

# Blue Star Mothers of America, Inc.

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

September 2021 - May 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation	185.45	37.53	147.92	494.14 %
<b>CONVENTION</b>				
2022 Convention				
2022 Convention Dinner Cruise	2,200.00		2,200.00	
2022 Convention Donation	1,685.00		1,685.00	
2022 Convention Donation - Convention Bags	425.00		425.00	
2022 Convention Donation for Presidents Reception	210.00		210.00	
<b>Total 2022 Convention Donation</b>	<b>2,320.00</b>		<b>2,320.00</b>	
2022 Convention Raffle	200.00		200.00	
2022 Convention Registration	11,400.00		11,400.00	
2022 Convention Dinner Guests	300.00		300.00	
<b>Total 2022 Convention Registration</b>	<b>11,700.00</b>		<b>11,700.00</b>	
2022 Convention Sponsor/Fundraising	7,249.95		7,249.95	
2022 Convention Bling Shirt	6,596.58		6,596.58	
2022 Convention T-shirts	1,046.29		1,046.29	
<b>Total 2022 Convention Sponsor/Fundraising</b>	<b>14,892.82</b>		<b>14,892.82</b>	
2022 Convention Vendor Tables	200.00		200.00	
2022 Yearbook Ads	325.00		325.00	
<b>Total 2022 Convention</b>	<b>31,837.82</b>		<b>31,837.82</b>	
<b>Total CONVENTION</b>	<b>31,837.82</b>		<b>31,837.82</b>	
<b>DONATIONS/SPONSORSHIPS</b>				
DONATIONS/SPONSORSHIPS	407.50		407.50	
CFC Donations	390.84	2,999.97	-2,609.13	13.03 %
General donations	372.59	7,499.97	-7,127.38	4.97 %
Parke Memorial Scholarship Income		1,500.03	-1,500.03	
President Project		749.97	-749.97	
VAVS Fund - Restricted Funds	5,604.00	4,124.97	1,479.03	135.86 %
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>6,774.93</b>	<b>16,874.91</b>	<b>-10,099.98</b>	<b>40.15 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE	130.00	14,793.75	-14,663.75	0.88 %
2017 75th Patch	13.00		13.00	
BROCHURE	436.20		436.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	10.00		10.00	
ASSOCIATE PATCH	45.00		45.00	
BRANCH PATCH	210.00		210.00	
BSM PATCH 12 INCH	90.00		90.00	
BSM PATCH 2 1/2 INCH	270.00		270.00	
BSM PATCH 6 INCH	90.00		90.00	
DOG TAGS AND BOOTS PATCH	80.00		80.00	
GLITZY PATCH 3 inch	215.00		215.00	
GLITZY PATCH 6 inch	50.00		50.00	

