

Blue Star Mothers of America, Inc.

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

September 2021 - March 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		29.19	-29.19	
CONVENTION				
2022 Convention				
2022 Convention Donation	160.00		160.00	
2022 Convention Donation - Convention Bags	425.00		425.00	
2022 Convention Donation for Presidents Reception	110.00		110.00	
Total 2022 Convention Donation	695.00		695.00	
2022 Convention Sponsor/Fundraising	6,299.95		6,299.95	
2022 Convention Bling Shirt	5,953.58		5,953.58	
Total 2022 Convention Sponsor/Fundraising	12,253.53		12,253.53	
Total 2022 Convention	12,948.53		12,948.53	
Total CONVENTION	12,948.53		12,948.53	
DONATIONS/SPONSORSHIPS	407.50		407.50	
CFC Donations	390.84	2,333.31	-1,942.47	16.75 %
General donations	193.24	5,833.31	-5,640.07	3.31 %
Parke Memorial Scholarship Income		1,166.69	-1,166.69	
President Project		583.31	-583.31	
VAVS Fund - Restricted Funds	5,479.00	3,208.31	2,270.69	170.78 %
Total DONATIONS/SPONSORSHIPS	6,470.58	13,124.93	-6,654.35	49.30 %
FUNDRAISER				
ONLINE STORE	130.00	11,506.25	-11,376.25	1.13 %
2017 75th Patch	11.00		11.00	
BROCHURE	202.20		202.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	5.00		5.00	
ASSOCIATE PATCH	35.00		35.00	
BRANCH PATCH	135.00		135.00	
BSM PATCH 2 1/2 INCH	200.00		200.00	
BSM PATCH 6 INCH	20.00		20.00	
DOG TAGS AND BOOTS PATCH	55.00		55.00	
GLITZY PATCH 3 inch	165.00		165.00	
GLITZY PATCH 6 inch	30.00		30.00	
Total BSM PATCHES	645.00		645.00	
BSM Pins	24.00		24.00	
Blue Star Dad Pin	96.00		96.00	
BSM Associate Pin	156.00		156.00	
Large BSM Pin	312.00		312.00	
Past Chapter President Pin	156.00		156.00	
Small BSM Pin	768.00		768.00	
Total BSM Pins	1,512.00		1,512.00	

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BSM Ritual Book	115.00		115.00	
BSM Tee Shirts				
2019 Red Shirt	420.00		420.00	
2021 Blue Shirt	670.00		670.00	
BAND Of Mothers	15.00		15.00	
BSMA Baseball Shirt	150.00		150.00	
I Stand T-Shirt	10.00		10.00	
Total BSM Tee Shirts	1,265.00		1,265.00	
COINS	850.00		850.00	
DAD Blue Polo	75.00		75.00	
DAD Hat	60.00		60.00	
HANGER	108.00		108.00	
Hats	1,275.00		1,275.00	
License Plates	110.00		110.00	
Luggage Tags	87.00		87.00	
Magnets	114.00		114.00	
NOTE CARDS	60.00		60.00	
Shipping Income	805.00		805.00	
Tote Bags	180.00		180.00	
TOTEBAGS 2022	100.00		100.00	
WHITE GLOVES	99.15		99.15	
Yearbooks	155.00	233.31	-78.31	66.44 %
Total ONLINE STORE	8,063.35	11,739.56	-3,676.21	68.69 %
Total FUNDRAISER	8,063.35	11,739.56	-3,676.21	68.69 %
Funds from closed chapters		58.31	-58.31	
Membership				
Chapter Membership Dues	54,435.00	37,333.31	17,101.69	145.81 %
Charter Fee	175.00	145.81	29.19	120.02 %
Refunds	0.00		0.00	
Total Membership	54,610.00	37,479.12	17,130.88	145.71 %
Shipping Income	536.00		536.00	
Total Income	\$82,628.46	\$62,431.11	\$20,197.35	132.35 %
GROSS PROFIT	\$82,628.46	\$62,431.11	\$20,197.35	132.35 %
Expenses				
Advertising/Public Relations	99.00	2,916.69	-2,817.69	3.39 %
Awards				
Chapter Grants	2,500.00	2,916.69	-416.69	85.71 %
Total Awards	2,500.00	2,916.69	-416.69	85.71 %
Bank Charges	189.90	58.31	131.59	325.67 %
Checks		116.69	-116.69	
Total Bank Charges	189.90	175.00	14.90	108.51 %

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Commissions & Fees				
CFC Application Fee	510.00	583.31	-73.31	87.43 %
Total Commissions & Fees	510.00	583.31	-73.31	87.43 %
Conference Call	214.90	145.81	69.09	147.38 %
Conventions				
2021 Convention Expenses		20,416.69	-20,416.69	
2022 Bling Shirt	6,002.43		6,002.43	
2022 Convention Expenses	784.03		784.03	
Total Conventions	6,786.46	20,416.69	-13,630.23	33.24 %
DC REP		175.00	-175.00	
Donations	4,479.05	2,041.69	2,437.36	219.38 %
Parke Memorial Scholarship	2,000.00	1,750.00	250.00	114.29 %
VAVS Fund-Restricted Funds EXPENSE	150.00	3,208.31	-3,058.31	4.68 %
VAVS Matching Funds		1,458.31	-1,458.31	
Total Donations	6,629.05	8,458.31	-1,829.26	78.37 %
Dues & Subscriptions	3.24	189.56	-186.32	1.71 %
Fundraising				
National Fundraising		583.31	-583.31	
On Line Store Expenses		5,833.31	-5,833.31	
Brochures	282.80		282.80	
coins	715.00		715.00	
Gloves	0.00		0.00	
Hats	1,717.57		1,717.57	
Online Store Postage	871.84	1,166.69	-294.85	74.73 %
Shipping	143.63		143.63	
Shipping Supplies	77.47		77.47	
Totebags 2022	1,028.00		1,028.00	
Total On Line Store Expenses	4,836.31	7,000.00	-2,163.69	69.09 %
Total Fundraising	4,836.31	7,583.31	-2,747.00	63.78 %
Insurance	878.00	1,458.31	-580.31	60.21 %
Legal & Professional Fees	350.00		350.00	
CPA		5,833.31	-5,833.31	
Legal Fees		875.00	-875.00	
Parliamentarian		1,458.31	-1,458.31	
Total Legal & Professional Fees	350.00	8,166.62	-7,816.62	4.29 %
Management Expenses				
Ambassador Fund		1,604.19	-1,604.19	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	103.34	291.69	-188.35	35.43 %
Postage	362.60		362.60	

