

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	237.50	100.00	137.50	237.50 %
CONVENTION				
CONVENTION INCOME	84.87		84.87	
CONVENTION DINNERS EXTRA	330.00		330.00	
CONVENTION FUNDRAISER	7,912.67	5,000.00	2,912.67	158.25 %
CONVENTION PRESIDENT'S PROJECT	0.00		0.00	
CONVENTION PRESIDENT'S RECEPTION	225.00		225.00	
CONVENTION REGISTRATION	26,055.00	44,400.00	-18,345.00	58.68 %
CONVENTION SILENT AUCTION	3,065.00		3,065.00	
CONVENTION SPONSOR/FUNDRAISER	4,725.00	4,000.00	725.00	118.13 %
CONVENTION VENDOR TABLES	375.00	600.00	-225.00	62.50 %
Total CONVENTION INCOME	42,772.54	54,000.00	-11,227.46	79.21 %
Total CONVENTION	42,772.54	54,000.00	-11,227.46	79.21 %
DONATIONS/SPONSORSHIPS				
CFC DONATIONS	597.79	750.00	-152.21	79.71 %
GENERAL DONATIONS	3,831.73	1,500.00	2,331.73	255.45 %
VAVS FUND - RESTRICTED FUNDS	8,067.14	7,000.00	1,067.14	115.24 %
YEARBOOK ADS	900.00		900.00	
Total VAVS FUND - RESTRICTED FUNDS	8,967.14	7,000.00	1,967.14	128.10 %
Total DONATIONS/SPONSORSHIPS	13,396.66	9,250.00	4,146.66	144.83 %
FUNDS FROM CLOSED CHAPTERS	1,398.74	100.00	1,298.74	1,398.74 %
MEMBERSHIP				
CHAPTER MEMBERSHIP DUES	55,537.50	55,000.00	537.50	100.98 %
CHARTER FEE	100.00	150.00	-50.00	66.67 %
Total MEMBERSHIP	55,637.50	55,150.00	487.50	100.88 %
ONLINE STORE				
2017 75th Patch (deleted)	3.00		3.00	
2024 CONVENTION BRACELETS (deleted)	28.00		28.00	
2024 CONVENTION POPCORN (deleted)	210.00		210.00	
2024 CONVENTION STRESS BALLS (deleted)	30.00		30.00	
2024 CONVENTION TOTE (deleted)	10.00		10.00	
BLUE LOGO VEST (deleted)	1,550.00		1,550.00	
BLUE STAR BANNER MOTORCYCLE FLAG (deleted)	30.00		30.00	
BRANCH MAGNETS (deleted)	174.00		174.00	
BROCHURE (deleted)	615.90		615.90	
BSM LOGO PENS (deleted)	366.00		366.00	
BSM PATCHES (deleted)				
ASSOCIATE PATCH (deleted)	50.00		50.00	
BRANCH PATCH (deleted)	365.00		365.00	
BSM PATCH 2 1/2 INCH (deleted)	230.00		230.00	
BSM PATCH 6 INCH (deleted)	100.00		100.00	

