

Blue Star Mothers of America, Inc.

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

September 2021

| | SEP 2021 | | | | TOTAL | | | |
|-------------------------------------|-----------------|-----------------|-----------------|-----------------|-------------------|-------------------|-------------------|-----------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| Income | | | | | | | | |
| 25% LOGO USE Donation | | 4.17 | -4.17 | | \$0.00 | \$4.17 | \$ -4.17 | 0.00% |
| CONVENTION | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| 2022 Convention | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| 2022 Convention Fundraising | 4,356.54 | | 4,356.54 | | \$4,356.54 | \$0.00 | \$4,356.54 | 0.00% |
| Total 2022 Convention | 4,356.54 | | 4,356.54 | | \$4,356.54 | \$0.00 | \$4,356.54 | 0.00% |
| Total CONVENTION | 4,356.54 | | 4,356.54 | | \$4,356.54 | \$0.00 | \$4,356.54 | 0.00% |
| DONATIONS/SPONSORSHIPS | | | | | | | | |
| CFC Donations | 110.02 | 333.33 | -223.31 | 33.01 % | \$110.02 | \$333.33 | \$ -223.31 | 33.01 % |
| General donations | 110.00 | 833.33 | -723.33 | 13.20 % | \$110.00 | \$833.33 | \$ -723.33 | 13.20 % |
| Parke Memorial Scholarship Income | | 166.67 | -166.67 | | \$0.00 | \$166.67 | \$ -166.67 | 0.00% |
| President Project | | 83.33 | -83.33 | | \$0.00 | \$83.33 | \$ -83.33 | 0.00% |
| VAVS Fund - Restricted Funds | 805.00 | 458.33 | 346.67 | 175.64 % | \$805.00 | \$458.33 | \$346.67 | 175.64 % |
| Total DONATIONS/SPONSORSHIPS | 1,025.02 | 1,874.99 | -849.97 | 54.67 % | \$1,025.02 | \$1,874.99 | \$ -849.97 | 54.67 % |
| FUNDRAISER | | | | | | | | |
| ONLINE STORE | | 1,643.75 | -1,643.75 | | \$0.00 | \$1,643.75 | \$ -1,643.75 | 0.00% |
| 2017 75th Patch | 11.00 | | 11.00 | | \$11.00 | \$0.00 | \$11.00 | 0.00% |
| BROCHURE | 31.20 | | 31.20 | | \$31.20 | \$0.00 | \$31.20 | 0.00% |
| BSM PATCHES | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| ASSOCIATE PATCH | 10.00 | | 10.00 | | \$10.00 | \$0.00 | \$10.00 | 0.00% |
| BRANCH PATCH | 10.00 | | 10.00 | | \$10.00 | \$0.00 | \$10.00 | 0.00% |
| BSM PATCH 2 1/2 INCH | 10.00 | | 10.00 | | \$10.00 | \$0.00 | \$10.00 | 0.00% |
| DOG TAGS AND BOOTS PATCH | 30.00 | | 30.00 | | \$30.00 | \$0.00 | \$30.00 | 0.00% |
| GLITZY PATCH 3 inch | 10.00 | | 10.00 | | \$10.00 | \$0.00 | \$10.00 | 0.00% |
| Total BSM PATCHES | 70.00 | | 70.00 | | \$70.00 | \$0.00 | \$70.00 | 0.00% |
| BSM Pins | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Blue Star Dad Pin | 24.00 | | 24.00 | | \$24.00 | \$0.00 | \$24.00 | 0.00% |
| BSM Associate Pin | 12.00 | | 12.00 | | \$12.00 | \$0.00 | \$12.00 | 0.00% |
| Large BSM Pin | 36.00 | | 36.00 | | \$36.00 | \$0.00 | \$36.00 | 0.00% |
| Past Chapter President Pin | 36.00 | | 36.00 | | \$36.00 | \$0.00 | \$36.00 | 0.00% |
| Small BSM Pin | 36.00 | | 36.00 | | \$36.00 | \$0.00 | \$36.00 | 0.00% |
| Total BSM Pins | 144.00 | | 144.00 | | \$144.00 | \$0.00 | \$144.00 | 0.00% |
| BSM Ritual Book | 35.00 | | 35.00 | | \$35.00 | \$0.00 | \$35.00 | 0.00% |
| BSM Tee Shirts | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| 2019 Red Shirt | 120.00 | | 120.00 | | \$120.00 | \$0.00 | \$120.00 | 0.00% |
| 2021 Blue Shirt | 190.00 | | 190.00 | | \$190.00 | \$0.00 | \$190.00 | 0.00% |
