

Blue Star Mothers of America, Inc.

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

September 2022 - August 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		100.00	-100.00	
CONVENTION				
2022 Convention				
2022 Convention Donation	80.00		80.00	
Total 2022 Convention	80.00		80.00	
2023 CONVENTION INCOME				
2023 CONVENTION DINNERS	825.00		825.00	
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		2,680.00	
2023 CONVENTION VENDOR TABLES	475.00		475.00	
Total 2023 CONVENTION INCOME	47,070.56		47,070.56	
2024 CONVENTION INCOME				
2024 CONVENTION FUNDRAISER		5,000.00	-5,000.00	
2024 CONVENTION REGISTRATION		44,400.00	-44,400.00	
2024 CONVENTION SILENT AUCTION		6,000.00	-6,000.00	
2024 CONVENTION SPONSOR/FUNDRAISER		4,000.00	-4,000.00	
2024 CONVENTION VENDOR TABLES		600.00	-600.00	
Total 2024 CONVENTION INCOME		60,000.00	-60,000.00	
Total CONVENTION	47,150.56	60,000.00	-12,849.44	78.58 %
DONATIONS/SPONSORSHIPS				
CFC Donations	939.85	750.00	189.85	125.31 %
General donations	3,115.55	1,500.00	1,615.55	207.70 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
Restricted Donations				
Nashville VA Restricted Donation	0.00		0.00	
Total Restricted Donations	0.00		0.00	
VAVS Fund - Restricted Funds	5,675.00	7,000.00	-1,325.00	81.07 %
Yearbook Ads	1,150.00		1,150.00	
Total VAVS Fund - Restricted Funds	6,825.00	7,000.00	-175.00	97.50 %
Total DONATIONS/SPONSORSHIPS	10,880.40	11,250.00	-369.60	96.71 %
FUNDRAISER				
ONLINE STORE		15,000.00	-15,000.00	
2017 75th Patch	10.00		10.00	
80TH CONVENTION RUBY PAPERWEIGHT	96.00		96.00	
BLUE LOGO VEST	2,670.00		2,670.00	

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET % OF BUDGET
BROCHURE	665.40		665.40
BSM FLAGS	210.00		210.00
BSM LOGO PENS	288.00		288.00
BSM PATCHES			
ASSOCIATE PATCH	50.00		50.00
BRANCH PATCH	415.00		415.00
BSM PATCH 12 INCH	0.00		0.00
BSM PATCH 2 1/2 INCH	415.00		415.00
BSM PATCH 6 INCH	330.00		330.00
DOG TAGS AND BOOTS PATCH	340.00		340.00
GLITZY PATCH 3 inch	175.00		175.00
GLITZY PATCH 6 inch	440.00		440.00
PAST PRESENT FUTURE PATCH	180.00		180.00
PROUD OF OUR SONS AND DAUGHTERS PATCH	855.00		855.00
SUPPORTER ROCKERS - BLUE	315.00		315.00
SUPPORTER ROCKERS - RED	235.00		235.00
SUPPORTING OUR SONS AND DAUGHTERS PATCH	155.00		155.00
Total BSM PATCHES	3,905.00		3,905.00
BSM Pins			
Blue Star Dad Pin	252.00		252.00
BSM Associate Pin	444.00		444.00
Large BSM Pin	2,232.00		2,232.00
Past Chapter President Pin	360.00		360.00
Small BSM Pin	1,152.00		1,152.00
Total BSM Pins	4,440.00		4,440.00
BSM Ritual Book	140.00		140.00
BSM Tee Shirts			
2019 Red Shirt	760.00		760.00
2021 Blue Shirt	50.00		50.00
Total BSM Tee Shirts	810.00		810.00
BSM WHITE LOGO BALL CAP	1,160.00		1,160.00
Bundle	320.00		320.00
2023 FATHERS DAY BUNDLE	100.00		100.00
Total Bundle	420.00		420.00
CELL PHONE CARD HOLDER	155.00		155.00
COINS	1,965.00		1,965.00
DAD Blue Polo	380.00		380.00
DAD Hat	10.00		10.00
HANGER	888.00		888.00
Hats	3,700.00		3,700.00
License Plates	60.00		60.00
Luggage Tags	195.00		195.00
Magnets	180.00		180.00
NAIL FILE	54.00		54.00
NOTE CARDS	324.00		324.00
RED FLAG PATCH	305.00		305.00
RED JACKETS	4,080.00		4,080.00
RUBY LANYARDS	10.00		10.00
Shipping Income	3,617.00		3,617.00