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PAST PRESENT FUTURE PATCH	75.00		75.00	
<b>Total BSM PATCHES</b>	<b>1,135.00</b>		<b>1,135.00</b>	
BSM Pins	24.00		24.00	
Blue Star Dad Pin	144.00		144.00	
BSM Associate Pin	396.00		396.00	
Large BSM Pin	1,056.00		1,056.00	
Past Chapter President Pin	252.00		252.00	
Small BSM Pin	1,140.00		1,140.00	
<b>Total BSM Pins</b>	<b>3,012.00</b>		<b>3,012.00</b>	
BSM Ritual Book	165.00		165.00	
BSM Tee Shirts				
2019 Red Shirt	680.00		680.00	
2021 Blue Shirt	940.00		940.00	
BAND Of Mothers	15.00		15.00	
BSMA Baseball Shirt	195.00		195.00	
I Stand T-Shirt	10.00		10.00	
<b>Total BSM Tee Shirts</b>	<b>1,840.00</b>		<b>1,840.00</b>	
COINS	1,200.00		1,200.00	
DAD Blue Polo	150.00		150.00	
DAD Hat	130.00		130.00	
HANGER	168.00		168.00	
Hats	2,300.00		2,300.00	
License Plates	125.00		125.00	
Luggage Tags	144.00		144.00	
Magnets	153.00		153.00	
NOTE CARDS	108.00		108.00	
RED FLAG PATCH	115.00		115.00	
RED JACKETS	2,940.00		2,940.00	
Shipping Income	2,133.00		2,133.00	
Tote Bags	180.00		180.00	
TOTEBAGS 2022	180.00		180.00	
WHITE GLOVES	264.15		264.15	
Yearbooks	215.00	299.97	-84.97	71.67 %
<b>Total ONLINE STORE</b>	<b>17,341.35</b>	<b>15,093.72</b>	<b>2,247.63</b>	<b>114.89 %</b>
<b>Total FUNDRAISER</b>	<b>17,341.35</b>	<b>15,093.72</b>	<b>2,247.63</b>	<b>114.89 %</b>
Funds from closed chapters	30.00	74.97	-44.97	40.02 %
Membership				
Chapter Membership Dues	56,250.00	47,999.97	8,250.03	117.19 %
Charter Fee	175.00	187.47	-12.47	93.35 %
Refunds	0.00		0.00	
<b>Total Membership</b>	<b>56,425.00</b>	<b>48,187.44</b>	<b>8,237.56</b>	<b>117.09 %</b>
Shipping Income	536.00		536.00	

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<b>Total Income</b>	<b>\$113,130.55</b>	<b>\$80,268.57</b>	<b>\$32,861.98</b>	<b>140.94 %</b>
GROSS PROFIT	<b>\$113,130.55</b>	<b>\$80,268.57</b>	<b>\$32,861.98</b>	<b>140.94 %</b>
Expenses				
Advertising/Public Relations	913.50	3,750.03	-2,836.53	24.36 %
Awards				
Chapter Grants	3,500.00	3,750.03	-250.03	93.33 %
<b>Total Awards</b>	<b>3,500.00</b>	<b>3,750.03</b>	<b>-250.03</b>	<b>93.33 %</b>
Bank Charges	275.70	74.97	200.73	367.75 %
Checks		150.03	-150.03	
<b>Total Bank Charges</b>	<b>275.70</b>	<b>225.00</b>	<b>50.70</b>	<b>122.53 %</b>
Commissions & Fees				
CFC Application Fee	510.00	749.97	-239.97	68.00 %
<b>Total Commissions &amp; Fees</b>	<b>510.00</b>	<b>749.97</b>	<b>-239.97</b>	<b>68.00 %</b>
Conference Call	214.90	187.47	27.43	114.63 %
Conventions				
2021 Convention Expenses		26,250.03	-26,250.03	
2022 Bling Shirt	6,002.43		6,002.43	
2022 Convention Expenses	2,777.24		2,777.24	
<b>Total Conventions</b>	<b>8,779.67</b>	<b>26,250.03</b>	<b>-17,470.36</b>	<b>33.45 %</b>
DC REP		225.00	-225.00	
Donations	4,479.05	2,625.03	1,854.02	170.63 %
Parke Memorial Scholarship	2,000.00	2,250.00	-250.00	88.89 %
VAVS Fund-Restricted Funds EXPENSE	150.00	4,124.97	-3,974.97	3.64 %
VAVS Matching Funds		1,874.97	-1,874.97	
<b>Total Donations</b>	<b>6,629.05</b>	<b>10,874.97</b>	<b>-4,245.92</b>	<b>60.96 %</b>
Dues & Subscriptions	1,911.24	243.72	1,667.52	784.19 %
Fundraising				
National Fundraising		749.97	-749.97	
On Line Store Expenses		7,499.97	-7,499.97	
80th Convention Ruby Paperweight	1,542.00		1,542.00	
Brochures	282.80		282.80	
coins	1,080.00		1,080.00	
Gloves	209.50		209.50	
Hats	3,361.72		3,361.72	
Online Store Postage	1,808.68	1,500.03	308.65	120.58 %
Other Business Expenses	18.26		18.26	
Patches	268.58		268.58	
R.E.D. Flag Patch	462.69		462.69	
Red Jackets	4,823.53		4,823.53	
Shipping	143.63		143.63	
Shipping Supplies	77.47		77.47	

