

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 DINNERS	715.00		715.00	
2023 CONVENTION DONATIONS	500.00		500.00	
2023 CONVENTION FUNDRAISERS	2,286.75		2,286.75	
2023 CONVENTION LUNCHES	78.00		78.00	
2023 CONVENTION PRESIDENT RECEPTION DONATIONS	700.00		700.00	
2023 CONVENTION PRESIDENT'S PROJECT	875.00		875.00	
2023 CONVENTION RAFFLE TICKETS	280.00		280.00	
2023 CONVENTION REGISTRATIONS	34,485.00		34,485.00	
2023 CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
2023 CONVENTION SPONSORS	2,580.00	9,000.00	-6,420.00	28.67 %
2023 CONVENTION VENDOR TABLES	350.00	500.00	-150.00	70.00 %
Total 2023 CONVENTION INCOME	42,849.75	54,500.00	-11,650.25	78.62 %
Total CONVENTION	42,929.75	54,500.00	-11,570.25	78.77 %
DONATIONS/SPONSORSHIPS				
CFC Donations	803.16	4,000.00	-3,196.84	20.08 %
General donations	2,428.66	5,000.00	-2,571.34	48.57 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
Restricted Donations				
Nashville VA Restricted Donation	750.00		750.00	
Total Restricted Donations	750.00		750.00	
VAVS Fund - Restricted Funds	5,675.57	5,500.00	175.57	103.19 %
Yearbook Ads	1,150.00		1,150.00	
Total VAVS Fund - Restricted Funds	6,825.57	5,500.00	1,325.57	124.10 %
Total DONATIONS/SPONSORSHIPS	10,807.39	17,500.00	-6,692.61	61.76 %
FUNDRAISER				
ONLINE STORE				
2017 75th Patch	8.00		8.00	
80TH CONVENTION RUBY PAPERWEIGHT	80.00		80.00	
BLUE LOGO VEST	1,750.00		1,750.00	
BROCHURE	485.10		485.10	
BSM FLAGS	105.00		105.00	
BSM LOGO PENS	146.00		146.00	
BSM PATCHES				

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET % OF BUDGET
ASSOCIATE PATCH	20.00		20.00
BRANCH PATCH	255.00		255.00
BSM PATCH 12 INCH	0.00		0.00
BSM PATCH 2 1/2 INCH	325.00		325.00
BSM PATCH 6 INCH	210.00		210.00
DOG TAGS AND BOOTS PATCH	165.00		165.00
GLITZY PATCH 3 inch	100.00		100.00
GLITZY PATCH 6 inch	260.00		260.00
PAST PRESENT FUTURE PATCH	110.00		110.00
PROUD OF OUR SONS AND DAUGHTERS PATCH	720.00		720.00
SUPPORTER ROCKERS - BLUE	315.00		315.00
SUPPORTER ROCKERS - RED	190.00		190.00
SUPPORTING OUR SONS AND DAUGHTERS PATCH	75.00		75.00
Total BSM PATCHES	2,745.00		2,745.00
BSM Pins			
Blue Star Dad Pin	156.00		156.00
BSM Associate Pin	240.00		240.00
Large BSM Pin	1,428.00		1,428.00
Past Chapter President Pin	240.00		240.00
Small BSM Pin	780.00		780.00
Total BSM Pins	2,844.00		2,844.00
BSM Ritual Book	60.00		60.00
BSM Tee Shirts			
2019 Red Shirt	660.00		660.00
2021 Blue Shirt	50.00		50.00
Total BSM Tee Shirts	710.00		710.00
BSM WHITE LOGO BALL CAP	800.00		800.00
Bundle			
2023 FATHERS DAY BUNDLE	100.00		100.00
Total Bundle	100.00		100.00
CELL PHONE CARD HOLDER	90.00		90.00
COINS	1,410.00		1,410.00
DAD Blue Polo	340.00		340.00
DAD Hat	10.00		10.00
HANGER	384.00		384.00
Hats	2,725.00		2,725.00
License Plates	50.00		50.00
Luggage Tags	117.00		117.00
Magnets	135.00		135.00
NAIL FILE	18.00		18.00
NOTE CARDS	228.00		228.00
RED FLAG PATCH	185.00		185.00
RED JACKETS	2,340.00		2,340.00
Shipping Income	3,341.00		3,341.00
Tote Bags	60.00		60.00
TOTEBAGS 2022	200.00		200.00
WHITE DRESS LOGO SHIRT	2,496.00		2,496.00
WHITE GLOVES	405.00		405.00

