

Blue Star Mothers of America, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

September 2023 - January 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation	91.73	41.65	50.08	220.24 %
CONVENTION				
2024 CONVENTION INCOME				
2024 CONVENTION FUNDRAISER	2,962.93	2,083.35	879.58	142.22 %
2024 CONVENTION REGISTRATION		18,500.00	-18,500.00	
2024 CONVENTION SILENT AUCTION		2,500.00	-2,500.00	
2024 CONVENTION SPONSOR/FUNDRAISER	3,725.00	1,666.65	2,058.35	223.50 %
2024 CONVENTION VENDOR TABLES		250.00	-250.00	
Total 2024 CONVENTION INCOME	6,687.93	25,000.00	-18,312.07	26.75 %
Total CONVENTION	6,687.93	25,000.00	-18,312.07	26.75 %
DONATIONS/SPONSORSHIPS				
CFC DONATIONS	339.57	312.50	27.07	108.66 %
GENERAL DONATIONS	955.00	625.00	330.00	152.80 %
PARKE MEMORIAL SCHOLARSHIP INCOME		833.35	-833.35	
VAVS FUND - RESTRICTED FUNDS	5,615.22	2,916.65	2,698.57	192.52 %
Total DONATIONS/SPONSORSHIPS	6,909.79	4,687.50	2,222.29	147.41 %
FUNDRAISER				
ONLINE STORE		6,250.00	-6,250.00	
BLUE LOGO VEST	560.00		560.00	
BROCHURE	233.70		233.70	
BSM LOGO PENS	176.00		176.00	
BSM PATCHES				
ASSOCIATE PATCH	20.00		20.00	
BRANCH PATCH	165.00		165.00	
BSM PATCH 2 1/2 INCH	200.00		200.00	
BSM PATCH 6 INCH	60.00		60.00	
DOG TAGS AND BOOTS PATCH	140.00		140.00	
GLITZY PATCH 3 inch	75.00		75.00	
GLITZY PATCH 6 inch	90.00		90.00	
PAST PRESENT FUTURE PATCH	60.00		60.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	180.00		180.00	
SUPPORTER ROCKERS - RED	25.00		25.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	60.00		60.00	
Total BSM PATCHES	1,075.00		1,075.00	
BSM PINS				
BLUE STAR DAD PIN	156.00		156.00	
BSM ASSOCIATE PIN	120.00		120.00	
LARGE BSM PIN	792.00		792.00	
PAST CHAPTER PRESIDENT PIN	120.00		120.00	
SMALL BSM PIN	456.00		456.00	
Total BSM PINS	1,644.00		1,644.00	

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BSM RITUAL BOOK	15.00		15.00	
BSM T-SHIRTS				
2019 RED SHIRT	260.00		260.00	
Total BSM T-SHIRTS	260.00		260.00	
BSM WHITE LOGO BALL CAP	260.00		260.00	
BSMA ORNAMENT BUNDLE	3,100.00		3,100.00	
2023 FATHERS DAY BUNDLE	25.00		25.00	
HOLIDAY SPECIAL	250.00		250.00	
VALENTINES BUNDLE	50.00		50.00	
Total BUNDLE	325.00		325.00	
CELL PHONE CARD HOLDER	20.00		20.00	
COINS	900.00		900.00	
DAD BLUE POLO	100.00		100.00	
HANGER	324.00		324.00	
HANGER WITH MAGNET	144.00		144.00	
HATS/GARRISON COVER	1,750.00		1,750.00	
LUGGAGE TAGS	15.00		15.00	
MAGNETS	114.00		114.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	108.00		108.00	
RED FLAG PATCH	90.00		90.00	
RED JACKETS	1,200.00		1,200.00	
SHIPPING INCOME	2,503.00		2,503.00	
TOTEBAGS 2022	300.00		300.00	
WHITE DRESS LOGO SHIRT	932.00		932.00	
WHITE GLOVES	280.00		280.00	
Total ONLINE STORE	16,454.70	6,250.00	10,204.70	263.28 %
Total FUNDRAISER	16,454.70	6,250.00	10,204.70	263.28 %
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP	1,195.12	41.65	1,153.47	2,869.44 %
CHAPTER MEMBERSHIP DUES	51,450.00	22,916.65	28,533.35	224.51 %
CHARTER FEE	25.00	62.50	-37.50	40.00 %
Total MEMBERSHIP	51,475.00	22,979.15	28,495.85	224.01 %
Total Income	\$82,814.27	\$58,999.95	\$23,814.32	140.36 %
GROSS PROFIT	\$82,814.27	\$58,999.95	\$23,814.32	140.36 %
Expenses				
Advertising/Public Relations	99.00	1,041.65	-942.65	9.50 %
Awards				
Chapter Grants	0.00	2,916.65	-2,916.65	0.00 %
Total Awards	0.00	2,916.65	-2,916.65	0.00 %
Bank Charges	75.00	208.35	-133.35	36.00 %

