

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2022-2023 Budget - FY23 P&L

September 2022 - August 2023

		TOTAL		
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		50.00	-50.00	
CONVENTION				
2022 Convention				
2022 Convention Donation	80.00		80.00	
Total 2022 Convention	80.00		80.00	
2023 CONVENTION INCOME				
2023 CONVENTION - GENERAL		40,000.00	-40,000.00	
2023 CONVENTION PRESIDENT'S PROJECT	875.00		875.00	
2023 CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
2023 CONVENTION SPONSORS/FUNDRAISER		9,000.00	-9,000.00	
2023 CONVENTION VENDOR TABLES		500.00	-500.00	
Total 2023 CONVENTION INCOME	875.00	54,500.00	-53,625.00	1.61 %
Total CONVENTION	955.00	54,500.00	-53,545.00	1.75 %
DONATIONS/SPONSORSHIPS				
CFC Donations	492.04	4,000.00	-3,507.96	12.30 %
General donations	1,372.01	5,000.00	-3,627.99	27.44 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
Restricted Donations	750.00		750.00	
VAVS Fund - Restricted Funds	6,275.00	5,500.00	775.00	114.09 %
Total DONATIONS/SPONSORSHIPS	8,889.05	17,500.00	-8,610.95	50.79 %
FUNDRAISER				
ONLINE STORE		15,000.00	-15,000.00	
2017 75th Patch	5.00		5.00	
BROCHURE	162.00		162.00	
BSM LOGO PENS	64.00		64.00	
BSM PATCHES				
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH	130.00		130.00	
BSM PATCH 12 INCH	0.00		0.00	
BSM PATCH 2 1/2 INCH	55.00		55.00	
BSM PATCH 6 INCH	110.00		110.00	
DOG TAGS AND BOOTS PATCH	75.00		75.00	
GLITZY PATCH 3 inch	45.00		45.00	
GLITZY PATCH 6 inch	130.00		130.00	
PAST PRESENT FUTURE PATCH	20.00		20.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	10.00		10.00	
Total BSM PATCHES	590.00		590.00	
BSM Pins				
Blue Star Dad Pin	120.00		120.00	
BSM Associate Pin	168.00		168.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Large BSM Pin	804.00		804.00	
Past Chapter President Pin	144.00		144.00	
Small BSM Pin	216.00		216.00	
Total BSM Pins	1,452.00		1,452.00	
BSM Ritual Book	60.00		60.00	
BSM Tee Shirts				
2019 Red Shirt	260.00		260.00	
2021 Blue Shirt	45.00		45.00	
Total BSM Tee Shirts	305.00		305.00	
BSM WHITE LOGO BALL CAP	460.00		460.00	
CELL PHONE CARD HOLDER	30.00		30.00	
COINS	680.00		680.00	
DAD Blue Polo	220.00		220.00	
DAD Hat	10.00		10.00	
HANGER	132.00		132.00	
Hats	1,300.00		1,300.00	
License Plates	45.00		45.00	
Luggage Tags	24.00		24.00	
Magnets	96.00		96.00	
NAIL FILE	2.00		2.00	
NOTE CARDS	108.00		108.00	
RED FLAG PATCH	110.00		110.00	
RED JACKETS	1,380.00		1,380.00	
Shipping Income	1,359.00		1,359.00	
Tote Bags	20.00		20.00	
TOTEBAGS 2022	120.00		120.00	
WHITE DRESS LOGO SHIRT	467.00		467.00	
WHITE GLOVES	185.00		185.00	
Yearbooks	0.00	400.00	-400.00	0.00 %
Total ONLINE STORE	9,386.00	15,400.00	-6,014.00	60.95 %
Total FUNDRAISER	9,386.00	15,400.00	-6,014.00	60.95 %
Funds from closed chapters		100.00	-100.00	
Membership				
Chapter Membership Dues	52,822.50	64,000.00	-11,177.50	82.54 %
Charter Fee	75.00	250.00	-175.00	30.00 %
Total Membership	52,897.50	64,250.00	-11,352.50	82.33 %
Total Income	\$72,127.55	\$151,800.00	\$ -79,672.45	47.51 %
GROSS PROFIT	\$72,127.55	\$151,800.00	\$ -79,672.45	47.51 %
Expenses				
Advertising/Public Relations	1,069.00	4,500.00	-3,431.00	23.76 %
Awards				
Chapter Grants	3,500.00	7,000.00	-3,500.00	50.00 %
Total Awards	3,500.00	7,000.00	-3,500.00	50.00 %
Bank Charges	75.00	600.00	-525.00	12.50 %
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
Total Commissions & Fees		1,500.00	-1,500.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Conference Call		500.00	-500.00	
Conventions				
2023 Convention Expenses		47,500.00	-47,500.00	
Total Conventions		47,500.00	-47,500.00	
