

Blue Star Mothers of America, Inc.

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

September - December, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		16.68	-16.68	
CONVENTION				
2022 Convention				
2022 Convention Bling Shirt	2,937.00		2,937.00	
2022 Convention Sponsor/Fundraising	4,356.54		4,356.54	
Total 2022 Convention	7,293.54		7,293.54	
Total CONVENTION	7,293.54		7,293.54	
DONATIONS/SPONSORSHIPS				
CFC Donations	248.68	1,333.32	-1,084.64	18.65 %
General donations	188.35	3,333.32	-3,144.97	5.65 %
Parke Memorial Scholarship Income		666.68	-666.68	
President Project		333.32	-333.32	
VAVS Fund - Restricted Funds	4,504.00	1,833.32	2,670.68	245.67 %
Total DONATIONS/SPONSORSHIPS	4,941.03	7,499.96	-2,558.93	65.88 %
FUNDRAISER				
ONLINE STORE	130.00	6,575.00	-6,445.00	1.98 %
2017 75th Patch	11.00		11.00	
BROCHURE	37.20		37.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	5.00		5.00	
ASSOCIATE PATCH	10.00		10.00	
BRANCH PATCH	105.00		105.00	
BSM PATCH 2 1/2 INCH	20.00		20.00	
DOG TAGS AND BOOTS PATCH	45.00		45.00	
GLITZY PATCH 3 inch	50.00		50.00	
GLITZY PATCH 6 inch	30.00		30.00	
Total BSM PATCHES	265.00		265.00	
BSM Pins	12.00		12.00	
Blue Star Dad Pin	36.00		36.00	
BSM Associate Pin	84.00		84.00	
Large BSM Pin	132.00		132.00	
Past Chapter President Pin	108.00		108.00	
Small BSM Pin	492.00		492.00	
Total BSM Pins	864.00		864.00	
BSM Ritual Book	100.00		100.00	
BSM Tee Shirts				
2019 Red Shirt	220.00		220.00	
2021 Blue Shirt	470.00		470.00	
BAND Of Mothers	15.00		15.00	
BSMA Baseball Shirt	105.00		105.00	
I Stand T-Shirt	10.00		10.00	

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Total BSM Tee Shirts	820.00		820.00	
COINS	440.00		440.00	
DAD Blue Polo	50.00		50.00	
DAD Hat	60.00		60.00	
HANGER	72.00		72.00	
Hats	1,025.00		1,025.00	
License Plates	70.00		70.00	
Luggage Tags	21.00		21.00	
Magnets	27.00		27.00	
NOTE CARDS	48.00		48.00	
Shipping Income	294.00		294.00	
Tote Bags	180.00		180.00	
WHITE GLOVES	59.15		59.15	
Yearbooks	125.00	133.32	-8.32	93.76 %
Total ONLINE STORE	4,803.35	6,708.32	-1,904.97	71.60 %
Total FUNDRAISER	4,803.35	6,708.32	-1,904.97	71.60 %
Funds from closed chapters		33.32	-33.32	
Membership				
Chapter Membership Dues	49,695.00	21,333.32	28,361.68	232.95 %
Charter Fee	100.00	83.32	16.68	120.02 %
Refunds	0.00		0.00	
Total Membership	49,795.00	21,416.64	28,378.36	232.51 %
Shipping Income	508.00		508.00	
Total Income	\$67,340.92	\$35,674.92	\$31,666.00	188.76 %
GROSS PROFIT	\$67,340.92	\$35,674.92	\$31,666.00	188.76 %
Expenses				
Advertising/Public Relations		1,666.68	-1,666.68	
Awards				
Chapter Grants	1,500.00	1,666.68	-166.68	90.00 %
Total Awards	1,500.00	1,666.68	-166.68	90.00 %
Bank Charges	183.90	33.32	150.58	551.92 %
Checks		66.68	-66.68	
Total Bank Charges	183.90	100.00	83.90	183.90 %
Commissions & Fees				
CFC Application Fee		333.32	-333.32	
Total Commissions & Fees		333.32	-333.32	
Conference Call	53.76	83.32	-29.56	64.52 %
Conventions				
2021 Convention Expenses		11,666.68	-11,666.68	
Total Conventions		11,666.68	-11,666.68	
DC REP		100.00	-100.00	

