

Blue Star Mothers of America, Inc.

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

September - November, 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		12.51	-12.51	
CONVENTION				
2022 Convention				
2022 Convention Bling Shirt	359.00		359.00	
2022 Convention Sponsor/Fundraising	4,356.54		4,356.54	
Total 2022 Convention	4,715.54		4,715.54	
Total CONVENTION	4,715.54		4,715.54	
DONATIONS/SPONSORSHIPS				
CFC Donations	141.18	999.99	-858.81	14.12 %
General donations	185.35	2,499.99	-2,314.64	7.41 %
Parke Memorial Scholarship Income		500.01	-500.01	
President Project		249.99	-249.99	
VAVS Fund - Restricted Funds	3,979.00	1,374.99	2,604.01	289.38 %
Total DONATIONS/SPONSORSHIPS	4,305.53	5,624.97	-1,319.44	76.54 %
FUNDRAISER				
ONLINE STORE	130.00	4,931.25	-4,801.25	2.64 %
2017 75th Patch	11.00		11.00	
BROCHURE	37.20		37.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	5.00		5.00	
ASSOCIATE PATCH	10.00		10.00	
BRANCH PATCH	50.00		50.00	
BSM PATCH 2 1/2 INCH	15.00		15.00	
DOG TAGS AND BOOTS PATCH	45.00		45.00	
GLITZY PATCH 3 inch	35.00		35.00	
GLITZY PATCH 6 inch	30.00		30.00	
Total BSM PATCHES	190.00		190.00	
BSM Pins	12.00		12.00	
Blue Star Dad Pin	36.00		36.00	
BSM Associate Pin	84.00		84.00	
Large BSM Pin	108.00		108.00	
Past Chapter President Pin	72.00		72.00	
Small BSM Pin	300.00		300.00	
Total BSM Pins	612.00		612.00	
BSM Ritual Book	75.00		75.00	
BSM Tee Shirts				
2019 Red Shirt	200.00		200.00	
2021 Blue Shirt	370.00		370.00	
BAND Of Mothers	10.00		10.00	
BSMA Baseball Shirt	60.00		60.00	
I Stand T-Shirt	10.00		10.00	

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Total BSM Tee Shirts	650.00		650.00	
COINS	320.00		320.00	
DAD Blue Polo	25.00		25.00	
DAD Hat	60.00		60.00	
HANGER	60.00		60.00	
Hats	975.00		975.00	
License Plates	65.00		65.00	
Luggage Tags	21.00		21.00	
Magnets	9.00		9.00	
NOTE CARDS	42.00		42.00	
Shipping Income	196.00		196.00	
Tote Bags	140.00		140.00	
WHITE GLOVES	49.15		49.15	
Yearbooks	100.00	99.99	0.01	100.01 %
Total ONLINE STORE	3,872.35	5,031.24	-1,158.89	76.97 %
Total FUNDRAISER	3,872.35	5,031.24	-1,158.89	76.97 %
Funds from closed chapters		24.99	-24.99	
Membership				
Chapter Membership Dues	48,420.00	15,999.99	32,420.01	302.63 %
Charter Fee	75.00	62.49	12.51	120.02 %
Refunds	0.00		0.00	
Total Membership	48,495.00	16,062.48	32,432.52	301.91 %
Shipping Income	468.00		468.00	
Total Income	\$61,856.42	\$26,756.19	\$35,100.23	231.19 %
GROSS PROFIT	\$61,856.42	\$26,756.19	\$35,100.23	231.19 %
Expenses				
Advertising/Public Relations		1,250.01	-1,250.01	
Awards				
Chapter Grants	1,500.00	1,250.01	249.99	120.00 %
Total Awards	1,500.00	1,250.01	249.99	120.00 %
Bank Charges	159.90	24.99	134.91	639.86 %
Checks		50.01	-50.01	
Total Bank Charges	159.90	75.00	84.90	213.20 %
Commissions & Fees				
CFC Application Fee		249.99	-249.99	
Total Commissions & Fees		249.99	-249.99	
Conference Call	53.76	62.49	-8.73	86.03 %
Conventions				
2021 Convention Expenses		8,750.01	-8,750.01	
Total Conventions		8,750.01	-8,750.01	
DC REP		75.00	-75.00	