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Total National Treasurer	465.94	291.69	174.25	159.74 %
Total Management Expenses	530.93	1,895.88	-1,364.95	28.00 %
Merchant card processing	994.62	3,208.31	-2,213.69	31.00 %
First American Payment Systems	870.01		870.01	
Moolah Merchant Fees	575.35		575.35	
Paypal Fees	34.62		34.62	
square merchant fee	1.03		1.03	
Total Merchant card processing	2,475.63	3,208.31	-732.68	77.16 %
Office Expenses				
Management				
General Office Supplies	79.05	14.56	64.49	542.93 %
Total Management	79.05	14.56	64.49	542.93 %
Program				
General Office Supplies	41.93		41.93	
PO Box		175.00	-175.00	
Total Program	41.93	175.00	-133.07	23.96 %
Total Office Expenses	120.98	189.56	-68.58	63.82 %
Office/General Administrative Expenses	281.95	58.31	223.64	483.54 %
Past National President Pin		233.31	-233.31	
Postage		58.31	-58.31	
Program Expenses				
Contingency Fund		175.00	-175.00	
Flowers & Wreaths	570.00	350.00	220.00	162.86 %
National Appointed Offices				
National Chaplain		116.69	-116.69	
Gold Star Mother Mailing	1,223.17	700.00	523.17	174.74 %
Total National Chaplain	1,223.17	816.69	406.48	149.77 %
National Convention Chair		116.69	-116.69	
Travel	588.20		588.20	
Total National Convention Chair	588.20	116.69	471.51	504.07 %
National Finance Committe Chair		29.19	-29.19	
Postage	1.56		1.56	
Total National Finance Committe Chair	1.56	29.19	-27.63	5.34 %
National Historian		933.31	-933.31	
Travel	639.45		639.45	
Total National Historian	639.45	933.31	-293.86	68.51 %
National Patriotic Instructor		933.31	-933.31	
Travel	707.20		707.20	
Total National Patriotic Instructor	707.20	933.31	-226.11	75.77 %
National VAVS Rep		2,333.31	-2,333.31	
General Office Supplies	242.59		242.59	

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Travel	735.43		735.43	
Veterans Day National Committee Pins		72.94	-72.94	
Total National VAVS Rep	978.02	2,406.25	-1,428.23	40.64 %
Total National Appointed Offices	4,137.60	5,235.44	-1,097.84	79.03 %
National Financial Secretary		145.81	-145.81	
General Office Expenses	16.98		16.98	
Postage	31.65		31.65	
Total National Financial Secretary	48.63	145.81	-97.18	33.35 %
National First VP		291.69	-291.69	
National Fourth VP		291.69	-291.69	
National President		5,320.00	-5,320.00	
Travel	3,841.64		3,841.64	
Total National President	3,841.64	5,320.00	-1,478.36	72.21 %
National Recording secretary		87.50	-87.50	
Postage	42.82		42.82	
Total National Recording secretary	42.82	87.50	-44.68	48.94 %
National Second VP		58.31	-58.31	
National Third VP		58.31	-58.31	
Total Program Expenses	8,640.69	12,013.75	-3,373.06	71.92 %
Quick Books on line	1,940.00	980.00	960.00	197.96 %
Repair & Maintenance	199.99		199.99	
Shipping Expenses	319.13	875.00	-555.87	36.47 %
Taxes & Licenses		291.69	-291.69	
Travel				
Executive Board Meeting	3,584.34	3,500.00	84.34	102.41 %
National Convention	2,923.27	8,750.00	-5,826.73	33.41 %
Total Travel	6,507.61	12,250.00	-5,742.39	53.12 %
Veterans Day Committee Dues		87.50	-87.50	
Website and Database	58.34	4,375.00	-4,316.66	1.33 %
New Website Hosting Fees	8,510.01	4,375.00	4,135.01	194.51 %
Total Website and Database	8,568.35	8,750.00	-181.65	97.92 %
Yearbooks				
Printing		729.19	-729.19	
Total Yearbooks		729.19	-729.19	
Total Expenses	\$52,582.12	\$94,806.11	\$ -42,223.99	55.46 %
NET OPERATING INCOME	\$30,046.34	\$ -32,375.00	\$62,421.34	-92.81 %
Other Income				
Interest Earned	23.99		23.99	
Total Other Income	\$23.99	\$0.00	\$23.99	0.00%
NET OTHER INCOME	\$23.99	\$0.00	\$23.99	0.00%

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NET INCOME	\$30,070.33	\$ -32,375.00	\$62,445.33	-92.88 %