

# Blue Star Mothers of America, Inc.

## Budget vs. Actuals: Budget\_FY25\_P&L\_1 - FY25 P&L

September 2024 - August 2025

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation	241.73	100.00	141.73	241.73 %
<b>CONVENTION</b>				
<b>CONVENTION INCOME</b>				
CONVENTION FUNDRAISER	3,087.39	6,000.00	-2,912.61	51.46 %
CONVENTION REGISTRATION		44,400.00	-44,400.00	
CONVENTION SILENT AUCTION		5,000.00	-5,000.00	
CONVENTION SPONSOR/FUNDRAISER	2,500.00	4,000.00	-1,500.00	62.50 %
CONVENTION SPREADSHIRT INCOME	19.58		19.58	
CONVENTION VENDOR TABLES		600.00	-600.00	
<b>Total CONVENTION INCOME</b>	<b>5,606.97</b>	<b>60,000.00</b>	<b>-54,393.03</b>	<b>9.34 %</b>
<b>Total CONVENTION</b>	<b>5,606.97</b>	<b>60,000.00</b>	<b>-54,393.03</b>	<b>9.34 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC DONATIONS	167.48		167.48	
GENERAL DONATIONS	350.72	1,500.00	-1,149.28	23.38 %
Maguire Donations		750.00	-750.00	
<b>RESTRICTED DONATIONS</b>				
Nashville VA Restricted Donation		0.00	0.00	
<b>Total RESTRICTED DONATIONS</b>		<b>0.00</b>	<b>0.00</b>	
VAVS FUND - RESTRICTED FUNDS	7,075.00	6,000.00	1,075.00	117.92 %
YEARBOOK ADS		1,000.00	-1,000.00	
<b>Total VAVS FUND - RESTRICTED FUNDS</b>	<b>7,075.00</b>	<b>7,000.00</b>	<b>75.00</b>	<b>101.07 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>7,593.20</b>	<b>9,250.00</b>	<b>-1,656.80</b>	<b>82.09 %</b>
FUNDS FROM CLOSED CHAPTERS	82.36	100.00	-17.64	82.36 %
<b>MEMBERSHIP</b>				
CHAPTER MEMBERSHIP DUES	49,560.00	60,000.00	-10,440.00	82.60 %
CHARTER FEE	25.00	150.00	-125.00	16.67 %
Compliance Hold- Membership Dues	1,020.00		1,020.00	
Membership Transition	397.50		397.50	
<b>Total MEMBERSHIP</b>	<b>51,002.50</b>	<b>60,150.00</b>	<b>-9,147.50</b>	<b>84.79 %</b>
ONLINE STORE		25,000.00	-25,000.00	
Sales of Product Income	9,611.00		9,611.00	
SHIPPING INCOME	501.85		501.85	
<b>Total ONLINE STORE</b>	<b>10,112.85</b>	<b>25,000.00</b>	<b>-14,887.15</b>	<b>40.45 %</b>
<b>Total Income</b>	<b>\$74,639.61</b>	<b>\$154,600.00</b>	<b>\$ -79,960.39</b>	<b>48.28 %</b>
<b>Cost of Goods Sold</b>				
Cost of Goods Sold	13,788.65		13,788.65	
Inventory Shrinkage	-756.70		-756.70	
<b>Total Cost of Goods Sold</b>	<b>\$13,031.95</b>	<b>\$0.00</b>	<b>\$13,031.95</b>	<b>0.00%</b>
<b>GROSS PROFIT</b>	<b>\$61,607.66</b>	<b>\$154,600.00</b>	<b>\$ -92,992.34</b>	<b>39.85 %</b>
<b>Expenses</b>				

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Advertising/Public Relations	99.00	2,000.00	-1,901.00	4.95 %
Awards				
Chapter Grants	1,500.00	7,000.00	-5,500.00	21.43 %
<b>Total Awards</b>	<b>1,500.00</b>	<b>7,000.00</b>	<b>-5,500.00</b>	<b>21.43 %</b>
Bank Charges	45.00	500.00	-455.00	9.00 %
Checks		200.00	-200.00	
<b>Total Bank Charges</b>	<b>45.00</b>	<b>700.00</b>	<b>-655.00</b>	<b>6.43 %</b>
Commissions & Fees				
Maguire/Maguire & Campaign Fees		500.00	-500.00	
<b>Total Commissions &amp; Fees</b>		<b>500.00</b>	<b>-500.00</b>	
Conventions				
Convention Expenses	5,000.00	35,000.00	-30,000.00	14.29 %
Convention Shipping Expenses		2,500.00	-2,500.00	
<b>Total Convention Expenses</b>	<b>5,000.00</b>	<b>37,500.00</b>	<b>-32,500.00</b>	<b>13.33 %</b>
<b>Total Conventions</b>	<b>5,000.00</b>	<b>37,500.00</b>	<b>-32,500.00</b>	<b>13.33 %</b>
DC REP		300.00	-300.00	
Donations				
Convention Approved	1,500.00		1,500.00	
Parke Memorial Scholarship		2,000.00	-2,000.00	
VAVS Fund-Restricted Funds EXPENSE		7,000.00	-7,000.00	
VAVS Matching Funds		6,000.00	-6,000.00	
WIMSA	500.00	1,000.00	-500.00	50.00 %
<b>Total Donations</b>	<b>2,000.00</b>	<b>16,000.00</b>	<b>-14,000.00</b>	<b>12.50 %</b>
Dues & Subscriptions		2,000.00	-2,000.00	
Insurance		3,500.00	-3,500.00	
Legal & Professional Fees				
CPA		10,000.00	-10,000.00	
Legal Fees	375.00	1,500.00	-1,125.00	25.00 %
<b>Total Legal &amp; Professional Fees</b>	<b>375.00</b>	<b>11,500.00</b>	<b>-11,125.00</b>	<b>3.26 %</b>
Management Expenses				
Ambassador Fund		5,000.00	-5,000.00	
<b>Total Management Expenses</b>		<b>5,000.00</b>	<b>-5,000.00</b>	
Merchant card processing		6,000.00	-6,000.00	
First American Payment Systems	1,315.60		1,315.60	
Moolah Merchant Fees	251.85		251.85	
Paypal Fees	50.13		50.13	
QuickBooks Payments Fees	294.75		294.75	
<b>Total Merchant card processing</b>	<b>1,912.33</b>	<b>6,000.00</b>	<b>-4,087.67</b>	<b>31.87 %</b>
National Fundraising		1,000.00	-1,000.00	
Office Expenses				
Program				
General Office Supplies		200.00	-200.00	

