

# Blue Star Mothers of America, Inc.

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

September 2022 - April 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation		33.36	-33.36	
<b>CONVENTION</b>				
2022 Convention				
2022 Convention Donation	80.00		80.00	
<b>Total 2022 Convention</b>	<b>80.00</b>		<b>80.00</b>	
2023 CONVENTION INCOME				
2023 CONVENTION - GENERAL		26,666.64	-26,666.64	
2023 CONVENTION DONATIONS	500.00		500.00	
2023 CONVENTION FUNDRAISERS	1,020.84		1,020.84	
2023 CONVENTION PRESIDENT RECEPTION DONATIONS	650.00		650.00	
2023 CONVENTION PRESIDENT'S PROJECT	875.00		875.00	
2023 CONVENTION RAFFLE TICKETS	70.00		70.00	
2023 CONVENTION SILENT AUCTION		3,333.36	-3,333.36	
2023 CONVENTION SPONSORS	1,350.00	6,000.00	-4,650.00	22.50 %
2023 CONVENTION VENDOR TABLES		333.36	-333.36	
<b>Total 2023 CONVENTION INCOME</b>	<b>4,465.84</b>	<b>36,333.36</b>	<b>-31,867.52</b>	<b>12.29 %</b>
<b>Total CONVENTION</b>	<b>4,545.84</b>	<b>36,333.36</b>	<b>-31,787.52</b>	<b>12.51 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC Donations	745.53	2,666.64	-1,921.11	27.96 %
General donations	1,644.51	3,333.36	-1,688.85	49.33 %
Parke Memorial Scholarship Income		1,333.36	-1,333.36	
President Project		666.64	-666.64	
Restricted Donations				
Nashville VA Restricted Donation	750.00		750.00	
<b>Total Restricted Donations</b>	<b>750.00</b>		<b>750.00</b>	
VAVS Fund - Restricted Funds	5,650.00	3,666.64	1,983.36	154.09 %
Yearbook Ads	550.00		550.00	
<b>Total VAVS Fund - Restricted Funds</b>	<b>6,200.00</b>	<b>3,666.64</b>	<b>2,533.36</b>	<b>169.09 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>9,340.04</b>	<b>11,666.64</b>	<b>-2,326.60</b>	<b>80.06 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE		10,000.00	-10,000.00	
2017 75th Patch	8.00		8.00	
80TH CONVENTION RUBY PAPERWEIGHT	80.00		80.00	
BLUE LOGO VEST	980.00		980.00	
BROCHURE	312.00		312.00	
BSM FLAGS	105.00		105.00	
BSM LOGO PENS	124.00		124.00	
BSM PATCHES				
ASSOCIATE PATCH	15.00		15.00	
BRANCH PATCH	215.00		215.00	
BSM PATCH 12 INCH	0.00		0.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
BSM PATCH 2 1/2 INCH	270.00		270.00	
BSM PATCH 6 INCH	180.00		180.00	
DOG TAGS AND BOOTS PATCH	120.00		120.00	
GLITZY PATCH 3 inch	85.00		85.00	
GLITZY PATCH 6 inch	230.00		230.00	
PAST PRESENT FUTURE PATCH	100.00		100.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	55.00		55.00	
<b>Total BSM PATCHES</b>	<b>1,270.00</b>		<b>1,270.00</b>	
BSM Pins				
Blue Star Dad Pin	132.00		132.00	
BSM Associate Pin	204.00		204.00	
Large BSM Pin	1,260.00		1,260.00	
Past Chapter President Pin	216.00		216.00	
Small BSM Pin	420.00		420.00	
<b>Total BSM Pins</b>	<b>2,232.00</b>		<b>2,232.00</b>	
BSM Ritual Book	60.00		60.00	
BSM Tee Shirts				
2019 Red Shirt	420.00		420.00	
2021 Blue Shirt	50.00		50.00	
<b>Total BSM Tee Shirts</b>	<b>470.00</b>		<b>470.00</b>	
BSM WHITE LOGO BALL CAP	640.00		640.00	
CELL PHONE CARD HOLDER	70.00		70.00	
COINS	1,130.00		1,130.00	
DAD Blue Polo	260.00		260.00	
DAD Hat	10.00		10.00	
HANGER	252.00		252.00	
Hats	2,025.00		2,025.00	
License Plates	50.00		50.00	
Luggage Tags	93.00		93.00	
