

Blue Star Mothers of America, Inc.

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

	SEP 2021				OCT 2021				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income												
25% LOGO USE Donation		4.17	-4.17			4.17	-4.17		\$0.00	\$8.34	\$ -8.34	0.00%
CONVENTION									\$0.00	\$0.00	\$0.00	0.00%
2022 Convention									\$0.00	\$0.00	\$0.00	0.00%
2022 Convention Fundraising	4,356.54		4,356.54						\$4,356.54	\$0.00	\$4,356.54	0.00%
Total 2022 Convention	4,356.54		4,356.54						\$4,356.54	\$0.00	\$4,356.54	0.00%
Total CONVENTION	4,356.54		4,356.54						\$4,356.54	\$0.00	\$4,356.54	0.00%
DONATIONS/SPONSORSHIPS									\$0.00	\$0.00	\$0.00	0.00%
CFC Donations	110.02	333.33	-223.31	33.01 %	18.08	333.33	-315.25	5.42 %	\$128.10	\$666.66	\$ -538.56	19.22 %
General donations	110.00	833.33	-723.33	13.20 %	31.00	833.33	-802.33	3.72 %	\$141.00	\$1,666.66	\$ -1,525.66	8.46 %
Parke Memorial Scholarship Income		166.67	-166.67			166.67	-166.67		\$0.00	\$333.34	\$ -333.34	0.00%
President Project		83.33	-83.33			83.33	-83.33		\$0.00	\$166.66	\$ -166.66	0.00%
VAVS Fund - Restricted Funds	805.00	458.33	346.67	175.64 %	1,280.00	458.33	821.67	279.27 %	\$2,085.00	\$916.66	\$1,168.34	227.46 %
Total DONATIONS/SPONSORSHIPS	1,025.02	1,874.99	-849.97	54.67 %	1,329.08	1,874.99	-545.91	70.88 %	\$2,354.10	\$3,749.98	\$ -1,395.88	62.78 %
FUNDRAISER									\$0.00	\$0.00	\$0.00	0.00%
ONLINE STORE		1,643.75	-1,643.75			1,643.75	-1,643.75		\$0.00	\$3,287.50	\$ -3,287.50	0.00%
2017 75th Patch	11.00		11.00						\$11.00	\$0.00	\$11.00	0.00%
BROCHURE	31.20		31.20		6.00		6.00		\$37.20	\$0.00	\$37.20	0.00%
BSM PATCHES									\$0.00	\$0.00	\$0.00	0.00%
ASSOCIATE PATCH	10.00		10.00						\$10.00	\$0.00	\$10.00	0.00%
BRANCH PATCH	10.00		10.00		30.00		30.00		\$40.00	\$0.00	\$40.00	0.00%
BSM PATCH 2 1/2 INCH	10.00		10.00		5.00		5.00		\$15.00	\$0.00	\$15.00	0.00%
DOG TAGS AND BOOTS PATCH	30.00		30.00		5.00		5.00		\$35.00	\$0.00	\$35.00	0.00%
GLITZY PATCH 3 inch	10.00		10.00		15.00		15.00		\$25.00	\$0.00	\$25.00	0.00%
GLITZY PATCH 6 inch					10.00		10.00		\$10.00	\$0.00	\$10.00	0.00%
Total BSM PATCHES	70.00		70.00		65.00		65.00		\$135.00	\$0.00	\$135.00	0.00%
BSM Pins					12.00		12.00		\$12.00	\$0.00	\$12.00	0.00%
Blue Star Dad Pin	24.00		24.00		12.00		12.00		\$36.00	\$0.00	\$36.00	0.00%
BSM Associate Pin	12.00		12.00		24.00		24.00		\$36.00	\$0.00	\$36.00	0.00%
Large BSM Pin	36.00		36.00		48.00		48.00		\$84.00	\$0.00	\$84.00	0.00%
Past Chapter President Pin	36.00		36.00		36.00		36.00		\$72.00	\$0.00	\$72.00	0.00%
Small BSM Pin	36.00		36.00		156.00		156.00		\$192.00	\$0.00	\$192.00	0.00%
