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	1,700.00		1,700.00	
CONVENTION FUNDRAISER	3,096.52	6,000.00	-2,903.48	51.61 %
CONVENTION PRESIDENT'S RECEPTION	350.00		350.00	
CONVENTION REGISTRATION	23,760.00	44,400.00	-20,640.00	53.51 %
CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
CONVENTION SPONSOR/FUNDRAISER	6,780.00	4,000.00	2,780.00	169.50 %
CONVENTION SPREADSHIRT INCOME	880.42		880.42	
CONVENTION VENDOR TABLES	100.00	600.00	-500.00	16.67 %
Total CONVENTION INCOME	**36,666.94**	**60,000.00**	**-23,333.06**	**61.11 %**
Total CONVENTION	**36,666.94**	**60,000.00**	**-23,333.06**	**61.11 %**
DONATIONS/SPONSORSHIPS	400.00		400.00	
CFC DONATIONS	414.54		414.54	
GENERAL DONATIONS	1,229.72	1,500.00	-270.28	81.98 %
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	9,382.60	6,000.00	3,382.60	156.38 %
YEARBOOK ADS		1,000.00	-1,000.00	
Total VAVS FUND - RESTRICTED FUNDS	**9,382.60**	**7,000.00**	**2,382.60**	**134.04 %**
Total DONATIONS/SPONSORSHIPS	**11,426.86**	**9,250.00**	**2,176.86**	**123.53 %**
FUNDS FROM CLOSED CHAPTERS	142.36	100.00	42.36	142.36 %
MEMBERSHIP				
CHAPTER MEMBERSHIP DUES	52,887.56	60,000.00	-7,112.44	88.15 %
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	**54,295.06**	**60,150.00**	**-5,854.94**	**90.27 %**
ONLINE STORE		25,000.00	-25,000.00	
Sales of Product Income	17,583.40		17,583.40	
SHIPPING INCOME	1,126.37		1,126.37	
Spreadshirt Sales Income	1,198.14		1,198.14	
Total ONLINE STORE	**19,907.91**	**25,000.00**	**-5,092.09**	**79.63 %**
Total Income	**$122,680.86**	**$154,600.00**	**$ -31,919.14**	**79.35 %**
Cost of Goods Sold				
Cost of Goods Sold	17,780.66		17,780.66	
Inventory Shrinkage	208.00		208.00	
Online Store Donor Shipping	1,009.87	2,000.00	-990.13	50.49 %

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September 2024 - August 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total Cost of Goods Sold	**$18,998.53**	**$2,000.00**	**$16,998.53**	**949.93 %**
GROSS PROFIT	**$103,682.33**	**$152,600.00**	**$ -48,917.67**	**67.94 %**
Expenses				
Advertising/Public Relations	99.00	2,000.00	-1,901.00	4.95 %
Ambassador Funds	42.31		42.31	
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	137.00	500.00	-363.00	27.40 %
Checks		200.00	-200.00	
Total Bank Charges	**137.00**	**700.00**	**-563.00**	**19.57 %**
Commissions & Fees				
Maguire/Maguire & Campaign Fees		500.00	-500.00	
Total Commissions & Fees		**500.00**	**-500.00**	
Conventions				
Convention Expenses	7,137.54	35,000.00	-27,862.46	20.39 %
Convention Shipping Expenses		2,500.00	-2,500.00	
Total Convention Expenses	**7,137.54**	**37,500.00**	**-30,362.46**	**19.03 %**
Total Conventions	**7,137.54**	**37,500.00**	**-30,362.46**	**19.03 %**
DC REP		300.00	-300.00	
Donations	0.00		0.00	
Convention Approved	1,500.00		1,500.00	
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
Presidents Project	-500.00		-500.00	
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	1,000.00	1,000.00	0.00	100.00 %
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	2,035.28		2,035.28	
Moolah Merchant Fees	643.75		643.75	
Paypal Fees	78.40		78.40	

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

September 2024 - August 2025

	TOTAL			
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QuickBooks Payments Fees	1,391.05		1,391.05	
Total Merchant card processing	**4,148.48**	**6,000.00**	**-1,851.52**	**69.14 %**
National Fundraising		1,000.00	-1,000.00	
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	679.65	1,200.00	-520.35	56.64 %
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 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	**449.31**	**4,700.00**	**-4,250.69**	**9.56 %**
Total National Appointed Offices	**2,765.32**	**8,200.00**	**-5,434.68**	**33.72 %**
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	462.80	300.00	162.80	154.27 %
DNU-Postage (RECSEC)	75.55		75.55	
General Office Supplies	278.87		278.87	
Total National Recording secretary	**817.22**	**300.00**	**517.22**	**272.41 %**
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)	986.39	375.00	611.39	263.04 %

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Shipping Supplies (Treasurer)	189.57	375.00	-185.43	50.55 %
Total National Treasurer	**1,340.04**	**1,250.00**	**90.04**	**107.20 %**
Total Program Expenses	**5,724.25**	**13,200.00**	**-7,475.75**	**43.37 %**
Purchases (Inventory)	885.50	15,000.00	-14,114.50	5.90 %
Quick Books on line	2,589.94	2,400.00	189.94	107.91 %
Repair & Maintenance		200.00	-200.00	
Travel & Lodging				
Department Conventions	2,054.45	2,000.00	54.45	102.72 %
Gold Star Mothers Convention	573.95	2,000.00	-1,426.05	28.70 %
Gold Star Mothers Weekend	1,122.06	2,000.00	-877.94	56.10 %
Memorial Day	1,882.41	3,500.00	-1,617.59	53.78 %
Mid Year (NEB)	6,750.34	9,000.00	-2,249.66	75.00 %
National Convention	2,539.82	15,000.00	-12,460.18	16.93 %
Special Events		2,000.00	-2,000.00	
Veterans Day	1,327.81	3,500.00	-2,172.19	37.94 %
Total Travel & Lodging	**16,250.84**	**39,000.00**	**-22,749.16**	**41.67 %**
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	12,381.43	14,000.00	-1,618.57	88.44 %
Yearbooks				
Archival		100.00	-100.00	
Total Yearbooks		**100.00**	**-100.00**	
Total Expenses	**$76,981.62**	**$183,950.00**	**$ -106,968.38**	**41.85 %**
NET OPERATING INCOME	**$26,700.71**	**$ -31,350.00**	**$58,050.71**	**-85.17 %**
Other Income				
Interest Earned	4,791.79	7,000.00	-2,208.21	68.45 %
Total Other Income	**$4,791.79**	**$7,000.00**	**$ -2,208.21**	**68.45 %**
NET OTHER INCOME	**$4,791.79**	**$7,000.00**	**$ -2,208.21**	**68.45 %**
NET INCOME	**$31,492.50**	**$ -24,350.00**	**$55,842.50**	**-129.33 %**