

Blue Star Mothers of America, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

September 2023 - August 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation	237.50	100.00	137.50	237.50 %
CONVENTION				
2024 CONVENTION INCOME				
2024 CONVENTION FUNDRAISER	7,019.38	5,000.00	2,019.38	140.39 %
2024 CONVENTION PRESIDENT'S PROJECT	100.00		100.00	
2024 CONVENTION PRESIDENT'S RECEPTION	100.00		100.00	
2024 CONVENTION REGISTRATION	6,105.00	44,400.00	-38,295.00	13.75 %
2024 CONVENTION SILENT AUCTION		6,000.00	-6,000.00	
2024 CONVENTION SPONSOR/FUNDRAISER	4,000.00	4,000.00	0.00	100.00 %
2024 CONVENTION VENDOR TABLES	50.00	600.00	-550.00	8.33 %
Total 2024 CONVENTION INCOME	17,374.38	60,000.00	-42,625.62	28.96 %
Total CONVENTION	17,374.38	60,000.00	-42,625.62	28.96 %
DONATIONS/SPONSORSHIPS				
CFC DONATIONS	507.36	750.00	-242.64	67.65 %
GENERAL DONATIONS	3,492.73	1,500.00	1,992.73	232.85 %
PARKE MEMORIAL SCHOLARSHIP INCOME		2,000.00	-2,000.00	
VAVS FUND - RESTRICTED FUNDS	5,790.22	7,000.00	-1,209.78	82.72 %
YEARBOOK ADS	625.00		625.00	
Total VAVS FUND - RESTRICTED FUNDS	6,415.22	7,000.00	-584.78	91.65 %
Total DONATIONS/SPONSORSHIPS	10,415.31	11,250.00	-834.69	92.58 %
FUNDRAISER				
ONLINE STORE		15,000.00	-15,000.00	
BLUE LOGO VEST	780.00		780.00	
BROCHURE	424.80		424.80	
BSM LOGO PENS	242.00		242.00	
BSM PATCHES				
ASSOCIATE PATCH	30.00		30.00	
BRANCH PATCH	270.00		270.00	
BSM PATCH 2 1/2 INCH	210.00		210.00	
BSM PATCH 6 INCH	90.00		90.00	
DOG TAGS AND BOOTS PATCH	210.00		210.00	
GLITZY PATCH 3 inch	430.00		430.00	
GLITZY PATCH 6 inch	200.00		200.00	
PAST PRESENT FUTURE PATCH	95.00		95.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	220.00		220.00	
SUPPORTER ROCKERS - RED	320.00		320.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	75.00		75.00	
Total BSM PATCHES	2,150.00		2,150.00	
BSM PINS				
BLUE STAR DAD PIN	204.00		204.00	
BSM ASSOCIATE PIN	144.00		144.00	

