

Blue Star Mothers of America, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

September 2023 - August 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation	91.73	100.00	-8.27	91.73 %
CONVENTION				
2024 CONVENTION INCOME				
2024 CONVENTION FUNDRAISER	2,962.93	5,000.00	-2,037.07	59.26 %
2024 CONVENTION REGISTRATION		44,400.00	-44,400.00	
2024 CONVENTION SILENT AUCTION		6,000.00	-6,000.00	
2024 CONVENTION SPONSOR/FUNDRAISER	3,600.00	4,000.00	-400.00	90.00 %
2024 CONVENTION VENDOR TABLES		600.00	-600.00	
Total 2024 CONVENTION INCOME	6,562.93	60,000.00	-53,437.07	10.94 %
Total CONVENTION	6,562.93	60,000.00	-53,437.07	10.94 %
DONATIONS/SPONSORSHIPS				
CFC DONATIONS	212.12	750.00	-537.88	28.28 %
GENERAL DONATIONS	242.00	1,500.00	-1,258.00	16.13 %
PARKE MEMORIAL SCHOLARSHIP INCOME		2,000.00	-2,000.00	
VAVS FUND - RESTRICTED FUNDS	4,615.22	7,000.00	-2,384.78	65.93 %
Total DONATIONS/SPONSORSHIPS	5,069.34	11,250.00	-6,180.66	45.06 %
FUNDRAISER				
ONLINE STORE		15,000.00	-15,000.00	
BLUE LOGO VEST	310.00		310.00	
BROCHURE	170.40		170.40	
BSM LOGO PENS	100.00		100.00	
BSM PATCHES				
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH	95.00		95.00	
BSM PATCH 2 1/2 INCH	195.00		195.00	
BSM PATCH 6 INCH	20.00		20.00	
DOG TAGS AND BOOTS PATCH	105.00		105.00	
GLITZY PATCH 3 inch	45.00		45.00	
GLITZY PATCH 6 inch	30.00		30.00	
PAST PRESENT FUTURE PATCH	30.00		30.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	135.00		135.00	
SUPPORTER ROCKERS - RED	15.00		15.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	15.00		15.00	
Total BSM PATCHES	700.00		700.00	
BSM PINS				
BLUE STAR DAD PIN	156.00		156.00	
BSM ASSOCIATE PIN	96.00		96.00	
LARGE BSM PIN	564.00		564.00	
PAST CHAPTER PRESIDENT PIN	96.00		96.00	
SMALL BSM PIN	240.00		240.00	
Total BSM PINS	1,152.00		1,152.00	
BSM T-SHIRTS				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
2019 RED SHIRT	180.00		180.00	
Total BSM T-SHIRTS	180.00		180.00	
BSM WHITE LOGO BALL CAP	140.00		140.00	
BSMA ORNAMENT BUNDLE	1,220.00		1,220.00	
2023 FATHERS DAY BUNDLE HOLIDAY SPECIAL	25.00		25.00	
	140.00		140.00	
Total BUNDLE	165.00		165.00	
CELL PHONE CARD HOLDER	10.00		10.00	
COINS	450.00		450.00	
DAD BLUE POLO	80.00		80.00	
HANGER	108.00		108.00	
HANGER WITH MAGNET	72.00		72.00	
HATS/GARRISON COVER	1,200.00		1,200.00	
LUGGAGE TAGS	3.00		3.00	
MAGNETS	42.00		42.00	
NAIL FILE	8.00		8.00	
NOTE CARDS	60.00		60.00	
RED FLAG PATCH	50.00		50.00	
RED JACKETS	600.00		600.00	
SHIPPING INCOME	1,484.00		1,484.00	
TOTEBAGS 2022	220.00		220.00	
WHITE DRESS LOGO SHIRT	430.00		430.00	
WHITE GLOVES	140.00		140.00	
Total ONLINE STORE	9,094.40	15,000.00	-5,905.60	60.63 %
Total FUNDRAISER	9,094.40	15,000.00	-5,905.60	60.63 %
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP		100.00	-100.00	
CHAPTER MEMBERSHIP DUES	49,065.00	55,000.00	-5,935.00	89.21 %
CHARTER FEE	25.00	150.00	-125.00	16.67 %
Total MEMBERSHIP	49,090.00	55,150.00	-6,060.00	89.01 %
Total Income	\$69,908.40	\$141,600.00	\$ -71,691.60	49.37 %
GROSS PROFIT	\$69,908.40	\$141,600.00	\$ -71,691.60	49.37 %
Expenses				
Advertising/Public Relations	99.00	2,500.00	-2,401.00	3.96 %
Awards				
Chapter Grants	0.00	7,000.00	-7,000.00	0.00 %
Total Awards	0.00	7,000.00	-7,000.00	0.00 %
Bank Charges	45.00	500.00	-455.00	9.00 %
Checks		200.00	-200.00	
Total Bank Charges	45.00	700.00	-655.00	6.43 %
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
Total Commissions & Fees		1,500.00	-1,500.00	
Conference Call		300.00	-300.00	
Conventions				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses		33,000.00	-33,000.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Conventions	130.31	33,000.00	-32,869.69	0.39 %
DC REP	39.21	300.00	-260.79	13.07 %
Donations				