DC REP		300.00	-300.00	
Donations	275.00	650.00	-375.00	42.31 %
Parke Memorial Scholarship		2,000.00	-2,000.00	
VAVS Fund-Restricted Funds EXPENSE	900.00	5,500.00	-4,600.00	16.36 %
VAVS Matching Funds		2,500.00	-2,500.00	
Total Donations	1,175.00	10,650.00	-9,475.00	11.03 %
Dues & Subscriptions	3.24	500.00	-496.76	0.65 %
Fundraising				
National Fundraising		1,000.00	-1,000.00	
On Line Store Expenses		9,500.00	-9,500.00	
BSM Pins	415.00		415.00	
coins	365.00		365.00	
Gloves	-47.90		-47.90	
note card printing	143.50		143.50	
Online Store Postage	651.89		651.89	
Other Business Expenses	84.48		84.48	
Patches	361.49		361.49	
Red Jackets	1,949.01		1,949.01	
white dress logo shirt	1,039.73		1,039.73	
Total On Line Store Expenses	4,962.20	9,500.00	-4,537.80	52.23 %
Total Fundraising	4,962.20	10,500.00	-5,537.80	47.26 %
Insurance	994.00	3,500.00	-2,506.00	28.40 %
Legal & Professional Fees		14,000.00	-14,000.00	
Management Expenses				
Ambassador Fund		3,000.00	-3,000.00	
National Treasurer	6.39	1,500.00	-1,493.61	0.43 %
Postage	80.89		80.89	
Total National Treasurer	87.28	1,500.00	-1,412.72	5.82 %
Total Management Expenses	87.28	4,500.00	-4,412.72	1.94 %
Merchant card processing	2,355.00	6,000.00	-3,645.00	39.25 %
Paypal Fees	142.35		142.35	
Total Merchant card processing	2,497.35	6,000.00	-3,502.65	41.62 %
Office Expenses		325.00	-325.00	
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	850.57	4,000.00	-3,149.43	21.26 %
Past National President Pin		50.00	-50.00	
Postage	29.26		29.26	
Program Expenses				
Flowers & Wreaths	285.00	650.00	-365.00	43.85 %
National Appointed Offices				
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing		1,500.00	-1,500.00	
Total National Chaplain		1,700.00	-1,700.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Convention Chair		200.00	-200.00	
National Finance Committe Chair		50.00	-50.00	
National Historian				
Travel		2,500.00	-2,500.00	
Total National Historian		2,500.00	-2,500.00	
National Patriotic Instructor				
Travel	612.56	2,500.00	-1,887.44	24.50 %
Total National Patriotic Instructor	612.56	2,500.00	-1,887.44	24.50 %
National VAVS Rep	703.92	4,500.00	-3,796.08	15.64 %
Postage		500.00	-500.00	
Veterans Day National Committee Pins		200.00	-200.00	
Total National VAVS Rep	703.92	5,200.00	-4,496.08	13.54 %
Total National Appointed Offices	1,316.48	12,150.00	-10,833.52	10.84 %
National Financial Secretary	36.63	250.00	-213.37	14.65 %
National First VP		500.00	-500.00	
National Fourth VP		500.00	-500.00	
National President		10,000.00	-10,000.00	
Travel	2,932.81		2,932.81	
Total National President	2,932.81	10,000.00	-7,067.19	29.33 %
National Recording secretary		150.00	-150.00	
National Second VP		150.00	-150.00	
National Third VP		150.00	-150.00	
Total Program Expenses	4,570.92	24,500.00	-19,929.08	18.66 %
Quick Books on line	2,160.00	2,200.00	-40.00	98.18 %
Shipping Expenses		2,000.00	-2,000.00	
Taxes & Licenses		500.00	-500.00	
Travel	106.00		106.00	
Executive Board Meeting	3,076.90	7,000.00	-3,923.10	43.96 %
National Convention	6,133.43	18,000.00	-11,866.57	34.07 %
Total Travel	9,316.33	25,000.00	-15,683.67	37.27 %
Veterans Day Committee Dues	0.00	150.00	-150.00	0.00 %
Website and Database	8,935.51	10,000.00	-1,064.49	89.36 %
Yearbooks		625.00	-625.00	
Total Expenses	\$40,333.66	\$180,900.00	\$ -140,566.34	22.30 %
NET OPERATING INCOME	\$31,793.89	\$ -29,100.00	\$60,893.89	-109.26 %
Other Income				
Interest Earned	16.88		16.88	
Total Other Income	\$16.88	\$0.00	\$16.88	0.00%
NET OTHER INCOME	\$16.88	\$0.00	\$16.88	0.00%
NET INCOME	\$31,810.77	\$ -29,100.00	\$60,910.77	-109.32 %