Blue Star Mothers of America, Inc.

Budget vs. Actuals: Budget_FY25_P&L_1 - FY25 P&L

September 2024 - August 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation	241.73	100.00	141.73	241.73 %
CONVENTION				
CONVENTION INCOME				
CONVENTION DINNERS EXTRA	650.00		650.00	
CONVENTION FUNDRAISER	3,096.52	6,000.00	-2,903.48	51.61 %
CONVENTION PRESIDENT'S RECEPTION	350.00		350.00	
CONVENTION REGISTRATION	11,880.00	44,400.00	-32,520.00	26.76 %
CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
CONVENTION SPONSOR/FUNDRAISER	3,075.00	4,000.00	-925.00	76.88 %
CONVENTION SPREADSHIRT INCOME	674.61		674.61	
CONVENTION VENDOR TABLES	100.00	600.00	-500.00	16.67 %
Total CONVENTION INCOME	**19,826.13**	**60,000.00**	**-40,173.87**	**33.04 %**
Total CONVENTION	**19,826.13**	**60,000.00**	**-40,173.87**	**33.04 %**
DONATIONS/SPONSORSHIPS	537.14		537.14	
CFC DONATIONS	414.54		414.54	
GENERAL DONATIONS	1,823.08	1,500.00	323.08	121.54 %
Maguire Donations		750.00	-750.00	
RESTRICTED DONATIONS				
Nashville VA Restricted Donation		0.00	0.00	
Total RESTRICTED DONATIONS		**0.00**	**0.00**	
VAVS FUND - RESTRICTED FUNDS	9,282.60	6,000.00	3,282.60	154.71 %
YEARBOOK ADS		1,000.00	-1,000.00	
Total VAVS FUND - RESTRICTED FUNDS	**9,282.60**	**7,000.00**	**2,282.60**	**132.61 %**
Total DONATIONS/SPONSORSHIPS	**12,057.36**	**9,250.00**	**2,807.36**	**130.35 %**
FUNDS FROM CLOSED CHAPTERS	142.36	100.00	42.36	142.36 %
MEMBERSHIP				
CHAPTER MEMBERSHIP DUES	52,790.44	60,000.00	-7,209.56	87.98 %
CHARTER FEE	50.00	150.00	-100.00	33.33 %
Compliance Hold- Membership Dues	960.00		960.00	
Membership Transition	397.50		397.50	
Total MEMBERSHIP	**54,197.94**	**60,150.00**	**-5,952.06**	**90.10 %**
ONLINE STORE		25,000.00	-25,000.00	
Sales of Product Income	14,261.40		14,261.40	
SHIPPING INCOME	890.72		890.72	
Total ONLINE STORE	**15,152.12**	**25,000.00**	**-9,847.88**	**60.61 %**
Total Income	**$101,617.64**	**$154,600.00**	**$ -52,982.36**	**65.73 %**
Cost of Goods Sold				
Cost of Goods Sold	16,226.68		16,226.68	
Inventory Shrinkage	208.00		208.00	
Online Store Donor Shipping	847.35	2,000.00	-1,152.65	42.37 %
Total Cost of Goods Sold	**$17,282.03**	**$2,000.00**	**$15,282.03**	**864.10 %**

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	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
GROSS PROFIT	**$84,335.61**	**$152,600.00**	**$ -68,264.39**	**55.27 %**
Expenses				
Advertising/Public Relations	99.00	2,000.00	-1,901.00	4.95 %
Awards				
Chapter Grants	2,750.00	7,000.00	-4,250.00	39.29 %
Total Awards	**2,750.00**	**7,000.00**	**-4,250.00**	**39.29 %**
Bank Charges	122.00	500.00	-378.00	24.40 %
Checks		200.00	-200.00	
Total Bank Charges	**122.00**	**700.00**	**-578.00**	**17.43 %**
Commissions & Fees				
Maguire/Maguire & Campaign Fees		500.00	-500.00	
Total Commissions & Fees		**500.00**	**-500.00**	
Conventions				
Convention Expenses	6,550.00	35,000.00	-28,450.00	18.71 %
Convention Shipping Expenses		2,500.00	-2,500.00	
Total Convention Expenses	**6,550.00**	**37,500.00**	**-30,950.00**	**17.47 %**
Total Conventions	**6,550.00**	**37,500.00**	**-30,950.00**	**17.47 %**
DC REP		300.00	-300.00	
Donations				
Convention Approved	1,500.00		1,500.00	
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	8,930.89	7,000.00	1,930.89	127.58 %
VAVS Matching Funds	8,831.65	6,000.00	2,831.65	147.19 %
WIMSA	500.00	1,000.00	-500.00	50.00 %
Total Donations	**21,762.54**	**16,000.00**	**5,762.54**	**136.02 %**
Dues & Subscriptions		2,000.00	-2,000.00	
Insurance	975.00	3,500.00	-2,525.00	27.86 %
Legal & Professional Fees				
CPA		10,000.00	-10,000.00	
Legal Fees	375.00	1,500.00	-1,125.00	25.00 %
Total Legal & Professional Fees	**375.00**	**11,500.00**	**-11,125.00**	**3.26 %**
Management Expenses				
Ambassador Fund		5,000.00	-5,000.00	
Total Management Expenses		**5,000.00**	**-5,000.00**	
Merchant card processing	0.00	6,000.00	-6,000.00	0.00 %
First American Payment Systems	1,877.66		1,877.66	
Moolah Merchant Fees	576.70		576.70	
Paypal Fees	62.71		62.71	
QuickBooks Payments Fees	876.94		876.94	
Total Merchant card processing	**3,394.01**	**6,000.00**	**-2,605.99**	**56.57 %**
National Fundraising		1,000.00	-1,000.00	

