

# 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
<b>Income</b>				
25% LOGO USE Donation		200.00	-200.00	
AFFILIATION INCOME	1,432.21		1,432.21	
<b>CONVENTION</b>				
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	31.54		31.54	
CONVENTION VENDOR TABLES		600.00	-600.00	
<b>Total CONVENTION INCOME</b>	<b>31.54</b>	<b>59,000.00</b>	<b>-58,968.46</b>	<b>0.05 %</b>
<b>Total CONVENTION</b>	<b>31.54</b>	<b>59,000.00</b>	<b>-58,968.46</b>	<b>0.05 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
GENERAL DONATIONS	1,632.18	2,000.00	-367.82	81.61 %
IN KIND DONATIONS (IN)		6,500.00	-6,500.00	
MPMAY DONATIONS		500.00	-500.00	
VAVS FUND - RESTRICTED FUNDS	10,901.60	10,000.00	901.60	109.02 %
YEARBOOK ADS		1,000.00	-1,000.00	
<b>Total VAVS FUND - RESTRICTED FUNDS</b>	<b>10,901.60</b>	<b>11,000.00</b>	<b>-98.40</b>	<b>99.11 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>12,533.78</b>	<b>20,000.00</b>	<b>-7,466.22</b>	<b>62.67 %</b>
FUNDS FROM CLOSED CHAPTERS	1,215.00	100.00	1,115.00	1,215.00 %
<b>MEMBERSHIP</b>				
CHAPTER MEMBERSHIP DUES	51,262.50	55,000.00	-3,737.50	93.20 %
CHARTER FEE	75.00	150.00	-75.00	50.00 %
COMPLIANCE HOLD-MEMBERSHIP DUES	832.50		832.50	
<b>Total MEMBERSHIP</b>	<b>52,170.00</b>	<b>55,150.00</b>	<b>-2,980.00</b>	<b>94.60 %</b>
<b>ONLINE STORE</b>				
ONLINE STORE		26,000.00	-26,000.00	
SALES OF PRODUCT INCOME	9,652.10		9,652.10	
SHIPPING INCOME	822.38		822.38	
SPREADSHIRT SALES INCOME	1,168.49	1,000.00	168.49	116.85 %
<b>Total ONLINE STORE</b>	<b>11,642.97</b>	<b>27,000.00</b>	<b>-15,357.03</b>	<b>43.12 %</b>
<b>Total Income</b>	<b>\$79,025.50</b>	<b>\$161,450.00</b>	<b>\$ -82,424.50</b>	<b>48.95 %</b>
<b>Cost of Goods Sold</b>				
Cost of Goods Sold	5,616.18	20,000.00	-14,383.82	28.08 %
Inventory Shrinkage	91.98		91.98	
Online Store Donor Shipping	899.43	1,600.00	-700.57	56.21 %
<b>Total Cost of Goods Sold</b>	<b>\$6,607.59</b>	<b>\$21,600.00</b>	<b>\$ -14,992.41</b>	<b>30.59 %</b>
<b>GROSS PROFIT</b>	<b>\$72,417.91</b>	<b>\$139,850.00</b>	<b>\$ -67,432.09</b>	<b>51.78 %</b>
<b>Expenses</b>				
Advertising/Public Relations	999.00	2,000.00	-1,001.00	49.95 %
Awards				
Chapter Grants	2,924.68	8,000.00	-5,075.32	36.56 %

