

Blue Star Mothers of America, Inc.

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

September 2021 - April 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation	185.45	33.36	152.09	555.91 %
CONVENTION				
2022 Convention				
2022 Convention Donation	410.00		410.00	
2022 Convention Donation - Convention Bags	425.00		425.00	
2022 Convention Donation for Presidents Reception	210.00		210.00	
Total 2022 Convention Donation	1,045.00		1,045.00	
2022 Convention Sponsor/Fundraising	6,849.95		6,849.95	
2022 Convention Bling Shirt	6,634.58		6,634.58	
2022 Convention T-shirts	1,046.29		1,046.29	
Total 2022 Convention Sponsor/Fundraising	14,530.82		14,530.82	
2022 Convention Vendor Tables	100.00		100.00	
Total 2022 Convention	15,675.82		15,675.82	
Total CONVENTION	15,675.82		15,675.82	
DONATIONS/SPONSORSHIPS	407.50		407.50	
CFC Donations	390.84	2,666.64	-2,275.80	14.66 %
General donations	325.74	6,666.64	-6,340.90	4.89 %
Parke Memorial Scholarship Income		1,333.36	-1,333.36	
President Project		666.64	-666.64	
VAVS Fund - Restricted Funds	5,579.00	3,666.64	1,912.36	152.16 %
Total DONATIONS/SPONSORSHIPS	6,703.08	14,999.92	-8,296.84	44.69 %
FUNDRAISER				
ONLINE STORE	130.00	13,150.00	-13,020.00	0.99 %
2017 75th Patch	11.00		11.00	
BROCHURE	331.20		331.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	10.00		10.00	
ASSOCIATE PATCH	35.00		35.00	
BRANCH PATCH	190.00		190.00	
BSM PATCH 12 INCH	15.00		15.00	
BSM PATCH 2 1/2 INCH	200.00		200.00	
BSM PATCH 6 INCH	40.00		40.00	
DOG TAGS AND BOOTS PATCH	60.00		60.00	
GLITZY PATCH 3 inch	200.00		200.00	
GLITZY PATCH 6 inch	30.00		30.00	
PAST PRESENT FUTURE PATCH	60.00		60.00	
Total BSM PATCHES	840.00		840.00	
BSM Pins	24.00		24.00	
Blue Star Dad Pin	132.00		132.00	
BSM Associate Pin	300.00		300.00	
Large BSM Pin	564.00		564.00	

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Past Chapter President Pin	180.00		180.00	
Small BSM Pin	816.00		816.00	
Total BSM Pins	2,016.00		2,016.00	
BSM Ritual Book	145.00		145.00	
BSM Tee Shirts				
2019 Red Shirt	560.00		560.00	
2021 Blue Shirt	880.00		880.00	
BAND Of Mothers	15.00		15.00	
BSMA Baseball Shirt	180.00		180.00	
I Stand T-Shirt	10.00		10.00	
Total BSM Tee Shirts	1,645.00		1,645.00	
COINS	1,000.00		1,000.00	
DAD Blue Polo	130.00		130.00	
DAD Hat	110.00		110.00	
HANGER	144.00		144.00	
Hats	1,675.00		1,675.00	
License Plates	115.00		115.00	
Luggage Tags	123.00		123.00	
Magnets	129.00		129.00	
NOTE CARDS	84.00		84.00	
RED FLAG PATCH	60.00		60.00	
RED JACKETS	1,920.00		1,920.00	
Shipping Income	1,557.00		1,557.00	
Tote Bags	180.00		180.00	
TOTEBAGS 2022	180.00		180.00	
WHITE GLOVES	179.15		179.15	
Yearbooks	215.00	266.64	-51.64	80.63 %
Total ONLINE STORE	13,024.35	13,416.64	-392.29	97.08 %
Total FUNDRAISER	13,024.35	13,416.64	-392.29	97.08 %
Funds from closed chapters		66.64	-66.64	
Membership				
Chapter Membership Dues	55,440.00	42,666.64	12,773.36	129.94 %
Charter Fee	175.00	166.64	8.36	105.02 %
Refunds	0.00		0.00	
Total Membership	55,615.00	42,833.28	12,781.72	129.84 %
Shipping Income	536.00		536.00	
Total Income	\$91,739.70	\$71,349.84	\$20,389.86	128.58 %
GROSS PROFIT	\$91,739.70	\$71,349.84	\$20,389.86	128.58 %
Expenses				
Advertising/Public Relations	99.00	3,333.36	-3,234.36	2.97 %
Awards				