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Tote Bags	60.00		60.00	
TOTEBAGS 2022	900.00		900.00	
WHITE DRESS LOGO SHIRT	4,169.00		4,169.00	
WHITE GLOVES	485.00		485.00	
Yearbooks	999.00		999.00	
Total ONLINE STORE	37,350.40	15,000.00	22,350.40	249.00 %
Total FUNDRAISER	37,350.40	15,000.00	22,350.40	249.00 %
Funds from closed chapters		100.00	-100.00	
Membership				
Chapter Membership Dues	56,290.00	55,000.00	1,290.00	102.35 %
Charter Fee	100.00	150.00	-50.00	66.67 %
Total Membership	56,390.00	55,150.00	1,240.00	102.25 %
Total Income	\$151,771.36	\$141,600.00	\$10,171.36	107.18 %
GROSS PROFIT	\$151,771.36	\$141,600.00	\$10,171.36	107.18 %
Expenses				
Advertising/Public Relations	1,150.92	2,500.00	-1,349.08	46.04 %
Ambassador Funds	754.05		754.05	
Awards				
Chapter Grants	6,000.00	7,000.00	-1,000.00	85.71 %
Total Awards	6,000.00	7,000.00	-1,000.00	85.71 %
Bank Charges	180.00	500.00	-320.00	36.00 %
Checks	139.95	200.00	-60.05	69.98 %
Total Bank Charges	319.95	700.00	-380.05	45.71 %
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	300.00	-138.86	53.71 %
Conventions				
2023 Convention Expenses	26,783.09		26,783.09	
2024 Convention Expenses		33,000.00	-33,000.00	
Total Conventions	26,783.09	33,000.00	-6,216.91	81.16 %
DC REP		300.00	-300.00	
Donations	1,485.00		1,485.00	
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
Presidents Project	875.00		875.00	
VAVS Fund-Restricted Funds EXPENSE	7,800.00	7,000.00	800.00	111.43 %
VAVS Matching Funds	2,600.00	3,000.00	-400.00	86.67 %
WIMSA		1,000.00	-1,000.00	
Total Donations	14,760.00	13,000.00	1,760.00	113.54 %
Dues & Subscriptions	3.24	2,000.00	-1,996.76	0.16 %
Fundraising				
On Line Store Expenses		7,000.00	-7,000.00	
blue logo vest	3,415.67		3,415.67	
Brochures	780.00		780.00	
BSM Logo Pens	160.00		160.00	
BSM Pins	854.30		854.30	
BSM White Logo Ball Cap	622.90		622.90	
coins	1,252.50		1,252.50	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Gloves	178.55		178.55	
Hats	906.37		906.37	
note card printing	443.50		443.50	
Online Store Postage	2,446.50	3,000.00	-553.50	81.55 %
Other Business Expenses	84.48		84.48	
Patches	943.25		943.25	
Proud of our Sons& Daughters	335.74		335.74	
Total Patches	1,278.99		1,278.99	
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	19,975.70	10,000.00	9,975.70	199.76 %
Total Fundraising	19,975.70	10,000.00	9,975.70	199.76 %
Insurance	2,917.00	3,500.00	-583.00	83.34 %
Legal & Professional Fees	375.00		375.00	
CPA	9,100.00	10,000.00	-900.00	91.00 %
Legal Fees		1,500.00	-1,500.00	
Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees	9,475.00	14,000.00	-4,525.00	67.68 %
Management Expenses				
Ambassador Fund		6,000.00	-6,000.00	
Total Management Expenses		6,000.00	-6,000.00	
Merchant card processing	6,334.52	6,000.00	334.52	105.58 %
First American Payment Systems	324.95		324.95	
Moolah Merchant Fees	446.90		446.90	
Paypal Fees	252.08		252.08	
square merchant fee	289.34		289.34	
Total Merchant card processing	7,647.79	6,000.00	1,647.79	127.46 %
Office Expenses				
Management	60.00		60.00	
General Office Supplies		200.00	-200.00	