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LARGE BSM PIN	1,488.00		1,488.00	
PAST CHAPTER PRESIDENT PIN	204.00		204.00	
SMALL BSM PIN	528.00		528.00	
Total BSM PINS	2,568.00		2,568.00	
BSM RITUAL BOOK	20.00		20.00	
BSM T-SHIRTS				
2019 RED SHIRT	360.00		360.00	
Total BSM T-SHIRTS	360.00		360.00	
BSM WHITE LOGO BALL CAP	300.00		300.00	
BSMA ORNAMENT BUNDLE	3,130.00		3,130.00	
2023 FATHERS DAY BUNDLE	25.00		25.00	
HOLIDAY SPECIAL	250.00		250.00	
MOTHERS DAY BUNDLE	180.00		180.00	
VALENTINES BUNDLE	75.00		75.00	
Total BUNDLE	530.00		530.00	
CELL PHONE CARD HOLDER	35.00		35.00	
COINS	1,300.00		1,300.00	
DAD BLUE POLO	100.00		100.00	
HANGER	360.00		360.00	
HANGER WITH MAGNET	228.00		228.00	
HATS/GARRISON COVER	2,641.00		2,641.00	
LUGGAGE TAGS	39.00		39.00	
MAGNETS	135.00		135.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	180.00		180.00	
RED FLAG PATCH	170.00		170.00	
RED JACKETS	1,620.00		1,620.00	
SHIPPING INCOME	3,375.00		3,375.00	
TOTE BAG 2024	280.00		280.00	
TOTEBAGS 2022	300.00		300.00	
WHITE DRESS LOGO SHIRT	1,362.00		1,362.00	
WHITE GLOVES	380.00		380.00	
Total ONLINE STORE	23,035.80	15,000.00	8,035.80	153.57 %
Total FUNDRAISER	23,035.80	15,000.00	8,035.80	153.57 %
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP	1,398.74	100.00	1,298.74	1,398.74 %
CHAPTER MEMBERSHIP DUES	55,395.00	55,000.00	395.00	100.72 %
CHARTER FEE	100.00	150.00	-50.00	66.67 %
Total MEMBERSHIP	55,495.00	55,150.00	345.00	100.63 %
Total Income	\$107,956.73	\$141,600.00	\$ -33,643.27	76.24 %
GROSS PROFIT	\$107,956.73	\$141,600.00	\$ -33,643.27	76.24 %

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Expenses				
Advertising/Public Relations	99.00	2,500.00	-2,401.00	3.96 %
Awards				
Chapter Grants	4,000.00	7,000.00	-3,000.00	57.14 %
Total Awards	4,000.00	7,000.00	-3,000.00	57.14 %
Bank Charges	135.00	500.00	-365.00	27.00 %
Checks	241.89	200.00	41.89	120.95 %
Total Bank Charges	376.89	700.00	-323.11	53.84 %
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
Total Commissions & Fees		1,500.00	-1,500.00	
Conference Call	159.90	300.00	-140.10	53.30 %
Conventions				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses	14,202.78	33,000.00	-18,797.22	43.04 %
Total Conventions	14,333.09	33,000.00	-18,666.91	43.43 %
DC REP	49.45	300.00	-250.55	16.48 %
Donations	6,954.00		6,954.00	
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	5,500.00	7,000.00	-1,500.00	78.57 %
VAVS Matching Funds	4,800.00	3,000.00	1,800.00	160.00 %
WIMSA	660.00	1,000.00	-340.00	66.00 %
Total Donations	19,914.00	13,000.00	6,914.00	153.18 %
Dues & Subscriptions		2,000.00	-2,000.00	
Fundraising				
On Line Store Expenses		7,000.00	-7,000.00	
blue logo vest	1,782.42		1,782.42	
Bsm hanger	368.27		368.27	
BSM Pins	1,274.65		1,274.65	
BSMA Ornament	1,542.00		1,542.00	
coins	1,350.00		1,350.00	
Glitz Patch	2,018.90		2,018.90	
Hats	3,239.70		3,239.70	
Online Store Postage	1,288.57	3,000.00	-1,711.43	42.95 %
Patches	364.90		364.90	
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	154.60		154.60	
Tote Bag 2024	1,219.80		1,219.80	
white dress logo shirt	2,317.54		2,317.54	
Total On Line Store Expenses	18,876.65	10,000.00	8,876.65	188.77 %
Total Fundraising	18,876.65	10,000.00	8,876.65	188.77 %
Insurance	994.00	3,500.00	-2,506.00	28.40 %

