

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - August 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation	185.45	50.00	135.45	370.90 %
<b>CONVENTION</b>				
2022 Convention	1,850.00		1,850.00	
2022 Convention Dinner Cruise	5,600.00		5,600.00	
2022 Convention Donation	3,448.00		3,448.00	
2022 Convention Donation - Convention Bags	525.00		525.00	
2022 Convention Donation for Presidents Reception	210.00		210.00	
<b>Total 2022 Convention Donation</b>	<b>4,183.00</b>		<b>4,183.00</b>	
2022 Convention Raffle	505.00		505.00	
2022 Convention Registration	28,390.00		28,390.00	
2022 Convention Dinner Guests	900.00		900.00	
2022 Convention Lunch Guests	66.00		66.00	
<b>Total 2022 Convention Registration</b>	<b>29,356.00</b>		<b>29,356.00</b>	
2022 Convention Sponsor/Fundraising	7,774.95		7,774.95	
2022 Convention Bling Shirt	6,596.58		6,596.58	
2022 Convention T-shirts	1,251.82		1,251.82	
<b>Total 2022 Convention Sponsor/Fundraising</b>	<b>15,623.35</b>		<b>15,623.35</b>	
2022 Convention Vendor Tables	275.00		275.00	
2022 Yearbook Ads	955.00		955.00	
<b>Total 2022 Convention</b>	<b>58,347.35</b>		<b>58,347.35</b>	
2023 CONVENTION INCOME	2,423.00		2,423.00	
<b>Total CONVENTION</b>	<b>60,770.35</b>		<b>60,770.35</b>	
<b>DONATIONS/SPONSORSHIPS</b>				
DONATIONS/SPONSORSHIPS	407.50		407.50	
CFC Donations	584.96	4,000.00	-3,415.04	14.62 %
General donations	780.09	10,000.00	-9,219.91	7.80 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
Restricted Donations	0.04		0.04	
VAVS Fund - Restricted Funds	5,604.00	5,500.00	104.00	101.89 %
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>7,376.59</b>	<b>22,500.00</b>	<b>-15,123.41</b>	<b>32.78 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE	130.00	19,725.00	-19,595.00	0.66 %
2017 75th Patch	19.00		19.00	
80TH CONVENTION RUBY PAPERWEIGHT	605.00		605.00	
BROCHURE	574.20		574.20	
BSM FLAGS	105.00		105.00	
BSM LOGO PENS	338.00		338.00	
BSM PATCHES	10.00		10.00	
ASSOCIATE PATCH	55.00		55.00	
BRANCH PATCH	300.00		300.00	
BSM PATCH 12 INCH	135.00		135.00	

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - August 2022

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
			% OF BUDGET
BSM PATCH 2 1/2 INCH	335.00		335.00
BSM PATCH 6 INCH	190.00		190.00
DOG TAGS AND BOOTS PATCH	200.00		200.00
GLITZY PATCH 3 inch	300.00		300.00
GLITZY PATCH 6 inch	180.00		180.00
PAST PRESENT FUTURE PATCH	150.00		150.00
SUPPORTING OUR SONS AND DAUGHTERS PATCH	400.00		400.00
<b>Total BSM PATCHES</b>	<b>2,255.00</b>		<b>2,255.00</b>
BSM Pins	24.00		24.00
2022 CALIFORNIA PINS	225.00		225.00
Blue Star Dad Pin	324.00		324.00
BSM Associate Pin	600.00		600.00
Large BSM Pin	1,836.00		1,836.00
Past Chapter President Pin	372.00		372.00
Small BSM Pin	1,296.00		1,296.00
<b>Total BSM Pins</b>	<b>4,677.00</b>		<b>4,677.00</b>
BSM Ritual Book	230.00		230.00
BSM Tee Shirts			
2019 Red Shirt	980.00		980.00
2021 Blue Shirt	1,490.00		1,490.00
BAND Of Mothers	42.00		42.00
BSMA Baseball Shirt	210.00		210.00
I Stand T-Shirt	10.00		10.00
<b>Total BSM Tee Shirts</b>	<b>2,732.00</b>		<b>2,732.00</b>
BSM WHITE LOGO BALL CAP	320.00		320.00
CELL PHONE CARD HOLDER	45.00		45.00
COINS	1,620.00		1,620.00
DAD Blue Polo	250.00		250.00
DAD Hat	180.00		180.00
HANGER	612.00		612.00
Hats	2,950.00		2,950.00
License Plates	190.00		190.00
Luggage Tags	183.00		183.00
Magnets	195.00		195.00
NAIL FILE	120.00		120.00
NOTE CARDS	186.00		186.00
RED FLAG PATCH	215.00		215.00
RED JACKETS	4,920.00		4,920.00
RUBY LANYARDS	75.00		75.00
Shipping Income	2,303.00		2,303.00
Tote Bags	180.00		180.00
TOTEBAGS 2022	360.00		360.00