Total BSM Pins	144.00		144.00		288.00		288.00		\$432.00	\$0.00	\$432.00	0.00%
BSM Ritual Book	35.00		35.00		30.00		30.00		\$65.00	\$0.00	\$65.00	0.00%
BSM Tee Shirts									\$0.00	\$0.00	\$0.00	0.00%
2019 Red Shirt	120.00		120.00		40.00		40.00		\$160.00	\$0.00	\$160.00	0.00%
2021 Blue Shirt	190.00		190.00		160.00		160.00		\$350.00	\$0.00	\$350.00	0.00%
BAND Of Mothers	5.00		5.00		5.00		5.00		\$10.00	\$0.00	\$10.00	0.00%
BSMA Baseball Shirt	15.00		15.00		15.00		15.00		\$30.00	\$0.00	\$30.00	0.00%
I Stand T-Shirt	10.00		10.00						\$10.00	\$0.00	\$10.00	0.00%
Total BSM Tee Shirts	340.00		340.00		220.00		220.00		\$560.00	\$0.00	\$560.00	0.00%
COINS	30.00		30.00		200.00		200.00		\$230.00	\$0.00	\$230.00	0.00%
DAD Blue Polo	25.00		25.00						\$25.00	\$0.00	\$25.00	0.00%
DAD Hat	10.00		10.00		50.00		50.00		\$60.00	\$0.00	\$60.00	0.00%
HANGER	36.00		36.00		12.00		12.00		\$48.00	\$0.00	\$48.00	0.00%
Hats	750.00		750.00		225.00		225.00		\$975.00	\$0.00	\$975.00	0.00%
License Plates	45.00		45.00						\$45.00	\$0.00	\$45.00	0.00%
Luggage Tags	6.00		6.00		15.00		15.00		\$21.00	\$0.00	\$21.00	0.00%
Magnets	3.00		3.00		6.00		6.00		\$9.00	\$0.00	\$9.00	0.00%
NOTE CARDS	30.00		30.00		12.00		12.00		\$42.00	\$0.00	\$42.00	0.00%
Shipping Income	131.00		131.00		54.00		54.00		\$185.00	\$0.00	\$185.00	0.00%
Tote Bags	40.00		40.00		60.00		60.00		\$100.00	\$0.00	\$100.00	0.00%
WHITE GLOVES	4.15		4.15		30.00		30.00		\$34.15	\$0.00	\$34.15	0.00%
Yearbooks		33.33	-33.33		25.00	33.33	-8.33	75.01 %	\$25.00	\$66.66	\$ -41.66	37.50 %
Total ONLINE STORE	1,741.35	1,677.08	64.27	103.83 %	1,298.00	1,677.08	-379.08	77.40 %	\$3,039.35	\$3,354.16	\$ -314.81	90.81 %
Total FUNDRAISER	1,741.35	1,677.08	64.27	103.83 %	1,298.00	1,677.08	-379.08	77.40 %	\$3,039.35	\$3,354.16	\$ -314.81	90.81 %
Funds from closed chapters		8.33	-8.33			8.33	-8.33		\$0.00	\$16.66	\$ -16.66	0.00%
Membership									\$0.00	\$0.00	\$0.00	0.00%
Chapter Membership Dues	41,687.50	5,333.33	36,354.17	781.64 %	3,832.50	5,333.33	-1,500.83	71.86 %	\$45,520.00	\$10,666.66	\$34,853.34	426.75 %
Charter Fee		20.83	-20.83		50.00	20.83	29.17	240.04 %	\$50.00	\$41.66	\$8.34	120.02 %
Refunds	90.00		90.00						\$90.00	\$0.00	\$90.00	0.00%
Total Membership	41,777.50	5,354.16	36,423.34	780.28 %	3,882.50	5,354.16	-1,471.66	72.51 %	\$45,660.00	\$10,708.32	\$34,951.68	426.40 %
Sales of Product Income					60.00		60.00		\$60.00	\$0.00	\$60.00	0.00%
Shipping Income	174.00		174.00		228.00		228.00		\$402.00	\$0.00	\$402.00	0.00%
Total Income	\$49,074.41	\$8,918.73	\$40,155.68	550.24 %	\$6,797.58	\$8,918.73	\$ -2,121.15	76.22 %	\$55,871.99	\$17,837.46	\$38,034.53	313.23 %
