

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2020-2021 Budget - FY21 P&L

September 2020 - August 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		50.00	-50.00	
CONVENTION				
2021 Convention		45,000.00	-45,000.00	
2021 Convention Blue Shirt	4,435.00		4,435.00	
2021 Convention Blue Shirt Bundle	1,815.00		1,815.00	
Total 2021 Convention Blue Shirt	6,250.00		6,250.00	
2021 Convention Blue Shirt Dad	1,710.00		1,710.00	
Dad Bundle	205.00		205.00	
Total 2021 Convention Blue Shirt Dad	1,915.00		1,915.00	
2021 Donations/Sponsor/Fundraiser	10,738.00	3,000.00	7,738.00	357.93 %
2021 Donations - WWII Tickets	1,240.00		1,240.00	
2021 Donations/Transportation	500.00		500.00	
Bonfire Fundraiser	6,854.58		6,854.58	
Total 2021 Donations/Sponsor/Fundraiser	19,332.58	3,000.00	16,332.58	644.42 %
2021 Registration	28,800.00		28,800.00	
2021 Convention/Dinner Guest	1,494.00		1,494.00	
2021 Convention/Lunch Guest	30.00		30.00	
Total 2021 Registration	30,324.00		30,324.00	
2021 Silent Auction	2,916.00	7,000.00	-4,084.00	41.66 %
2021 Vendor Tables	325.00	500.00	-175.00	65.00 %
2021 Yearbook Ads	0.00		0.00	
Total 2021 Convention	61,062.58	55,500.00	5,562.58	110.02 %
Total CONVENTION	61,062.58	55,500.00	5,562.58	110.02 %
DONATED GOODS/MATERIALS	398.80		398.80	
DONATIONS/SPONSORSHIPS				
CFC Donations	1,504.57	4,000.00	-2,495.43	37.61 %
General donations	3,207.35	10,000.00	-6,792.65	32.07 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
VAVS Fund - Restricted Funds	7,300.00	5,500.00	1,800.00	132.73 %
Total DONATIONS/SPONSORSHIPS	12,011.92	22,500.00	-10,488.08	53.39 %
FUNDRAISER				
ONLINE STORE		19,725.00	-19,725.00	
2017 75th Patch	7.00		7.00	
Branch Window Cling	3.00		3.00	
BROCHURE	405.60		405.60	
BSM FLAGS	210.00		210.00	
BSM PATCHES	50.00		50.00	
2015 CONVENTION PATCH				
ASSOCIATE PATCH	55.00		55.00	

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BRANCH PATCH	280.50		280.50	
BSM PATCH 12 INCH	35.00		35.00	
BSM PATCH 2 1/2 INCH	175.00		175.00	
BSM PATCH 6 INCH	100.00		100.00	
DOG TAGS AND BOOTS PATCH	150.00		150.00	
GLITZY PATCH 3 inch	120.00		120.00	
GLITZY PATCH 6 inch	195.00		195.00	
Total BSM PATCHES	1,160.50		1,160.50	
BSM Pins	60.00		60.00	
Blue Star Dad Pin	379.00		379.00	
BSM Associate Pin	216.00		216.00	
Large BSM Pin	1,524.00		1,524.00	
Past Chapter President Pin	156.00		156.00	
Small BSM Pin	564.00		564.00	
Total BSM Pins	2,899.00		2,899.00	
BSM Ritual Book	205.00		205.00	
BSM Tee Shirts				
2019 Red Shirt	775.00		775.00	
BAND Of Mothers	380.00		380.00	
BSMA Baseball Shirt	1,105.00		1,105.00	
I Stand T-Shirt	255.00		255.00	
Total BSM Tee Shirts	2,515.00		2,515.00	
Bundle	740.00		740.00	
COINS	1,569.00		1,569.00	
DAD Hat	170.00		170.00	
FLEECE JACKET	2,000.00		2,000.00	
HANGER	612.00		612.00	
Hats	1,690.00		1,690.00	
License Plates	115.00		115.00	
Luggage Tags	72.00		72.00	
Magnets	102.00		102.00	
NOTE CARDS	172.00		172.00	
Shipping Income	2,583.75		2,583.75	
Tote Bags	760.00		760.00	
WATER BOTTLE	40.00		40.00	
WHITE GLOVES	230.00		230.00	
Yearbooks	1,025.00	400.00	625.00	256.25 %
Total ONLINE STORE	19,285.85	20,125.00	-839.15	95.83 %
Total FUNDRAISER	19,285.85	20,125.00	-839.15	95.83 %
Funds from closed chapters	5,980.67	100.00	5,880.67	5,980.67 %
Membership				
Chapter Membership Dues	55,892.50	64,000.00	-8,107.50	87.33 %

