

Blue Star Mothers of America, Inc.

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

September 2022 - March 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		29.19	-29.19	
CONVENTION				
2022 Convention				
2022 Convention Donation	80.00		80.00	
Total 2022 Convention	80.00		80.00	
2023 CONVENTION INCOME				
2023 CONVENTION - GENERAL		23,333.31	-23,333.31	
2023 CONVENTION DONATIONS	500.00		500.00	
2023 CONVENTION FUNDRAISERS	1,020.84		1,020.84	
2023 CONVENTION PRESIDENT RECEPTION DONATIONS	500.00		500.00	
2023 CONVENTION PRESIDENT'S PROJECT	875.00		875.00	
2023 CONVENTION RAFFLE TICKETS	50.00		50.00	
2023 CONVENTION SILENT AUCTION		2,916.69	-2,916.69	
2023 CONVENTION SPONSORS	750.00	5,250.00	-4,500.00	14.29 %
2023 CONVENTION VENDOR TABLES		291.69	-291.69	
Total 2023 CONVENTION INCOME	3,695.84	31,791.69	-28,095.85	11.63 %
Total CONVENTION	3,775.84	31,791.69	-28,015.85	11.88 %
DONATIONS/SPONSORSHIPS				
CFC Donations				
CFC Donations	745.53	2,333.31	-1,587.78	31.95 %
General donations				
General donations	1,532.01	2,916.69	-1,384.68	52.53 %
Parke Memorial Scholarship Income				
Parke Memorial Scholarship Income		1,166.69	-1,166.69	
President Project				
President Project		583.31	-583.31	
Restricted Donations				
Nashville VA Restricted Donation				
Nashville VA Restricted Donation	750.00		750.00	
Total Restricted Donations	750.00		750.00	
VAVS Fund - Restricted Funds	5,600.00	3,208.31	2,391.69	174.55 %
Total DONATIONS/SPONSORSHIPS	8,627.54	10,208.31	-1,580.77	84.51 %
FUNDRAISER				
ONLINE STORE				
ONLINE STORE		8,750.00	-8,750.00	
2017 75th Patch				
2017 75th Patch	7.00		7.00	
80TH CONVENTION RUBY PAPERWEIGHT				
80TH CONVENTION RUBY PAPERWEIGHT	80.00		80.00	
BROCHURE				
BROCHURE	237.00		237.00	
BSM LOGO PENS				
BSM LOGO PENS	114.00		114.00	
BSM PATCHES				
ASSOCIATE PATCH				
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH				
BRANCH PATCH	190.00		190.00	
BSM PATCH 12 INCH				
BSM PATCH 12 INCH	0.00		0.00	
BSM PATCH 2 1/2 INCH				
BSM PATCH 2 1/2 INCH	150.00		150.00	
BSM PATCH 6 INCH				
BSM PATCH 6 INCH	160.00		160.00	
DOG TAGS AND BOOTS PATCH				
DOG TAGS AND BOOTS PATCH	100.00		100.00	
GLITZY PATCH 3 inch				
GLITZY PATCH 3 inch	75.00		75.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
GLITZY PATCH 6 inch	200.00		200.00	
PAST PRESENT FUTURE PATCH	80.00		80.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	35.00		35.00	
Total BSM PATCHES	1,005.00		1,005.00	
BSM Pins				
Blue Star Dad Pin	120.00		120.00	
BSM Associate Pin	192.00		192.00	
Large BSM Pin	1,044.00		1,044.00	
Past Chapter President Pin	204.00		204.00	
Small BSM Pin	396.00		396.00	
Total BSM Pins	1,956.00		1,956.00	
BSM Ritual Book	60.00		60.00	
BSM Tee Shirts				
2019 Red Shirt	340.00		340.00	
2021 Blue Shirt	45.00		45.00	
Total BSM Tee Shirts	385.00		385.00	
BSM WHITE LOGO BALL CAP	540.00		540.00	
CELL PHONE CARD HOLDER	70.00		70.00	
COINS	1,110.00		1,110.00	
DAD Blue Polo	240.00		240.00	
DAD Hat	10.00		10.00	
HANGER	180.00		180.00	
Hats	1,625.00		1,625.00	
License Plates	50.00		50.00	
Luggage Tags	42.00		42.00	
Magnets	108.00		108.00	
NAIL FILE	8.00		8.00	
NOTE CARDS	168.00		168.00	
RED FLAG PATCH	135.00		135.00	
RED JACKETS	1,620.00		1,620.00	
Shipping Income	1,906.00		1,906.00	
Tote Bags	20.00		20.00	
TOTEBAGS 2022	160.00		160.00	
WHITE DRESS LOGO SHIRT	967.00		967.00	
WHITE GLOVES	230.00		230.00	
Yearbooks	0.00	233.31	-233.31	0.00 %
Total ONLINE STORE	13,033.00	8,983.31	4,049.69	145.08 %
Total FUNDRAISER	13,033.00	8,983.31	4,049.69	145.08 %
Funds from closed chapters		58.31	-58.31	
Membership				
Chapter Membership Dues	54,960.00	37,333.31	17,626.69	147.21 %
Charter Fee	100.00	145.81	-45.81	68.58 %
Total Membership	55,060.00	37,479.12	17,580.88	146.91 %
Total Income	\$80,496.38	\$88,549.93	\$ -8,053.55	90.91 %
GROSS PROFIT	\$80,496.38	\$88,549.93	\$ -8,053.55	90.91 %
Expenses				
Advertising/Public Relations	1,069.00	2,625.00	-1,556.00	40.72 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Ambassador Funds	522.96		522.96	
Awards				
Chapter Grants	5,000.00	4,083.31	916.69	122.45 %
Total Awards	5,000.00	4,083.31	916.69	122.45 %