| BAND Of Mothers | 5.00 | | 5.00 | | \$5.00 | \$0.00 | \$5.00 | 0.00% |
| BSMA Baseball Shirt | 15.00 | | 15.00 | | \$15.00 | \$0.00 | \$15.00 | 0.00% |
| I Stand T-Shirt | 10.00 | | 10.00 | | \$10.00 | \$0.00 | \$10.00 | 0.00% |
| Total BSM Tee Shirts | 340.00 | | 340.00 | | \$340.00 | \$0.00 | \$340.00 | 0.00% |
| COINS | 30.00 | | 30.00 | | \$30.00 | \$0.00 | \$30.00 | 0.00% |
| DAD Blue Polo | 25.00 | | 25.00 | | \$25.00 | \$0.00 | \$25.00 | 0.00% |
| DAD Hat | 10.00 | | 10.00 | | \$10.00 | \$0.00 | \$10.00 | 0.00% |
| HANGER | 36.00 | | 36.00 | | \$36.00 | \$0.00 | \$36.00 | 0.00% |
| Hats | 750.00 | | 750.00 | | \$750.00 | \$0.00 | \$750.00 | 0.00% |
| License Plates | 45.00 | | 45.00 | | \$45.00 | \$0.00 | \$45.00 | 0.00% |
| Luggage Tags | 6.00 | | 6.00 | | \$6.00 | \$0.00 | \$6.00 | 0.00% |
| Magnets | 3.00 | | 3.00 | | \$3.00 | \$0.00 | \$3.00 | 0.00% |
| NOTE CARDS | 30.00 | | 30.00 | | \$30.00 | \$0.00 | \$30.00 | 0.00% |
| Shipping Income | 131.00 | | 131.00 | | \$131.00 | \$0.00 | \$131.00 | 0.00% |
| Tote Bags | 40.00 | | 40.00 | | \$40.00 | \$0.00 | \$40.00 | 0.00% |
| WHITE GLOVES | 4.15 | | 4.15 | | \$4.15 | \$0.00 | \$4.15 | 0.00% |
| Yearbooks | | 33.33 | -33.33 | | \$0.00 | \$33.33 | \$ -33.33 | 0.00% |
| Total ONLINE STORE | 1,741.35 | 1,677.08 | 64.27 | 103.83 % | \$1,741.35 | \$1,677.08 | \$64.27 | 103.83 % |
| Total FUNDRAISER | 1,741.35 | 1,677.08 | 64.27 | 103.83 % | \$1,741.35 | \$1,677.08 | \$64.27 | 103.83 % |
| Funds from closed chapters | | 8.33 | -8.33 | | \$0.00 | \$8.33 | \$ -8.33 | 0.00% |
| Membership | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Chapter Membership Dues | 41,687.50 | 5,333.33 | 36,354.17 | 781.64 % | \$41,687.50 | \$5,333.33 | \$36,354.17 | 781.64 % |
| Charter Fee | | 20.83 | -20.83 | | \$0.00 | \$20.83 | \$ -20.83 | 0.00% |
| Refunds | 90.00 | | 90.00 | | \$90.00 | \$0.00 | \$90.00 | 0.00% |

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September 2021

| | SEP 2021 | | | | TOTAL | | | |
|--|--------------------|-------------------|--------------------|-------------------|--------------------|-------------------|---------------------|-------------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| Total Membership | 41,777.50 | 5,354.16 | 36,423.34 | 780.28 % | \$41,777.50 | \$5,354.16 | \$36,423.34 | 780.28 % |
| Shipping Income | 174.00 | | 174.00 | | \$174.00 | \$0.00 | \$174.00 | 0.00% |
| Total Income | \$49,074.41 | \$8,918.73 | \$40,155.68 | 550.24 % | \$49,074.41 | \$8,918.73 | \$40,155.68 | 550.24 % |
| GROSS PROFIT | \$49,074.41 | \$8,918.73 | \$40,155.68 | 550.24 % | \$49,074.41 | \$8,918.73 | \$40,155.68 | 550.24 % |
| Expenses | | | | | | | | |
| Advertising/Public Relations | | 416.67 | -416.67 | | \$0.00 | \$416.67 | \$ -416.67 | 0.00% |
| Awards | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Chapter Grants | | 416.67 | -416.67 | | \$0.00 | \$416.67 | \$ -416.67 | 0.00% |
| Total Awards | | 416.67 | -416.67 | | \$0.00 | \$416.67 | \$ -416.67 | 0.00% |
| Bank Charges | 52.50 | 8.33 | 44.17 | 630.25 % | \$52.50 | \$8.33 | \$44.17 | 630.25 % |
| Checks | | 16.67 | -16.67 | | \$0.00 | \$16.67 | \$ -16.67 | 0.00% |