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Office Expenses				
Program				
General Office Supplies		200.00	-200.00	
PO Box		300.00	-300.00	
Total Program		**500.00**	**-500.00**	
Total Office Expenses		**500.00**	**-500.00**	
Officer Equipment/Software	1,412.89	6,000.00	-4,587.11	23.55 %
Past National President Pin		50.00	-50.00	
Program Expenses				
Flowers & Wreaths	314.90	1,200.00	-885.10	26.24 %
National Appointed Offices				
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	2,316.01	3,000.00	-683.99	77.20 %
Total National Chaplain	**2,316.01**	**3,200.00**	**-883.99**	**72.38 %**
National Convention Chair				
General Office Supplies		50.00	-50.00	
Total National Convention Chair		**50.00**	**-50.00**	
National Historian		250.00	-250.00	
National VAVS Rep				
VAVS Annual Meeting	500.00		500.00	
VAVS gifts & postage	449.31	500.00	-50.69	89.86 %
VAVS Meetings		4,000.00	-4,000.00	
Veterans Day National Committee Pins		200.00	-200.00	
Total National VAVS Rep	**949.31**	**4,700.00**	**-3,750.69**	**20.20 %**
Total National Appointed Offices	**3,265.32**	**8,200.00**	**-4,934.68**	**39.82 %**
National Financial Secretary	52.45	250.00	-197.55	20.98 %
General Office Expenses	17.50		17.50	
Total National Financial Secretary	**69.95**	**250.00**	**-180.05**	**27.98 %**
National First VP	21.39	250.00	-228.61	8.56 %
National Fourth VP	8.90	250.00	-241.10	3.56 %
National President	21.78	1,000.00	-978.22	2.18 %
National Recording secretary	421.16	300.00	121.16	140.39 %
General Office Supplies	232.78		232.78	
Total National Recording secretary	**653.94**	**300.00**	**353.94**	**217.98 %**
National Second VP		250.00	-250.00	
National Third VP		250.00	-250.00	
National Treasurer	34.17		34.17	
General Office Expenses	129.91	500.00	-370.09	25.98 %
Postage (Treasurer)	1,097.63	375.00	722.63	292.70 %
Shipping Supplies (Treasurer)	189.57	375.00	-185.43	50.55 %
Total National Treasurer	**1,451.28**	**1,250.00**	**201.28**	**116.10 %**

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	TOTAL			
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Total Program Expenses	**5,807.46**	**13,200.00**	**-7,392.54**	**44.00 %**
Purchases (Inventory)		15,000.00	-15,000.00	
Quick Books on line	2,589.94	2,400.00	189.94	107.91 %
Repair & Maintenance		200.00	-200.00	
Travel & Lodging				
Department Conventions	1,626.49	2,000.00	-373.51	81.32 %
Gold Star Mothers Convention		2,000.00	-2,000.00	
Gold Star Mothers Weekend	1,122.06	2,000.00	-877.94	56.10 %
Memorial Day	537.91	3,500.00	-2,962.09	15.37 %
Mid Year (NEB)	6,809.14	9,000.00	-2,190.86	75.66 %
National Convention	2,679.82	15,000.00	-12,320.18	17.87 %
Special Events		2,000.00	-2,000.00	
Veterans Day	1,327.81	3,500.00	-2,172.19	37.94 %
Total Travel & Lodging	**14,103.23**	**39,000.00**	**-24,896.77**	**36.16 %**
Veterans Day Committee Dues	150.00	200.00	-50.00	75.00 %
Video Conferencing platform subscription	159.90	300.00	-140.10	53.30 %
Website and Database	11,227.48	14,000.00	-2,772.52	80.20 %
Yearbooks				
Archival		100.00	-100.00	
Total Yearbooks		**100.00**	**-100.00**	
Total Expenses	**$71,478.45**	**$183,950.00**	**$ -112,471.55**	**38.86 %**
NET OPERATING INCOME	**$12,857.16**	**$ -31,350.00**	**$44,207.16**	**-41.01 %**
Other Income				
Interest Earned	4,364.30	7,000.00	-2,635.70	62.35 %
Total Other Income	**$4,364.30**	**$7,000.00**	**$ -2,635.70**	**62.35 %**
NET OTHER INCOME	**$4,364.30**	**$7,000.00**	**$ -2,635.70**	**62.35 %**
NET INCOME	**$17,221.46**	**$ -24,350.00**	**$41,571.46**	**-70.72 %**