

# 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
<b>Income</b>				
25% LOGO USE Donation	237.50	100.00	137.50	237.50 %
<b>CONVENTION</b>				
2024 CONVENTION INCOME				
2024 CONVENTION FUNDRAISER	6,955.94	5,000.00	1,955.94	139.12 %
2024 CONVENTION REGISTRATION		44,400.00	-44,400.00	
2024 CONVENTION SILENT AUCTION		6,000.00	-6,000.00	
2024 CONVENTION SPONSOR/FUNDRAISER	3,825.00	4,000.00	-175.00	95.63 %
2024 CONVENTION VENDOR TABLES		600.00	-600.00	
<b>Total 2024 CONVENTION INCOME</b>	<b>10,780.94</b>	<b>60,000.00</b>	<b>-49,219.06</b>	<b>17.97 %</b>
<b>Total CONVENTION</b>	<b>10,780.94</b>	<b>60,000.00</b>	<b>-49,219.06</b>	<b>17.97 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC DONATIONS	507.36	750.00	-242.64	67.65 %
GENERAL DONATIONS	1,179.73	1,500.00	-320.27	78.65 %
PARKE MEMORIAL SCHOLARSHIP INCOME		2,000.00	-2,000.00	
VAVS FUND - RESTRICTED FUNDS	5,790.22	7,000.00	-1,209.78	82.72 %
YEARBOOK ADS	275.00		275.00	
<b>Total VAVS FUND - RESTRICTED FUNDS</b>	<b>6,065.22</b>	<b>7,000.00</b>	<b>-934.78</b>	<b>86.65 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>7,752.31</b>	<b>11,250.00</b>	<b>-3,497.69</b>	<b>68.91 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE		15,000.00	-15,000.00	
BLUE LOGO VEST	835.00		835.00	
BROCHURE	325.50		325.50	
BSM LOGO PENS	202.00		202.00	
<b>BSM PATCHES</b>				
ASSOCIATE PATCH	25.00		25.00	
BRANCH PATCH	245.00		245.00	
BSM PATCH 2 1/2 INCH	210.00		210.00	
BSM PATCH 6 INCH	90.00		90.00	
DOG TAGS AND BOOTS PATCH	190.00		190.00	
GLITZY PATCH 3 inch	105.00		105.00	
GLITZY PATCH 6 inch	170.00		170.00	
PAST PRESENT FUTURE PATCH	90.00		90.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	205.00		205.00	
SUPPORTER ROCKERS - RED	25.00		25.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	75.00		75.00	
<b>Total BSM PATCHES</b>	<b>1,430.00</b>		<b>1,430.00</b>	
<b>BSM PINS</b>				
BLUE STAR DAD PIN	168.00		168.00	
BSM ASSOCIATE PIN	132.00		132.00	
LARGE BSM PIN	1,296.00		1,296.00	
PAST CHAPTER PRESIDENT PIN	180.00		180.00	

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SMALL BSM PIN	600.00		600.00	
<b>Total BSM PINS</b>	<b>2,376.00</b>		<b>2,376.00</b>	
BSM RITUAL BOOK	15.00		15.00	
BSM T-SHIRTS				
2019 RED SHIRT	320.00		320.00	
<b>Total BSM T-SHIRTS</b>	<b>320.00</b>		<b>320.00</b>	
BSM WHITE LOGO BALL CAP	280.00		280.00	
BSMA ORNAMENT BUNDLE	3,100.00		3,100.00	
2023 FATHERS DAY BUNDLE	25.00		25.00	
HOLIDAY SPECIAL	250.00		250.00	
MOTHERS DAY BUNDLE	160.00		160.00	
VALENTINES BUNDLE	75.00		75.00	
<b>Total BUNDLE</b>	<b>510.00</b>		<b>510.00</b>	
CELL PHONE CARD HOLDER	35.00		35.00	
COINS	1,110.00		1,110.00	
DAD BLUE POLO	100.00		100.00	
HANGER	324.00		324.00	
HANGER WITH MAGNET	204.00		204.00	
HATS/GARRISON COVER	2,333.00		2,333.00	
LUGGAGE TAGS	39.00		39.00	
MAGNETS	132.00		132.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	180.00		180.00	
RED FLAG PATCH	150.00		150.00	
RED JACKETS	1,560.00		1,560.00	
SHIPPING INCOME	3,136.00		3,136.00	
TOTE BAG 2024	260.00		260.00	
TOTEBAGS 2022	300.00		300.00	
WHITE DRESS LOGO SHIRT	1,220.00		1,220.00	
WHITE GLOVES	355.00		355.00	
<b>Total ONLINE STORE</b>	<b>20,857.50</b>	<b>15,000.00</b>	<b>5,857.50</b>	<b>139.05 %</b>
<b>Total FUNDRAISER</b>	<b>20,857.50</b>	<b>15,000.00</b>	<b>5,857.50</b>	<b>139.05 %</b>
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP	1,398.74	100.00	1,298.74	1,398.74 %
CHAPTER MEMBERSHIP DUES	54,960.00	55,000.00	-40.00	99.93 %
CHARTER FEE	75.00	150.00	-75.00	50.00 %
<b>Total MEMBERSHIP</b>	<b>55,035.00</b>	<b>55,150.00</b>	<b>-115.00</b>	<b>99.79 %</b>
<b>Total Income</b>	<b>\$96,061.99</b>	<b>\$141,600.00</b>	<b>\$ -45,538.01</b>	<b>67.84 %</b>
<b>GROSS PROFIT</b>	<b>\$96,061.99</b>	<b>\$141,600.00</b>	<b>\$ -45,538.01</b>	<b>67.84 %</b>
Expenses				
Advertising/Public Relations	99.00	2,500.00	-2,401.00	3.96 %

