

Blue Star Mothers of America, Inc.

BUDGET VS. ACTUALS: 2019-2020 BUDGET - FY20 P&L

September 2019 - August 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation	458.25	50.00	408.25	916.50 %
CONVENTION				
2020 Convention		45,000.00	-45,000.00	
2020 Convention Blue Shirt	0.00		0.00	
2020 Convention Blue Shirt Dad	0.00		0.00	
2020 Donations/Sponsor/Fundraiser	0.00	3,000.00	-3,000.00	0.00 %
2020 Donations/Transportation	0.00		0.00	
Donations - WWII Tickets	0.00		0.00	
Total 2020 Donations/Sponsor/Fundraiser	0.00	3,000.00	-3,000.00	0.00 %
2020 Registration	0.00		0.00	
2020 Convention/Dinner Guest	0.00		0.00	
2020 Convention/Lunch Guest	0.00		0.00	
Total 2020 Registration	0.00		0.00	
2020 Silent Auction		7,000.00	-7,000.00	
2020 Vendor Tables	0.00	500.00	-500.00	0.00 %
Total 2020 Convention	0.00	55,500.00	-55,500.00	0.00 %
Total CONVENTION	0.00	55,500.00	-55,500.00	0.00 %
DONATIONS/SPONSORSHIPS				
CFC Donations	2,348.62	4,000.00	-1,651.38	58.72 %
General donations	6,887.17	10,000.00	-3,112.83	68.87 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
VAVS Fund - Restricted Funds	5,323.00	5,500.00	-177.00	96.78 %
Total DONATIONS/SPONSORSHIPS	14,558.79	22,500.00	-7,941.21	64.71 %
FUNDRAISER				
ONLINE STORE		19,725.00	-19,725.00	
Branch cling	42.50		42.50	
Branch Window Cling	310.00		310.00	
BROCHURE	516.60		516.60	
BSM FLAGS	210.00		210.00	
BSM PATCHES	55.00		55.00	
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH	215.00		215.00	
BSM PATCH 12 INCH	90.00		90.00	
BSM PATCH 2 1/2 INCH	242.00		242.00	
BSM PATCH 6 INCH	37.00		37.00	
DOG TAGS AND BOOTS PATCH	105.00		105.00	
GLITZY PATCH 3 inch	170.00		170.00	
GLITZY PATCH 6 inch	50.00		50.00	
Total BSM PATCHES	979.00		979.00	
BSM Pins				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Blue Star Dad Pin	262.00		262.00	
BSM Associate Pin	324.00		324.00	
Large BSM Pin	1,868.00		1,868.00	
Past Chapter President Pin	166.00		166.00	
Respect Pin	95.00		95.00	
Small BSM Pin	324.00		324.00	
Total BSM Pins	3,039.00		3,039.00	
BSM Ritual Book	247.50		247.50	
BSM Tee Shirts				
2019 Red Shirt	1,160.00		1,160.00	
BAND Of Mothers	455.00		455.00	
BSMA Baseball Shirt	1,240.00		1,240.00	
I Stand T-Shirt	330.00		330.00	
Total BSM Tee Shirts	3,185.00		3,185.00	
COINS	1,345.00		1,345.00	
DAD Hat	170.00		170.00	
FLEECE JACKET	1,825.00		1,825.00	
HANGER	420.00		420.00	
Hats	2,125.00		2,125.00	
License Plates	210.00		210.00	
Luggage Tags	72.50		72.50	
NOTE CARDS	285.00		285.00	
Shipping Income	2,909.13		2,909.13	
Tote Bags	545.00		545.00	
WATER BOTTLE	160.00		160.00	
WHITE GLOVES	340.00		340.00	
Yearbooks	438.00	400.00	38.00	109.50 %
Total ONLINE STORE	19,374.23	20,125.00	-750.77	96.27 %
Total FUNDRAISER	19,374.23	20,125.00	-750.77	96.27 %
Funds from closed chapters	0.00	100.00	-100.00	0.00 %
Membership				
Chapter Membership Dues	59,778.30	64,000.00	-4,221.70	93.40 %
Charter Fee	175.00	250.00	-75.00	70.00 %
Total Membership	59,953.30	64,250.00	-4,296.70	93.31 %
Total Income	\$94,344.57	\$162,525.00	\$ -68,180.43	58.05 %
GROSS PROFIT	\$94,344.57	\$162,525.00	\$ -68,180.43	58.05 %
Expenses				
Advertising/Public Relations	99.00	5,000.00	-4,901.00	1.98 %
Awards				
Chapter Grants	5,000.00	5,000.00	0.00	100.00 %