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Donations	275.00	875.01	-600.01	31.43 %
Parke Memorial Scholarship		750.00	-750.00	
VAVS Fund-Restricted Funds EXPENSE	0.00	1,374.99	-1,374.99	0.00 %
VAVS Matching Funds		624.99	-624.99	
Total Donations	275.00	3,624.99	-3,349.99	7.59 %
Dues & Subscriptions	3.24	81.24	-78.00	3.99 %
Fundraising				
National Fundraising		249.99	-249.99	
On Line Store Expenses		2,499.99	-2,499.99	
coins	540.00		540.00	
Gloves	0.00		0.00	
Hats	57.06		57.06	
Online Store Postage	429.37	500.01	-70.64	85.87 %
Shipping Supplies	22.37		22.37	
Total On Line Store Expenses	1,048.80	3,000.00	-1,951.20	34.96 %
Total Fundraising	1,048.80	3,249.99	-2,201.19	32.27 %
Insurance		624.99	-624.99	
Legal & Professional Fees				
CPA		2,499.99	-2,499.99	
Legal Fees		375.00	-375.00	
Parlamentarian		624.99	-624.99	
Total Legal & Professional Fees		3,499.98	-3,499.98	
Management Expenses				
Ambassador Fund		687.51	-687.51	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	77.56	125.01	-47.45	62.04 %
Postage	217.70		217.70	
Total National Treasurer	295.26	125.01	170.25	236.19 %
Total Management Expenses	360.25	812.52	-452.27	44.34 %
Merchant card processing	490.44	1,374.99	-884.55	35.67 %
First American Payment Systems	677.65		677.65	
Moolah Merchant Fees	272.80		272.80	
Paypal Fees	5.78		5.78	
square merchant fee	1.03		1.03	
Total Merchant card processing	1,447.70	1,374.99	72.71	105.29 %
Office Expenses				
Management				
General Office Supplies	79.05	6.24	72.81	1,266.83 %
Total Management	79.05	6.24	72.81	1,266.83 %
Program				

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General Office Supplies	22.58		22.58	
PO Box		75.00	-75.00	
Total Program	22.58	75.00	-52.42	30.11 %
Total Office Expenses	101.63	81.24	20.39	125.10 %
Office/General Administrative Expenses	108.00	24.99	83.01	432.17 %
Past National President Pin		99.99	-99.99	
Postage		24.99	-24.99	
Program Expenses				
Contingency Fund		75.00	-75.00	
Flowers & Wreaths	285.00	150.00	135.00	190.00 %
National Appointed Offices				
National Chaplain		50.01	-50.01	
Gold Star Mother Mailing	1,223.17	300.00	923.17	407.72 %
Total National Chaplain	1,223.17	350.01	873.16	349.47 %
National Convention Chair		50.01	-50.01	
National Finance Committe Chair		12.51	-12.51	
Postage	1.56		1.56	
Total National Finance Committe Chair	1.56	12.51	-10.95	12.47 %
National Historian		399.99	-399.99	
National Patriotic Instructor		399.99	-399.99	
National VAVS Rep		999.99	-999.99	
Veterans Day National Committee Pins		31.26	-31.26	
Total National VAVS Rep		1,031.25	-1,031.25	
Total National Appointed Offices	1,224.73	2,243.76	-1,019.03	54.58 %
National Financial Secretary		62.49	-62.49	
General Office Expenses	16.98		16.98	
Postage	20.05		20.05	
Total National Financial Secretary	37.03	62.49	-25.46	59.26 %
National First VP		125.01	-125.01	
National Fourth VP		125.01	-125.01	
National President		2,280.00	-2,280.00	
Travel	2,261.82		2,261.82	
Total National President	2,261.82	2,280.00	-18.18	99.20 %
National Recording secretary		37.50	-37.50	
Postage	18.12		18.12	
Total National Recording secretary	18.12	37.50	-19.38	48.32 %
National Second VP		24.99	-24.99	
National Third VP		24.99	-24.99	
Total Program Expenses	3,826.70	5,148.75	-1,322.05	74.32 %
Quick Books on line	1,940.00	420.00	1,520.00	461.90 %
Repair & Maintenance	199.99		199.99	

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Shipping Expenses	219.73	375.00	-155.27	58.59 %
Taxes & Licenses		125.01	-125.01	
Travel				
Executive Board Meeting	1,907.42	1,500.00	407.42	127.16 %
National Convention		3,750.00	-3,750.00	
Total Travel	1,907.42	5,250.00	-3,342.58	36.33 %
Veterans Day Committee Dues		37.50	-37.50	
Website and Database		1,875.00	-1,875.00	
New Website Hosting Fees	8,510.01	1,875.00	6,635.01	453.87 %
Total Website and Database	8,510.01	3,750.00	4,760.01	226.93 %
Yearbooks				
Printing		312.51	-312.51	
Total Yearbooks		312.51	-312.51	
Total Expenses	\$21,662.13	\$40,631.19	\$ -18,969.06	53.31 %
NET OPERATING INCOME	\$40,194.29	\$ -13,875.00	\$54,069.29	-289.69 %
Other Income				
Interest Earned	10.64		10.64	
Total Other Income	\$10.64	\$0.00	\$10.64	0.00%
NET OTHER INCOME	\$10.64	\$0.00	\$10.64	0.00%
NET INCOME	\$40,204.93	\$ -13,875.00	\$54,079.93	-289.77 %