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			% OF BUDGET
DOG TAGS AND BOOTS PATCH (deleted)	255.00		255.00
METALLIC THREAD PATCH 3" (deleted)	470.00		470.00
METALLIC THREAD PATCH 6" (deleted)	340.00		340.00
METALLIC THREAD PATCH 9" (deleted)	300.00		300.00
PAST PRESENT FUTURE PATCH (deleted)	130.00		130.00
PROUD OF OUR SONS AND DAUGHTERS PATCH (deleted)	260.00		260.00
SUPPORTER ROCKERS - RED (deleted)	340.00		340.00
SUPPORTING OUR SONS AND DAUGHTERS PATCH (deleted)	85.00		85.00
Total BSM PATCHES (deleted)	2,925.00		2,925.00
BSM PINS (deleted)			
BLUE STAR DAD PIN (deleted)	300.00		300.00
BSM ASSOCIATE PIN (deleted)	252.00		252.00
LARGE BSM PIN (deleted)	2,100.00		2,100.00
PAST CHAPTER PRESIDENT PIN (deleted)	384.00		384.00
SMALL BSM PIN (deleted)	744.00		744.00
Total BSM PINS (deleted)	3,780.00		3,780.00
BSM RITUAL BOOK (deleted)	45.00		45.00
BSM SHIRTS (deleted)			
2019 RED SHIRT (deleted)	460.00		460.00
LOGO POLO (deleted)	890.00		890.00
WHITE DRESS LOGO SHIRT (deleted)	2,545.00		2,545.00
Total BSM SHIRTS (deleted)	3,895.00		3,895.00
BSM WHITE LOGO BALL CAP (deleted)	340.00		340.00
BSMA ORNAMENT (deleted)	3,240.00		3,240.00
BUNDLE (deleted)	165.00		165.00
2023 FATHERS DAY BUNDLE (deleted)	25.00		25.00
HOLIDAY SPECIAL (deleted)	250.00		250.00
MOTHERS DAY BUNDLE (deleted)	180.00		180.00
VALENTINES BUNDLE (deleted)	75.00		75.00
Total BUNDLE (deleted)	695.00		695.00
CELL PHONE CARD HOLDER (deleted)	55.00		55.00
COINS (deleted)	2,330.00		2,330.00
DAD BLUE POLO (deleted)	105.00		105.00
HANGER (deleted)	456.00		456.00
HANGER WITH MAGNET (deleted)	360.00		360.00
HATS/GARRISON COVER (deleted)	3,481.00		3,481.00
LUGGAGE TAGS (deleted)	96.00		96.00
NAIL FILE (deleted)	66.00		66.00
NOTE CARDS (deleted)	215.00		215.00
RED FLAG PATCH (deleted)	210.00		210.00
RED JACKETS (deleted)	2,280.00		2,280.00
Sales of Product Income	96.00		96.00
SHIPPING INCOME	3,930.18		3,930.18

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TOTE BAG 2024 (deleted)	980.00		980.00	
TOTEBAGS 2022 (deleted)	360.00		360.00	
WHITE GLOVES (deleted)	470.00		470.00	
YEARBOOKS (deleted)	870.00		870.00	
Total ONLINE STORE	34,297.08	15,000.00	19,297.08	228.65 %
Total Income	\$147,740.02	\$133,600.00	\$14,140.02	110.58 %
Cost of Goods Sold				
Cost of Goods Sold	62.02		62.02	
Total Cost of Goods Sold	\$62.02	\$0.00	\$62.02	0.00%
GROSS PROFIT	\$147,678.00	\$133,600.00	\$14,078.00	110.54 %
Expenses				
Advertising/Public Relations	99.00	2,500.00	-2,401.00	3.96 %
Awards				
Chapter Grants	5,500.00	7,000.00	-1,500.00	78.57 %
Total Awards	5,500.00	7,000.00	-1,500.00	78.57 %
Bank Charges	180.00	500.00	-320.00	36.00 %
Checks	241.89	200.00	41.89	120.95 %
Total Bank Charges	421.89	700.00	-278.11	60.27 %
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
Total Commissions & Fees		1,500.00	-1,500.00	
Conventions				
2023 Convention Expenses	-515.44		-515.44	
Convention Expenses	67,566.88	33,000.00	34,566.88	204.75 %
Convention Shipping Expenses	1,612.03	2,500.00	-887.97	64.48 %
Total Convention Expenses	69,178.91	35,500.00	33,678.91	194.87 %
Total Conventions	68,663.47	35,500.00	33,163.47	193.42 %
DC REP	49.45	300.00	-250.55	16.48 %
DNU-Mid Year (NEB)	6,730.58	7,000.00	-269.42	96.15 %
Donations				
Convention Approved	6,954.00		6,954.00	
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	7,676.92	7,000.00	676.92	109.67 %
VAVS Matching Funds	4,100.00	3,000.00	1,100.00	136.67 %
WIMSA	660.00	1,000.00	-340.00	66.00 %
Total Donations	21,390.92	13,000.00	8,390.92	164.55 %
Dues & Subscriptions		2,000.00	-2,000.00	
Insurance	3,026.00	3,500.00	-474.00	86.46 %
Legal & Professional Fees				
CPA	9,100.00	10,000.00	-900.00	91.00 %
Legal Fees	455.00	1,500.00	-1,045.00	30.33 %

