

Blue Star Mothers of America, Inc.

Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L

September 2025 - August 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		200.00	-200.00	
Affiliation Income	1,316.05		1,316.05	
CONVENTION				
CONVENTION INCOME		44,400.00	-44,400.00	
CONVENTION FUNDRAISER		6,000.00	-6,000.00	
CONVENTION SILENT AUCTION		4,000.00	-4,000.00	
CONVENTION SPONSOR/FUNDRAISER		4,000.00	-4,000.00	
CONVENTION SPREADSHIRT INCOME	18.02		18.02	
CONVENTION VENDOR TABLES	15.00	600.00	-585.00	2.50 %
Total CONVENTION INCOME	33.02	59,000.00	-58,966.98	0.06 %
Total CONVENTION	33.02	59,000.00	-58,966.98	0.06 %
DONATIONS/SPONSORSHIPS				
GENERAL DONATIONS	1,552.00	2,000.00	-448.00	77.60 %
In Kind Donations In		6,500.00	-6,500.00	
MPMAY Donations		500.00	-500.00	
VAVS FUND - RESTRICTED FUNDS	7,946.60	10,000.00	-2,053.40	79.47 %
YEARBOOK ADS		1,000.00	-1,000.00	
Total VAVS FUND - RESTRICTED FUNDS	7,946.60	11,000.00	-3,053.40	72.24 %
Total DONATIONS/SPONSORSHIPS	9,498.60	20,000.00	-10,501.40	47.49 %
FUNDS FROM CLOSED CHAPTERS	360.00	100.00	260.00	360.00 %
MEMBERSHIP				
CHAPTER MEMBERSHIP DUES	50,089.78	55,000.00	-4,910.22	91.07 %
CHARTER FEE	75.00	150.00	-75.00	50.00 %
Total MEMBERSHIP	50,164.78	55,150.00	-4,985.22	90.96 %
ONLINE STORE				
BLUE LOGO VEST	100.00		100.00	
BROCHURE	122.10		122.10	
BSM PATCHES				
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH	70.00		70.00	
BSM PATCH 3 INCH	145.00		145.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	10.00		10.00	
Total BSM PATCHES	240.00		240.00	
BSM PINS				
BSM ASSOCIATE PIN	108.00		108.00	
PAST CHAPTER PRESIDENT PIN	108.00		108.00	
Total BSM PINS	216.00		216.00	
BSM SHIRTS				
WHITE DRESS LOGO SHIRT	315.00		315.00	
Total BSM SHIRTS	315.00		315.00	
RED JACKETS	60.00		60.00	

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Sales of Product Income	6,820.00		6,820.00	
SHIPPING INCOME	623.63		623.63	
Spreadshirt Sales Income	293.93	1,000.00	-706.07	29.39 %
Total ONLINE STORE	8,790.66	27,000.00	-18,209.34	32.56 %
Total Income	\$70,163.11	\$161,450.00	\$ -91,286.89	43.46 %
Cost of Goods Sold				
Cost of Goods Sold	3,370.80	20,000.00	-16,629.20	16.85 %
Blue Logo Vest				
X-Large Blue Logo Vest	84.04		84.04	
Total Blue Logo Vest	84.04		84.04	
Blue Polo				
Med Light Blue Polo	95.01		95.01	
Total Blue Polo	95.01		95.01	
Brochure	111.93		111.93	
BSM Patches				
Associate Patch	7.05		7.05	
VAVS Patch	14.00		14.00	
Total BSM Patches	21.05		21.05	
BSM Pins				
Associate Pin	18.63		18.63	
Past President Pin	35.31		35.31	
Total BSM Pins	53.94		53.94	
Dad Blue Polo	16.48		16.48	
Hanger with Magnet				
Ribbon Hanger Magnet Flag	22.20		22.20	
Total Hanger with Magnet	22.20		22.20	
Hats/Garrison Cover				
Medium BSM Garrison Hat	294.00		294.00	
Total Hats/Garrison Cover	294.00		294.00	
Navy Umbrella	26.30		26.30	
Red Jackets				
Med Red Logo Jacket	77.12		77.12	
Total Red Jackets	77.12		77.12	
Travel Blanket	253.11		253.11	
White Dress Logo Shirt				
Med White Logo Dress Shirt	82.95		82.95	
Small White Logo Dress Shirt	27.65		27.65	
XL White Logo Dress Shirt	27.65		27.65	
Total White Dress Logo Shirt	138.25		138.25	
White Gloves				
Medium White Gloves	28.20		28.20	