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - August 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
WHITE GLOVES	344.15		344.15	
Yearbooks	1,360.00	400.00	960.00	340.00 %
<b>Total ONLINE STORE</b>	<b>28,273.35</b>	<b>20,125.00</b>	<b>8,148.35</b>	<b>140.49 %</b>
<b>Total FUNDRAISER</b>	<b>28,273.35</b>	<b>20,125.00</b>	<b>8,148.35</b>	<b>140.49 %</b>
Funds from closed chapters	-60.00	100.00	-160.00	-60.00 %
Membership				
Chapter Membership Dues	56,452.50	64,000.00	-7,547.50	88.21 %
Charter Fee	175.00	250.00	-75.00	70.00 %
Refunds	0.00		0.00	
<b>Total Membership</b>	<b>56,627.50</b>	<b>64,250.00</b>	<b>-7,622.50</b>	<b>88.14 %</b>
Shipping Income	536.00		536.00	
<b>Total Income</b>	<b>\$153,709.24</b>	<b>\$107,025.00</b>	<b>\$46,684.24</b>	<b>143.62 %</b>
<b>GROSS PROFIT</b>	<b>\$153,709.24</b>	<b>\$107,025.00</b>	<b>\$46,684.24</b>	<b>143.62 %</b>
Expenses				
Advertising/Public Relations	913.50	5,000.00	-4,086.50	18.27 %
Awards				
Chapter Grants	5,000.00	5,000.00	0.00	100.00 %
<b>Total Awards</b>	<b>5,000.00</b>	<b>5,000.00</b>	<b>0.00</b>	<b>100.00 %</b>
Bank Charges	483.30	100.00	383.30	483.30 %
Checks		200.00	-200.00	
<b>Total Bank Charges</b>	<b>483.30</b>	<b>300.00</b>	<b>183.30</b>	<b>161.10 %</b>
Commissions & Fees				
CFC Application Fee	815.00	1,000.00	-185.00	81.50 %
<b>Total Commissions &amp; Fees</b>	<b>815.00</b>	<b>1,000.00</b>	<b>-185.00</b>	<b>81.50 %</b>
Conference Call	214.90	250.00	-35.10	85.96 %
Conventions				
2021 Convention Expenses		35,000.00	-35,000.00	
2022 Bling Shirt	6,002.43		6,002.43	
2022 Convention Expenses	43,816.21		43,816.21	
Shipping Expense - Convention Store	1,931.56		1,931.56	
<b>Total 2022 Convention Expenses</b>	<b>45,747.77</b>		<b>45,747.77</b>	
<b>Total Conventions</b>	<b>51,750.20</b>	<b>35,000.00</b>	<b>16,750.20</b>	<b>147.86 %</b>
DC REP		300.00	-300.00	
Donations	4,479.05	3,500.00	979.05	127.97 %
Parke Memorial Scholarship	2,000.00	3,000.00	-1,000.00	66.67 %
VAVS Fund-Restricted Funds EXPENSE	9,250.00	5,500.00	3,750.00	168.18 %
VAVS Matching Funds		2,500.00	-2,500.00	
<b>Total Donations</b>	<b>15,729.05</b>	<b>14,500.00</b>	<b>1,229.05</b>	<b>108.48 %</b>
Dues & Subscriptions	1,911.24	325.00	1,586.24	588.07 %
Fundraising				
National Fundraising		1,000.00	-1,000.00	

