

# Blue Star Mothers of America, Inc.

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

May 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation		4.17	-4.17	
<b>CONVENTION</b>				
2023 CONVENTION INCOME				
2023 CONVENTION - GENERAL		3,333.33	-3,333.33	
2023 CONVENTION DINNERS	55.00		55.00	
2023 CONVENTION RAFFLE TICKETS	60.00		60.00	
2023 CONVENTION REGISTRATIONS	7,260.00		7,260.00	
2023 CONVENTION SILENT AUCTION		416.67	-416.67	
2023 CONVENTION SPONSORS	900.00	750.00	150.00	120.00 %
2023 CONVENTION VENDOR TABLES	175.00	41.67	133.33	419.97 %
<b>Total 2023 CONVENTION INCOME</b>	<b>8,450.00</b>	<b>4,541.67</b>	<b>3,908.33</b>	<b>186.05 %</b>
<b>Total CONVENTION</b>	<b>8,450.00</b>	<b>4,541.67</b>	<b>3,908.33</b>	<b>186.05 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC Donations		333.33	-333.33	
General donations	761.65	416.67	344.98	182.79 %
Parke Memorial Scholarship Income		166.67	-166.67	
President Project		83.33	-83.33	
VAVS Fund - Restricted Funds	25.00	458.33	-433.33	5.45 %
Yearbook Ads	400.00		400.00	
<b>Total VAVS Fund - Restricted Funds</b>	<b>425.00</b>	<b>458.33</b>	<b>-33.33</b>	<b>92.73 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>1,186.65</b>	<b>1,458.33</b>	<b>-271.68</b>	<b>81.37 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE				
BLUE LOGO VEST	570.00	1,250.00	-1,250.00	
BROCHURE	172.50		172.50	
BSM LOGO PENS	12.00		12.00	
BSM PATCHES				
BRANCH PATCH	25.00		25.00	
BSM PATCH 6 INCH	20.00		20.00	
DOG TAGS AND BOOTS PATCH	25.00		25.00	
GLITZY PATCH 3 inch	15.00		15.00	
GLITZY PATCH 6 inch	30.00		30.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	660.00		660.00	
SUPPORTER ROCKERS - BLUE	315.00		315.00	
SUPPORTER ROCKERS - RED	175.00		175.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	15.00		15.00	
<b>Total BSM PATCHES</b>	<b>1,280.00</b>		<b>1,280.00</b>	
BSM Pins				
Blue Star Dad Pin	12.00		12.00	
Large BSM Pin	108.00		108.00	
Past Chapter President Pin	24.00		24.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Small BSM Pin	276.00		276.00	
<b>Total BSM Pins</b>	<b>420.00</b>		<b>420.00</b>	
BSM Tee Shirts				
2019 Red Shirt	140.00		140.00	
<b>Total BSM Tee Shirts</b>	<b>140.00</b>		<b>140.00</b>	
BSM WHITE LOGO BALL CAP	140.00		140.00	
Bundle				
2023 FATHERS DAY BUNDLE	25.00		25.00	
<b>Total Bundle</b>	<b>25.00</b>		<b>25.00</b>	
CELL PHONE CARD HOLDER	15.00		15.00	
DAD Blue Polo	20.00		20.00	
HANGER	48.00		48.00	
Hats	400.00		400.00	
Luggage Tags	15.00		15.00	
Magnets	9.00		9.00	
NAIL FILE	2.00		2.00	
RED FLAG PATCH	30.00		30.00	
RED JACKETS	120.00		120.00	
Shipping Income	555.00		555.00	
Tote Bags	20.00		20.00	
WHITE DRESS LOGO SHIRT	864.00		864.00	
WHITE GLOVES	55.00		55.00	
Yearbooks		33.33	-33.33	
<b>Total ONLINE STORE</b>	<b>4,912.50</b>	<b>1,283.33</b>	<b>3,629.17</b>	<b>382.79 %</b>
<b>Total FUNDRAISER</b>	<b>4,912.50</b>	<b>1,283.33</b>	<b>3,629.17</b>	<b>382.79 %</b>
Funds from closed chapters		8.33	-8.33	
Membership				
Chapter Membership Dues	742.50	5,333.33	-4,590.83	13.92 %
Charter Fee		20.83	-20.83	
<b>Total Membership</b>	<b>742.50</b>	<b>5,354.16</b>	<b>-4,611.66</b>	<b>13.87 %</b>
<b>Total Income</b>	<b>\$15,291.65</b>	<b>\$12,649.99</b>	<b>\$2,641.66</b>	<b>120.88 %</b>
GROSS PROFIT	<b>\$15,291.65</b>	<b>\$12,649.99</b>	<b>\$2,641.66</b>	<b>120.88 %</b>
Expenses				
Advertising/Public Relations		375.00	-375.00	
Ambassador Funds	241.09		241.09	
Awards				
Chapter Grants		583.33	-583.33	
<b>Total Awards</b>		<b>583.33</b>	<b>-583.33</b>	
Bank Charges	15.00	50.00	-35.00	30.00 %
Commissions & Fees				
CFC Application Fee		125.00	-125.00	
<b>Total Commissions &amp; Fees</b>		<b>125.00</b>	<b>-125.00</b>	
Conference Call		41.67	-41.67	
Conventions				
2023 Convention Expenses	1,148.44	3,958.33	-2,809.89	29.01 %
<b>Total Conventions</b>	<b>1,148.44</b>	<b>3,958.33</b>	<b>-2,809.89</b>	<b>29.01 %</b>
DC REP		25.00	-25.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Donations		54.17	-54.17	
Parke Memorial Scholarship		166.67	-166.67	
VAVS Fund-Restricted Funds EXPENSE		458.33	-458.33	