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Yearbooks	0.00	400.00	-400.00	0.00 %
Total ONLINE STORE	24,367.10	15,400.00	8,967.10	158.23 %
Total FUNDRAISER	24,367.10	15,400.00	8,967.10	158.23 %
Funds from closed chapters		100.00	-100.00	
Membership				
Chapter Membership Dues	56,162.50	64,000.00	-7,837.50	87.75 %
Charter Fee	100.00	250.00	-150.00	40.00 %
Total Membership	56,262.50	64,250.00	-7,987.50	87.57 %
Total Income	\$134,366.74	\$151,800.00	\$ -17,433.26	88.52 %
GROSS PROFIT	\$134,366.74	\$151,800.00	\$ -17,433.26	88.52 %
Expenses				
Advertising/Public Relations	1,150.92	4,500.00	-3,349.08	25.58 %
Ambassador Funds	754.05		754.05	
Awards				
Chapter Grants	5,500.00	7,000.00	-1,500.00	78.57 %
Total Awards	5,500.00	7,000.00	-1,500.00	78.57 %
Bank Charges	150.00	600.00	-450.00	25.00 %
Checks	139.95		139.95	
Total Bank Charges	289.95	600.00	-310.05	48.33 %
Commissions & Fees				
CFC Application Fee	275.00	1,500.00	-1,225.00	18.33 %
Total Commissions & Fees	275.00	1,500.00	-1,225.00	18.33 %
Conference Call	161.14	500.00	-338.86	32.23 %
Conventions				
2023 Convention Expenses	8,917.02	47,500.00	-38,582.98	18.77 %
Total Conventions	8,917.02	47,500.00	-38,582.98	18.77 %
DC REP		300.00	-300.00	
Donations	1,485.00	650.00	835.00	228.46 %
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	7,800.00	5,500.00	2,300.00	141.82 %
VAVS Matching Funds	2,600.00	2,500.00	100.00	104.00 %
Total Donations	13,885.00	10,650.00	3,235.00	130.38 %
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	
blue logo vest	3,415.67		3,415.67	
Brochures	530.00		530.00	
BSM Logo Pens	160.00		160.00	
BSM Pins	415.00		415.00	
BSM White Logo Ball Cap	622.90		622.90	
coins	1,691.80		1,691.80	
Gloves	46.85		46.85	
Hats	906.37		906.37	
note card printing	443.50		443.50	
Online Store Postage	1,929.57		1,929.57	
Other Business Expenses	84.48		84.48	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Patches	878.45		878.45	
Red Jackets	3,865.24		3,865.24	
Shipping Supplies	48.36		48.36	
white dress logo shirt	3,638.34		3,638.34	
Total On Line Store Expenses	18,676.53	9,500.00	9,176.53	196.60 %
Total Fundraising	18,676.53	10,500.00	8,176.53	177.87 %
Insurance	994.00	3,500.00	-2,506.00	28.40 %
Legal & Professional Fees	375.00	14,000.00	-13,625.00	2.68 %
Management Expenses				
Ambassador Fund		3,000.00	-3,000.00	
National Treasurer	6.39	1,500.00	-1,493.61	0.43 %
General Office Expenses	23.95		23.95	
Postage	244.60		244.60	
Total National Treasurer	274.94	1,500.00	-1,225.06	18.33 %
Total Management Expenses	274.94	4,500.00	-4,225.06	6.11 %
Merchant card processing	4,331.80	6,000.00	-1,668.20	72.20 %
First American Payment Systems	267.00		267.00	
Moolah Merchant Fees	372.65		372.65	
Paypal Fees	224.26		224.26	
Total Merchant card processing	5,195.71	6,000.00	-804.29	86.60 %
Office Expenses		325.00	-325.00	
Management	60.00		60.00	
Total Office Expenses	60.00	325.00	-265.00	18.46 %
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	1,424.95	4,000.00	-2,575.05	35.62 %
Past National President Pin		50.00	-50.00	
Postage	92.26		92.26	
Program Expenses				
Flowers & Wreaths	940.30	650.00	290.30	144.66 %
National Appointed Offices				
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing		1,500.00	-1,500.00	
Total National Chaplain		1,700.00	-1,700.00	
National Convention Chair		200.00	-200.00	
National Finance Committee Chair		50.00	-50.00	
National Historian	331.32		331.32	
Travel		2,500.00	-2,500.00	
Total National Historian	331.32	2,500.00	-2,168.68	13.25 %
National Patriotic Instructor	1,000.12		1,000.12	
Travel	612.56	2,500.00	-1,887.44	24.50 %
Total National Patriotic Instructor	1,612.68	2,500.00	-887.32	64.51 %
National VAVS Rep	1,218.96	4,500.00	-3,281.04	27.09 %
Postage		500.00	-500.00	
VAVS Annual Meeting	977.57		977.57	
Veterans Day National Committee Pins		200.00	-200.00	
Total National VAVS Rep	2,196.53	5,200.00	-3,003.47	42.24 %
Total National Appointed Offices	4,140.53	12,150.00	-8,009.47	34.08 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
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	
Postage	19.15		19.15	
Total National Fourth VP	19.15	500.00	-480.85	3.83 %
National President	1,138.61	10,000.00	-8,861.39	11.39 %
Travel	2,932.81		2,932.81	
Total National President	4,071.42	10,000.00	-5,928.58	40.71 %
National Recording secretary		150.00	-150.00	
National Second VP		150.00	-150.00	
National Third VP		150.00	-150.00	
Total Program Expenses	9,208.03	24,500.00	-15,291.97	37.58 %
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				
Executive Board Meeting	5,120.78	7,000.00	-1,879.22	73.15 %
National Convention	4,164.68	18,000.00	-13,835.32	23.14 %
Total Travel	9,285.46	25,000.00	-15,714.54	37.14 %
Veterans Day Committee Dues	150.00	150.00	0.00	100.00 %
Website and Database	11,208.73	10,000.00	1,208.73	112.09 %
Yearbooks	1,008.80	625.00	383.80	161.41 %
National Yearbook Editor	44.35		44.35	
Total Yearbooks	1,053.15	625.00	428.15	168.50 %
Total Expenses	\$91,203.08	\$180,900.00	\$ -89,696.92	50.42 %
NET OPERATING INCOME	\$43,163.66	\$ -29,100.00	\$72,263.66	-148.33 %
Other Income				
Interest Earned	33.43		33.43	
Total Other Income	\$33.43	\$0.00	\$33.43	0.00%
NET OTHER INCOME	\$33.43	\$0.00	\$33.43	0.00%
NET INCOME	\$43,197.09	\$ -29,100.00	\$72,297.09	-148.44 %