GROSS PROFIT	\$49,074.41	\$8,918.73	\$40,155.68	550.24 %	\$6,797.58	\$8,918.73	\$ -2,121.15	76.22 %	\$55,871.99	\$17,837.46	\$38,034.53	313.23 %
Expenses												
Advertising/Public Relations		416.67	-416.67			416.67	-416.67		\$0.00	\$833.34	\$ -833.34	0.00%
Awards									\$0.00	\$0.00	\$0.00	0.00%
Chapter Grants		416.67	-416.67		500.00	416.67	83.33	120.00 %	\$500.00	\$833.34	\$ -333.34	60.00 %
Total Awards		416.67	-416.67		500.00	416.67	83.33	120.00 %	\$500.00	\$833.34	\$ -333.34	60.00 %
Bank Charges	52.50	8.33	44.17	630.25 %	54.00	8.33	45.67	648.26 %	\$106.50	\$16.66	\$89.84	639.26 %
Checks		16.67	-16.67			16.67	-16.67		\$0.00	\$33.34	\$ -33.34	0.00%
Total Bank Charges	52.50	25.00	27.50	210.00 %	54.00	25.00	29.00	216.00 %	\$106.50	\$50.00	\$56.50	213.00 %
Commissions & Fees									\$0.00	\$0.00	\$0.00	0.00%
CFC Application Fee		83.33	-83.33			83.33	-83.33		\$0.00	\$166.66	\$ -166.66	0.00%
Total Commissions & Fees		83.33	-83.33			83.33	-83.33		\$0.00	\$166.66	\$ -166.66	0.00%
Conference Call		20.83	-20.83			20.83	-20.83		\$0.00	\$41.66	\$ -41.66	0.00%
Conventions									\$0.00	\$0.00	\$0.00	0.00%
2021 Convention Expenses		2,916.67	-2,916.67			2,916.67	-2,916.67		\$0.00	\$5,833.34	\$ -5,833.34	0.00%
Total Conventions		2,916.67	-2,916.67			2,916.67	-2,916.67		\$0.00	\$5,833.34	\$ -5,833.34	0.00%
DC REP		25.00	-25.00			25.00	-25.00		\$0.00	\$50.00	\$ -50.00	0.00%
Donations		291.67	-291.67		275.00	291.67	-16.67	94.28 %	\$275.00	\$583.34	\$ -308.34	47.14 %
Parke Memorial Scholarship		250.00	-250.00			250.00	-250.00		\$0.00	\$500.00	\$ -500.00	0.00%
VAVS Fund-Restricted Funds EXPENSE		458.33	-458.33		0.00	458.33	-458.33	0.00 %	\$0.00	\$916.66	\$ -916.66	0.00 %
VAVS Matching Funds		208.33	-208.33			208.33	-208.33		\$0.00	\$416.66	\$ -416.66	0.00%
Total Donations		1,208.33	-1,208.33		275.00	1,208.33	-933.33	22.76 %	\$275.00	\$2,416.66	\$ -2,141.66	11.38 %
Dues & Subscriptions		27.08	-27.08			27.08	-27.08		\$0.00	\$54.16	\$ -54.16	0.00%

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	SEP 2021				OCT 2021				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Fundraising									\$0.00	\$0.00	\$0.00	0.00%
National Fundraising		83.33	-83.33			83.33	-83.33		\$0.00	\$166.66	\$ -166.66	0.00%
On Line Store Expenses		833.33	-833.33			833.33	-833.33		\$0.00	\$1,666.66	\$ -1,666.66	0.00%
coins	175.00		175.00		365.00		365.00		\$540.00	\$0.00	\$540.00	0.00%
Gloves	50.85		50.85						\$50.85	\$0.00	\$50.85	0.00%
Hats	57.06		57.06						\$57.06	\$0.00	\$57.06	0.00%
