

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		4.17	-4.17	
CONVENTION				
2022 Convention				
2022 Convention Sponsor/Fundraising	4,356.54		4,356.54	
Total 2022 Convention	4,356.54		4,356.54	
Total CONVENTION	4,356.54		4,356.54	
DONATIONS/SPONSORSHIPS				
CFC Donations	110.02	333.33	-223.31	33.01 %
General donations	145.00	833.33	-688.33	17.40 %
Parke Memorial Scholarship Income		166.67	-166.67	
President Project		83.33	-83.33	
VAVS Fund - Restricted Funds	600.00	458.33	141.67	130.91 %
Total DONATIONS/SPONSORSHIPS	855.02	1,874.99	-1,019.97	45.60 %
FUNDRAISER				
ONLINE STORE		1,643.75	-1,643.75	
2017 75th Patch	11.00		11.00	
BROCHURE	31.20		31.20	
BSM PATCHES				
ASSOCIATE PATCH	10.00		10.00	
BRANCH PATCH	10.00		10.00	
BSM PATCH 2 1/2 INCH	10.00		10.00	
DOG TAGS AND BOOTS PATCH	30.00		30.00	
GLITZY PATCH 3 inch	10.00		10.00	
Total BSM PATCHES	70.00		70.00	
BSM Pins				
Blue Star Dad Pin	24.00		24.00	
BSM Associate Pin	12.00		12.00	
Large BSM Pin	36.00		36.00	
Past Chapter President Pin	36.00		36.00	
Small BSM Pin	36.00		36.00	
Total BSM Pins	144.00		144.00	
BSM Ritual Book	35.00		35.00	
BSM Tee Shirts				
2019 Red Shirt	120.00		120.00	
2021 Blue Shirt	190.00		190.00	
BAND Of Mothers	5.00		5.00	
BSMA Baseball Shirt	15.00		15.00	
I Stand T-Shirt	10.00		10.00	
Total BSM Tee Shirts	340.00		340.00	
COINS	30.00		30.00	
DAD Blue Polo	25.00		25.00	

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DAD Hat	10.00		10.00	
HANGER	36.00		36.00	
Hats	750.00		750.00	
License Plates	45.00		45.00	
Luggage Tags	6.00		6.00	
Magnets	3.00		3.00	
NOTE CARDS	30.00		30.00	
Shipping Income	121.00		121.00	
Tote Bags	40.00		40.00	
WHITE GLOVES	4.15		4.15	
Yearbooks		33.33	-33.33	
Total ONLINE STORE	1,731.35	1,677.08	54.27	103.24 %
Total FUNDRAISER	1,731.35	1,677.08	54.27	103.24 %
Funds from closed chapters		8.33	-8.33	
Membership				
Chapter Membership Dues	41,962.50	5,333.33	36,629.17	786.80 %
Charter Fee		20.83	-20.83	
Refunds	0.00		0.00	
Total Membership	41,962.50	5,354.16	36,608.34	783.74 %
Shipping Income	174.00		174.00	
Total Income	\$49,079.41	\$8,918.73	\$40,160.68	550.30 %
GROSS PROFIT	\$49,079.41	\$8,918.73	\$40,160.68	550.30 %
Expenses				
Advertising/Public Relations		416.67	-416.67	
Awards				
Chapter Grants		416.67	-416.67	
Total Awards		416.67	-416.67	
Bank Charges	52.50	8.33	44.17	630.25 %
Checks		16.67	-16.67	
Total Bank Charges	52.50	25.00	27.50	210.00 %
Commissions & Fees				
CFC Application Fee		83.33	-83.33	
Total Commissions & Fees		83.33	-83.33	
Conference Call		20.83	-20.83	
Conventions				
2021 Convention Expenses		2,916.67	-2,916.67	
Total Conventions		2,916.67	-2,916.67	
DC REP		25.00	-25.00	
Donations		291.67	-291.67	
Parke Memorial Scholarship		250.00	-250.00	
VAVS Fund-Restricted Funds EXPENSE		458.33	-458.33	