Total Awards	5,000.00	5,000.00	0.00	100.00 %
Bank Charges	12.00	100.00	-88.00	12.00 %
Checks		200.00	-200.00	
Total Bank Charges	12.00	300.00	-288.00	4.00 %
Commissions & Fees				
CFC Application Fee	553.00	1,000.00	-447.00	55.30 %
Total Commissions & Fees	553.00	1,000.00	-447.00	55.30 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Conference Call	251.56	250.00	1.56	100.62 %
Conventions				
2019 Convention Expense	359.37		359.37	
2020 Convention Expense	0.00	35,000.00	-35,000.00	0.00 %
2020 Blue shirts	0.00		0.00	
2020 Blue Star Dad shirts	0.00		0.00	
Total 2020 Convention Expense	0.00	35,000.00	-35,000.00	0.00 %
2021 Convention Expenses				
2021 Blue Shirts	0.00		0.00	
Total 2021 Convention Expenses	0.00		0.00	
Total Conventions	359.37	35,000.00	-34,640.63	1.03 %
DC REP		300.00	-300.00	
Donations	2,186.00	3,500.00	-1,314.00	62.46 %
Parke Memorial Scholarship	2,000.00	3,000.00	-1,000.00	66.67 %
VAVS Fund-Restricted Funds EXPENSE	5,800.00	5,500.00	300.00	105.45 %
VAVS Matching Funds		2,500.00	-2,500.00	
Total Donations	9,986.00	14,500.00	-4,514.00	68.87 %
Dues & Subscriptions	884.88	325.00	559.88	272.27 %
Fundraising				
National Fundraising	69.00	1,000.00	-931.00	6.90 %
On Line Store Expenses		10,000.00	-10,000.00	
Brochures	382.60		382.60	
BSM Pins	946.07		946.07	
BSM Pins DADS	395.00		395.00	
Chapter Past President Pin	454.25		454.25	
coins	1,145.00		1,145.00	
fleece jackets	3,254.67		3,254.67	
Gloves	101.70		101.70	
Hats	1,595.46		1,595.46	
Luggage Tags	626.73		626.73	
note card printing	22.92		22.92	
Online Store Postage	2,815.08	2,000.00	815.08	140.75 %
Patches	988.63		988.63	
Red Respect shirt	2,235.06		2,235.06	
Ritual Books	1,032.21		1,032.21	
Shipping	71.15		71.15	
Shipping Supplies	200.67		200.67	
Total On Line Store Expenses	16,267.20	12,000.00	4,267.20	135.56 %
Total Fundraising	16,336.20	13,000.00	3,336.20	125.66 %
Insurance	1,581.00	2,500.00	-919.00	63.24 %
Legal & Professional Fees				
CPA	8,700.00	10,000.00	-1,300.00	87.00 %
Legal Fees	350.00	1,500.00	-1,150.00	23.33 %
Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees	9,050.00	14,000.00	-4,950.00	64.64 %
Management Expenses	80.00		80.00	
Ambassador Fund	412.20	2,750.00	-2,337.80	14.99 %
Equipment	1,751.16		1,751.16	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Treasurer				
General Office Expenses	180.33	500.00	-319.67	36.07 %
Postage	489.35		489.35	
Total National Treasurer	669.68	500.00	169.68	133.94 %
Total Management Expenses	2,913.04	3,250.00	-336.96	89.63 %
Merchant card processing	60.11	5,500.00	-5,439.89	1.09 %
First American Payment Systems	5,982.15		5,982.15	
Moolah Merchant Fees	1,180.57		1,180.57	
Paypal Fees	205.70		205.70	
Total Merchant card processing	7,428.53	5,500.00	1,928.53	135.06 %
Misc Expense	0.00		0.00	
Office Expenses				
Management				
General Office Supplies	30.00	25.00	5.00	120.00 %
Total Management	30.00	25.00	5.00	120.00 %
Program				
PO Box	134.00	300.00	-166.00	44.67 %
Total Program	134.00	300.00	-166.00	44.67 %
Total Office Expenses	164.00	325.00	-161.00	50.46 %
Office/General Administrative Expenses	259.00	100.00	159.00	259.00 %
Past National President Pin	2,009.70	400.00	1,609.70	502.43 %
Postage	59.80	100.00	-40.20	59.80 %
