPERATING INCOME	\$33,681.88	\$ -29,100.00	\$62,781.88	-115.75 %
Other Income				
Interest Earned	13.46		13.46	
Total Other Income	\$13.46	\$0.00	\$13.46	0.00%
NET OTHER INCOME	\$13.46	\$0.00	\$13.46	0.00%
NET INCOME	\$33,695.34	\$ -29,100.00	\$62,795.34	-115.79 %