

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September - October, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		8.34	-8.34	
CONVENTION				
2022 Convention				
2022 Convention Sponsor/Fundraising	4,356.54		4,356.54	
Total 2022 Convention	4,356.54		4,356.54	
Total CONVENTION	4,356.54		4,356.54	
DONATIONS/SPONSORSHIPS				
CFC Donations	128.10	666.66	-538.56	19.22 %
General donations	176.00	1,666.66	-1,490.66	10.56 %
Parke Memorial Scholarship Income		333.34	-333.34	
President Project		166.66	-166.66	
VAVS Fund - Restricted Funds	1,830.00	916.66	913.34	199.64 %
Total DONATIONS/SPONSORSHIPS	2,134.10	3,749.98	-1,615.88	56.91 %
FUNDRAISER				
ONLINE STORE		3,287.50	-3,287.50	
2017 75th Patch	11.00		11.00	
BROCHURE	37.20		37.20	
BSM PATCHES				
ASSOCIATE PATCH	10.00		10.00	
BRANCH PATCH	40.00		40.00	
BSM PATCH 2 1/2 INCH	15.00		15.00	
DOG TAGS AND BOOTS PATCH	35.00		35.00	
GLITZY PATCH 3 inch	25.00		25.00	
GLITZY PATCH 6 inch	10.00		10.00	
Total BSM PATCHES	135.00		135.00	
BSM Pins				
BSM Pins	12.00		12.00	
Blue Star Dad Pin	36.00		36.00	
BSM Associate Pin	36.00		36.00	
Large BSM Pin	84.00		84.00	
Past Chapter President Pin	72.00		72.00	
Small BSM Pin	192.00		192.00	
Total BSM Pins	432.00		432.00	
BSM Ritual Book	65.00		65.00	
BSM Tee Shirts				
2019 Red Shirt	160.00		160.00	
2021 Blue Shirt	350.00		350.00	
BAND Of Mothers	10.00		10.00	
BSMA Baseball Shirt	30.00		30.00	
I Stand T-Shirt	10.00		10.00	
Total BSM Tee Shirts	560.00		560.00	
COINS	230.00		230.00	

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DAD Blue Polo	25.00		25.00	
DAD Hat	60.00		60.00	
HANGER	48.00		48.00	
Hats	975.00		975.00	
License Plates	45.00		45.00	
Luggage Tags	21.00		21.00	
Magnets	9.00		9.00	
NOTE CARDS	42.00		42.00	
Shipping Income	175.00		175.00	
Tote Bags	100.00		100.00	
WHITE GLOVES	34.15		34.15	
Yearbooks	25.00	66.66	-41.66	37.50 %
Total ONLINE STORE	3,029.35	3,354.16	-324.81	90.32 %
Total FUNDRAISER	3,029.35	3,354.16	-324.81	90.32 %
Funds from closed chapters		16.66	-16.66	
Membership				
Chapter Membership Dues	45,780.00	10,666.66	35,113.34	429.19 %
Charter Fee	50.00	41.66	8.34	120.02 %
Refunds	0.00		0.00	
Total Membership	45,830.00	10,708.32	35,121.68	427.98 %
Shipping Income	402.00		402.00	
Total Income	\$55,751.99	\$17,837.46	\$37,914.53	312.56 %
GROSS PROFIT	\$55,751.99	\$17,837.46	\$37,914.53	312.56 %
Expenses				
Advertising/Public Relations		833.34	-833.34	
Awards				
Chapter Grants	500.00	833.34	-333.34	60.00 %
Total Awards	500.00	833.34	-333.34	60.00 %
Bank Charges	106.50	16.66	89.84	639.26 %
Checks		33.34	-33.34	
Total Bank Charges	106.50	50.00	56.50	213.00 %
Commissions & Fees				
CFC Application Fee		166.66	-166.66	
Total Commissions & Fees		166.66	-166.66	
Conference Call		41.66	-41.66	
Conventions				
2021 Convention Expenses		5,833.34	-5,833.34	
Total Conventions		5,833.34	-5,833.34	
DC REP		50.00	-50.00	
Donations	275.00	583.34	-308.34	47.14 %
Parke Memorial Scholarship		500.00	-500.00	

