

# Blue Star Mothers of America, Inc.

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

September 2022 - July 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation		45.87	-45.87	
<b>CONVENTION</b>				
2022 Convention				
2022 Convention Donation	80.00		80.00	
<b>Total 2022 Convention</b>	<b>80.00</b>		<b>80.00</b>	
2023 CONVENTION INCOME				
2023 CONVENTION - GENERAL		36,666.63	-36,666.63	
2023 CONVENTION DINNERS	770.00		770.00	
2023 CONVENTION DONATIONS	650.00		650.00	
2023 CONVENTION FUNDRAISERS	2,947.56		2,947.56	
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	37,560.00		37,560.00	
2023 CONVENTION SPONSORS	2,680.00	8,250.00	-5,570.00	32.48 %
2023 CONVENTION VENDOR TABLES	450.00	458.37	-8.37	98.17 %
<b>Total 2023 CONVENTION INCOME</b>	<b>46,990.56</b>	<b>45,375.00</b>	<b>1,615.56</b>	<b>103.56 %</b>
<b>Total CONVENTION</b>	<b>47,070.56</b>	<b>45,375.00</b>	<b>1,695.56</b>	<b>103.74 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC Donations	868.51	3,666.63	-2,798.12	23.69 %
General donations	2,662.55	4,583.37	-1,920.82	58.09 %
Parke Memorial Scholarship Income		1,833.37	-1,833.37	
President Project		916.63	-916.63	
Restricted Donations				
Nashville VA Restricted Donation	750.00		750.00	
<b>Total Restricted Donations</b>	<b>750.00</b>		<b>750.00</b>	
VAVS Fund - Restricted Funds	5,675.57	5,041.63	633.94	112.57 %
Yearbook Ads	1,150.00		1,150.00	
<b>Total VAVS Fund - Restricted Funds</b>	<b>6,825.57</b>	<b>5,041.63</b>	<b>1,783.94</b>	<b>135.38 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>11,106.63</b>	<b>16,041.63</b>	<b>-4,935.00</b>	<b>69.24 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE				
		13,750.00	-13,750.00	
2017 75th Patch	8.00		8.00	
80TH CONVENTION RUBY PAPERWEIGHT	96.00		96.00	
BLUE LOGO VEST	2,060.00		2,060.00	
BROCHURE	638.10		638.10	
BSM FLAGS	105.00		105.00	
BSM LOGO PENS	172.00		172.00	
BSM PATCHES				
ASSOCIATE PATCH	20.00		20.00	
BRANCH PATCH	345.00		345.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
BSM PATCH 12 INCH	0.00		0.00	
BSM PATCH 2 1/2 INCH	350.00		350.00	
BSM PATCH 6 INCH	210.00		210.00	
DOG TAGS AND BOOTS PATCH	185.00		185.00	
GLITZY PATCH 3 inch	110.00		110.00	
GLITZY PATCH 6 inch	280.00		280.00	
PAST PRESENT FUTURE PATCH	120.00		120.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	755.00		755.00	
SUPPORTER ROCKERS - BLUE	315.00		315.00	
SUPPORTER ROCKERS - RED	200.00		200.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	80.00		80.00	
<b>Total BSM PATCHES</b>	<b>2,970.00</b>		<b>2,970.00</b>	
BSM Pins				
Blue Star Dad Pin	156.00		156.00	
BSM Associate Pin	240.00		240.00	
Large BSM Pin	1,180.70		1,180.70	
Past Chapter President Pin	264.00		264.00	
Small BSM Pin	876.00		876.00	
<b>Total BSM Pins</b>	<b>2,716.70</b>		<b>2,716.70</b>	
BSM Ritual Book	60.00		60.00	
BSM Tee Shirts				
2019 Red Shirt	740.00		740.00	
2021 Blue Shirt	50.00		50.00	
<b>Total BSM Tee Shirts</b>	<b>790.00</b>		<b>790.00</b>	
BSM WHITE LOGO BALL CAP	1,020.00		1,020.00	
Bundle				
2023 FATHERS DAY BUNDLE	100.00		100.00	
<b>Total Bundle</b>	<b>100.00</b>		<b>100.00</b>	
CELL PHONE CARD HOLDER	105.00		105.00	
COINS	1,755.00		1,755.00	
DAD Blue Polo	360.00		360.00	
DAD Hat	10.00		10.00	
HANGER	528.00		528.00	
Hats	2,950.00		2,950.00	
License Plates	50.00		50.00	
Luggage Tags	138.00		138.00	
Magnets	165.00		165.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	264.00		264.00	
RED FLAG PATCH	210.00		210.00	
RED JACKETS	2,640.00		2,640.00	
Shipping Income	3,630.00		3,630.00	
Tote Bags	60.00		60.00	
TOTEBAGS 2022	240.00		240.00	
WHITE DRESS LOGO SHIRT	3,031.00		3,031.00	
WHITE GLOVES	450.00		450.00	
Yearbooks	0.00	366.63	-366.63	0.00 %
<b>Total ONLINE STORE</b>	<b>27,347.80</b>	<b>14,116.63</b>	<b>13,231.17</b>	<b>193.73 %</b>
<b>Total FUNDRAISER</b>	<b>27,347.80</b>	<b>14,116.63</b>	<b>13,231.17</b>	<b>193.73 %</b>