Bank Charges	105.00	350.00	-245.00	30.00 %
Checks	139.95		139.95	
Total Bank Charges	244.95	350.00	-105.05	69.99 %
Commissions & Fees				
CFC Application Fee		875.00	-875.00	
Total Commissions & Fees		875.00	-875.00	
Conference Call	161.14	291.69	-130.55	55.24 %
Conventions				
2023 Convention Expenses	7,200.00	27,708.31	-20,508.31	25.98 %
Total Conventions	7,200.00	27,708.31	-20,508.31	25.98 %
DC REP		175.00	-175.00	
Donations	1,485.00	379.19	1,105.81	391.62 %
Parke Memorial Scholarship	2,000.00	1,166.69	833.31	171.43 %
VAVS Fund-Restricted Funds EXPENSE	7,800.00	3,208.31	4,591.69	243.12 %
VAVS Matching Funds	2,600.00	1,458.31	1,141.69	178.29 %
Total Donations	13,885.00	6,212.50	7,672.50	223.50 %
Dues & Subscriptions	3.24	291.69	-288.45	1.11 %
Fundraising				
National Fundraising		583.31	-583.31	
On Line Store Expenses		5,541.69	-5,541.69	
blue logo vest	1,654.48		1,654.48	
BSM Pins	415.00		415.00	
BSM White Logo Ball Cap	622.90		622.90	
coins	365.00		365.00	
Gloves	-47.90		-47.90	
note card printing	143.50		143.50	
Online Store Postage	965.77		965.77	
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	7,553.46	5,541.69	2,011.77	136.30 %
Total Fundraising	7,553.46	6,125.00	1,428.46	123.32 %
Insurance	994.00	2,041.69	-1,047.69	48.69 %
Legal & Professional Fees	375.00	8,166.69	-7,791.69	4.59 %
Management Expenses				
Ambassador Fund		1,750.00	-1,750.00	
National Treasurer	6.39	875.00	-868.61	0.73 %
General Office Expenses	53.66		53.66	
Postage	234.54		234.54	
Total National Treasurer	294.59	875.00	-580.41	33.67 %
Total Management Expenses	294.59	2,625.00	-2,330.41	11.22 %
Merchant card processing	2,513.44	3,500.00	-986.56	71.81 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
First American Payment Systems	53.40		53.40	
Moolah Merchant Fees	135.30		135.30	
Paypal Fees	158.94		158.94	
Total Merchant card processing	2,861.08	3,500.00	-638.92	81.75 %
Office Expenses		189.56	-189.56	
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	850.57	2,333.31	-1,482.74	36.45 %
Past National President Pin		29.19	-29.19	
Postage	92.26		92.26	
Program Expenses				
Flowers & Wreaths	594.99	379.19	215.80	156.91 %
National Appointed Offices				
National Chaplain		116.69	-116.69	
Gold Star Mother Mailing		875.00	-875.00	
Total National Chaplain		991.69	-991.69	
National Convention Chair		116.69	-116.69	
National Finance Committe Chair		29.19	-29.19	
National Historian				
Travel		1,458.31	-1,458.31	
Total National Historian		1,458.31	-1,458.31	
National Patriotic Instructor				
Travel	612.56	1,458.31	-845.75	42.00 %
Total National Patriotic Instructor	612.56	1,458.31	-845.75	42.00 %
National VAVS Rep	1,017.06	2,625.00	-1,607.94	38.75 %
Postage		291.69	-291.69	
Veterans Day National Committee Pins		116.69	-116.69	
Total National VAVS Rep	1,017.06	3,033.38	-2,016.32	33.53 %
Total National Appointed Offices	1,629.62	7,087.57	-5,457.95	22.99 %
National Financial Secretary	36.63	145.81	-109.18	25.12 %
National First VP		291.69	-291.69	
National Fourth VP		291.69	-291.69	
National President		5,833.31	-5,833.31	
Travel	2,932.81		2,932.81	
Total National President	2,932.81	5,833.31	-2,900.50	50.28 %
National Recording secretary		87.50	-87.50	
National Second VP		87.50	-87.50	
National Third VP		87.50	-87.50	
Total Program Expenses	5,194.05	14,291.76	-9,097.71	36.34 %
Quick Books on line	2,160.00	1,283.31	876.69	168.31 %
Shipping Expenses		1,166.69	-1,166.69	
Taxes & Licenses		291.69	-291.69	
Travel				
Executive Board Meeting	3,076.90	4,083.31	-1,006.41	75.35 %
National Convention	4,663.39	10,500.00	-5,836.61	44.41 %
Total Travel	7,740.29	14,583.31	-6,843.02	53.08 %
Veterans Day Committee Dues	150.00	87.50	62.50	171.43 %
Website and Database	8,935.51	5,833.31	3,102.20	153.18 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Yearbooks		364.56	-364.56	
Total Expenses	\$65,395.10	\$105,525.07	\$ -40,129.97	61.97 %
NET OPERATING INCOME	\$15,101.28	\$ -16,975.14	\$32,076.42	-88.96 %
Other Income				
Interest Earned	23.39		23.39	
Total Other Income	\$23.39	\$0.00	\$23.39	0.00%
NET OTHER INCOME	\$23.39	\$0.00	\$23.39	0.00%
NET INCOME	\$15,124.67	\$ -16,975.14	\$32,099.81	-89.10 %