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Small White Gloves	17.46		17.46	
Total White Gloves	45.66		45.66	
Total Cost of Goods Sold	4,609.89	20,000.00	-15,390.11	23.05 %
Inventory Shrinkage	91.98		91.98	
Online Store Donor Shipping	720.85	1,600.00	-879.15	45.05 %
Total Cost of Goods Sold	\$5,422.72	\$21,600.00	\$ -16,177.28	25.11 %
GROSS PROFIT	\$64,740.39	\$139,850.00	\$ -75,109.61	46.29 %
Expenses				
Advertising/Public Relations		2,000.00	-2,000.00	
Awards				
Chapter Grants	2,174.68	8,000.00	-5,825.32	27.18 %
Total Awards	2,174.68	8,000.00	-5,825.32	27.18 %
Bank Charges	45.00	500.00	-455.00	9.00 %
Checks	98.69	250.00	-151.31	39.48 %
Total Bank Charges	143.69	750.00	-606.31	19.16 %
Commissions & Fees				
MPMAY & Campaign Fees		500.00	-500.00	
Total Commissions & Fees		500.00	-500.00	
Conventions				
Convention Expenses	4.75	35,000.00	-34,995.25	0.01 %
Convention Shipping Expenses		3,500.00	-3,500.00	
Total Convention Expenses	4.75	38,500.00	-38,495.25	0.01 %
IN KIND DONATIONS OUT		6,500.00	-6,500.00	
Total Conventions	4.75	45,000.00	-44,995.25	0.01 %
DC REP	0.00	300.00	-300.00	0.00 %
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	11,000.00	-11,000.00	0.00 %
VAVS Matching Funds		11,000.00	-11,000.00	
WIMSA	750.00	1,500.00	-750.00	50.00 %
Total Donations	750.00	27,000.00	-26,250.00	2.78 %
Dues & Subscriptions		2,000.00	-2,000.00	
Insurance		3,500.00	-3,500.00	
Legal & Professional Fees	375.00		375.00	
CPA		11,000.00	-11,000.00	
Legal Fees		1,500.00	-1,500.00	
Parlamentarian		1,200.00	-1,200.00	
Total Legal & Professional Fees	375.00	13,700.00	-13,325.00	2.74 %
Management Expenses				
Ambassador Fund		5,000.00	-5,000.00	

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Total Management Expenses		5,000.00	-5,000.00	
Merchant card processing	115.85	7,500.00	-7,384.15	1.54 %
First American Payment Systems	1,453.16		1,453.16	
Moolah Merchant Fees	207.70		207.70	
Paypal Fees	28.68		28.68	
QuickBooks Payments Fees	245.54		245.54	
Total Merchant card processing	2,050.93	7,500.00	-5,449.07	27.35 %
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	119.99	4,000.00	-3,880.01	3.00 %
Past National President Pin		50.00	-50.00	
Program Expenses				
Flowers & Wreaths		1,200.00	-1,200.00	
National Appointed Offices				
National Chaplain				
General Office Supplies		200.00	-200.00	
Gold Star Mother Mailing	2,444.02	3,500.00	-1,055.98	69.83 %
Total National Chaplain	2,444.02	3,700.00	-1,255.98	66.05 %
National Convention Chair				
General Office Supplies		50.00	-50.00	
Total National Convention Chair		50.00	-50.00	
National Historian				
General Office Supplies		500.00	-500.00	
Total National Historian		500.00	-500.00	
National VAVS Rep				
VAVS Annual Meeting Executive Committee		4,000.00	-4,000.00	
VAVS gifts & postage		600.00	-600.00	
Total National VAVS Rep		4,600.00	-4,600.00	
Total National Appointed Offices	2,444.02	8,850.00	-6,405.98	27.62 %
National Financial Secretary		250.00	-250.00	
National First VP		250.00	-250.00	
National Fourth VP	10.50	250.00	-239.50	4.20 %
National President	10.40	500.00	-489.60	2.08 %
National Recording secretary	20.00	800.00	-780.00	2.50 %
National Second VP		250.00	-250.00	
National Third VP		250.00	-250.00	
National Treasurer	20.66	1,500.00	-1,479.34	1.38 %

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Postage (Treasurer)	162.09		162.09	
Shipping Supplies (Treasurer)	109.82		109.82	
Total National Treasurer	292.57	1,500.00	-1,207.43	19.50 %
Total Program Expenses	2,777.49	14,100.00	-11,322.51	19.70 %
Quick Books on line	2,970.00	3,000.00	-30.00	99.00 %
Repair & Maintenance		200.00	-200.00	
Travel & Lodging				
Department Conventions	1,530.91	4,500.00	-2,969.09	34.02 %
Gold Star Mothers Convention		2,500.00	-2,500.00	
Gold Star Mothers Weekend	1,026.71	2,000.00	-973.29	51.34 %
Memorial Day		4,000.00	-4,000.00	
Mid Year (NEB)	4,337.60	9,000.00	-4,662.40	48.20 %
National Convention		18,000.00	-18,000.00	
Special Events		2,000.00	-2,000.00	
Veterans Day	1,330.18	4,000.00	-2,669.82	33.25 %
Total Travel & Lodging	8,225.40	46,000.00	-37,774.60	17.88 %
Veterans Day Committee Dues		200.00	-200.00	
Video Conferencing platform subscription		300.00	-300.00	
Website and Database	11,820.35	15,000.00	-3,179.65	78.80 %
Yearbooks				
Archival		150.00	-150.00	
Total Yearbooks		150.00	-150.00	
Total Expenses	\$31,412.28	\$199,750.00	\$ -168,337.72	15.73 %
NET OPERATING INCOME	\$33,328.11	\$ -59,900.00	\$93,228.11	-55.64 %
Other Income				
Interest Earned	1,674.55	6,000.00	-4,325.45	27.91 %
Total Other Income	\$1,674.55	\$6,000.00	\$ -4,325.45	27.91 %
NET OTHER INCOME	\$1,674.55	\$6,000.00	\$ -4,325.45	27.91 %
NET INCOME	\$35,002.66	\$ -53,900.00	\$88,902.66	-64.94 %