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - August 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
On Line Store Expenses	330.14	10,000.00	-9,669.86	3.30 %
80th Convention Ruby Paperweight	1,542.00		1,542.00	
Brochures	512.80		512.80	
BSM Logo Pens	160.00		160.00	
BSM Pins	941.60		941.60	
BSM White Logo Ball Cap	588.91		588.91	
Cell Phone Card Holder	211.12		211.12	
coins	1,255.00		1,255.00	
Gloves	209.50		209.50	
Hats	3,361.72		3,361.72	
Online Store Postage	2,047.48	2,000.00	47.48	102.37 %
Other Business Expenses	100.52		100.52	
Patches	268.58		268.58	
R.E.D. Flag Patch	462.69		462.69	
Red Jackets	4,823.53		4,823.53	
Shipping	143.63		143.63	
Shipping Supplies	109.69		109.69	
Supporting Our Sons & Daughters Patch	501.35		501.35	
Totebags 2022	1,028.00		1,028.00	
<b>Total On Line Store Expenses</b>	<b>18,598.26</b>	<b>12,000.00</b>	<b>6,598.26</b>	<b>154.99 %</b>
<b>Total Fundraising</b>	<b>18,598.26</b>	<b>13,000.00</b>	<b>5,598.26</b>	<b>143.06 %</b>
Insurance	2,832.00	2,500.00	332.00	113.28 %
Legal & Professional Fees	350.00		350.00	
CPA	8,700.00	10,000.00	-1,300.00	87.00 %
Legal Fees		1,500.00	-1,500.00	
Parliamentarian		2,500.00	-2,500.00	
<b>Total Legal &amp; Professional Fees</b>	<b>9,050.00</b>	<b>14,000.00</b>	<b>-4,950.00</b>	<b>64.64 %</b>
Management Expenses	130.00		130.00	
Ambassador Fund		2,750.00	-2,750.00	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	266.44	500.00	-233.56	53.29 %
Postage	789.62		789.62	
<b>Total National Treasurer</b>	<b>1,056.06</b>	<b>500.00</b>	<b>556.06</b>	<b>211.21 %</b>
<b>Total Management Expenses</b>	<b>1,251.05</b>	<b>3,250.00</b>	<b>-1,998.95</b>	<b>38.49 %</b>
Merchant card processing	3,426.04	5,500.00	-2,073.96	62.29 %
First American Payment Systems	870.01		870.01	
Moolah Merchant Fees	967.52		967.52	
Paypal Fees	118.41		118.41	
square merchant fee	235.42		235.42	
<b>Total Merchant card processing</b>	<b>5,617.40</b>	<b>5,500.00</b>	<b>117.40</b>	<b>102.13 %</b>
Office Expenses				

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - August 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Management	80.85		80.85	
General Office Supplies	79.05	25.00	54.05	316.20 %
<b>Total Management</b>	<b>159.90</b>	<b>25.00</b>	<b>134.90</b>	<b>639.60 %</b>
Program				
General Office Supplies	41.93		41.93	
PO Box	234.00	300.00	-66.00	78.00 %
<b>Total Program</b>	<b>275.93</b>	<b>300.00</b>	<b>-24.07</b>	<b>91.98 %</b>
<b>Total Office Expenses</b>	<b>435.83</b>	<b>325.00</b>	<b>110.83</b>	<b>134.10 %</b>
Office/General Administrative Expenses	380.68	100.00	280.68	380.68 %
Past National President Pin		400.00	-400.00	
Postage		100.00	-100.00	
Program Expenses				
Contingency Fund		300.00	-300.00	
Flowers & Wreaths	570.00	600.00	-30.00	95.00 %
Gold Star Mother Mailing - Restricted	121.45		121.45	
National Appointed Offices				
By-Law Committee Chair				
Travel	141.67		141.67	
<b>Total By-Law Committee Chair</b>	<b>141.67</b>		<b>141.67</b>	
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	2,762.62	1,200.00	1,562.62	230.22 %
<b>Total National Chaplain</b>	<b>2,762.62</b>	<b>1,400.00</b>	<b>1,362.62</b>	<b>197.33 %</b>
National Convention Chair		200.00	-200.00	
Travel	588.20		588.20	
<b>Total National Convention Chair</b>	<b>588.20</b>	<b>200.00</b>	<b>388.20</b>	<b>294.10 %</b>
National Finance Committe Chair		50.00	-50.00	
Postage	1.56		1.56	
<b>Total National Finance Committe Chair</b>	<b>1.56</b>	<b>50.00</b>	<b>-48.44</b>	<b>3.12 %</b>
National Historian		1,600.00	-1,600.00	
Travel	0.00		0.00	
<b>Total National Historian</b>	<b>0.00</b>	<b>1,600.00</b>	<b>-1,600.00</b>	<b>0.00 %</b>
National Patriotic Instructor		1,600.00	-1,600.00	
Travel	1,353.86		1,353.86	
<b>Total National Patriotic Instructor</b>	<b>1,353.86</b>	<b>1,600.00</b>	<b>-246.14</b>	<b>84.62 %</b>
National VAVS Rep		4,000.00	-4,000.00	
General Office Supplies	274.54		274.54	
Postage	46.98		46.98	
Travel	1,661.09		1,661.09	
Veterans Day National Committee Pins		125.00	-125.00	
<b>Total National VAVS Rep</b>	<b>1,982.61</b>	<b>4,125.00</b>	<b>-2,142.39</b>	<b>48.06 %</b>
<b>Total National Appointed Offices</b>	<b>6,830.52</b>	<b>8,975.00</b>	<b>-2,144.48</b>	<b>76.11 %</b>