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Donations	275.00	1,166.68	-891.68	23.57 %
Parke Memorial Scholarship		1,000.00	-1,000.00	
VAVS Fund-Restricted Funds EXPENSE	0.00	1,833.32	-1,833.32	0.00 %
VAVS Matching Funds		833.32	-833.32	
Total Donations	275.00	4,833.32	-4,558.32	5.69 %
Dues & Subscriptions	3.24	108.32	-105.08	2.99 %
Fundraising				
National Fundraising		333.32	-333.32	
On Line Store Expenses		3,333.32	-3,333.32	
coins	540.00		540.00	
Gloves	0.00		0.00	
Hats	1,707.92		1,707.92	
Online Store Postage	530.20	666.68	-136.48	79.53 %
Shipping Supplies	22.37		22.37	
Total On Line Store Expenses	2,800.49	4,000.00	-1,199.51	70.01 %
Total Fundraising	2,800.49	4,333.32	-1,532.83	64.63 %
Insurance		833.32	-833.32	
Legal & Professional Fees	350.00		350.00	
CPA		3,333.32	-3,333.32	
Legal Fees		500.00	-500.00	
Parlamentarian		833.32	-833.32	
Total Legal & Professional Fees	350.00	4,666.64	-4,316.64	7.50 %
Management Expenses				
Ambassador Fund		916.68	-916.68	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	89.39	166.68	-77.29	53.63 %
Postage	217.70		217.70	
Total National Treasurer	307.09	166.68	140.41	184.24 %
Total Management Expenses	372.08	1,083.36	-711.28	34.35 %
Merchant card processing	597.06	1,833.32	-1,236.26	32.57 %
First American Payment Systems	730.45		730.45	
Moolah Merchant Fees	355.85		355.85	
Paypal Fees	5.78		5.78	
square merchant fee	1.03		1.03	
Total Merchant card processing	1,690.17	1,833.32	-143.15	92.19 %
Office Expenses				
Management				
General Office Supplies	79.05	8.32	70.73	950.12 %
Total Management	79.05	8.32	70.73	950.12 %
Program				

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General Office Supplies	22.58		22.58	
PO Box		100.00	-100.00	
Total Program	22.58	100.00	-77.42	22.58 %
Total Office Expenses	101.63	108.32	-6.69	93.82 %
Office/General Administrative Expenses	108.00	33.32	74.68	324.13 %
Past National President Pin		133.32	-133.32	
Postage		33.32	-33.32	
Program Expenses				
Contingency Fund		100.00	-100.00	
Flowers & Wreaths	285.00	200.00	85.00	142.50 %
National Appointed Offices				
National Chaplain		66.68	-66.68	
Gold Star Mother Mailing	1,223.17	400.00	823.17	305.79 %
Total National Chaplain	1,223.17	466.68	756.49	262.10 %
National Convention Chair		66.68	-66.68	
National Finance Committee Chair		16.68	-16.68	
Postage	1.56		1.56	
Total National Finance Committee Chair	1.56	16.68	-15.12	9.35 %
National Historian		533.32	-533.32	
National Patriotic Instructor		533.32	-533.32	
National VAVS Rep		1,333.32	-1,333.32	
Veterans Day National Committee Pins		41.68	-41.68	
Total National VAVS Rep		1,375.00	-1,375.00	
Total National Appointed Offices	1,224.73	2,991.68	-1,766.95	40.94 %
National Financial Secretary		83.32	-83.32	
General Office Expenses	16.98		16.98	
Postage	31.65		31.65	
Total National Financial Secretary	48.63	83.32	-34.69	58.37 %
National First VP		166.68	-166.68	
National Fourth VP		166.68	-166.68	
National President		3,040.00	-3,040.00	
Travel	2,261.82		2,261.82	
Total National President	2,261.82	3,040.00	-778.18	74.40 %
National Recording secretary		50.00	-50.00	
Postage	18.12		18.12	
Total National Recording secretary	18.12	50.00	-31.88	36.24 %
National Second VP		33.32	-33.32	
National Third VP		33.32	-33.32	
Total Program Expenses	3,838.30	6,865.00	-3,026.70	55.91 %
Quick Books on line	1,940.00	560.00	1,380.00	346.43 %
Repair & Maintenance	199.99		199.99	

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Shipping Expenses	219.73	500.00	-280.27	43.95 %
Taxes & Licenses		166.68	-166.68	
Travel				
Executive Board Meeting	3,541.32	2,000.00	1,541.32	177.07 %
National Convention		5,000.00	-5,000.00	
Total Travel	3,541.32	7,000.00	-3,458.68	50.59 %
Veterans Day Committee Dues		50.00	-50.00	
Website and Database		2,500.00	-2,500.00	
New Website Hosting Fees	8,510.01	2,500.00	6,010.01	340.40 %
Total Website and Database	8,510.01	5,000.00	3,510.01	170.20 %
Yearbooks				
Printing		416.68	-416.68	
Total Yearbooks		416.68	-416.68	
Total Expenses	\$25,687.62	\$54,174.92	\$ -28,487.30	47.42 %
NET OPERATING INCOME	\$41,653.30	\$ -18,500.00	\$60,153.30	-225.15 %
Other Income				
Interest Earned	14.06		14.06	
Total Other Income	\$14.06	\$0.00	\$14.06	0.00%
NET OTHER INCOME	\$14.06	\$0.00	\$14.06	0.00%
NET INCOME	\$41,667.36	\$ -18,500.00	\$60,167.36	-225.23 %