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<b>Awards</b>				
Chapter Grants	3,500.00	7,000.00	-3,500.00	50.00 %
<b>Total Awards</b>	<b>3,500.00</b>	<b>7,000.00</b>	<b>-3,500.00</b>	<b>50.00 %</b>
<b>Bank Charges</b>				
Checks	241.89	200.00	41.89	120.95 %
<b>Total Bank Charges</b>	<b>361.89</b>	<b>700.00</b>	<b>-338.11</b>	<b>51.70 %</b>
<b>Commissions &amp; Fees</b>				
CFC Application Fee		1,500.00	-1,500.00	
<b>Total Commissions &amp; Fees</b>		<b>1,500.00</b>	<b>-1,500.00</b>	
Conference Call	159.90	300.00	-140.10	53.30 %
<b>Conventions</b>				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses	14,202.78	33,000.00	-18,797.22	43.04 %
<b>Total Conventions</b>	<b>14,333.09</b>	<b>33,000.00</b>	<b>-18,666.91</b>	<b>43.43 %</b>
DC REP	39.21	300.00	-260.79	13.07 %
<b>Donations</b>				
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	5,500.00	7,000.00	-1,500.00	78.57 %
VAVS Matching Funds	4,800.00	3,000.00	1,800.00	160.00 %
WIMSA	330.00	1,000.00	-670.00	33.00 %
<b>Total Donations</b>	<b>12,630.00</b>	<b>13,000.00</b>	<b>-370.00</b>	<b>97.15 %</b>
Dues & Subscriptions		2,000.00	-2,000.00	
<b>Fundraising</b>				
On Line Store Expenses		7,000.00	-7,000.00	
blue logo vest	1,782.42		1,782.42	
Bsm hanger	368.27		368.27	
BSM Pins	1,274.65		1,274.65	
BSMA Ornament	1,542.00		1,542.00	
coins	1,350.00		1,350.00	
Glitz Patch	2,018.90		2,018.90	
Hats	2,284.84		2,284.84	
Online Store Postage	1,155.96	3,000.00	-1,844.04	38.53 %
Patches	364.90		364.90	
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	154.60		154.60	
Tote Bag 2024	1,219.80		1,219.80	
white dress logo shirt	2,317.54		2,317.54	
<b>Total On Line Store Expenses</b>	<b>17,789.18</b>	<b>10,000.00</b>	<b>7,789.18</b>	<b>177.89 %</b>
<b>Total Fundraising</b>	<b>17,789.18</b>	<b>10,000.00</b>	<b>7,789.18</b>	<b>177.89 %</b>
Insurance	994.00	3,500.00	-2,506.00	28.40 %
Legal & Professional Fees	375.00		375.00	
CPA		10,000.00	-10,000.00	