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Totebags 2022	1,028.00		1,028.00	
<b>Total On Line Store Expenses</b>	<b>15,106.86</b>	<b>9,000.00</b>	<b>6,106.86</b>	<b>167.85 %</b>
<b>Total Fundraising</b>	<b>15,106.86</b>	<b>9,749.97</b>	<b>5,356.89</b>	<b>154.94 %</b>
Insurance	1,012.00	1,874.97	-862.97	53.97 %
Legal & Professional Fees	350.00		350.00	
CPA		7,499.97	-7,499.97	
Legal Fees		1,125.00	-1,125.00	
Parlamentarian		1,874.97	-1,874.97	
<b>Total Legal &amp; Professional Fees</b>	<b>350.00</b>	<b>10,499.94</b>	<b>-10,149.94</b>	<b>3.33 %</b>
Management Expenses				
Ambassador Fund		2,062.53	-2,062.53	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	241.98	375.03	-133.05	64.52 %
Postage	399.02		399.02	
<b>Total National Treasurer</b>	<b>641.00</b>	<b>375.03</b>	<b>265.97</b>	<b>170.92 %</b>
<b>Total Management Expenses</b>	<b>705.99</b>	<b>2,437.56</b>	<b>-1,731.57</b>	<b>28.96 %</b>
Merchant card processing	1,861.45	4,124.97	-2,263.52	45.13 %
First American Payment Systems	870.01		870.01	
Moolah Merchant Fees	719.90		719.90	
Paypal Fees	61.95		61.95	
square merchant fee	1.03		1.03	
<b>Total Merchant card processing</b>	<b>3,514.34</b>	<b>4,124.97</b>	<b>-610.63</b>	<b>85.20 %</b>
Office Expenses				
Management	80.85		80.85	
General Office Supplies	79.05	18.72	60.33	422.28 %
<b>Total Management</b>	<b>159.90</b>	<b>18.72</b>	<b>141.18</b>	<b>854.17 %</b>
Program				
General Office Supplies	41.93		41.93	
PO Box		225.00	-225.00	
<b>Total Program</b>	<b>41.93</b>	<b>225.00</b>	<b>-183.07</b>	<b>18.64 %</b>
<b>Total Office Expenses</b>	<b>201.83</b>	<b>243.72</b>	<b>-41.89</b>	<b>82.81 %</b>
Office/General Administrative Expenses	380.68	74.97	305.71	507.78 %
Past National President Pin		299.97	-299.97	
Postage		74.97	-74.97	
Program Expenses				
Contingency Fund		225.00	-225.00	
Flowers & Wreaths	570.00	450.00	120.00	126.67 %
National Appointed Offices				
National Chaplain		150.03	-150.03	
Gold Star Mother Mailing	1,223.17	900.00	323.17	135.91 %

