

# 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
<b>Income</b>				
25% LOGO USE Donation	241.73	100.00	141.73	241.73 %
CONVENTION				
CONVENTION INCOME				
CONVENTION FUNDRAISER	3,096.52	6,000.00	-2,903.48	51.61 %
CONVENTION REGISTRATION		44,400.00	-44,400.00	
CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
CONVENTION SPONSOR/FUNDRAISER	2,500.00	4,000.00	-1,500.00	62.50 %
CONVENTION SPREADSHIRT INCOME	19.58		19.58	
CONVENTION VENDOR TABLES		600.00	-600.00	
<b>Total CONVENTION INCOME</b>	<b>5,616.10</b>	<b>60,000.00</b>	<b>-54,383.90</b>	<b>9.36 %</b>
<b>Total CONVENTION</b>	<b>5,616.10</b>	<b>60,000.00</b>	<b>-54,383.90</b>	<b>9.36 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC DONATIONS	304.17		304.17	
GENERAL DONATIONS	1,084.72	1,500.00	-415.28	72.31 %
Maguire Donations		750.00	-750.00	
RESTRICTED DONATIONS				
Nashville VA Restricted Donation		0.00	0.00	
<b>Total RESTRICTED DONATIONS</b>		<b>0.00</b>	<b>0.00</b>	
VAVS FUND - RESTRICTED FUNDS	8,992.65	6,000.00	2,992.65	149.88 %
YEARBOOK ADS		1,000.00	-1,000.00	
<b>Total VAVS FUND - RESTRICTED FUNDS</b>	<b>8,992.65</b>	<b>7,000.00</b>	<b>1,992.65</b>	<b>128.47 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>10,381.54</b>	<b>9,250.00</b>	<b>1,131.54</b>	<b>112.23 %</b>
FUNDS FROM CLOSED CHAPTERS	142.36	100.00	42.36	142.36 %
<b>MEMBERSHIP</b>				
CHAPTER MEMBERSHIP DUES	50,767.50	60,000.00	-9,232.50	84.61 %
CHARTER FEE	25.00	150.00	-125.00	16.67 %
Compliance Hold- Membership Dues	960.00		960.00	
Membership Transition	397.50		397.50	
<b>Total MEMBERSHIP</b>	<b>52,150.00</b>	<b>60,150.00</b>	<b>-8,000.00</b>	<b>86.70 %</b>
ONLINE STORE		25,000.00	-25,000.00	
Sales of Product Income	12,030.35		12,030.35	
SHIPPING INCOME	701.76		701.76	
<b>Total ONLINE STORE</b>	<b>12,732.11</b>	<b>25,000.00</b>	<b>-12,267.89</b>	<b>50.93 %</b>
<b>Total Income</b>	<b>\$81,263.84</b>	<b>\$154,600.00</b>	<b>\$ -73,336.16</b>	<b>52.56 %</b>
<b>Cost of Goods Sold</b>				
Cost of Goods Sold	15,803.71		15,803.71	
Inventory Shrinkage	235.65		235.65	
Online Store Donor Shipping	654.27	2,000.00	-1,345.73	32.71 %
<b>Total Cost of Goods Sold</b>	<b>\$16,693.63</b>	<b>\$2,000.00</b>	<b>\$14,693.63</b>	<b>834.68 %</b>
<b>GROSS PROFIT</b>	<b>\$64,570.21</b>	<b>\$152,600.00</b>	<b>\$ -88,029.79</b>	<b>42.31 %</b>

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<b>Expenses</b>				
Advertising/Public Relations	99.00	2,000.00	-1,901.00	4.95 %
Awards				
Chapter Grants	1,750.00	7,000.00	-5,250.00	25.00 %
<b>Total Awards</b>	<b>1,750.00</b>	<b>7,000.00</b>	<b>-5,250.00</b>	<b>25.00 %</b>
Bank Charges	77.00	500.00	-423.00	15.40 %
Checks		200.00	-200.00	
<b>Total Bank Charges</b>	<b>77.00</b>	<b>700.00</b>	<b>-623.00</b>	<b>11.00 %</b>
Commissions & Fees				
Maguire/Maguire & Campaign Fees		500.00	-500.00	
<b>Total Commissions &amp; Fees</b>		<b>500.00</b>	<b>-500.00</b>	
Conventions				
Convention Expenses	5,000.00	35,000.00	-30,000.00	14.29 %
Convention Shipping Expenses		2,500.00	-2,500.00	
<b>Total Convention Expenses</b>	<b>5,000.00</b>	<b>37,500.00</b>	<b>-32,500.00</b>	<b>13.33 %</b>
<b>Total Conventions</b>	<b>5,000.00</b>	<b>37,500.00</b>	<b>-32,500.00</b>	<b>13.33 %</b>
DC REP		300.00	-300.00	
Donations				
Convention Approved	1,500.00		1,500.00	
Parke Memorial Scholarship		2,000.00	-2,000.00	
VAVS Fund-Restricted Funds EXPENSE	0.00	7,000.00	-7,000.00	0.00 %
VAVS Matching Funds		6,000.00	-6,000.00	
WIMSA	500.00	1,000.00	-500.00	50.00 %
<b>Total Donations</b>	<b>2,000.00</b>	<b>16,000.00</b>	<b>-14,000.00</b>	<b>12.50 %</b>
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 %
<b>Total Legal &amp; Professional Fees</b>	<b>375.00</b>	<b>11,500.00</b>	<b>-11,125.00</b>	<b>3.26 %</b>
Management Expenses				
Ambassador Fund		5,000.00	-5,000.00	
<b>Total Management Expenses</b>		<b>5,000.00</b>	<b>-5,000.00</b>	
Merchant card processing	18.14	6,000.00	-5,981.86	0.30 %
First American Payment Systems	1,595.93		1,595.93	
Moolah Merchant Fees	439.20		439.20	
Paypal Fees	52.19		52.19	
QuickBooks Payments Fees	409.33		409.33	
<b>Total Merchant card processing</b>	<b>2,514.79</b>	<b>6,000.00</b>	<b>-3,485.21</b>	<b>41.91 %</b>
National Fundraising		1,000.00	-1,000.00	
Office Expenses				
Program				