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Checks		83.35	-83.35	
Total Bank Charges	75.00	291.70	-216.70	25.71 %
Commissions & Fees				
CFC Application Fee		625.00	-625.00	
Total Commissions & Fees		625.00	-625.00	
Conference Call		125.00	-125.00	
Conventions				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses	3,923.37	13,750.00	-9,826.63	28.53 %
Total Conventions	4,053.68	13,750.00	-9,696.32	29.48 %
DC REP	39.21	125.00	-85.79	31.37 %
Donations				
Parke Memorial Scholarship	2,000.00	833.35	1,166.65	240.00 %
VAVS Fund-Restricted Funds EXPENSE	-200.00	2,916.65	-3,116.65	-6.86 %
VAVS Matching Funds		1,250.00	-1,250.00	
WIMSA	330.00	416.65	-86.65	79.20 %
Total Donations	2,130.00	5,416.65	-3,286.65	39.32 %
Dues & Subscriptions		833.35	-833.35	
Fundraising				
On Line Store Expenses		2,916.65	-2,916.65	
Bsm hanger	368.27		368.27	
BSMA Ornament	1,542.00		1,542.00	
coins	425.00		425.00	
Hats	864.00		864.00	
Online Store Postage	913.10	1,250.00	-336.90	73.05 %
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	119.64		119.64	
white dress logo shirt	2,317.54		2,317.54	
Total On Line Store Expenses	8,504.85	4,166.65	4,338.20	204.12 %
Total Fundraising	8,504.85	4,166.65	4,338.20	204.12 %
Insurance	994.00	1,458.35	-464.35	68.16 %
Legal & Professional Fees	375.00		375.00	
CPA		4,166.65	-4,166.65	
Legal Fees		625.00	-625.00	
Parlamentarian		1,041.65	-1,041.65	
Total Legal & Professional Fees	375.00	5,833.30	-5,458.30	6.43 %
Management Expenses				
Ambassador Fund		2,500.00	-2,500.00	
Total Management Expenses		2,500.00	-2,500.00	
Merchant card processing	2,025.72	2,500.00	-474.28	81.03 %
First American Payment Systems	113.94		113.94	
Moolah Merchant Fees	426.76		426.76	

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Paypal Fees	81.83		81.83	
Total Merchant card processing	2,648.25	2,500.00	148.25	105.93 %
Office Expenses				
Management				
General Office Supplies		83.35	-83.35	
Total Management		83.35	-83.35	
Program				
PO Box		125.00	-125.00	
Total Program		125.00	-125.00	
Total Office Expenses		208.35	-208.35	
Officer Equipment/Software	2,194.00	1,666.65	527.35	131.64 %
Past National President Pin		20.85	-20.85	
Program Expenses				
Flowers & Wreaths	327.65	312.50	15.15	104.85 %
National Appointed Offices				
By-Law Committee Chair		250.00	-250.00	
National Chaplain		1,333.35	-1,333.35	
National Finance Committe Chair		20.85	-20.85	
National Historian		104.15	-104.15	
National Patriotic Instructor		104.15	-104.15	
National VAVS Rep				
Postage		208.35	-208.35	
VAVS Annual Meeting		1,875.00	-1,875.00	
Total National VAVS Rep		2,083.35	-2,083.35	
Total National Appointed Offices		3,895.85	-3,895.85	
National Financial Secretary		104.15	-104.15	
National First VP		104.15	-104.15	
National Fourth VP		104.15	-104.15	
Postage	14.20		14.20	
Total National Fourth VP	14.20	104.15	-89.95	13.63 %
National President	387.15	416.65	-29.50	92.92 %
National Recording secretary		125.00	-125.00	
National Second VP	108.00	104.15	3.85	103.70 %
National Third VP		104.15	-104.15	
National Treasurer				
General Office Expenses	145.01	208.35	-63.34	69.60 %
Postage	459.18	312.50	146.68	146.94 %
Total National Treasurer	604.19	520.85	83.34	116.00 %
Total Program Expenses	1,441.19	5,791.60	-4,350.41	24.88 %
Quick Books on line		1,000.00	-1,000.00	
Repair & Maintenance		83.35	-83.35	
Shipping Expenses		1,041.65	-1,041.65	

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Travel				
Department Conventions	1,163.70	833.35	330.35	139.64 %
Executive Board Meeting	5,913.18	2,916.65	2,996.53	202.74 %
Gold Star Mothers Weekend	419.96	416.65	3.31	100.79 %
Memorial Day	440.81	1,458.35	-1,017.54	30.23 %
National Convention	461.95	6,250.00	-5,788.05	7.39 %
Special Events		1,250.00	-1,250.00	
Veterans Day	888.68	1,458.35	-569.67	60.94 %
Total Travel	9,288.28	14,583.35	-5,295.07	63.69 %
Veterans Day Committee Dues		83.35	-83.35	
Website and Database	10,692.84	5,000.00	5,692.84	213.86 %
Yearbooks		41.65	-41.65	
Total Expenses	\$42,535.30	\$71,104.10	\$ -28,568.80	59.82 %
NET OPERATING INCOME	\$40,278.97	\$ -12,104.15	\$52,383.12	-332.77 %
Other Income				
Interest Earned	21.75		21.75	
Total Other Income	\$21.75	\$0.00	\$21.75	0.00%
NET OTHER INCOME	\$21.75	\$0.00	\$21.75	0.00%
NET INCOME	\$40,300.72	\$ -12,104.15	\$52,404.87	-332.95 %