Online Store Postage	171.37	166.67	4.70	102.82 %	177.95	166.67	11.28	106.77 %	\$349.32	\$333.34	\$15.98	104.79 %
Shipping Supplies					22.37		22.37		\$22.37	\$0.00	\$22.37	0.00%
Total On Line Store Expenses	454.28	1,000.00	-545.72	45.43 %	565.32	1,000.00	-434.68	56.53 %	\$1,019.60	\$2,000.00	\$ -980.40	50.98 %
Total Fundraising	454.28	1,083.33	-629.05	41.93 %	565.32	1,083.33	-518.01	52.18 %	\$1,019.60	\$2,166.66	\$ -1,147.06	47.06 %
Insurance		208.33	-208.33			208.33	-208.33		\$0.00	\$416.66	\$ -416.66	0.00%
Legal & Professional Fees									\$0.00	\$0.00	\$0.00	0.00%
CPA		833.33	-833.33			833.33	-833.33		\$0.00	\$1,666.66	\$ -1,666.66	0.00%
Legal Fees		125.00	-125.00			125.00	-125.00		\$0.00	\$250.00	\$ -250.00	0.00%
Parliamentarian		208.33	-208.33			208.33	-208.33		\$0.00	\$416.66	\$ -416.66	0.00%
Total Legal & Professional Fees		1,166.66	-1,166.66			1,166.66	-1,166.66		\$0.00	\$2,333.32	\$ -2,333.32	0.00%
Management Expenses									\$0.00	\$0.00	\$0.00	0.00%
Ambassador Fund		229.17	-229.17			229.17	-229.17		\$0.00	\$458.34	\$ -458.34	0.00%
Equipment	64.99		64.99						\$64.99	\$0.00	\$64.99	0.00%
National Treasurer									\$0.00	\$0.00	\$0.00	0.00%
General Office Expenses	77.56	41.67	35.89	186.13 %		41.67	-41.67		\$77.56	\$83.34	\$ -5.78	93.06 %
Postage	116.20		116.20		17.40		17.40		\$133.60	\$0.00	\$133.60	0.00%
Total National Treasurer	193.76	41.67	152.09	464.99 %	17.40	41.67	-24.27	41.76 %	\$211.16	\$83.34	\$127.82	253.37 %
Total Management Expenses	258.75	270.84	-12.09	95.54 %	17.40	270.84	-253.44	6.42 %	\$276.15	\$541.68	\$ -265.53	50.98 %
Merchant card processing		458.33	-458.33		262.13	458.33	-196.20	57.19 %	\$262.13	\$916.66	\$ -654.53	28.60 %
First American Payment Systems	634.04		634.04		43.61		43.61		\$677.65	\$0.00	\$677.65	0.00%
Moolah Merchant Fees	95.70		95.70		96.80		96.80		\$192.50	\$0.00	\$192.50	0.00%
Paypal Fees	5.78		5.78						\$5.78	\$0.00	\$5.78	0.00%
square merchant fee					1.03		1.03		\$1.03	\$0.00	\$1.03	0.00%
Total Merchant card processing	735.52	458.33	277.19	160.48 %	403.57	458.33	-54.76	88.05 %	\$1,139.09	\$916.66	\$222.43	124.27 %
Office Expenses									\$0.00	\$0.00	\$0.00	0.00%
Management									\$0.00	\$0.00	\$0.00	0.00%
General Office Supplies	79.05	2.08	76.97	3,800.48 %		2.08	-2.08		\$79.05	\$4.16	\$74.89	1,900.24 %
Total Management	79.05	2.08	76.97	3,800.48 %		2.08	-2.08		\$79.05	\$4.16	\$74.89	1,900.24 %
Program									\$0.00	\$0.00	\$0.00	0.00%
PO Box		25.00	-25.00			25.00	-25.00		\$0.00	\$50.00	\$ -50.00	0.00%
Total Program		25.00	-25.00			25.00	-25.00		\$0.00	\$50.00	\$ -50.00	0.00%
Total Office Expenses	79.05	27.08	51.97	291.91 %		27.08	-27.08		\$79.05	\$54.16	\$24.89	145.96 %