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	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Charter Fee	290.00	250.00	40.00	116.00 %
Refunds	-67.50		-67.50	
Total Membership	56,115.00	64,250.00	-8,135.00	87.34 %
Total Income	\$154,854.82	\$162,525.00	\$ -7,670.18	95.28 %
GROSS PROFIT	\$154,854.82	\$162,525.00	\$ -7,670.18	95.28 %
Expenses				
Advertising/Public Relations		5,000.00	-5,000.00	
Awards				
Chapter Grants	4,500.00	5,000.00	-500.00	90.00 %
Total Awards	4,500.00	5,000.00	-500.00	90.00 %
Bank Charges	12.00	100.00	-88.00	12.00 %
Checks		200.00	-200.00	
Total Bank Charges	12.00	300.00	-288.00	4.00 %
Chaplain's Emergency Fund - Restricted Funds	0.00		0.00	
Commissions & Fees				
CFC Application Fee	1,272.08	1,000.00	272.08	127.21 %
Total Commissions & Fees	1,272.08	1,000.00	272.08	127.21 %
Conference Call	442.89	250.00	192.89	177.16 %
Conventions				
2021 Convention Expenses	44,073.83	35,000.00	9,073.83	125.93 %
2021 Blue Shirts	6,382.48		6,382.48	
2021 Blue Star Dad shirts	1,647.83		1,647.83	
Shipping Expense - Convention	2,312.98		2,312.98	
Total 2021 Convention Expenses	54,417.12	35,000.00	19,417.12	155.48 %
Total Conventions	54,417.12	35,000.00	19,417.12	155.48 %
DC REP		300.00	-300.00	
Donations	12,452.07	3,500.00	8,952.07	355.77 %
Parke Memorial Scholarship	2,000.00	3,000.00	-1,000.00	66.67 %
VAVS Fund-Restricted Funds EXPENSE	7,975.00	5,500.00	2,475.00	145.00 %
VAVS Matching Funds	2,500.00	2,500.00	0.00	100.00 %
Total Donations	24,927.07	14,500.00	10,427.07	171.91 %
Dues & Subscriptions	3,092.82	325.00	2,767.82	951.64 %
Fundraising				
National Fundraising		1,000.00	-1,000.00	
On Line Store Expenses	38.68	10,000.00	-9,961.32	0.39 %
Brochures	410.15		410.15	
Bsm hanger	427.50		427.50	
BSM Pins	2,210.00		2,210.00	
coins	960.00		960.00	
Hats	859.44		859.44	
Inventory Adjustment - COGS	60.34		60.34	

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Magnets	141.37		141.37	
note card printing	275.21		275.21	
Online Store Postage	2,251.92	2,000.00	251.92	112.60 %
Patches	750.38		750.38	
Shipping Supplies	172.02		172.02	
Total On Line Store Expenses	8,557.01	12,000.00	-3,442.99	71.31 %
Total Fundraising	8,557.01	13,000.00	-4,442.99	65.82 %
Insurance	3,449.00	2,500.00	949.00	137.96 %
Legal & Professional Fees				
CPA	8,600.00	10,000.00	-1,400.00	86.00 %
Legal Fees	350.00	1,500.00	-1,150.00	23.33 %
Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees	8,950.00	14,000.00	-5,050.00	63.93 %
Management Expenses				
Ambassador Fund	210.33	2,750.00	-2,539.67	7.65 %
Equipment	339.49		339.49	
National Treasurer				
General Office Expenses	326.82	500.00	-173.18	65.36 %
Postage	391.10		391.10	
Travel	63.96		63.96	
Total National Treasurer	781.88	500.00	281.88	156.38 %
Total Management Expenses	1,331.70	3,250.00	-1,918.30	40.98 %
Merchant card processing		5,500.00	-5,500.00	
First American Payment Systems	5,716.89		5,716.89	
Moolah Merchant Fees	964.50		964.50	
Paypal Fees	138.38		138.38	
square merchant fee	202.14		202.14	
Total Merchant card processing	7,021.91	5,500.00	1,521.91	127.67 %
Office Expenses				
Management				
General Office Supplies	51.34	25.00	26.34	205.36 %
Total Management	51.34	25.00	26.34	205.36 %
Program				
PO Box	134.00	300.00	-166.00	44.67 %
Total Program	134.00	300.00	-166.00	44.67 %
Total Office Expenses	185.34	325.00	-139.66	57.03 %
Office/General Administrative Expenses	22.00	100.00	-78.00	22.00 %
Past National President Pin	26.45	400.00	-373.55	6.61 %
Postage	63.50	100.00	-36.50	63.50 %
Program Expenses				
Contingency Fund		300.00	-300.00	