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VAVS Fund-Restricted Funds EXPENSE	0.00	916.66	-916.66	0.00 %
VAVS Matching Funds		416.66	-416.66	
Total Donations	275.00	2,416.66	-2,141.66	11.38 %
Dues & Subscriptions		54.16	-54.16	
Fundraising				
National Fundraising		166.66	-166.66	
On Line Store Expenses		1,666.66	-1,666.66	
coins	540.00		540.00	
Gloves	0.00		0.00	
Hats	57.06		57.06	
Online Store Postage	339.32	333.34	5.98	101.79 %
Shipping Supplies	22.37		22.37	
Total On Line Store Expenses	958.75	2,000.00	-1,041.25	47.94 %
Total Fundraising	958.75	2,166.66	-1,207.91	44.25 %
Insurance		416.66	-416.66	
Legal & Professional Fees				
CPA		1,666.66	-1,666.66	
Legal Fees		250.00	-250.00	
Parlamentarian		416.66	-416.66	
Total Legal & Professional Fees		2,333.32	-2,333.32	
Management Expenses				
Ambassador Fund		458.34	-458.34	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	77.56	83.34	-5.78	93.06 %
Postage	133.60		133.60	
Total National Treasurer	211.16	83.34	127.82	253.37 %
Total Management Expenses	276.15	541.68	-265.53	50.98 %
Merchant card processing	262.13	916.66	-654.53	28.60 %
First American Payment Systems	677.65		677.65	
Moolah Merchant Fees	192.50		192.50	
Paypal Fees	5.78		5.78	
square merchant fee	1.03		1.03	
Total Merchant card processing	1,139.09	916.66	222.43	124.27 %
Office Expenses				
Management				
General Office Supplies	79.05	4.16	74.89	1,900.24 %
Total Management	79.05	4.16	74.89	1,900.24 %
Program				
PO Box		50.00	-50.00	
Total Program		50.00	-50.00	

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Total Office Expenses	79.05	54.16	24.89	145.96 %
Office/General Administrative Expenses	108.00	16.66	91.34	648.26 %
Past National President Pin		66.66	-66.66	
Postage		16.66	-16.66	
Program Expenses				
Contingency Fund		50.00	-50.00	
Flowers & Wreaths	285.00	100.00	185.00	285.00 %
National Appointed Offices				
National Chaplain		33.34	-33.34	
Gold Star Mother Mailing	1,223.17	200.00	1,023.17	611.59 %
Total National Chaplain	1,223.17	233.34	989.83	524.20 %
National Convention Chair		33.34	-33.34	
National Finance Committee Chair		8.34	-8.34	
National Historian		266.66	-266.66	
National Patriotic Instructor		266.66	-266.66	
National VAVS Rep		666.66	-666.66	
Veterans Day National Committee Pins		20.84	-20.84	
Total National VAVS Rep		687.50	-687.50	
Total National Appointed Offices	1,223.17	1,495.84	-272.67	81.77 %
National Financial Secretary		41.66	-41.66	
Postage	20.05		20.05	
Total National Financial Secretary	20.05	41.66	-21.61	48.13 %
National First VP		83.34	-83.34	
National Fourth VP		83.34	-83.34	
National President		1,520.00	-1,520.00	
Travel	1,960.20		1,960.20	
Total National President	1,960.20	1,520.00	440.20	128.96 %
National Recording secretary		25.00	-25.00	
Postage	18.12		18.12	
Total National Recording secretary	18.12	25.00	-6.88	72.48 %
National Second VP		16.66	-16.66	
National Third VP		16.66	-16.66	
Total Program Expenses	3,506.54	3,432.50	74.04	102.16 %
Quick Books on line	1,940.00	280.00	1,660.00	692.86 %
Repair & Maintenance	199.99		199.99	
Shipping Expenses	192.51	250.00	-57.49	77.00 %
Taxes & Licenses		83.34	-83.34	
Travel				
Executive Board Meeting	1,078.10	1,000.00	78.10	107.81 %
National Convention		2,500.00	-2,500.00	
Total Travel	1,078.10	3,500.00	-2,421.90	30.80 %

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Veterans Day Committee Dues		25.00	-25.00	
Website and Database		1,250.00	-1,250.00	
New Website Hosting Fees	8,510.01	1,250.00	7,260.01	680.80 %
Total Website and Database	8,510.01	2,500.00	6,010.01	340.40 %
Yearbooks				
Printing		208.34	-208.34	
Total Yearbooks		208.34	-208.34	
Total Expenses	\$18,869.69	\$27,087.46	\$ -8,217.77	69.66 %
NET OPERATING INCOME	\$36,882.30	\$ -9,250.00	\$46,132.30	-398.73 %
Other Income				
Interest Earned	7.33		7.33	
Total Other Income	\$7.33	\$0.00	\$7.33	0.00%
NET OTHER INCOME	\$7.33	\$0.00	\$7.33	0.00%
NET INCOME	\$36,889.63	\$ -9,250.00	\$46,139.63	-398.81 %