| Total Bank Charges | 52.50 | 25.00 | 27.50 | 210.00 % | \$52.50 | \$25.00 | \$27.50 | 210.00 % |
| Commissions & Fees | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| CFC Application Fee | | 83.33 | -83.33 | | \$0.00 | \$83.33 | \$ -83.33 | 0.00% |
| Total Commissions & Fees | | 83.33 | -83.33 | | \$0.00 | \$83.33 | \$ -83.33 | 0.00% |
| Conference Call | | 20.83 | -20.83 | | \$0.00 | \$20.83 | \$ -20.83 | 0.00% |
| Conventions | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| 2021 Convention Expenses | | 2,916.67 | -2,916.67 | | \$0.00 | \$2,916.67 | \$ -2,916.67 | 0.00% |
| Total Conventions | | 2,916.67 | -2,916.67 | | \$0.00 | \$2,916.67 | \$ -2,916.67 | 0.00% |
| DC REP | | 25.00 | -25.00 | | \$0.00 | \$25.00 | \$ -25.00 | 0.00% |
| Donations | | 291.67 | -291.67 | | \$0.00 | \$291.67 | \$ -291.67 | 0.00% |
| Parke Memorial Scholarship | | 250.00 | -250.00 | | \$0.00 | \$250.00 | \$ -250.00 | 0.00% |
| VAVS Fund-Restricted Funds EXPENSE | | 458.33 | -458.33 | | \$0.00 | \$458.33 | \$ -458.33 | 0.00% |
| VAVS Matching Funds | | 208.33 | -208.33 | | \$0.00 | \$208.33 | \$ -208.33 | 0.00% |
| Total Donations | | 1,208.33 | -1,208.33 | | \$0.00 | \$1,208.33 | \$ -1,208.33 | 0.00% |
| Dues & Subscriptions | | 27.08 | -27.08 | | \$0.00 | \$27.08 | \$ -27.08 | 0.00% |
| Fundraising | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| National Fundraising | | 83.33 | -83.33 | | \$0.00 | \$83.33 | \$ -83.33 | 0.00% |
| On Line Store Expenses | | 833.33 | -833.33 | | \$0.00 | \$833.33 | \$ -833.33 | 0.00% |
| coins | 175.00 | | 175.00 | | \$175.00 | \$0.00 | \$175.00 | 0.00% |
| Gloves | 50.85 | | 50.85 | | \$50.85 | \$0.00 | \$50.85 | 0.00% |
| Hats | 57.06 | | 57.06 | | \$57.06 | \$0.00 | \$57.06 | 0.00% |
| Online Store Postage | 171.37 | 166.67 | 4.70 | 102.82 % | \$171.37 | \$166.67 | \$4.70 | 102.82 % |
| Total On Line Store Expenses | 454.28 | 1,000.00 | -545.72 | 45.43 % | \$454.28 | \$1,000.00 | \$ -545.72 | 45.43 % |
| Total Fundraising | 454.28 | 1,083.33 | -629.05 | 41.93 % | \$454.28 | \$1,083.33 | \$ -629.05 | 41.93 % |
| Insurance | | 208.33 | -208.33 | | \$0.00 | \$208.33 | \$ -208.33 | 0.00% |
| Legal & Professional Fees | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| CPA | | 833.33 | -833.33 | | \$0.00 | \$833.33 | \$ -833.33 | 0.00% |
| Legal Fees | | 125.00 | -125.00 | | \$0.00 | \$125.00 | \$ -125.00 | 0.00% |
| Parliamentarian | | 208.33 | -208.33 | | \$0.00 | \$208.33 | \$ -208.33 | 0.00% |
| Total Legal & Professional Fees | | 1,166.66 | -1,166.66 | | \$0.00 | \$1,166.66 | \$ -1,166.66 | 0.00% |
| Management Expenses | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Ambassador Fund | | 229.17 | -229.17 | | \$0.00 | \$229.17 | \$ -229.17 | 0.00% |
| Equipment | 64.99 | | 64.99 | | \$64.99 | \$0.00 | \$64.99 | 0.00% |
| National Treasurer | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| General Office Expenses | 77.56 | 41.67 | 35.89 | 186.13 % | \$77.56 | \$41.67 | \$35.89 | 186.13 % |
| Postage | 116.20 | | 116.20 | | \$116.20 | \$0.00 | \$116.20 | 0.00% |
| Total National Treasurer | 193.76 | 41.67 | 152.09 | 464.99 % | \$193.76 | \$41.67 | \$152.09 | 464.99 % |