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PO Box		300.00	-300.00	
<b>Total Program</b>		<b>500.00</b>	<b>-500.00</b>	
<b>Total Office Expenses</b>		<b>500.00</b>	<b>-500.00</b>	
Officer Equipment/Software	1,395.89	6,000.00	-4,604.11	23.26 %
Online Store Donor Shipping	429.92	2,000.00	-1,570.08	21.50 %
Past National President Pin		50.00	-50.00	
Program Expenses				
Flowers & Wreaths	314.90	1,200.00	-885.10	26.24 %
National Appointed Offices				
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	2,316.01	3,000.00	-683.99	77.20 %
<b>Total National Chaplain</b>	<b>2,316.01</b>	<b>3,200.00</b>	<b>-883.99</b>	<b>72.38 %</b>
National Convention Chair				
General Office Supplies		50.00	-50.00	
<b>Total National Convention Chair</b>		<b>50.00</b>	<b>-50.00</b>	
National Historian		250.00	-250.00	
National VAVS Rep				
VAVS gifts & postage		500.00	-500.00	
VAVS Meetings		4,000.00	-4,000.00	
Veterans Day National Committee Pins (deleted)		200.00	-200.00	
<b>Total National VAVS Rep</b>		<b>4,700.00</b>	<b>-4,700.00</b>	
<b>Total National Appointed Offices</b>	<b>2,316.01</b>	<b>8,200.00</b>	<b>-5,883.99</b>	<b>28.24 %</b>
National Financial Secretary	52.45	250.00	-197.55	20.98 %
National First VP		250.00	-250.00	
National Fourth VP	4.62	250.00	-245.38	1.85 %
National President		1,000.00	-1,000.00	
National Recording secretary	179.16	300.00	-120.84	59.72 %
National Second VP		250.00	-250.00	
National Third VP		250.00	-250.00	
National Treasurer				
General Office Expenses	50.39	500.00	-449.61	10.08 %
Postage (Treasurer)	342.44	375.00	-32.56	91.32 %
Shipping Supplies (Treasurer)	180.82	375.00	-194.18	48.22 %
<b>Total National Treasurer</b>	<b>573.65</b>	<b>1,250.00</b>	<b>-676.35</b>	<b>45.89 %</b>
<b>Total Program Expenses</b>	<b>3,440.79</b>	<b>13,200.00</b>	<b>-9,759.21</b>	<b>26.07 %</b>
Purchases (Inventory)		15,000.00	-15,000.00	
Quick Books on line	2,538.00	2,400.00	138.00	105.75 %
Repair & Maintenance		200.00	-200.00	
Travel & Lodging				
Department Conventions	617.91	2,000.00	-1,382.09	30.90 %
Gold Star Mothers Convention		2,000.00	-2,000.00	
Gold Star Mothers Weekend	136.12	2,000.00	-1,863.88	6.81 %

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Memorial Day		3,500.00	-3,500.00	
Mid Year (NEB)	5,267.06	9,000.00	-3,732.94	58.52 %
National Convention		15,000.00	-15,000.00	
Special Events		2,000.00	-2,000.00	
Veterans Day	880.77	3,500.00	-2,619.23	25.16 %
<b>Total Travel &amp; Lodging</b>	<b>6,901.86</b>	<b>39,000.00</b>	<b>-32,098.14</b>	<b>17.70 %</b>
Veterans Day Committee Dues		200.00	-200.00	
Video Conferencing platform subscription		300.00	-300.00	
Website and Database	11,227.48	14,000.00	-2,772.52	80.20 %
Yearbooks				
Archival		100.00	-100.00	
<b>Total Yearbooks</b>		<b>100.00</b>	<b>-100.00</b>	
<b>Total Expenses</b>	<b>\$36,865.27</b>	<b>\$185,950.00</b>	<b>\$ -149,084.73</b>	<b>19.83 %</b>
NET OPERATING INCOME	<b>\$24,742.39</b>	<b>\$ -31,350.00</b>	<b>\$56,092.39</b>	<b>-78.92 %</b>
Other Income				
Interest Earned	1,808.63	7,000.00	-5,191.37	25.84 %
<b>Total Other Income</b>	<b>\$1,808.63</b>	<b>\$7,000.00</b>	<b>\$ -5,191.37</b>	<b>25.84 %</b>
NET OTHER INCOME	<b>\$1,808.63</b>	<b>\$7,000.00</b>	<b>\$ -5,191.37</b>	<b>25.84 %</b>
NET INCOME	<b>\$26,551.02</b>	<b>\$ -24,350.00</b>	<b>\$50,901.02</b>	<b>-109.04 %</b>