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Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees	9,555.00	14,000.00	-4,445.00	68.25 %
Management Expenses				
Ambassador Fund		6,000.00	-6,000.00	
Total Management Expenses		6,000.00	-6,000.00	
Merchant card processing	4,649.28	6,000.00	-1,350.72	77.49 %
First American Payment Systems	1,645.80		1,645.80	
Moolah Merchant Fees	868.51		868.51	
Paypal Fees	206.16		206.16	
square merchant fee	161.00		161.00	
Total Merchant card processing	7,530.75	6,000.00	1,530.75	125.51 %
Office Expenses				
Program				
PO Box	200.00	300.00	-100.00	66.67 %
Total Program	200.00	300.00	-100.00	66.67 %
Total Office Expenses	200.00	300.00	-100.00	66.67 %
Officer Equipment/Software	34.00	4,000.00	-3,966.00	0.85 %
Online Store Donor Shipping	1,580.48	3,000.00	-1,419.52	52.68 %
Past National President Pin	21.50	50.00	-28.50	43.00 %
Program Expenses				
Flowers & Wreaths	637.60	750.00	-112.40	85.01 %
National Appointed Offices				
Governing Documents Chair		600.00	-600.00	
National Chaplain	17.55	3,200.00	-3,182.45	0.55 %
National Finance Committe Chair		50.00	-50.00	
National Historian		250.00	-250.00	
National Patriotic Instructor		250.00	-250.00	
National VAVS Rep	100.00		100.00	
VAVS Annual Meeting	2,084.14	4,500.00	-2,415.86	46.31 %
VAVS gifts & postage	300.15	500.00	-199.85	60.03 %
Total National VAVS Rep	2,484.29	5,000.00	-2,515.71	49.69 %
Total National Appointed Offices	2,501.84	9,350.00	-6,848.16	26.76 %
National Financial Secretary		250.00	-250.00	
National First VP		250.00	-250.00	
National Fourth VP	194.99	250.00	-55.01	78.00 %
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 %
National Third VP		250.00	-250.00	
National Treasurer				
General Office Expenses	481.92	500.00	-18.08	96.38 %
Shipping Supplies (Treasurer)	618.05	750.00	-131.95	82.41 %

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Total National Treasurer	1,099.97	1,250.00	-150.03	88.00 %
Total Program Expenses	4,721.02	13,900.00	-9,178.98	33.96 %
Purchases (Inventory)		7,000.00	-7,000.00	
Quick Books on line	2,160.00	2,400.00	-240.00	90.00 %
Repair & Maintenance		200.00	-200.00	
STORE EXPENSES (deleted)	13,853.49		13,853.49	
blue logo vest (deleted)	1,782.42		1,782.42	
Blue Star Banner Motorcycle Flag (deleted)	220.00		220.00	
Brochures (deleted)	281.45		281.45	
Bsm hanger (deleted)	368.27		368.27	
BSM Pins (deleted)	1,274.65		1,274.65	
BSMA Ornament (deleted)	1,542.00		1,542.00	
coins (deleted)	1,350.00		1,350.00	
Gloves (deleted)	99.75		99.75	
Hats (deleted)	3,239.70		3,239.70	
Logo Polo (deleted)	855.25		855.25	
Metallic Patch (deleted)	3,848.83		3,848.83	
Patches (deleted)	364.90		364.90	
Red Jackets (deleted)	1,955.30		1,955.30	
Tote Bag 2024 (deleted)	1,219.80		1,219.80	
white dress logo shirt (deleted)	3,982.86		3,982.86	
Total STORE EXPENSES (deleted)	36,238.67		36,238.67	
Travel & Lodging				
Department Conventions	863.89	2,000.00	-1,136.11	43.19 %
Gold Star Mothers Weekend	912.12	1,000.00	-87.88	91.21 %
Memorial Day	1,978.35	3,500.00	-1,521.65	56.52 %
National Convention	12,974.19	15,000.00	-2,025.81	86.49 %
Special Events	2,089.86	3,000.00	-910.14	69.66 %
Veterans Day	974.01	3,500.00	-2,525.99	27.83 %
Total Travel & Lodging	19,792.42	28,000.00	-8,207.58	70.69 %
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	13,518.70	12,000.00	1,518.70	112.66 %
Yearbooks		100.00	-100.00	
Total Expenses	\$201,543.75	\$170,450.00	\$31,093.75	118.24 %
NET OPERATING INCOME	\$ -53,865.75	\$ -36,850.00	\$ -17,015.75	146.18 %
Other Income				
Interest Earned	2,996.90		2,996.90	
Total Other Income	\$2,996.90	\$0.00	\$2,996.90	0.00%
NET OTHER INCOME	\$2,996.90	\$0.00	\$2,996.90	0.00%
NET INCOME	\$ -50,868.85	\$ -36,850.00	\$ -14,018.85	138.04 %