Office/General Administrative Expenses	108.00	8.33	99.67	1,296.52 %		8.33	-8.33		\$108.00	\$16.66	\$91.34	648.26 %
Past National President Pin		33.33	-33.33			33.33	-33.33		\$0.00	\$66.66	\$ -66.66	0.00%
Postage		8.33	-8.33			8.33	-8.33		\$0.00	\$16.66	\$ -16.66	0.00%
Program Expenses									\$0.00	\$0.00	\$0.00	0.00%
Contingency Fund		25.00	-25.00			25.00	-25.00		\$0.00	\$50.00	\$ -50.00	0.00%
Flowers & Wreaths		50.00	-50.00		285.00	50.00	235.00	570.00 %	\$285.00	\$100.00	\$185.00	285.00 %
National Appointed Offices									\$0.00	\$0.00	\$0.00	0.00%
National Chaplain		16.67	-16.67			16.67	-16.67		\$0.00	\$33.34	\$ -33.34	0.00%
Gold Star Mother Mailing	1,223.17	100.00	1,123.17	1,223.17 %		100.00	-100.00		\$1,223.17	\$200.00	\$1,023.17	611.59 %
Total National Chaplain	1,223.17	116.67	1,106.50	1,048.40 %		116.67	-116.67		\$1,223.17	\$233.34	\$989.83	524.20 %
National Convention Chair		16.67	-16.67			16.67	-16.67		\$0.00	\$33.34	\$ -33.34	0.00%
National Finance Committee Chair		4.17	-4.17			4.17	-4.17		\$0.00	\$8.34	\$ -8.34	0.00%
National Historian		133.33	-133.33			133.33	-133.33		\$0.00	\$266.66	\$ -266.66	0.00%
National Patriotic Instructor		133.33	-133.33			133.33	-133.33		\$0.00	\$266.66	\$ -266.66	0.00%
National VAVS Rep		333.33	-333.33			333.33	-333.33		\$0.00	\$666.66	\$ -666.66	0.00%
Veterans Day National Committee Pins		10.42	-10.42			10.42	-10.42		\$0.00	\$20.84	\$ -20.84	0.00%
Total National VAVS Rep		343.75	-343.75			343.75	-343.75		\$0.00	\$687.50	\$ -687.50	0.00%
Total National Appointed Offices	1,223.17	747.92	475.25	163.54 %		747.92	-747.92		\$1,223.17	\$1,495.84	\$ -272.67	81.77 %
National Financial Secretary		20.83	-20.83			20.83	-20.83		\$0.00	\$41.66	\$ -41.66	0.00%
Postage		20.05	-20.05						\$20.05	\$0.00	\$20.05	0.00%
Total National Financial Secretary	20.05	20.83	-0.78	96.26 %		20.83	-20.83		\$20.05	\$41.66	\$ -21.61	48.13 %
National First VP		41.67	-41.67			41.67	-41.67		\$0.00	\$83.34	\$ -83.34	0.00%
National Fourth VP		41.67	-41.67			41.67	-41.67		\$0.00	\$83.34	\$ -83.34	0.00%
National President	767.67	760.00	7.67	101.01 %		760.00	-760.00		\$767.67	\$1,520.00	\$ -752.33	50.50 %
Travel	914.57		914.57		277.96		277.96		\$1,192.53	\$0.00	\$1,192.53	0.00%
Total National President	1,682.24	760.00	922.24	221.35 %		760.00	-482.04	36.57 %	\$1,960.20	\$1,520.00	\$440.20	128.96 %
National Recording secretary		12.50	-12.50			12.50	-12.50		\$0.00	\$25.00	\$ -25.00	0.00%
Postage	8.30		8.30		9.82		9.82		\$18.12	\$0.00	\$18.12	0.00%
Total National Recording secretary	8.30	12.50	-4.20	66.40 %		9.82	-2.68	78.56 %	\$18.12	\$25.00	\$ -6.88	72.48 %
