

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
Income				
25% LOGO USE Donation	185.45	50.00	135.45	370.90 %
CONVENTION				
2022 Convention	-829.08		-829.08	
2022 Convention Dinner Cruise	4,600.00		4,600.00	
2022 Convention Donation	1,935.00		1,935.00	
2022 Convention Donation - Convention Bags	525.00		525.00	
2022 Convention Donation for Presidents Reception	210.00		210.00	
Total 2022 Convention Donation	2,670.00		2,670.00	
2022 Convention Raffle	505.00		505.00	
2022 Convention Registration	27,120.00		27,120.00	
2022 Convention Dinner Guests	900.00		900.00	
2022 Convention Lunch Guests	66.00		66.00	
Total 2022 Convention Registration	28,086.00		28,086.00	
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	
Total 2022 Convention Sponsor/Fundraising	15,623.35		15,623.35	
2022 Convention Vendor Tables	250.00		250.00	
2022 Yearbook Ads	955.00		955.00	
Total 2022 Convention	51,860.27		51,860.27	
2023 CONVENTION INCOME	-20.00		-20.00	
Total CONVENTION	51,840.27		51,840.27	
DONATIONS/SPONSORSHIPS				
DONATIONS/SPONSORSHIPS	407.50		407.50	
CFC Donations	537.02	4,000.00	-3,462.98	13.43 %
General donations	525.09	10,000.00	-9,474.91	5.25 %
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 %
Total DONATIONS/SPONSORSHIPS	7,073.65	22,500.00	-15,426.35	31.44 %
FUNDRAISER				
ONLINE STORE	80.00	19,725.00	-19,645.00	0.41 %
2017 75th Patch	14.00		14.00	
BROCHURE	574.20		574.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	10.00		10.00	
ASSOCIATE PATCH	45.00		45.00	
BRANCH PATCH	250.00		250.00	
BSM PATCH 12 INCH	90.00		90.00	
BSM PATCH 2 1/2 INCH	320.00		320.00	
BSM PATCH 6 INCH	130.00		130.00	

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DOG TAGS AND BOOTS PATCH	100.00		100.00	
GLITZY PATCH 3 inch	220.00		220.00	
GLITZY PATCH 6 inch	70.00		70.00	
PAST PRESENT FUTURE PATCH	80.00		80.00	
Total BSM PATCHES	1,315.00		1,315.00	
BSM Pins	24.00		24.00	
Blue Star Dad Pin	156.00		156.00	
BSM Associate Pin	408.00		408.00	
Large BSM Pin	1,320.00		1,320.00	
Past Chapter President Pin	300.00		300.00	
Small BSM Pin	1,152.00		1,152.00	
Total BSM Pins	3,360.00		3,360.00	
BSM Ritual Book	170.00		170.00	
BSM Tee Shirts				
2019 Red Shirt	680.00		680.00	
2021 Blue Shirt	1,075.00		1,075.00	
BAND Of Mothers	15.00		15.00	
BSMA Baseball Shirt	195.00		195.00	
I Stand T-Shirt	10.00		10.00	
Total BSM Tee Shirts	1,975.00		1,975.00	
COINS	1,200.00		1,200.00	
DAD Blue Polo	190.00		190.00	
DAD Hat	130.00		130.00	
HANGER	264.00		264.00	
Hats	2,350.00		2,350.00	
License Plates	130.00		130.00	
Luggage Tags	153.00		153.00	
Magnets	159.00		159.00	
NOTE CARDS	126.00		126.00	
RED FLAG PATCH	125.00		125.00	
RED JACKETS	3,000.00		3,000.00	
Shipping Income	2,257.00		2,257.00	
Tote Bags	180.00		180.00	
TOTEBAGS 2022	240.00		240.00	
WHITE GLOVES	284.15		284.15	
Yearbooks	188.00	400.00	-212.00	47.00 %
Total ONLINE STORE	18,569.35	20,125.00	-1,555.65	92.27 %
Total FUNDRAISER	18,569.35	20,125.00	-1,555.65	92.27 %
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 %

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Refunds	0.00		0.00	
Unknown BSM dues	4,578.70		4,578.70	
Total Membership	61,206.20	64,250.00	-3,043.80	95.26 %
Shipping Income	536.00		536.00	
Total Income	\$139,350.92	\$107,025.00	\$32,325.92	130.20 %
GROSS PROFIT	\$139,350.92	\$107,025.00	\$32,325.92	130.20 %
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 %
Total Awards	5,000.00	5,000.00	0.00	100.00 %
Bank Charges	429.60	100.00	329.60	429.60 %
Checks		200.00	-200.00	
Total Bank Charges	429.60	300.00	129.60	143.20 %
Commissions & Fees				
CFC Application Fee	815.00	1,000.00	-185.00	81.50 %
Total Commissions & Fees	815.00	1,000.00	-185.00	81.50 %
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	41,434.13		41,434.13	
Shipping Expense - Convention Store	1,931.56		1,931.56	
Total 2022 Convention Expenses	43,365.69		43,365.69	
Total Conventions	49,368.12	35,000.00	14,368.12	141.05 %
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	
Total Donations	15,729.05	14,500.00	1,229.05	108.48 %
Dues & Subscriptions	1,911.24	325.00	1,586.24	588.07 %
Fundraising				
National Fundraising		1,000.00	-1,000.00	
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	