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<b>Total National Chaplain</b>	<b>1,223.17</b>	<b>1,050.03</b>	<b>173.14</b>	<b>116.49 %</b>
National Convention Chair		150.03	-150.03	
Travel	588.20		588.20	
<b>Total National Convention Chair</b>	<b>588.20</b>	<b>150.03</b>	<b>438.17</b>	<b>392.05 %</b>
National Finance Committe Chair		37.53	-37.53	
Postage	1.56		1.56	
<b>Total National Finance Committe Chair</b>	<b>1.56</b>	<b>37.53</b>	<b>-35.97</b>	<b>4.16 %</b>
National Historian	-739.45	1,199.97	-1,939.42	-61.62 %
Travel	639.45		639.45	
<b>Total National Historian</b>	<b>-100.00</b>	<b>1,199.97</b>	<b>-1,299.97</b>	<b>-8.33 %</b>
National Patriotic Instructor		1,199.97	-1,199.97	
Travel	1,353.86		1,353.86	
<b>Total National Patriotic Instructor</b>	<b>1,353.86</b>	<b>1,199.97</b>	<b>153.89</b>	<b>112.82 %</b>
National VAVS Rep		2,999.97	-2,999.97	
General Office Supplies	274.54		274.54	
Postage	46.98		46.98	
Travel	1,661.09		1,661.09	
Veterans Day National Committee Pins		93.78	-93.78	
<b>Total National VAVS Rep</b>	<b>1,982.61</b>	<b>3,093.75</b>	<b>-1,111.14</b>	<b>64.08 %</b>
<b>Total National Appointed Offices</b>	<b>5,049.40</b>	<b>6,731.28</b>	<b>-1,681.88</b>	<b>75.01 %</b>
National Financial Secretary		187.47	-187.47	
General Office Expenses	46.83		46.83	
Postage	42.66		42.66	
<b>Total National Financial Secretary</b>	<b>89.49</b>	<b>187.47</b>	<b>-97.98</b>	<b>47.74 %</b>
National First VP		375.03	-375.03	
National Fourth VP		375.03	-375.03	
National President		6,840.00	-6,840.00	
Travel	4,408.32		4,408.32	
<b>Total National President</b>	<b>4,408.32</b>	<b>6,840.00</b>	<b>-2,431.68</b>	<b>64.45 %</b>
National Recording secretary		112.50	-112.50	
Postage	42.82		42.82	
<b>Total National Recording secretary</b>	<b>42.82</b>	<b>112.50</b>	<b>-69.68</b>	<b>38.06 %</b>
National Second VP		74.97	-74.97	
National Third VP		74.97	-74.97	
<b>Total Program Expenses</b>	<b>10,160.03</b>	<b>15,446.25</b>	<b>-5,286.22</b>	<b>65.78 %</b>
Quick Books on line	1,940.00	1,260.00	680.00	153.97 %
Repair & Maintenance	199.99		199.99	
Shipping Expenses	450.86	1,125.00	-674.14	40.08 %
Taxes & Licenses		375.03	-375.03	
Travel				
Executive Board Meeting	3,644.34	4,500.00	-855.66	80.99 %

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National Convention	3,213.47	11,250.00	-8,036.53	28.56 %
<b>Total Travel</b>	<b>6,857.81</b>	<b>15,750.00</b>	<b>-8,892.19</b>	<b>43.54 %</b>
Veterans Day Committee Dues		112.50	-112.50	
Website and Database	598.27	5,625.00	-5,026.73	10.64 %
New Website Hosting Fees	8,510.01	5,625.00	2,885.01	151.29 %
<b>Total Website and Database</b>	<b>9,108.28</b>	<b>11,250.00</b>	<b>-2,141.72</b>	<b>80.96 %</b>
Yearbooks				
Printing		937.53	-937.53	
<b>Total Yearbooks</b>		<b>937.53</b>	<b>-937.53</b>	
<b>Total Expenses</b>	<b>\$72,722.73</b>	<b>\$121,893.57</b>	<b>\$ -49,170.84</b>	<b>59.66 %</b>
NET OPERATING INCOME	<b>\$40,407.82</b>	<b>\$ -41,625.00</b>	<b>\$82,032.82</b>	<b>-97.08 %</b>
Other Income				
Interest Earned	30.72		30.72	
<b>Total Other Income</b>	<b>\$30.72</b>	<b>\$0.00</b>	<b>\$30.72</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$30.72</b>	<b>\$0.00</b>	<b>\$30.72</b>	<b>0.00%</b>
NET INCOME	<b>\$40,438.54</b>	<b>\$ -41,625.00</b>	<b>\$82,063.54</b>	<b>-97.15 %</b>