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Funds from closed chapters		91.63	-91.63	
Membership				
Chapter Membership Dues	56,185.00	58,666.63	-2,481.63	95.77 %
Charter Fee	100.00	229.13	-129.13	43.64 %
<b>Total Membership</b>	<b>56,285.00</b>	<b>58,895.76</b>	<b>-2,610.76</b>	<b>95.57 %</b>
<b>Total Income</b>	<b>\$141,809.99</b>	<b>\$134,566.52</b>	<b>\$7,243.47</b>	<b>105.38 %</b>
GROSS PROFIT	<b>\$141,809.99</b>	<b>\$134,566.52</b>	<b>\$7,243.47</b>	<b>105.38 %</b>
Expenses				
Advertising/Public Relations	1,150.92	4,125.00	-2,974.08	27.90 %
Ambassador Funds	754.05		754.05	
Awards				
Chapter Grants	5,750.00	6,416.63	-666.63	89.61 %
<b>Total Awards</b>	<b>5,750.00</b>	<b>6,416.63</b>	<b>-666.63</b>	<b>89.61 %</b>
Bank Charges	165.00	550.00	-385.00	30.00 %
Checks	139.95		139.95	
<b>Total Bank Charges</b>	<b>304.95</b>	<b>550.00</b>	<b>-245.05</b>	<b>55.45 %</b>
Commissions & Fees				
CFC Application Fee	275.00	1,375.00	-1,100.00	20.00 %
<b>Total Commissions &amp; Fees</b>	<b>275.00</b>	<b>1,375.00</b>	<b>-1,100.00</b>	<b>20.00 %</b>
Conference Call	161.14	458.37	-297.23	35.16 %
Conventions				
2023 Convention Expenses	28,038.72	43,541.63	-15,502.91	64.40 %
<b>Total Conventions</b>	<b>28,038.72</b>	<b>43,541.63</b>	<b>-15,502.91</b>	<b>64.40 %</b>
DC REP		275.00	-275.00	
Donations	1,485.00	595.87	889.13	249.22 %
Parke Memorial Scholarship	2,000.00	1,833.37	166.63	109.09 %
VAVS Fund-Restricted Funds EXPENSE	7,800.00	5,041.63	2,758.37	154.71 %
VAVS Matching Funds	2,600.00	2,291.63	308.37	113.46 %
<b>Total Donations</b>	<b>13,885.00</b>	<b>9,762.50</b>	<b>4,122.50</b>	<b>142.23 %</b>
Dues & Subscriptions	3.24	458.37	-455.13	0.71 %
Fundraising				
National Fundraising		916.63	-916.63	
On Line Store Expenses		8,708.37	-8,708.37	
blue logo vest	3,415.67		3,415.67	
Brochures	780.00		780.00	
BSM Logo Pens	160.00		160.00	
BSM Pins	415.00		415.00	
BSM White Logo Ball Cap	622.90		622.90	
coins	1,252.50		1,252.50	
Gloves	178.55		178.55	
Hats	906.37		906.37	
note card printing	443.50		443.50	
Online Store Postage	2,020.15		2,020.15	
Other Business Expenses	84.48		84.48	
Patches	943.25		943.25	
Proud of our Sons& Daughters	335.74		335.74	
<b>Total Patches</b>	<b>1,278.99</b>		<b>1,278.99</b>	
Red Jackets	3,865.24		3,865.24	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Shipping Supplies	48.36		48.36	
white dress logo shirt	3,638.34		3,638.34	
<b>Total On Line Store Expenses</b>	<b>19,110.05</b>	<b>8,708.37</b>	<b>10,401.68</b>	<b>219.44 %</b>
<b>Total Fundraising</b>	<b>19,110.05</b>	<b>9,625.00</b>	<b>9,485.05</b>	<b>198.55 %</b>
Insurance	994.00	3,208.37	-2,214.37	30.98 %
Legal & Professional Fees	375.00	12,833.37	-12,458.37	2.92 %
CPA	9,100.00		9,100.00	
<b>Total Legal &amp; Professional Fees</b>	<b>9,475.00</b>	<b>12,833.37</b>	<b>-3,358.37</b>	<b>73.83 %</b>
Management Expenses				
Ambassador Fund		2,750.00	-2,750.00	
National Treasurer	6.39	1,375.00	-1,368.61	0.46 %
General Office Expenses	99.06		99.06	
Postage	378.19		378.19	
<b>Total National Treasurer</b>	<b>483.64</b>	<b>1,375.00</b>	<b>-891.36</b>	<b>35.17 %</b>
<b>Total Management Expenses</b>	<b>483.64</b>	<b>4,125.00</b>	<b>-3,641.36</b>	<b>11.72 %</b>
Merchant card processing	5,044.98	5,500.00	-455.02	91.73 %
First American Payment Systems	267.00		267.00	
Moolah Merchant Fees	372.65		372.65	
Paypal Fees	233.71		233.71	
<b>Total Merchant card processing</b>	<b>5,918.34</b>	<b>5,500.00</b>	<b>418.34</b>	<b>107.61 %</b>
Office Expenses		297.88	-297.88	
Management	60.00		60.00	
<b>Total Office Expenses</b>	<b>60.00</b>	<b>297.88</b>	<b>-237.88</b>	<b>20.14 %</b>
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	1,424.95	3,666.63	-2,241.68	38.86 %
Past National President Pin		45.87	-45.87	
Postage	92.26		92.26	
Program Expenses				
Flowers & Wreaths	940.30	595.87	344.43	157.80 %
National Appointed Offices				
National Chaplain		183.37	-183.37	
Gold Star Mother Mailing		1,375.00	-1,375.00	
<b>Total National Chaplain</b>		<b>1,558.37</b>	<b>-1,558.37</b>	
National Convention Chair		183.37	-183.37	
National Finance Committee Chair		45.87	-45.87	
National Historian	331.32		331.32	
Travel		2,291.63	-2,291.63	
<b>Total National Historian</b>	<b>331.32</b>	<b>2,291.63</b>	<b>-1,960.31</b>	<b>14.46 %</b>
National Patriotic Instructor	1,000.12		1,000.12	
Travel	612.56	2,291.63	-1,679.07	26.73 %
<b>Total National Patriotic Instructor</b>	<b>1,612.68</b>	<b>2,291.63</b>	<b>-678.95</b>	<b>70.37 %</b>
National VAVS Rep	1,218.96	4,125.00	-2,906.04	29.55 %
Postage		458.37	-458.37	
VAVS Annual Meeting	977.57		977.57	
Veterans Day National Committee Pins		183.37	-183.37	
<b>Total National VAVS Rep</b>	<b>2,196.53</b>	<b>4,766.74</b>	<b>-2,570.21</b>	<b>46.08 %</b>
<b>Total National Appointed Offices</b>	<b>4,140.53</b>	<b>11,137.61</b>	<b>-6,997.08</b>	<b>37.18 %</b>