Program Expenses	83.31		83.31	
Contingency Fund		300.00	-300.00	
Flowers & Wreaths	345.43	600.00	-254.57	57.57 %
National Appointed Offices				
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	1,081.88	1,200.00	-118.12	90.16 %
Total National Chaplain	1,081.88	1,400.00	-318.12	77.28 %
National Convention Chair		200.00	-200.00	
Travel	0.00		0.00	
Total National Convention Chair	0.00	200.00	-200.00	0.00 %
National Finance Committee Chair		50.00	-50.00	
National Historian		1,600.00	-1,600.00	
Travel	505.60		505.60	
Total National Historian	505.60	1,600.00	-1,094.40	31.60 %
National Patriotic Instructor		1,600.00	-1,600.00	
Travel	404.00		404.00	
Total National Patriotic Instructor	404.00	1,600.00	-1,196.00	25.25 %
National VAVS Rep	274.09	4,000.00	-3,725.91	6.85 %
General Office Supplies	25.77		25.77	
Postage	47.90		47.90	
VAVS Annual Meeting	0.00		0.00	
VAVS Annual Meeting Executive Committee	927.66		927.66	
Veterans Day National Committee Pins		125.00	-125.00	
Total National VAVS Rep	1,275.42	4,125.00	-2,849.58	30.92 %
Total National Appointed Offices	3,266.90	8,975.00	-5,708.10	36.40 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Financial Secretary		250.00	-250.00	
General Office Expenses	77.41		77.41	
Postage	12.30		12.30	
Total National Financial Secretary	89.71	250.00	-160.29	35.88 %
National First VP		500.00	-500.00	
Travel	10.68		10.68	
Total National First VP	10.68	500.00	-489.32	2.14 %
National Fourth VP		500.00	-500.00	
Postage	18.75		18.75	
Total National Fourth VP	18.75	500.00	-481.25	3.75 %
National President		9,120.00	-9,120.00	
General Office Supplies	54.61		54.61	
Travel	2,242.44		2,242.44	
Total National President	2,297.05	9,120.00	-6,822.95	25.19 %
National Recording secretary	284.34	150.00	134.34	189.56 %
Postage	35.68		35.68	
Total National Recording secretary	320.02	150.00	170.02	213.35 %
National Second VP		100.00	-100.00	
National Third VP		100.00	-100.00	
Total Program Expenses	6,431.85	20,595.00	-14,163.15	31.23 %
Quick Books on line	1,741.50	1,680.00	61.50	103.66 %
Shipping Expenses		1,500.00	-1,500.00	
Taxes & Licenses		500.00	-500.00	
Travel				
Executive Board Meeting	5,134.36	6,000.00	-865.64	85.57 %
National Convention	0.00	15,000.00	-15,000.00	0.00 %
Total Travel	5,134.36	21,000.00	-15,865.64	24.45 %
Veterans Day Committee Dues	150.00	150.00	0.00	100.00 %
Website and Database	8,415.55	7,500.00	915.55	112.21 %
New Website Hosting Fees	309.00	7,500.00	-7,191.00	4.12 %
Total Website and Database	8,724.55	15,000.00	-6,275.45	58.16 %
Yearbooks				
Printing		1,250.00	-1,250.00	
Total Yearbooks		1,250.00	-1,250.00	
Total Expenses	\$79,129.34	\$162,525.00	\$ -83,395.66	48.69 %
NET OPERATING INCOME	\$15,215.23	\$0.00	\$15,215.23	0.00%
Other Income				
Interest Earned	75.38		75.38	
Miscellaneous Income	0.00		0.00	
Prior Year Voided Checks	850.00		850.00	
Total Other Income	\$925.38	\$0.00	\$925.38	0.00%
Other Expenses				
Capital Budget Expense				
Website Development	81.11		81.11	
Total Capital Budget Expense	81.11		81.11	
Total Other Expenses	\$81.11	\$0.00	\$81.11	0.00%

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
NET OTHER INCOME	\$844.27	\$0.00	\$844.27	0.00%
NET INCOME	\$16,059.50	\$0.00	\$16,059.50	0.00%