

# 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 DINNERS EXTRA	350.00		350.00	
CONVENTION FUNDRAISER	3,096.52	6,000.00	-2,903.48	51.61 %
CONVENTION PRESIDENT'S RECEPTION	200.00		200.00	
CONVENTION REGISTRATION	5,445.00	44,400.00	-38,955.00	12.26 %
CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
CONVENTION SPONSOR/FUNDRAISER	2,600.00	4,000.00	-1,400.00	65.00 %
CONVENTION SPREADSHIRT INCOME	319.61		319.61	
CONVENTION VENDOR TABLES	75.00	600.00	-525.00	12.50 %
<b>Total CONVENTION INCOME</b>	<b>12,086.13</b>	<b>60,000.00</b>	<b>-47,913.87</b>	<b>20.14 %</b>
<b>Total CONVENTION</b>	<b>12,086.13</b>	<b>60,000.00</b>	<b>-47,913.87</b>	<b>20.14 %</b>
DONATIONS/SPONSORSHIPS	261.63		261.63	
CFC DONATIONS	414.54		414.54	
GENERAL DONATIONS	1,809.08	1,500.00	309.08	120.61 %
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	9,192.60	6,000.00	3,192.60	153.21 %
YEARBOOK ADS		1,000.00	-1,000.00	
<b>Total VAVS FUND - RESTRICTED FUNDS</b>	<b>9,192.60</b>	<b>7,000.00</b>	<b>2,192.60</b>	<b>131.32 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>11,677.85</b>	<b>9,250.00</b>	<b>2,427.85</b>	<b>126.25 %</b>
FUNDS FROM CLOSED CHAPTERS	142.36	100.00	42.36	142.36 %
MEMBERSHIP				
CHAPTER MEMBERSHIP DUES	52,222.50	60,000.00	-7,777.50	87.04 %
CHARTER FEE	50.00	150.00	-100.00	33.33 %
Compliance Hold- Membership Dues	960.00		960.00	
Membership Transition	397.50		397.50	
<b>Total MEMBERSHIP</b>	<b>53,630.00</b>	<b>60,150.00</b>	<b>-6,520.00</b>	<b>89.16 %</b>
ONLINE STORE		25,000.00	-25,000.00	
Sales of Product Income	13,419.40		13,419.40	
SHIPPING INCOME	808.94		808.94	
<b>Total ONLINE STORE</b>	<b>14,228.34</b>	<b>25,000.00</b>	<b>-10,771.66</b>	<b>56.91 %</b>
<b>Total Income</b>	<b>\$92,006.41</b>	<b>\$154,600.00</b>	<b>\$ -62,593.59</b>	<b>59.51 %</b>
Cost of Goods Sold				
Cost of Goods Sold	15,703.66		15,703.66	
Inventory Shrinkage	208.00		208.00	
Online Store Donor Shipping	761.77	2,000.00	-1,238.23	38.09 %
<b>Total Cost of Goods Sold</b>	<b>\$16,673.43</b>	<b>\$2,000.00</b>	<b>\$14,673.43</b>	<b>833.67 %</b>

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	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>GROSS PROFIT</b>	<b>\$75,332.98</b>	<b>\$152,600.00</b>	<b>\$ -77,267.02</b>	<b>49.37 %</b>
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 %
<b>Total Awards</b>	<b>2,750.00</b>	<b>7,000.00</b>	<b>-4,250.00</b>	<b>39.29 %</b>
Bank Charges	107.00	500.00	-393.00	21.40 %
Checks		200.00	-200.00	
<b>Total Bank Charges</b>	<b>107.00</b>	<b>700.00</b>	<b>-593.00</b>	<b>15.29 %</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	6,550.00	35,000.00	-28,450.00	18.71 %
Convention Shipping Expenses		2,500.00	-2,500.00	
<b>Total Convention Expenses</b>	<b>6,550.00</b>	<b>37,500.00</b>	<b>-30,950.00</b>	<b>17.47 %</b>
<b>Total Conventions</b>	<b>6,550.00</b>	<b>37,500.00</b>	<b>-30,950.00</b>	<b>17.47 %</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	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	8,830.89	7,000.00	1,830.89	126.16 %
VAVS Matching Funds	8,831.65	6,000.00	2,831.65	147.19 %
WIMSA	500.00	1,000.00	-500.00	50.00 %
<b>Total Donations</b>	<b>21,662.54</b>	<b>16,000.00</b>	<b>5,662.54</b>	<b>135.39 %</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	0.00	6,000.00	-6,000.00	0.00 %
First American Payment Systems	1,825.11		1,825.11	
Moolah Merchant Fees	557.35		557.35	
Paypal Fees	59.81		59.81	
QuickBooks Payments Fees	622.22		622.22	
<b>Total Merchant card processing</b>	<b>3,064.49</b>	<b>6,000.00</b>	<b>-2,935.51</b>	<b>51.07 %</b>
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	
<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	65.27	500.00	-434.73	13.05 %
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>65.27</b>	<b>4,700.00</b>	<b>-4,634.73</b>	<b>1.39 %</b>
<b>Total National Appointed Offices</b>	<b>2,381.28</b>	<b>8,200.00</b>	<b>-5,818.72</b>	<b>29.04 %</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	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	
<b>Total National Recording secretary</b>	<b>653.94</b>	<b>300.00</b>	<b>353.94</b>	<b>217.98 %</b>
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)	322.72	375.00	-52.28	86.06 %
Shipping Supplies (Treasurer)	180.82	375.00	-194.18	48.22 %
<b>Total National Treasurer</b>	<b>667.62</b>	<b>1,250.00</b>	<b>-582.38</b>	<b>53.41 %</b>
<b>Total Program Expenses</b>	<b>4,122.26</b>	<b>13,200.00</b>	<b>-9,077.74</b>	<b>31.23 %</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	

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<b>Travel &amp; Lodging</b>				
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 %
<b>Total Travel &amp; Lodging</b>	<b>14,103.23</b>	<b>39,000.00</b>	<b>-24,896.77</b>	<b>36.16 %</b>
Veterans Day Committee Dues		200.00	-200.00	
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	
<b>Total Yearbooks</b>		<b>100.00</b>	<b>-100.00</b>	
<b>Total Expenses</b>	<b>\$69,198.73</b>	<b>\$183,950.00</b>	<b>\$ -114,751.27</b>	<b>37.62 %</b>
NET OPERATING INCOME	<b>\$6,134.25</b>	<b>\$ -31,350.00</b>	<b>\$37,484.25</b>	<b>-19.57 %</b>
Other Income				
Interest Earned	3,875.71	7,000.00	-3,124.29	55.37 %
<b>Total Other Income</b>	<b>\$3,875.71</b>	<b>\$7,000.00</b>	<b>\$ -3,124.29</b>	<b>55.37 %</b>
NET OTHER INCOME	<b>\$3,875.71</b>	<b>\$7,000.00</b>	<b>\$ -3,124.29</b>	<b>55.37 %</b>
NET INCOME	<b>\$10,009.96</b>	<b>\$ -24,350.00</b>	<b>\$34,359.96</b>	<b>-41.11 %</b>