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Chapter Grants	3,500.00	3,333.36	166.64	105.00 %
Total Awards	3,500.00	3,333.36	166.64	105.00 %
Bank Charges	204.90	66.64	138.26	307.47 %
Checks		133.36	-133.36	
Total Bank Charges	204.90	200.00	4.90	102.45 %
Commissions & Fees				
CFC Application Fee	510.00	666.64	-156.64	76.50 %
Total Commissions & Fees	510.00	666.64	-156.64	76.50 %
Conference Call	214.90	166.64	48.26	128.96 %
Conventions				
2021 Convention Expenses		23,333.36	-23,333.36	
2022 Bling Shirt	6,002.43		6,002.43	
2022 Convention Expenses	3,404.61		3,404.61	
Total Conventions	9,407.04	23,333.36	-13,926.32	40.32 %
DC REP		200.00	-200.00	
Donations	4,479.05	2,333.36	2,145.69	191.96 %
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	150.00	3,666.64	-3,516.64	4.09 %
VAVS Matching Funds		1,666.64	-1,666.64	
Total Donations	6,629.05	9,666.64	-3,037.59	68.58 %
Dues & Subscriptions	3.24	216.64	-213.40	1.50 %
Fundraising				
National Fundraising		666.64	-666.64	
On Line Store Expenses		6,666.64	-6,666.64	
Brochures	282.80		282.80	
coins	715.00		715.00	
Gloves	209.50		209.50	
Hats	3,361.72		3,361.72	
Online Store Postage	1,448.29	1,333.36	114.93	108.62 %
Other Business Expenses	18.26		18.26	
Patches	268.58		268.58	
R.E.D. Flag Patch	462.69		462.69	
Red Jackets	2,390.46		2,390.46	
Shipping	143.63		143.63	
Shipping Supplies	77.47		77.47	
Totebags 2022	1,028.00		1,028.00	
Total On Line Store Expenses	10,406.40	8,000.00	2,406.40	130.08 %
Total Fundraising	10,406.40	8,666.64	1,739.76	120.07 %
Insurance	1,012.00	1,666.64	-654.64	60.72 %
Legal & Professional Fees	350.00		350.00	
CPA		6,666.64	-6,666.64	

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Legal Fees		1,000.00	-1,000.00	
Parlamentarian		1,666.64	-1,666.64	
Total Legal & Professional Fees	350.00	9,333.28	-8,983.28	3.75 %
Management Expenses				
Ambassador Fund		1,833.36	-1,833.36	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	241.98	333.36	-91.38	72.59 %
Postage	364.16		364.16	
Total National Treasurer	606.14	333.36	272.78	181.83 %
Total Management Expenses	671.13	2,166.72	-1,495.59	30.97 %
Merchant card processing	1,314.32	3,666.64	-2,352.32	35.85 %
First American Payment Systems	870.01		870.01	
Moolah Merchant Fees	650.10		650.10	
Paypal Fees	50.22		50.22	
square merchant fee	1.03		1.03	
Total Merchant card processing	2,885.68	3,666.64	-780.96	78.70 %
Office Expenses				
Management				
General Office Supplies	79.05	16.64	62.41	475.06 %
Total Management	79.05	16.64	62.41	475.06 %
Program				
General Office Supplies	41.93		41.93	
PO Box		200.00	-200.00	
Total Program	41.93	200.00	-158.07	20.97 %
Total Office Expenses	120.98	216.64	-95.66	55.84 %
Office/General Administrative Expenses	365.25	66.64	298.61	548.09 %
Past National President Pin		266.64	-266.64	
Postage		66.64	-66.64	
Program Expenses				
Contingency Fund		200.00	-200.00	
Flowers & Wreaths	570.00	400.00	170.00	142.50 %
National Appointed Offices				
National Chaplain		133.36	-133.36	
Gold Star Mother Mailing	1,223.17	800.00	423.17	152.90 %
Total National Chaplain	1,223.17	933.36	289.81	131.05 %
National Convention Chair		133.36	-133.36	
Travel	588.20		588.20	
Total National Convention Chair	588.20	133.36	454.84	441.06 %
National Finance Committe Chair		33.36	-33.36	
Postage	1.56		1.56	