Parke Memorial Scholarship		2,000.00	-2,000.00	
VAVS Fund-Restricted Funds EXPENSE	100.00	7,000.00	-6,900.00	1.43 %
VAVS Matching Funds		3,000.00	-3,000.00	
WIMSA	330.00	1,000.00	-670.00	33.00 %
Total Donations	430.00	13,000.00	-12,570.00	3.31 %
Dues & Subscriptions		2,000.00	-2,000.00	
Fundraising				
On Line Store Expenses		7,000.00	-7,000.00	
Bsm hanger	368.27		368.27	
BSMA Ornament	1,542.00		1,542.00	
coins	425.00		425.00	
Hats	864.00		864.00	
Online Store Postage	477.59	3,000.00	-2,522.41	15.92 %
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	119.64		119.64	
white dress logo shirt	2,317.54		2,317.54	
Total On Line Store Expenses	8,069.34	10,000.00	-1,930.66	80.69 %
Total Fundraising	8,069.34	10,000.00	-1,930.66	80.69 %
Insurance		3,500.00	-3,500.00	
Legal & Professional Fees				
CPA		10,000.00	-10,000.00	
Legal Fees		1,500.00	-1,500.00	
Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees		14,000.00	-14,000.00	
Management Expenses				
Ambassador Fund		6,000.00	-6,000.00	
Total Management Expenses		6,000.00	-6,000.00	
Merchant card processing	1,640.19	6,000.00	-4,359.81	27.34 %
First American Payment Systems	57.12		57.12	
Moolah Merchant Fees	312.26		312.26	
Paypal Fees	32.26		32.26	
Total Merchant card processing	2,041.83	6,000.00	-3,958.17	34.03 %
Office Expenses				
Management				
General Office Supplies		200.00	-200.00	
Total Management		200.00	-200.00	
Program				
PO Box		300.00	-300.00	
Total Program		300.00	-300.00	
Total Office Expenses		500.00	-500.00	
Officer Equipment/Software	2,194.00	4,000.00	-1,806.00	54.85 %
Past National President Pin		50.00	-50.00	
Program Expenses				
Flowers & Wreaths	327.65	750.00	-422.35	43.69 %
National Appointed Offices				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
By-Law Committee Chair		600.00	-600.00	
National Chaplain		3,200.00	-3,200.00	
National Finance Committe Chair		50.00	-50.00	
National Historian		250.00	-250.00	
National Patriotic Instructor		250.00	-250.00	
National VAVS Rep				
Postage		500.00	-500.00	
VAVS Annual Meeting		4,500.00	-4,500.00	
Total National VAVS Rep		5,000.00	-5,000.00	
Total National Appointed Offices		9,350.00	-9,350.00	
National Financial Secretary		250.00	-250.00	
National First VP		250.00	-250.00	
National Fourth VP		250.00	-250.00	
Postage	14.20		14.20	
Total National Fourth VP	14.20	250.00	-235.80	5.68 %
National President	113.35	1,000.00	-886.65	11.34 %
National Recording secretary		300.00	-300.00	
National Second VP	108.00	250.00	-142.00	43.20 %
National Third VP		250.00	-250.00	
National Treasurer				
General Office Expenses	145.01	500.00	-354.99	29.00 %
Postage	255.18	750.00	-494.82	34.02 %
Total National Treasurer	400.19	1,250.00	-849.81	32.02 %
Total Program Expenses	963.39	13,900.00	-12,936.61	6.93 %
Quick Books on line		2,400.00	-2,400.00	
Repair & Maintenance		200.00	-200.00	
Shipping Expenses		2,500.00	-2,500.00	
Travel				
Department Conventions	863.89	2,000.00	-1,136.11	43.19 %
Executive Board Meeting	6,035.38	7,000.00	-964.62	86.22 %
Gold Star Mothers Weekend	419.96	1,000.00	-580.04	42.00 %
Memorial Day		3,500.00	-3,500.00	
National Convention		15,000.00	-15,000.00	
Special Events		3,000.00	-3,000.00	
Veterans Day	888.68	3,500.00	-2,611.32	25.39 %
Total Travel	8,207.91	35,000.00	-26,792.09	23.45 %
Veterans Day Committee Dues		200.00	-200.00	
Website and Database	10,692.84	12,000.00	-1,307.16	89.11 %
Yearbooks		100.00	-100.00	
Total Expenses	\$32,912.83	\$170,650.00	\$ -137,737.17	19.29 %
NET OPERATING INCOME	\$36,995.57	\$ -29,050.00	\$66,045.57	-127.35 %
Other Income				
Interest Earned	10.04		10.04	
Total Other Income	\$10.04	\$0.00	\$10.04	0.00%
NET OTHER INCOME	\$10.04	\$0.00	\$10.04	0.00%
NET INCOME	\$37,005.61	\$ -29,050.00	\$66,055.61	-127.39 %