| Total Management Expenses | 258.75 | 270.84 | -12.09 | 95.54 % | \$258.75 | \$270.84 | \$ -12.09 | 95.54 % |
| Merchant card processing | | 458.33 | -458.33 | | \$0.00 | \$458.33 | \$ -458.33 | 0.00% |
| First American Payment Systems | 634.04 | | 634.04 | | \$634.04 | \$0.00 | \$634.04 | 0.00% |
| Moolah Merchant Fees | 95.70 | | 95.70 | | \$95.70 | \$0.00 | \$95.70 | 0.00% |
| Paypal Fees | 5.78 | | 5.78 | | \$5.78 | \$0.00 | \$5.78 | 0.00% |
| Total Merchant card processing | 735.52 | 458.33 | 277.19 | 160.48 % | \$735.52 | \$458.33 | \$277.19 | 160.48 % |
| Office Expenses | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Management | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| General Office Supplies | 79.05 | 2.08 | 76.97 | 3,800.48 % | \$79.05 | \$2.08 | \$76.97 | 3,800.48 % |
| Total Management | 79.05 | 2.08 | 76.97 | 3,800.48 % | \$79.05 | \$2.08 | \$76.97 | 3,800.48 % |
| Program | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |

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September 2021

| | SEP 2021 | | | | TOTAL | | | |
|---|--------------------|---------------------|--------------------|-------------------|--------------------|---------------------|---------------------|-------------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| PO Box | | 25.00 | -25.00 | | \$0.00 | \$25.00 | \$ -25.00 | 0.00% |
| Total Program | | 25.00 | -25.00 | | \$0.00 | \$25.00 | \$ -25.00 | 0.00% |
| Total Office Expenses | 79.05 | 27.08 | 51.97 | 291.91 % | \$79.05 | \$27.08 | \$51.97 | 291.91 % |
| Office/General Administrative Expenses | 108.00 | 8.33 | 99.67 | 1,296.52 % | \$108.00 | \$8.33 | \$99.67 | 1,296.52 % |
| Past National President Pin | | 33.33 | -33.33 | | \$0.00 | \$33.33 | \$ -33.33 | 0.00% |
| Postage | | 8.33 | -8.33 | | \$0.00 | \$8.33 | \$ -8.33 | 0.00% |
| Program Expenses | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Contingency Fund | | 25.00 | -25.00 | | \$0.00 | \$25.00 | \$ -25.00 | 0.00% |
| Flowers & Wreaths | | 50.00 | -50.00 | | \$0.00 | \$50.00 | \$ -50.00 | 0.00% |
| National Appointed Offices | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| National Chaplain | | 16.67 | -16.67 | | \$0.00 | \$16.67 | \$ -16.67 | 0.00% |
| Gold Star Mother Mailing | 1,223.17 | 100.00 | 1,123.17 | 1,223.17 % | \$1,223.17 | \$100.00 | \$1,123.17 | 1,223.17 % |
| Total National Chaplain | 1,223.17 | 116.67 | 1,106.50 | 1,048.40 % | \$1,223.17 | \$116.67 | \$1,106.50 | 1,048.40 % |
| National Convention Chair | | 16.67 | -16.67 | | \$0.00 | \$16.67 | \$ -16.67 | 0.00% |
| National Finance Committee Chair | | 4.17 | -4.17 | | \$0.00 | \$4.17 | \$ -4.17 | 0.00% |
| National Historian | | 133.33 | -133.33 | | \$0.00 | \$133.33 | \$ -133.33 | 0.00% |
| National Patriotic Instructor | | 133.33 | -133.33 | | \$0.00 | \$133.33 | \$ -133.33 | 0.00% |
| National VAVS Rep | | 333.33 | -333.33 | | \$0.00 | \$333.33 | \$ -333.33 | 0.00% |
| Veterans Day National Committee Pins | | 10.42 | -10.42 | | \$0.00 | \$10.42 | \$ -10.42 | 0.00% |
| Total National VAVS Rep | | 343.75 | -343.75 | | \$0.00 | \$343.75 | \$ -343.75 | 0.00% |
| Total National Appointed Offices | 1,223.17 | 747.92 | 475.25 | 163.54 % | \$1,223.17 | \$747.92 | \$475.25 | 163.54 % |