Total Management	60.00	200.00	-140.00	30.00 %
Program				
PO Box	194.00	300.00	-106.00	64.67 %
Total Program	194.00	300.00	-106.00	64.67 %
Total Office Expenses	254.00	500.00	-246.00	50.80 %
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	2,298.28	4,000.00	-1,701.72	57.46 %
Past National President Pin		50.00	-50.00	
Postage	92.26		92.26	
Program Expenses				
Flowers & Wreaths	940.30	750.00	190.30	125.37 %
National Appointed Offices				
By-Law Committee Chair		600.00	-600.00	
National Chaplain		3,200.00	-3,200.00	
Gold Star Mother Mailing	2,086.16		2,086.16	
Total National Chaplain	2,086.16	3,200.00	-1,113.84	65.19 %
National Finance Committe Chair		50.00	-50.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Historian	331.32	250.00	81.32	132.53 %
National Patriotic Instructor	1,000.12	250.00	750.12	400.05 %
Travel	612.56		612.56	
Total National Patriotic Instructor	1,612.68	250.00	1,362.68	645.07 %
National VAVS Rep	1,218.96		1,218.96	
Postage		500.00	-500.00	
VAVS Annual Meeting	977.57	4,500.00	-3,522.43	21.72 %
Total National VAVS Rep	2,196.53	5,000.00	-2,803.47	43.93 %
Total National Appointed Offices	6,226.69	9,350.00	-3,123.31	66.60 %
National Financial Secretary	36.63	250.00	-213.37	14.65 %
National First VP		250.00	-250.00	
National Fourth VP		250.00	-250.00	
Postage	32.01		32.01	
Total National Fourth VP	32.01	250.00	-217.99	12.80 %
National President	1,138.61	1,000.00	138.61	113.86 %
Travel	2,932.81		2,932.81	
Total National President	4,071.42	1,000.00	3,071.42	407.14 %
National Recording secretary		300.00	-300.00	
Postage	88.55		88.55	
Total National Recording secretary	88.55	300.00	-211.45	29.52 %
National Second VP		250.00	-250.00	
National Third VP		250.00	-250.00	
National Treasurer	16.12		16.12	
General Office Expenses	99.06	500.00	-400.94	19.81 %
Postage	378.19	750.00	-371.81	50.43 %
Total National Treasurer	493.37	1,250.00	-756.63	39.47 %
Total Program Expenses	11,888.97	13,900.00	-2,011.03	85.53 %
Quick Books on line	2,160.00	2,400.00	-240.00	90.00 %
Repair & Maintenance		200.00	-200.00	
Shipping Expenses	48.84	2,500.00	-2,451.16	1.95 %
Travel				
Department Conventions		2,000.00	-2,000.00	
Executive Board Meeting	5,120.78	7,000.00	-1,879.22	73.15 %
Gold Star Mothers Weekend		1,000.00	-1,000.00	
Memorial Day		3,500.00	-3,500.00	
National Convention	7,668.22	15,000.00	-7,331.78	51.12 %
Special Events		3,000.00	-3,000.00	
Veterans Day		3,500.00	-3,500.00	
Total Travel	12,789.00	35,000.00	-22,211.00	36.54 %
Veterans Day Committee Dues	150.00	200.00	-50.00	75.00 %
Website and Database	11,336.05	12,000.00	-663.95	94.47 %
Yearbooks	1,008.80	100.00	908.80	1,008.80 %
National Yearbook Editor	44.35		44.35	
Total Yearbooks	1,053.15	100.00	953.15	1,053.15 %
Total Expenses	\$132,401.43	\$170,650.00	\$ -38,248.57	77.59 %
NET OPERATING INCOME	\$19,369.93	\$ -29,050.00	\$48,419.93	-66.68 %
Other Income				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Interest Earned	40.27		40.27	
Total Other Income	\$40.27	\$0.00	\$40.27	0.00%
NET OTHER INCOME	\$40.27	\$0.00	\$40.27	0.00%
NET INCOME	\$19,410.20	\$ -29,050.00	\$48,460.20	-66.82 %