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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	
Total On Line Store Expenses	18,598.26	12,000.00	6,598.26	154.99 %
Total Fundraising	18,598.26	13,000.00	5,598.26	143.06 %
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	
Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees	9,050.00	14,000.00	-4,950.00	64.64 %
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	
Total National Treasurer	1,056.06	500.00	556.06	211.21 %
Total Management Expenses	1,251.05	3,250.00	-1,998.95	38.49 %
Merchant card processing	2,977.39	5,500.00	-2,522.61	54.13 %
First American Payment Systems	870.01		870.01	
Moolah Merchant Fees	967.52		967.52	
Paypal Fees	106.89		106.89	
square merchant fee	1.03		1.03	
Total Merchant card processing	4,922.84	5,500.00	-577.16	89.51 %
Office Expenses				
Management	80.85		80.85	
General Office Supplies	79.05	25.00	54.05	316.20 %
Total Management	159.90	25.00	134.90	639.60 %
Program				
General Office Supplies	41.93		41.93	
PO Box	234.00	300.00	-66.00	78.00 %

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Total Program	275.93	300.00	-24.07	91.98 %
Total Office Expenses	435.83	325.00	110.83	134.10 %
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	
Total By-Law Committee Chair	141.67		141.67	
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	2,762.62	1,200.00	1,562.62	230.22 %
Total National Chaplain	2,762.62	1,400.00	1,362.62	197.33 %
National Convention Chair		200.00	-200.00	
Travel	588.20		588.20	
Total National Convention Chair	588.20	200.00	388.20	294.10 %
National Finance Committe Chair		50.00	-50.00	
Postage	1.56		1.56	
Total National Finance Committe Chair	1.56	50.00	-48.44	3.12 %
National Historian		1,600.00	-1,600.00	
Travel	0.00		0.00	
Total National Historian	0.00	1,600.00	-1,600.00	0.00 %
National Patriotic Instructor		1,600.00	-1,600.00	
Travel	1,353.86		1,353.86	
Total National Patriotic Instructor	1,353.86	1,600.00	-246.14	84.62 %
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	
Total National VAVS Rep	1,982.61	4,125.00	-2,142.39	48.06 %
Total National Appointed Offices	6,830.52	8,975.00	-2,144.48	76.11 %
National Financial Secretary		250.00	-250.00	
General Office Expenses	46.83		46.83	
Postage	42.66		42.66	
Total National Financial Secretary	89.49	250.00	-160.51	35.80 %
National First VP		500.00	-500.00	
National Fourth VP		500.00	-500.00	

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Postage	16.16		16.16	
Total National Fourth VP	16.16	500.00	-483.84	3.23 %
National President		9,120.00	-9,120.00	
Travel	6,319.69		6,319.69	
Total National President	6,319.69	9,120.00	-2,800.31	69.29 %
National Recording secretary		150.00	-150.00	
Postage	42.82		42.82	
Total National Recording secretary	42.82	150.00	-107.18	28.55 %
National Second VP		100.00	-100.00	
National Third VP		100.00	-100.00	
Total Program Expenses	13,990.13	20,595.00	-6,604.87	67.93 %
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	5,434.91	15,000.00	-9,565.09	36.23 %
Total Travel	12,116.46	21,000.00	-8,883.54	57.70 %
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 %
Total Website and Database	9,247.77	15,000.00	-5,752.23	61.65 %
Yearbooks	1,006.40		1,006.40	
Printing		1,250.00	-1,250.00	
Total Yearbooks	1,006.40	1,250.00	-243.60	80.51 %
Total Expenses	\$152,569.61	\$162,525.00	\$ -9,955.39	93.87 %
NET OPERATING INCOME	\$ -13,218.69	\$ -55,500.00	\$42,281.31	23.82 %
Other Income				
Interest Earned	34.03		34.03	
Total Other Income	\$34.03	\$0.00	\$34.03	0.00%
NET OTHER INCOME	\$34.03	\$0.00	\$34.03	0.00%
NET INCOME	\$ -13,184.66	\$ -55,500.00	\$42,315.34	23.76 %