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Total National Finance Committe Chair	1.56	33.36	-31.80	4.68 %
National Historian		1,066.64	-1,066.64	
Travel	639.45		639.45	
Total National Historian	639.45	1,066.64	-427.19	59.95 %
National Patriotic Instructor		1,066.64	-1,066.64	
Travel	707.20		707.20	
Total National Patriotic Instructor	707.20	1,066.64	-359.44	66.30 %
National VAVS Rep		2,666.64	-2,666.64	
General Office Supplies	274.54		274.54	
Postage	46.98		46.98	
Travel	735.43		735.43	
Veterans Day National Committee Pins		83.36	-83.36	
Total National VAVS Rep	1,056.95	2,750.00	-1,693.05	38.43 %
Total National Appointed Offices	4,216.53	5,983.36	-1,766.83	70.47 %
National Financial Secretary		166.64	-166.64	
General Office Expenses	23.43		23.43	
Postage	31.65		31.65	
Total National Financial Secretary	55.08	166.64	-111.56	33.05 %
National First VP		333.36	-333.36	
National Fourth VP		333.36	-333.36	
National President		6,080.00	-6,080.00	
Travel	3,841.64		3,841.64	
Total National President	3,841.64	6,080.00	-2,238.36	63.18 %
National Recording secretary		100.00	-100.00	
Postage	42.82		42.82	
Total National Recording secretary	42.82	100.00	-57.18	42.82 %
National Second VP		66.64	-66.64	
National Third VP		66.64	-66.64	
Total Program Expenses	8,726.07	13,730.00	-5,003.93	63.55 %
Quick Books on line	1,940.00	1,120.00	820.00	173.21 %
Repair & Maintenance	199.99		199.99	
Shipping Expenses	450.86	1,000.00	-549.14	45.09 %
Taxes & Licenses		333.36	-333.36	
Travel				
Executive Board Meeting	3,644.34	4,000.00	-355.66	91.11 %
National Convention	3,691.18	10,000.00	-6,308.82	36.91 %
Total Travel	7,335.52	14,000.00	-6,664.48	52.40 %
Veterans Day Committee Dues		100.00	-100.00	
Website and Database	398.32	5,000.00	-4,601.68	7.97 %
New Website Hosting Fees	8,510.01	5,000.00	3,510.01	170.20 %
Total Website and Database	8,908.33	10,000.00	-1,091.67	89.08 %

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Yearbooks				
Printing		833.36	-833.36	
Total Yearbooks		833.36	-833.36	
Total Expenses	\$63,940.34	\$108,349.84	\$ -44,409.50	59.01 %
NET OPERATING INCOME	\$27,799.36	\$ -37,000.00	\$64,799.36	-75.13 %
Other Income				
Interest Earned	27.30		27.30	
Total Other Income	\$27.30	\$0.00	\$27.30	0.00%
NET OTHER INCOME	\$27.30	\$0.00	\$27.30	0.00%
NET INCOME	\$27,826.66	\$ -37,000.00	\$64,826.66	-75.21 %