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VAVS Matching Funds		208.33	-208.33	
Total Donations		1,208.33	-1,208.33	
Dues & Subscriptions		27.08	-27.08	
Fundraising				
National Fundraising		83.33	-83.33	
On Line Store Expenses		833.33	-833.33	
coins	175.00		175.00	
Gloves	0.00		0.00	
Hats	57.06		57.06	
Online Store Postage	161.37	166.67	-5.30	96.82 %
Total On Line Store Expenses	393.43	1,000.00	-606.57	39.34 %
Total Fundraising	393.43	1,083.33	-689.90	36.32 %
Insurance		208.33	-208.33	
Legal & Professional Fees				
CPA		833.33	-833.33	
Legal Fees		125.00	-125.00	
Parlamentarian		208.33	-208.33	
Total Legal & Professional Fees		1,166.66	-1,166.66	
Management Expenses				
Ambassador Fund		229.17	-229.17	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	77.56	41.67	35.89	186.13 %
Postage	116.20		116.20	
Total National Treasurer	193.76	41.67	152.09	464.99 %
Total Management Expenses	258.75	270.84	-12.09	95.54 %
Merchant card processing		458.33	-458.33	
First American Payment Systems	634.04		634.04	
Moolah Merchant Fees	95.70		95.70	
Paypal Fees	5.78		5.78	
Total Merchant card processing	735.52	458.33	277.19	160.48 %
Office Expenses				
Management				
General Office Supplies	79.05	2.08	76.97	3,800.48 %
Total Management	79.05	2.08	76.97	3,800.48 %
Program				
PO Box		25.00	-25.00	
Total Program		25.00	-25.00	
Total Office Expenses	79.05	27.08	51.97	291.91 %
Office/General Administrative Expenses	108.00	8.33	99.67	1,296.52 %
Past National President Pin		33.33	-33.33	

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Postage		8.33	-8.33	
Program Expenses				
Contingency Fund		25.00	-25.00	
Flowers & Wreaths		50.00	-50.00	
National Appointed Offices				
National Chaplain		16.67	-16.67	
Gold Star Mother Mailing	1,223.17	100.00	1,123.17	1,223.17 %
Total National Chaplain	1,223.17	116.67	1,106.50	1,048.40 %
National Convention Chair		16.67	-16.67	
National Finance Committee Chair		4.17	-4.17	
National Historian		133.33	-133.33	
National Patriotic Instructor		133.33	-133.33	
National VAVS Rep		333.33	-333.33	
Veterans Day National Committee Pins		10.42	-10.42	
Total National VAVS Rep		343.75	-343.75	
Total National Appointed Offices	1,223.17	747.92	475.25	163.54 %
National Financial Secretary		20.83	-20.83	
Postage	20.05		20.05	
Total National Financial Secretary	20.05	20.83	-0.78	96.26 %
National First VP		41.67	-41.67	
National Fourth VP		41.67	-41.67	
National President		760.00	-760.00	
Travel	1,162.68		1,162.68	
Total National President	1,162.68	760.00	402.68	152.98 %
National Recording secretary		12.50	-12.50	
Postage	8.30		8.30	
Total National Recording secretary	8.30	12.50	-4.20	66.40 %
National Second VP		8.33	-8.33	
National Third VP		8.33	-8.33	
Total Program Expenses	2,414.20	1,716.25	697.95	140.67 %
Quick Books on line		140.00	-140.00	
Shipping Expenses	192.51	125.00	67.51	154.01 %
Taxes & Licenses		41.67	-41.67	
Travel				
Executive Board Meeting		500.00	-500.00	
National Convention		1,250.00	-1,250.00	
Total Travel		1,750.00	-1,750.00	
Veterans Day Committee Dues		12.50	-12.50	
Website and Database		625.00	-625.00	
New Website Hosting Fees	8,510.01	625.00	7,885.01	1,361.60 %
Total Website and Database	8,510.01	1,250.00	7,260.01	680.80 %

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Yearbooks				
Printing		104.17	-104.17	
Total Yearbooks		104.17	-104.17	
Total Expenses	\$12,743.97	\$13,543.73	\$ -799.76	94.09 %
NET OPERATING INCOME	\$36,335.44	\$ -4,625.00	\$40,960.44	-785.63 %
Other Income				
Interest Earned	3.91		3.91	
Total Other Income	\$3.91	\$0.00	\$3.91	0.00%
NET OTHER INCOME	\$3.91	\$0.00	\$3.91	0.00%
NET INCOME	\$36,339.35	\$ -4,625.00	\$40,964.35	-785.72 %