Magnets	114.00		114.00	
NAIL FILE	12.00		12.00	
NOTE CARDS	228.00		228.00	
RED FLAG PATCH	150.00		150.00	
RED JACKETS	2,160.00		2,160.00	
Shipping Income	2,417.00		2,417.00	
Tote Bags	20.00		20.00	
TOTEBAGS 2022	160.00		160.00	
WHITE DRESS LOGO SHIRT	1,348.00		1,348.00	
WHITE GLOVES	300.00		300.00	
Yearbooks	0.00	266.64	-266.64	0.00 %
<b>Total ONLINE STORE</b>	<b>17,080.00</b>	<b>10,266.64</b>	<b>6,813.36</b>	<b>166.36 %</b>
<b>Total FUNDRAISER</b>	<b>17,080.00</b>	<b>10,266.64</b>	<b>6,813.36</b>	<b>166.36 %</b>
Funds from closed chapters		66.64	-66.64	
Membership				
Chapter Membership Dues	55,492.50	42,666.64	12,825.86	130.06 %
Charter Fee	100.00	166.64	-66.64	60.01 %
<b>Total Membership</b>	<b>55,592.50</b>	<b>42,833.28</b>	<b>12,759.22</b>	<b>129.79 %</b>
<b>Total Income</b>	<b>\$86,558.38</b>	<b>\$101,199.92</b>	<b>\$ -14,641.54</b>	<b>85.53 %</b>

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
GROSS PROFIT	<b>\$86,558.38</b>	<b>\$101,199.92</b>	<b>\$ -14,641.54</b>	<b>85.53 %</b>
Expenses				
Advertising/Public Relations	1,150.92	3,000.00	-1,849.08	38.36 %
Ambassador Funds	512.96		512.96	
Awards				
Chapter Grants	5,500.00	4,666.64	833.36	117.86 %
<b>Total Awards</b>	<b>5,500.00</b>	<b>4,666.64</b>	<b>833.36</b>	<b>117.86 %</b>
Bank Charges	120.00	400.00	-280.00	30.00 %
Checks	139.95		139.95	
<b>Total Bank Charges</b>	<b>259.95</b>	<b>400.00</b>	<b>-140.05</b>	<b>64.99 %</b>
Commissions & Fees				
CFC Application Fee		1,000.00	-1,000.00	
<b>Total Commissions &amp; Fees</b>		<b>1,000.00</b>	<b>-1,000.00</b>	
Conference Call	161.14	333.36	-172.22	48.34 %
Conventions				
2023 Convention Expenses	7,200.00	31,666.64	-24,466.64	22.74 %
<b>Total Conventions</b>	<b>7,200.00</b>	<b>31,666.64</b>	<b>-24,466.64</b>	<b>22.74 %</b>
DC REP		200.00	-200.00	
Donations	1,485.00	433.36	1,051.64	342.67 %
Parke Memorial Scholarship	2,000.00	1,333.36	666.64	150.00 %
VAVS Fund-Restricted Funds EXPENSE	7,800.00	3,666.64	4,133.36	212.73 %
VAVS Matching Funds	2,600.00	1,666.64	933.36	156.00 %
<b>Total Donations</b>	<b>13,885.00</b>	<b>7,100.00</b>	<b>6,785.00</b>	<b>195.56 %</b>
Dues & Subscriptions	3.24	333.36	-330.12	0.97 %
Fundraising				
National Fundraising		666.64	-666.64	
On Line Store Expenses		6,333.36	-6,333.36	
blue logo vest	1,654.48		1,654.48	
Brochures	300.00		300.00	
BSM Pins	415.00		415.00	
BSM White Logo Ball Cap	622.90		622.90	
coins	540.00		540.00	
Gloves	46.85		46.85	
note card printing	443.50		443.50	
Online Store Postage	1,184.87		1,184.87	
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	
<b>Total On Line Store Expenses</b>	<b>8,642.31</b>	<b>6,333.36</b>	<b>2,308.95</b>	<b>136.46 %</b>
<b>Total Fundraising</b>	<b>8,642.31</b>	<b>7,000.00</b>	<b>1,642.31</b>	<b>123.46 %</b>
Insurance	994.00	2,333.36	-1,339.36	42.60 %
Legal & Professional Fees	375.00	9,333.36	-8,958.36	4.02 %
Management Expenses				
Ambassador Fund		2,000.00	-2,000.00	
National Treasurer	6.39	1,000.00	-993.61	0.64 %
General Office Expenses	23.95		23.95	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Postage	238.95		238.95	
<b>Total National Treasurer</b>	<b>269.29</b>	<b>1,000.00</b>	<b>-730.71</b>	<b>26.93 %</b>