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<b>Total Awards</b>	<b>2,924.68</b>	<b>8,000.00</b>	<b>-5,075.32</b>	<b>36.56 %</b>
Bank Charges	105.00	500.00	-395.00	21.00 %
Checks	98.69	250.00	-151.31	39.48 %
<b>Total Bank Charges</b>	<b>203.69</b>	<b>750.00</b>	<b>-546.31</b>	<b>27.16 %</b>
Commissions & Fees				
MPMAY & Campaign Fees		500.00	-500.00	
<b>Total Commissions &amp; Fees</b>		<b>500.00</b>	<b>-500.00</b>	
Conventions				
Convention Expenses	4.75	35,000.00	-34,995.25	0.01 %
Convention Shipping Expenses		3,500.00	-3,500.00	
<b>Total Convention Expenses</b>	<b>4.75</b>	<b>38,500.00</b>	<b>-38,495.25</b>	<b>0.01 %</b>
IN KIND DONATIONS OUT		6,500.00	-6,500.00	
<b>Total Conventions</b>	<b>4.75</b>	<b>45,000.00</b>	<b>-44,995.25</b>	<b>0.01 %</b>
DC REP	23.82	300.00	-276.18	7.94 %
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 %
<b>Total Donations</b>	<b>750.00</b>	<b>27,000.00</b>	<b>-26,250.00</b>	<b>2.78 %</b>
Dues & Subscriptions		2,000.00	-2,000.00	
Insurance	995.00	3,500.00	-2,505.00	28.43 %
Legal & Professional Fees	375.00		375.00	
CPA		11,000.00	-11,000.00	
Legal Fees		1,500.00	-1,500.00	
Parliamentarian		1,200.00	-1,200.00	
<b>Total Legal &amp; Professional Fees</b>	<b>375.00</b>	<b>13,700.00</b>	<b>-13,325.00</b>	<b>2.74 %</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		7,500.00	-7,500.00	
First American Payment Systems	1,709.64		1,709.64	
Moolah Merchant Fees	507.09		507.09	
Paypal Fees	34.14		34.14	
QuickBooks Payments Fees	357.24		357.24	
<b>Total Merchant card processing</b>	<b>2,608.11</b>	<b>7,500.00</b>	<b>-4,891.89</b>	<b>34.77 %</b>
National Fundraising		1,000.00	-1,000.00	
Office Expenses				
Program				
General Office Supplies		200.00	-200.00	
PO Box		300.00	-300.00	

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<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	228.23	4,000.00	-3,771.77	5.71 %
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 %
<b>Total National Chaplain</b>	<b>2,444.02</b>	<b>3,700.00</b>	<b>-1,255.98</b>	<b>66.05 %</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				
General Office Supplies		500.00	-500.00	
<b>Total National Historian</b>		<b>500.00</b>	<b>-500.00</b>	
National VAVS Rep				
VAVS Annual Meeting Executive Committee		4,000.00	-4,000.00	
VAVS gifts & postage	228.00	600.00	-372.00	38.00 %
<b>Total National VAVS Rep</b>	<b>228.00</b>	<b>4,600.00</b>	<b>-4,372.00</b>	<b>4.96 %</b>
<b>Total National Appointed Offices</b>	<b>2,672.02</b>	<b>8,850.00</b>	<b>-6,177.98</b>	<b>30.19 %</b>
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 %
Postage (Treasurer)	341.41		341.41	
Shipping Supplies (Treasurer)	247.07		247.07	
<b>Total National Treasurer</b>	<b>609.14</b>	<b>1,500.00</b>	<b>-890.86</b>	<b>40.61 %</b>
<b>Total Program Expenses</b>	<b>3,322.06</b>	<b>14,100.00</b>	<b>-10,777.94</b>	<b>23.56 %</b>
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)	5,554.74	9,000.00	-3,445.26	61.72 %

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National Convention		18,000.00	-18,000.00	
Special Events		2,000.00	-2,000.00	
Veterans Day	1,905.76	4,000.00	-2,094.24	47.64 %
<b>Total Travel &amp; Lodging</b>	<b>10,018.12</b>	<b>46,000.00</b>	<b>-35,981.88</b>	<b>21.78 %</b>
Veterans Day Committee Dues		200.00	-200.00	
Video Conferencing platform subscription	50.00	300.00	-250.00	16.67 %
Website and Database	11,820.35	15,000.00	-3,179.65	78.80 %
Yearbooks				
Archival		150.00	-150.00	
<b>Total Yearbooks</b>		<b>150.00</b>	<b>-150.00</b>	
<b>Total Expenses</b>	<b>\$37,292.81</b>	<b>\$199,750.00</b>	<b>\$ -162,457.19</b>	<b>18.67 %</b>
NET OPERATING INCOME	<b>\$35,125.10</b>	<b>\$ -59,900.00</b>	<b>\$95,025.10</b>	<b>-58.64 %</b>
Other Income				
Interest Earned	2,053.13	6,000.00	-3,946.87	34.22 %
<b>Total Other Income</b>	<b>\$2,053.13</b>	<b>\$6,000.00</b>	<b>\$ -3,946.87</b>	<b>34.22 %</b>
NET OTHER INCOME	<b>\$2,053.13</b>	<b>\$6,000.00</b>	<b>\$ -3,946.87</b>	<b>34.22 %</b>
NET INCOME	<b>\$37,178.23</b>	<b>\$ -53,900.00</b>	<b>\$91,078.23</b>	<b>-68.98 %</b>