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Legal Fees		1,500.00	-1,500.00	
Parliamentarian		2,500.00	-2,500.00	
<b>Total Legal &amp; Professional Fees</b>	<b>375.00</b>	<b>14,000.00</b>	<b>-13,625.00</b>	<b>2.68 %</b>
Management Expenses	80.00		80.00	
Ambassador Fund		6,000.00	-6,000.00	
<b>Total Management Expenses</b>	<b>80.00</b>	<b>6,000.00</b>	<b>-5,920.00</b>	<b>1.33 %</b>
Merchant card processing	2,377.08	6,000.00	-3,622.92	39.62 %
First American Payment Systems	342.72		342.72	
Moolah Merchant Fees	666.81		666.81	
Paypal Fees	102.25		102.25	
<b>Total Merchant card processing</b>	<b>3,488.86</b>	<b>6,000.00</b>	<b>-2,511.14</b>	<b>58.15 %</b>
Office Expenses				
Management				
General Office Supplies		200.00	-200.00	
<b>Total Management</b>		<b>200.00</b>	<b>-200.00</b>	
Program				
PO Box		300.00	-300.00	
<b>Total Program</b>		<b>300.00</b>	<b>-300.00</b>	
<b>Total Office Expenses</b>		<b>500.00</b>	<b>-500.00</b>	
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	1,048.55	750.00	298.55	139.81 %
National Appointed Offices				
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	1,406.08		1,406.08	
Postage		500.00	-500.00	
VAVS Annual Meeting		4,500.00	-4,500.00	
<b>Total National VAVS Rep</b>	<b>1,406.08</b>	<b>5,000.00</b>	<b>-3,593.92</b>	<b>28.12 %</b>
<b>Total National Appointed Offices</b>	<b>1,406.08</b>	<b>9,350.00</b>	<b>-7,943.92</b>	<b>15.04 %</b>
National Financial Secretary		250.00	-250.00	
National First VP		250.00	-250.00	
National Fourth VP		250.00	-250.00	
Postage	28.89		28.89	
<b>Total National Fourth VP</b>	<b>28.89</b>	<b>250.00</b>	<b>-221.11</b>	<b>11.56 %</b>
National President	113.35	1,000.00	-886.65	11.34 %
National Recording secretary	65.27	300.00	-234.73	21.76 %
National Second VP	108.00	250.00	-142.00	43.20 %

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National Third VP		250.00	-250.00	
National Treasurer				
General Office Expenses	145.01	500.00	-354.99	29.00 %
Postage	459.18	750.00	-290.82	61.22 %
<b>Total National Treasurer</b>	<b>604.19</b>	<b>1,250.00</b>	<b>-645.81</b>	<b>48.34 %</b>
<b>Total Program Expenses</b>	<b>3,374.33</b>	<b>13,900.00</b>	<b>-10,525.67</b>	<b>24.28 %</b>
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	1,472.84	2,000.00	-527.16	73.64 %
Executive Board Meeting	6,730.58	7,000.00	-269.42	96.15 %
Gold Star Mothers Weekend	912.12	1,000.00	-87.88	91.21 %
Memorial Day	547.91	3,500.00	-2,952.09	15.65 %
National Convention	461.95	15,000.00	-14,538.05	3.08 %
2024 National Convention Travel and Lodging	4,693.44		4,693.44	
<b>Total National Convention</b>	<b>5,155.39</b>	<b>15,000.00</b>	<b>-9,844.61</b>	<b>34.37 %</b>
Special Events	1,480.91	3,000.00	-1,519.09	49.36 %
Veterans Day	974.01	3,500.00	-2,525.99	27.83 %
<b>Total Travel</b>	<b>17,273.76</b>	<b>35,000.00</b>	<b>-17,726.24</b>	<b>49.35 %</b>
Veterans Day Committee Dues	150.00	200.00	-50.00	75.00 %
Website and Database	11,103.16	12,000.00	-896.84	92.53 %
Yearbooks		100.00	-100.00	
<b>Total Expenses</b>	<b>\$87,945.38</b>	<b>\$170,650.00</b>	<b>\$ -82,704.62</b>	<b>51.54 %</b>
NET OPERATING INCOME	<b>\$8,116.61</b>	<b>\$ -29,050.00</b>	<b>\$37,166.61</b>	<b>-27.94 %</b>
Other Income				
Interest Earned	1,121.62		1,121.62	
<b>Total Other Income</b>	<b>\$1,121.62</b>	<b>\$0.00</b>	<b>\$1,121.62</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$1,121.62</b>	<b>\$0.00</b>	<b>\$1,121.62</b>	<b>0.00%</b>
NET INCOME	<b>\$9,238.23</b>	<b>\$ -29,050.00</b>	<b>\$38,288.23</b>	<b>-31.80 %</b>