National Second VP		8.33	-8.33			8.33	-8.33		\$0.00	\$16.66	\$ -16.66	0.00%
National Third VP		8.33	-8.33			8.33	-8.33		\$0.00	\$16.66	\$ -16.66	0.00%
Total Program Expenses	2,933.76	1,716.25	1,217.51	170.94 %	572.78	1,716.25	-1,143.47	33.37 %	\$3,506.54	\$3,432.50	\$74.04	102.16 %
Quick Books on line		140.00	-140.00		1,940.00	140.00	1,800.00	1,385.71 %	\$1,940.00	\$280.00	\$1,660.00	692.86 %
Repair & Maintenance					199.99		199.99		\$199.99	\$0.00	\$199.99	0.00%
Shipping Expenses	192.51	125.00	67.51	154.01 %		125.00	-125.00		\$192.51	\$250.00	\$ -57.49	77.00 %
Taxes & Licenses		41.67	-41.67			41.67	-41.67		\$0.00	\$83.34	\$ -83.34	0.00%
Travel									\$0.00	\$0.00	\$0.00	0.00%
Executive Board Meeting		500.00	-500.00		1,078.10	500.00	578.10	215.62 %	\$1,078.10	\$1,000.00	\$78.10	107.81 %
National Convention		1,250.00	-1,250.00			1,250.00	-1,250.00		\$0.00	\$2,500.00	\$ -2,500.00	0.00%
Total Travel		1,750.00	-1,750.00		1,078.10	1,750.00	-671.90	61.61 %	\$1,078.10	\$3,500.00	\$ -2,421.90	30.80 %
Veterans Day Committee Dues		12.50	-12.50			12.50	-12.50		\$0.00	\$25.00	\$ -25.00	0.00%
Website and Database		625.00	-625.00			625.00	-625.00		\$0.00	\$1,250.00	\$ -1,250.00	0.00%
New Website Hosting Fees	8,510.01	625.00	7,885.01	1,361.60 %		625.00	-625.00		\$8,510.01	\$1,250.00	\$7,260.01	680.80 %
Total Website and Database	8,510.01	1,250.00	7,260.01	680.80 %		1,250.00	-1,250.00		\$8,510.01	\$2,500.00	\$6,010.01	340.40 %
Yearbooks									\$0.00	\$0.00	\$0.00	0.00%
Printing		104.17	-104.17			104.17	-104.17		\$0.00	\$208.34	\$ -208.34	0.00%
Total Yearbooks		104.17	-104.17			104.17	-104.17		\$0.00	\$208.34	\$ -208.34	0.00%
Total Expenses	\$13,324.38	\$13,543.73	\$ -219.35	98.38 %	\$5,606.16	\$13,543.73	\$ -7,937.57	41.39 %	\$18,930.54	\$27,087.46	\$ -8,156.92	69.89 %
NET OPERATING INCOME	\$35,750.03	\$ -4,625.00	\$40,375.03	-772.97 %	\$1,191.42	\$ -4,625.00	\$5,816.42	-25.78 %	\$36,941.45	\$ -9,250.00	\$46,191.45	-399.37 %

Blue Star Mothers of America, Inc.

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

	SEP 2021				OCT 2021				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Other Income												
Interest Earned	3.91		3.91		3.42		3.42		\$7.33	\$0.00	\$7.33	0.00%
Total Other Income	\$3.91	\$0.00	\$3.91	0.00%	\$3.42	\$0.00	\$3.42	0.00%	\$7.33	\$0.00	\$7.33	0.00%
NET OTHER INCOME	\$3.91	\$0.00	\$3.91	0.00%	\$3.42	\$0.00	\$3.42	0.00%	\$7.33	\$0.00	\$7.33	0.00%
NET INCOME	\$35,753.94	\$ -4,625.00	\$40,378.94	-773.06 %	\$1,194.84	\$ -4,625.00	\$5,819.84	-25.83 %	\$36,948.78	\$ -9,250.00	\$46,198.78	-399.45 %