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General Office Supplies		200.00	-200.00	
PO Box		300.00	-300.00	
<b>Total Program</b>		<b>500.00</b>	<b>-500.00</b>	
<b>Total Office Expenses</b>		<b>500.00</b>	<b>-500.00</b>	
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 %
<b>Total National Chaplain</b>	<b>2,316.01</b>	<b>3,200.00</b>	<b>-883.99</b>	<b>72.38 %</b>
National Convention Chair				
General Office Supplies		50.00	-50.00	
<b>Total National Convention Chair</b>		<b>50.00</b>	<b>-50.00</b>	
National Historian		250.00	-250.00	
National VAVS Rep				
VAVS gifts & postage		500.00	-500.00	
VAVS Meetings		4,000.00	-4,000.00	
Veterans Day National Committee Pins (deleted)		200.00	-200.00	
<b>Total National VAVS Rep</b>		<b>4,700.00</b>	<b>-4,700.00</b>	
<b>Total National Appointed Offices</b>	<b>2,316.01</b>	<b>8,200.00</b>	<b>-5,883.99</b>	<b>28.24 %</b>
National Financial Secretary	52.45	250.00	-197.55	20.98 %
National First VP	21.39	250.00	-228.61	8.56 %
National Fourth VP	4.62	250.00	-245.38	1.85 %
National President	21.78	1,000.00	-978.22	2.18 %
National Recording secretary	179.16	300.00	-120.84	59.72 %
National Second VP		250.00	-250.00	
National Third VP		250.00	-250.00	
National Treasurer	-31.23		-31.23	
General Office Expenses	54.69	500.00	-445.31	10.94 %
Postage (Treasurer)	356.69	375.00	-18.31	95.12 %
Shipping Supplies (Treasurer)	180.82	375.00	-194.18	48.22 %
<b>Total National Treasurer</b>	<b>560.97</b>	<b>1,250.00</b>	<b>-689.03</b>	<b>44.88 %</b>
<b>Total Program Expenses</b>	<b>3,471.28</b>	<b>13,200.00</b>	<b>-9,728.72</b>	<b>26.30 %</b>
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	617.91	2,000.00	-1,382.09	30.90 %
Gold Star Mothers Convention		2,000.00	-2,000.00	
Gold Star Mothers Weekend	1,122.06	2,000.00	-877.94	56.10 %

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Memorial Day	259.95	3,500.00	-3,240.05	7.43 %
Mid Year (NEB)	6,557.19	9,000.00	-2,442.81	72.86 %
National Convention	2,554.43	15,000.00	-12,445.57	17.03 %
Special Events		2,000.00	-2,000.00	
Veterans Day	880.77	3,500.00	-2,619.23	25.16 %
<b>Total Travel &amp; Lodging</b>	<b>11,992.31</b>	<b>39,000.00</b>	<b>-27,007.69</b>	<b>30.75 %</b>
Veterans Day Committee Dues		200.00	-200.00	
Video Conferencing platform subscription		300.00	-300.00	
Website and Database	11,227.48	14,000.00	-2,772.52	80.20 %
Yearbooks				
Archival		100.00	-100.00	
<b>Total Yearbooks</b>		<b>100.00</b>	<b>-100.00</b>	
<b>Total Expenses</b>	<b>\$43,484.69</b>	<b>\$183,950.00</b>	<b>\$ -140,465.31</b>	<b>23.64 %</b>
NET OPERATING INCOME	<b>\$21,085.52</b>	<b>\$ -31,350.00</b>	<b>\$52,435.52</b>	<b>-67.26 %</b>
Other Income				
Interest Earned	2,884.09	7,000.00	-4,115.91	41.20 %
<b>Total Other Income</b>	<b>\$2,884.09</b>	<b>\$7,000.00</b>	<b>\$ -4,115.91</b>	<b>41.20 %</b>
NET OTHER INCOME	<b>\$2,884.09</b>	<b>\$7,000.00</b>	<b>\$ -4,115.91</b>	<b>41.20 %</b>
NET INCOME	<b>\$23,969.61</b>	<b>\$ -24,350.00</b>	<b>\$48,319.61</b>	<b>-98.44 %</b>