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Financial Secretary	36.63	229.13	-192.50	15.99 %
National First VP		458.37	-458.37	
National Fourth VP		458.37	-458.37	
Postage	19.15		19.15	
<b>Total National Fourth VP</b>	<b>19.15</b>	<b>458.37</b>	<b>-439.22</b>	<b>4.18 %</b>
National President	1,138.61	9,166.63	-8,028.02	12.42 %
Travel	2,932.81		2,932.81	
<b>Total National President</b>	<b>4,071.42</b>	<b>9,166.63</b>	<b>-5,095.21</b>	<b>44.42 %</b>
National Recording secretary		137.50	-137.50	
Postage	88.55		88.55	
<b>Total National Recording secretary</b>	<b>88.55</b>	<b>137.50</b>	<b>-48.95</b>	<b>64.40 %</b>
National Second VP		137.50	-137.50	
National Third VP		137.50	-137.50	
<b>Total Program Expenses</b>	<b>9,296.58</b>	<b>22,458.48</b>	<b>-13,161.90</b>	<b>41.39 %</b>
Quick Books on line	2,160.00	2,016.63	143.37	107.11 %
Shipping Expenses	48.84	1,833.37	-1,784.53	2.66 %
Taxes & Licenses		458.37	-458.37	
Travel				
Executive Board Meeting	5,120.78	6,416.63	-1,295.85	79.80 %
National Convention	7,050.42	16,500.00	-9,449.58	42.73 %
<b>Total Travel</b>	<b>12,171.20</b>	<b>22,916.63</b>	<b>-10,745.43</b>	<b>53.11 %</b>
Veterans Day Committee Dues	150.00	137.50	12.50	109.09 %
Website and Database	11,336.05	9,166.63	2,169.42	123.67 %
Yearbooks	1,008.80	572.88	435.92	176.09 %
National Yearbook Editor	44.35		44.35	
<b>Total Yearbooks</b>	<b>1,053.15</b>	<b>572.88</b>	<b>480.27</b>	<b>183.83 %</b>
<b>Total Expenses</b>	<b>\$124,205.08</b>	<b>\$165,825.11</b>	<b>\$ -41,620.03</b>	<b>74.90 %</b>
<b>NET OPERATING INCOME</b>	<b>\$17,604.91</b>	<b>\$ -31,258.59</b>	<b>\$48,863.50</b>	<b>-56.32 %</b>
Other Income				
Interest Earned	36.85		36.85	
<b>Total Other Income</b>	<b>\$36.85</b>	<b>\$0.00</b>	<b>\$36.85</b>	<b>0.00%</b>
<b>NET OTHER INCOME</b>	<b>\$36.85</b>	<b>\$0.00</b>	<b>\$36.85</b>	<b>0.00%</b>
<b>NET INCOME</b>	<b>\$17,641.76</b>	<b>\$ -31,258.59</b>	<b>\$48,900.35</b>	<b>-56.44 %</b>