<b>Total Management Expenses</b>	<b>269.29</b>	<b>3,000.00</b>	<b>-2,730.71</b>	<b>8.98 %</b>
Merchant card processing	2,688.70	4,000.00	-1,311.30	67.22 %
First American Payment Systems	105.90		105.90	
Moolah Merchant Fees	204.60		204.60	
Paypal Fees	184.16		184.16	
<b>Total Merchant card processing</b>	<b>3,183.36</b>	<b>4,000.00</b>	<b>-816.64</b>	<b>79.58 %</b>
Office Expenses		216.64	-216.64	
Office/General Administrative Expenses	108.00		108.00	
Officer Equipment/Software	850.57	2,666.64	-1,816.07	31.90 %
Past National President Pin		33.36	-33.36	
Postage	92.26		92.26	
Program Expenses				
Flowers & Wreaths	1,250.29	433.36	816.93	288.51 %
National Appointed Offices				
National Chaplain		133.36	-133.36	
Gold Star Mother Mailing		1,000.00	-1,000.00	
<b>Total National Chaplain</b>		<b>1,133.36</b>	<b>-1,133.36</b>	
National Convention Chair		133.36	-133.36	
National Finance Committee Chair		33.36	-33.36	
National Historian				
Travel		1,666.64	-1,666.64	
<b>Total National Historian</b>		<b>1,666.64</b>	<b>-1,666.64</b>	
National Patriotic Instructor	668.80		668.80	
Travel	612.56	1,666.64	-1,054.08	36.75 %
<b>Total National Patriotic Instructor</b>	<b>1,281.36</b>	<b>1,666.64</b>	<b>-385.28</b>	<b>76.88 %</b>
National VAVS Rep	1,017.06	3,000.00	-1,982.94	33.90 %
Postage		333.36	-333.36	
Veterans Day National Committee Pins		133.36	-133.36	
<b>Total National VAVS Rep</b>	<b>1,017.06</b>	<b>3,466.72</b>	<b>-2,449.66</b>	<b>29.34 %</b>
<b>Total National Appointed Offices</b>	<b>2,298.42</b>	<b>8,100.08</b>	<b>-5,801.66</b>	<b>28.38 %</b>
National Financial Secretary	36.63	166.64	-130.01	21.98 %
National First VP		333.36	-333.36	
National Fourth VP		333.36	-333.36	
National President		6,666.64	-6,666.64	
Travel	2,932.81		2,932.81	
<b>Total National President</b>	<b>2,932.81</b>	<b>6,666.64</b>	<b>-3,733.83</b>	<b>43.99 %</b>
National Recording secretary		100.00	-100.00	
National Second VP		100.00	-100.00	
National Third VP		100.00	-100.00	
<b>Total Program Expenses</b>	<b>6,518.15</b>	<b>16,333.44</b>	<b>-9,815.29</b>	<b>39.91 %</b>
Quick Books on line	2,160.00	1,466.64	693.36	147.28 %
Shipping Expenses		1,333.36	-1,333.36	
Taxes & Licenses		333.36	-333.36	
Travel				
Executive Board Meeting	3,076.90	4,666.64	-1,589.74	65.93 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Convention	4,060.09	12,000.00	-7,939.91	33.83 %
<b>Total Travel</b>	<b>7,136.99</b>	<b>16,666.64</b>	<b>-9,529.65</b>	<b>42.82 %</b>
Veterans Day Committee Dues	150.00	100.00	50.00	150.00 %
Website and Database	8,935.51	6,666.64	2,268.87	134.03 %
Yearbooks		416.64	-416.64	
<b>Total Expenses</b>	<b>\$68,088.65</b>	<b>\$120,600.08</b>	<b>\$ -52,511.43</b>	<b>56.46 %</b>
NET OPERATING INCOME	<b>\$18,469.73</b>	<b>\$ -19,400.16</b>	<b>\$37,869.89</b>	<b>-95.20 %</b>
Other Income				
Interest Earned	26.70		26.70	
<b>Total Other Income</b>	<b>\$26.70</b>	<b>\$0.00</b>	<b>\$26.70</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$26.70</b>	<b>\$0.00</b>	<b>\$26.70</b>	<b>0.00%</b>
NET INCOME	<b>\$18,496.43</b>	<b>\$ -19,400.16</b>	<b>\$37,896.59</b>	<b>-95.34 %</b>