VAVS Matching Funds		208.33	-208.33	
<b>Total Donations</b>		<b>887.50</b>	<b>-887.50</b>	
Dues & Subscriptions		41.67	-41.67	
Fundraising				
National Fundraising		83.33	-83.33	
On Line Store Expenses		791.67	-791.67	
Brochures	230.00		230.00	
BSM Logo Pens	160.00		160.00	
coins	1,051.80		1,051.80	
Hats	889.00		889.00	
Online Store Postage	430.67		430.67	
Patches	516.96		516.96	
Red Jackets	1,916.23		1,916.23	
Shipping Supplies	48.36		48.36	
white dress logo shirt	1,042.73		1,042.73	
<b>Total On Line Store Expenses</b>	<b>6,285.75</b>	<b>791.67</b>	<b>5,494.08</b>	<b>793.99 %</b>
<b>Total Fundraising</b>	<b>6,285.75</b>	<b>875.00</b>	<b>5,410.75</b>	<b>718.37 %</b>
Insurance		291.67	-291.67	
Legal & Professional Fees		1,166.67	-1,166.67	
Management Expenses				
Ambassador Fund		250.00	-250.00	
National Treasurer		125.00	-125.00	
Postage	5.65		5.65	
<b>Total National Treasurer</b>	<b>5.65</b>	<b>125.00</b>	<b>-119.35</b>	<b>4.52 %</b>
<b>Total Management Expenses</b>	<b>5.65</b>	<b>375.00</b>	<b>-369.35</b>	<b>1.51 %</b>
Merchant card processing	406.32	500.00	-93.68	81.26 %
First American Payment Systems	54.90		54.90	
Moolah Merchant Fees	64.30		64.30	
Paypal Fees	26.62		26.62	
<b>Total Merchant card processing</b>	<b>552.14</b>	<b>500.00</b>	<b>52.14</b>	<b>110.43 %</b>
Office Expenses		27.08	-27.08	
Management	60.00		60.00	
<b>Total Office Expenses</b>	<b>60.00</b>	<b>27.08</b>	<b>32.92</b>	<b>221.57 %</b>
Officer Equipment/Software	574.38	333.33	241.05	172.32 %
Past National President Pin		4.17	-4.17	
Program Expenses				
Flowers & Wreaths	-309.99	54.17	-364.16	-572.25 %
National Appointed Offices				
National Chaplain		16.67	-16.67	
Gold Star Mother Mailing		125.00	-125.00	
<b>Total National Chaplain</b>		<b>141.67</b>	<b>-141.67</b>	
National Convention Chair		16.67	-16.67	
National Finance Committe Chair		4.17	-4.17	
National Historian	331.32		331.32	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Travel		208.33	-208.33	
<b>Total National Historian</b>	<b>331.32</b>	<b>208.33</b>	<b>122.99</b>	<b>159.04 %</b>
National Patriotic Instructor	331.32		331.32	
Travel		208.33	-208.33	
<b>Total National Patriotic Instructor</b>	<b>331.32</b>	<b>208.33</b>	<b>122.99</b>	<b>159.04 %</b>
National VAVS Rep		375.00	-375.00	
Postage		41.67	-41.67	
VAVS Annual Meeting	977.57		977.57	
Veterans Day National Committee Pins		16.67	-16.67	
<b>Total National VAVS Rep</b>	<b>977.57</b>	<b>433.34</b>	<b>544.23</b>	<b>225.59 %</b>
<b>Total National Appointed Offices</b>	<b>1,640.21</b>	<b>1,012.51</b>	<b>627.70</b>	<b>161.99 %</b>
National Financial Secretary		20.83	-20.83	
National First VP		41.67	-41.67	
National Fourth VP		41.67	-41.67	
Postage	19.15		19.15	
<b>Total National Fourth VP</b>	<b>19.15</b>	<b>41.67</b>	<b>-22.52</b>	<b>45.96 %</b>
National President	662.64	833.33	-170.69	79.52 %
National Recording secretary		12.50	-12.50	
National Second VP		12.50	-12.50	
National Third VP		12.50	-12.50	
<b>Total Program Expenses</b>	<b>2,012.01</b>	<b>2,041.68</b>	<b>-29.67</b>	<b>98.55 %</b>
Quick Books on line		183.33	-183.33	
Shipping Expenses		166.67	-166.67	
Taxes & Licenses		41.67	-41.67	
Travel				
Executive Board Meeting		583.33	-583.33	
National Convention	580.56	1,500.00	-919.44	38.70 %
<b>Total Travel</b>	<b>580.56</b>	<b>2,083.33</b>	<b>-1,502.77</b>	<b>27.87 %</b>
Veterans Day Committee Dues		12.50	-12.50	
Website and Database	2,251.05	833.33	1,417.72	270.13 %
Yearbooks		52.08	-52.08	
National Yearbook Editor	44.35		44.35	
<b>Total Yearbooks</b>	<b>44.35</b>	<b>52.08</b>	<b>-7.73</b>	<b>85.16 %</b>
<b>Total Expenses</b>	<b>\$13,770.42</b>	<b>\$15,075.01</b>	<b>\$ -1,304.59</b>	<b>91.35 %</b>
NET OPERATING INCOME	<b>\$1,521.23</b>	<b>\$ -2,425.02</b>	<b>\$3,946.25</b>	<b>-62.73 %</b>
Other Income				
Interest Earned	3.42		3.42	
<b>Total Other Income</b>	<b>\$3.42</b>	<b>\$0.00</b>	<b>\$3.42</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$3.42</b>	<b>\$0.00</b>	<b>\$3.42</b>	<b>0.00%</b>
NET INCOME	<b>\$1,524.65</b>	<b>\$ -2,425.02</b>	<b>\$3,949.67</b>	<b>-62.87 %</b>