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	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Flowers & Wreaths	250.00	600.00	-350.00	41.67 %
National Appointed Offices				
By-Law Committee Chair				
Postage	15.50		15.50	
Total By-Law Committee Chair	15.50		15.50	
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	1,119.43	1,200.00	-80.57	93.29 %
Total National Chaplain	1,119.43	1,400.00	-280.57	79.96 %
National Convention Chair		200.00	-200.00	
Travel	416.80		416.80	
Total National Convention Chair	416.80	200.00	216.80	208.40 %
National Finance Committe Chair		50.00	-50.00	
Postage	64.08		64.08	
Travel	597.96		597.96	
Total National Finance Committe Chair	662.04	50.00	612.04	1,324.08 %
National Historian		1,600.00	-1,600.00	
National Patriotic Instructor		1,600.00	-1,600.00	
National VAVS Rep		4,000.00	-4,000.00	
General Office Supplies	76.95		76.95	
Postage	48.40		48.40	
Veterans Day National Committee Pins		125.00	-125.00	
Total National VAVS Rep	125.35	4,125.00	-3,999.65	3.04 %
Total National Appointed Offices	2,339.12	8,975.00	-6,635.88	26.06 %
National Financial Secretary		250.00	-250.00	
General Office Expenses	148.00		148.00	
Postage	41.95		41.95	
Travel	529.59		529.59	
Total National Financial Secretary	719.54	250.00	469.54	287.82 %
National First VP		500.00	-500.00	
National Fourth VP	12.98	500.00	-487.02	2.60 %
Postage	49.70		49.70	
Supplies & Materials	35.32		35.32	
Total National Fourth VP	98.00	500.00	-402.00	19.60 %
National President		9,120.00	-9,120.00	
General Office Supplies	299.00		299.00	
Travel	1,050.59		1,050.59	
Total National President	1,349.59	9,120.00	-7,770.41	14.80 %
National Recording secretary		150.00	-150.00	
General Office Supplies	10.99		10.99	
Total National Recording secretary	10.99	150.00	-139.01	7.33 %
National Second VP		100.00	-100.00	

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Postage	19.98		19.98	
Travel	480.96		480.96	
Total National Second VP	500.94	100.00	400.94	500.94 %
National Third VP		100.00	-100.00	
Travel	354.96		354.96	
Total National Third VP	354.96	100.00	254.96	354.96 %
Total Program Expenses	5,623.14	20,595.00	-14,971.86	27.30 %
Quick Books on line	1,620.00	1,680.00	-60.00	96.43 %
Shipping Expenses	1,012.42	1,500.00	-487.58	67.49 %
Taxes & Licenses		500.00	-500.00	
Travel				
Executive Board Meeting	818.00	6,000.00	-5,182.00	13.63 %
National Convention	2,572.56	15,000.00	-12,427.44	17.15 %
Total Travel	3,390.56	21,000.00	-17,609.44	16.15 %
Veterans Day Committee Dues	150.00	150.00	0.00	100.00 %
Website and Database	8,304.72	7,500.00	804.72	110.73 %
New Website Hosting Fees		7,500.00	-7,500.00	
Total Website and Database	8,304.72	15,000.00	-6,695.28	55.36 %
Yearbooks	1,467.33		1,467.33	
National Yearbook Editor				
Postage	16.60		16.60	
Total National Yearbook Editor	16.60		16.60	
Printing		1,250.00	-1,250.00	
Total Yearbooks	1,483.93	1,250.00	233.93	118.71 %
Total Expenses	\$139,855.66	\$162,525.00	\$ -22,669.34	86.05 %
NET OPERATING INCOME	\$14,999.16	\$0.00	\$14,999.16	0.00%
Other Income				
Interest Earned	50.23		50.23	
Prior Year Voided Checks	353.21		353.21	
Total Other Income	\$403.44	\$0.00	\$403.44	0.00%
NET OTHER INCOME	\$403.44	\$0.00	\$403.44	0.00%
NET INCOME	\$15,402.60	\$0.00	\$15,402.60	0.00%