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Legal & Professional Fees	375.00		375.00	
CPA		10,000.00	-10,000.00	
Legal Fees		1,500.00	-1,500.00	
Parlamentarian		2,500.00	-2,500.00	
Total Legal & Professional Fees	375.00	14,000.00	-13,625.00	2.68 %
Management Expenses	80.00		80.00	
Ambassador Fund		6,000.00	-6,000.00	
Total Management Expenses	80.00	6,000.00	-5,920.00	1.33 %
Merchant card processing	2,678.27	6,000.00	-3,321.73	44.64 %
First American Payment Systems	342.72		342.72	
Moolah Merchant Fees	690.56		690.56	
Paypal Fees	118.33		118.33	
Total Merchant card processing	3,829.88	6,000.00	-2,170.12	63.83 %
Office Expenses				
Management				
General Office Supplies		200.00	-200.00	
Total Management		200.00	-200.00	
Program				
PO Box		300.00	-300.00	
Total Program		300.00	-300.00	
Total Office Expenses		500.00	-500.00	
Officer Equipment/Software	2,194.00	4,000.00	-1,806.00	54.85 %
Past National President Pin		50.00	-50.00	
Program Expenses				
Flowers & Wreaths	637.60	750.00	-112.40	85.01 %
National Appointed Offices				
By-Law Committee Chair		600.00	-600.00	
National Chaplain		3,200.00	-3,200.00	
National Finance Committe Chair		50.00	-50.00	
National Historian		250.00	-250.00	
National Patriotic Instructor		250.00	-250.00	
National VAVS Rep	2,465.56		2,465.56	
Postage		500.00	-500.00	
VAVS Annual Meeting		4,500.00	-4,500.00	
Total National VAVS Rep	2,465.56	5,000.00	-2,534.44	49.31 %
Total National Appointed Offices	2,465.56	9,350.00	-6,884.44	26.37 %
National Financial Secretary		250.00	-250.00	
National First VP		250.00	-250.00	
National Fourth VP		250.00	-250.00	
Postage	28.89		28.89	
Total National Fourth VP	28.89	250.00	-221.11	11.56 %
National President	113.35	1,000.00	-886.65	11.34 %

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National Recording secretary	65.27	300.00	-234.73	21.76 %
National Second VP	108.00	250.00	-142.00	43.20 %
National Third VP		250.00	-250.00	
National Treasurer				
General Office Expenses	157.51	500.00	-342.49	31.50 %
Postage	459.18	750.00	-290.82	61.22 %
Total National Treasurer	616.69	1,250.00	-633.31	49.34 %
Total Program Expenses	4,035.36	13,900.00	-9,864.64	29.03 %
Quick Books on line		2,400.00	-2,400.00	
Repair & Maintenance		200.00	-200.00	
Shipping Expenses	129.40	2,500.00	-2,370.60	5.18 %
Travel				
Department Conventions	1,472.84	2,000.00	-527.16	73.64 %
Executive Board Meeting	6,992.79	7,000.00	-7.21	99.90 %
Gold Star Mothers Weekend	912.12	1,000.00	-87.88	91.21 %
Memorial Day	1,978.35	3,500.00	-1,521.65	56.52 %
National Convention	923.90	15,000.00	-14,076.10	6.16 %
2024 National Convention Travel and Lodging	4,693.44		4,693.44	
Total National Convention	5,617.34	15,000.00	-9,382.66	37.45 %
Special Events	1,480.91	3,000.00	-1,519.09	49.36 %
Veterans Day	974.01	3,500.00	-2,525.99	27.83 %
Total Travel	19,428.36	35,000.00	-15,571.64	55.51 %
Veterans Day Committee Dues	150.00	200.00	-50.00	75.00 %
Website and Database	13,354.21	12,000.00	1,354.21	111.29 %
Yearbooks		100.00	-100.00	
Total Expenses	\$102,379.19	\$170,650.00	\$ -68,270.81	59.99 %
NET OPERATING INCOME	\$5,577.54	\$ -29,050.00	\$34,627.54	-19.20 %
Other Income				
Interest Earned	1,750.71		1,750.71	
Total Other Income	\$1,750.71	\$0.00	\$1,750.71	0.00%
NET OTHER INCOME	\$1,750.71	\$0.00	\$1,750.71	0.00%
NET INCOME	\$7,328.25	\$ -29,050.00	\$36,378.25	-25.23 %