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - August 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Financial Secretary		250.00	-250.00	
General Office Expenses	46.83		46.83	
Postage	42.66		42.66	
<b>Total National Financial Secretary</b>	<b>89.49</b>	<b>250.00</b>	<b>-160.51</b>	<b>35.80 %</b>
National First VP		500.00	-500.00	
National Fourth VP		500.00	-500.00	
Postage	16.16		16.16	
<b>Total National Fourth VP</b>	<b>16.16</b>	<b>500.00</b>	<b>-483.84</b>	<b>3.23 %</b>
National President		9,120.00	-9,120.00	
Travel	6,319.69		6,319.69	
<b>Total National President</b>	<b>6,319.69</b>	<b>9,120.00</b>	<b>-2,800.31</b>	<b>69.29 %</b>
National Recording secretary		150.00	-150.00	
Postage	42.82		42.82	
<b>Total National Recording secretary</b>	<b>42.82</b>	<b>150.00</b>	<b>-107.18</b>	<b>28.55 %</b>
National Second VP		100.00	-100.00	
National Third VP		100.00	-100.00	
<b>Total Program Expenses</b>	<b>13,990.13</b>	<b>20,595.00</b>	<b>-6,604.87</b>	<b>67.93 %</b>
Quick Books on line	1,940.00	1,680.00	260.00	115.48 %
Repair & Maintenance	199.99		199.99	
Shipping Expenses	2,216.79	1,500.00	716.79	147.79 %
Taxes & Licenses		500.00	-500.00	
Travel	993.33		993.33	
Executive Board Meeting	5,688.22	6,000.00	-311.78	94.80 %
National Convention	4,937.95	15,000.00	-10,062.05	32.92 %
<b>Total Travel</b>	<b>11,619.50</b>	<b>21,000.00</b>	<b>-9,380.50</b>	<b>55.33 %</b>
Veterans Day Committee Dues		150.00	-150.00	
Website and Database	737.76	7,500.00	-6,762.24	9.84 %
New Website Hosting Fees	8,510.01	7,500.00	1,010.01	113.47 %
<b>Total Website and Database</b>	<b>9,247.77</b>	<b>15,000.00</b>	<b>-5,752.23</b>	<b>61.65 %</b>
Yearbooks	1,006.40		1,006.40	
Printing		1,250.00	-1,250.00	
<b>Total Yearbooks</b>	<b>1,006.40</b>	<b>1,250.00</b>	<b>-243.60</b>	<b>80.51 %</b>
<b>Total Expenses</b>	<b>\$155,202.99</b>	<b>\$162,525.00</b>	<b>\$ -7,322.01</b>	<b>95.49 %</b>
NET OPERATING INCOME	<b>\$ -1,493.75</b>	<b>\$ -55,500.00</b>	<b>\$54,006.25</b>	<b>2.69 %</b>
Other Income				
Interest Earned	40.87		40.87	
<b>Total Other Income</b>	<b>\$40.87</b>	<b>\$0.00</b>	<b>\$40.87</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$40.87</b>	<b>\$0.00</b>	<b>\$40.87</b>	<b>0.00%</b>
NET INCOME	<b>\$ -1,452.88</b>	<b>\$ -55,500.00</b>	<b>\$54,047.12</b>	<b>2.62 %</b>