| National Financial Secretary | | 20.83 | -20.83 | | \$0.00 | \$20.83 | \$ -20.83 | 0.00% |
| Postage | 20.05 | | 20.05 | | \$20.05 | \$0.00 | \$20.05 | 0.00% |
| Total National Financial Secretary | 20.05 | 20.83 | -0.78 | 96.26 % | \$20.05 | \$20.83 | \$ -0.78 | 96.26 % |
| National First VP | | 41.67 | -41.67 | | \$0.00 | \$41.67 | \$ -41.67 | 0.00% |
| National Fourth VP | | 41.67 | -41.67 | | \$0.00 | \$41.67 | \$ -41.67 | 0.00% |
| National President | 767.67 | 760.00 | 7.67 | 101.01 % | \$767.67 | \$760.00 | \$7.67 | 101.01 % |
| Travel | 914.57 | | 914.57 | | \$914.57 | \$0.00 | \$914.57 | 0.00% |
| Total National President | 1,682.24 | 760.00 | 922.24 | 221.35 % | \$1,682.24 | \$760.00 | \$922.24 | 221.35 % |
| National Recording secretary | | 12.50 | -12.50 | | \$0.00 | \$12.50 | \$ -12.50 | 0.00% |
| Postage | 8.30 | | 8.30 | | \$8.30 | \$0.00 | \$8.30 | 0.00% |
| Total National Recording secretary | 8.30 | 12.50 | -4.20 | 66.40 % | \$8.30 | \$12.50 | \$ -4.20 | 66.40 % |
| National Second VP | | 8.33 | -8.33 | | \$0.00 | \$8.33 | \$ -8.33 | 0.00% |
| National Third VP | | 8.33 | -8.33 | | \$0.00 | \$8.33 | \$ -8.33 | 0.00% |
| Total Program Expenses | 2,933.76 | 1,716.25 | 1,217.51 | 170.94 % | \$2,933.76 | \$1,716.25 | \$1,217.51 | 170.94 % |
| Quick Books on line | | 140.00 | -140.00 | | \$0.00 | \$140.00 | \$ -140.00 | 0.00% |
| Shipping Expenses | 192.51 | 125.00 | 67.51 | 154.01 % | \$192.51 | \$125.00 | \$67.51 | 154.01 % |
| Taxes & Licenses | | 41.67 | -41.67 | | \$0.00 | \$41.67 | \$ -41.67 | 0.00% |
| Travel | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Executive Board Meeting | | 500.00 | -500.00 | | \$0.00 | \$500.00 | \$ -500.00 | 0.00% |
| National Convention | | 1,250.00 | -1,250.00 | | \$0.00 | \$1,250.00 | \$ -1,250.00 | 0.00% |
| Total Travel | | 1,750.00 | -1,750.00 | | \$0.00 | \$1,750.00 | \$ -1,750.00 | 0.00% |
| Veterans Day Committee Dues | | 12.50 | -12.50 | | \$0.00 | \$12.50 | \$ -12.50 | 0.00% |
| Website and Database | | 625.00 | -625.00 | | \$0.00 | \$625.00 | \$ -625.00 | 0.00% |
| New Website Hosting Fees | 8,510.01 | 625.00 | 7,885.01 | 1,361.60 % | \$8,510.01 | \$625.00 | \$7,885.01 | 1,361.60 % |
| Total Website and Database | 8,510.01 | 1,250.00 | 7,260.01 | 680.80 % | \$8,510.01 | \$1,250.00 | \$7,260.01 | 680.80 % |
| Yearbooks | | | | | \$0.00 | \$0.00 | \$0.00 | 0.00% |
| Printing | | 104.17 | -104.17 | | \$0.00 | \$104.17 | \$ -104.17 | 0.00% |
| Total Yearbooks | | 104.17 | -104.17 | | \$0.00 | \$104.17 | \$ -104.17 | 0.00% |
| Total Expenses | \$13,324.38 | \$13,543.73 | \$ -219.35 | 98.38 % | \$13,324.38 | \$13,543.73 | \$ -219.35 | 98.38 % |
| NET OPERATING INCOME | \$35,750.03 | \$ -4,625.00 | \$40,375.03 | -772.97 % | \$35,750.03 | \$ -4,625.00 | \$40,375.03 | -772.97 % |
| Other Income | | | | | | | | |
| Interest Earned | 3.91 | | 3.91 | | \$3.91 | \$0.00 | \$3.91 | 0.00% |
| Total Other Income | \$3.91 | \$0.00 | \$3.91 | 0.00% | \$3.91 | \$0.00 | \$3.91 | 0.00% |
| NET OTHER INCOME | \$3.91 | \$0.00 | \$3.91 | 0.00% | \$3.91 | \$0.00 | \$3.91 | 0.00% |
| NET INCOME | \$35,753.94 | \$ -4,625.00 | \$40,378.94 | -773.06 % | \$35,753.94 | \$ -4,625.00 | \$40,378.94 | -773.06 % |