

# 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
<b>Income</b>				
25% LOGO USE Donation	91.73	100.00	-8.27	91.73 %
<b>CONVENTION</b>				
<b>2024 CONVENTION INCOME</b>				
2024 CONVENTION FUNDRAISER	3,687.72	5,000.00	-1,312.28	73.75 %
2024 CONVENTION REGISTRATION		44,400.00	-44,400.00	
2024 CONVENTION SILENT AUCTION		6,000.00	-6,000.00	
2024 CONVENTION SPONSOR/FUNDRAISER	3,725.00	4,000.00	-275.00	93.13 %
2024 CONVENTION VENDOR TABLES		600.00	-600.00	
<b>Total 2024 CONVENTION INCOME</b>	<b>7,412.72</b>	<b>60,000.00</b>	<b>-52,587.28</b>	<b>12.35 %</b>
<b>Total CONVENTION</b>	<b>7,412.72</b>	<b>60,000.00</b>	<b>-52,587.28</b>	<b>12.35 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC DONATIONS	404.31	750.00	-345.69	53.91 %
GENERAL DONATIONS	997.00	1,500.00	-503.00	66.47 %
PARKE MEMORIAL SCHOLARSHIP INCOME		2,000.00	-2,000.00	
VAVS FUND - RESTRICTED FUNDS	5,640.22	7,000.00	-1,359.78	80.57 %
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>7,041.53</b>	<b>11,250.00</b>	<b>-4,208.47</b>	<b>62.59 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE		15,000.00	-15,000.00	
BLUE LOGO VEST	670.00		670.00	
BROCHURE	265.20		265.20	
BSM LOGO PENS	186.00		186.00	
<b>BSM PATCHES</b>				
ASSOCIATE PATCH	20.00		20.00	
BRANCH PATCH	220.00		220.00	
BSM PATCH 2 1/2 INCH	205.00		205.00	
BSM PATCH 6 INCH	70.00		70.00	
DOG TAGS AND BOOTS PATCH	165.00		165.00	
GLITZY PATCH 3 inch	80.00		80.00	
GLITZY PATCH 6 inch	120.00		120.00	
PAST PRESENT FUTURE PATCH	70.00		70.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	190.00		190.00	
SUPPORTER ROCKERS - RED	25.00		25.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	70.00		70.00	
<b>Total BSM PATCHES</b>	<b>1,235.00</b>		<b>1,235.00</b>	
<b>BSM PINS</b>				
BLUE STAR DAD PIN	156.00		156.00	
BSM ASSOCIATE PIN	120.00		120.00	
LARGE BSM PIN	1,092.00		1,092.00	
PAST CHAPTER PRESIDENT PIN	132.00		132.00	
SMALL BSM PIN	480.00		480.00	
<b>Total BSM PINS</b>	<b>1,980.00</b>		<b>1,980.00</b>	

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BSM RITUAL BOOK	15.00		15.00	
BSM T-SHIRTS				
2019 RED SHIRT	260.00		260.00	
<b>Total BSM T-SHIRTS</b>	<b>260.00</b>		<b>260.00</b>	
BSM WHITE LOGO BALL CAP	280.00		280.00	
BSMA ORNAMENT BUNDLE	3,100.00		3,100.00	
2023 FATHERS DAY BUNDLE	25.00		25.00	
HOLIDAY SPECIAL	250.00		250.00	
VALENTINES BUNDLE	75.00		75.00	
<b>Total BUNDLE</b>	<b>350.00</b>		<b>350.00</b>	
CELL PHONE CARD HOLDER	30.00		30.00	
COINS	980.00		980.00	
DAD BLUE POLO	100.00		100.00	
HANGER	324.00		324.00	
HANGER WITH MAGNET	168.00		168.00	
HATS/GARRISON COVER	1,950.00		1,950.00	
LUGGAGE TAGS	33.00		33.00	
MAGNETS	117.00		117.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	108.00		108.00	
RED FLAG PATCH	125.00		125.00	
RED JACKETS	1,440.00		1,440.00	
SHIPPING INCOME	2,735.00		2,735.00	
TOTEBAGS 2022	300.00		300.00	
WHITE DRESS LOGO SHIRT	1,002.00		1,002.00	
WHITE GLOVES	320.00		320.00	
<b>Total ONLINE STORE</b>	<b>18,099.20</b>	<b>15,000.00</b>	<b>3,099.20</b>	<b>120.66 %</b>
<b>Total FUNDRAISER</b>	<b>18,099.20</b>	<b>15,000.00</b>	<b>3,099.20</b>	<b>120.66 %</b>
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP	1,195.12	100.00	1,095.12	1,195.12 %
CHAPTER MEMBERSHIP DUES	53,250.00	55,000.00	-1,750.00	96.82 %
CHARTER FEE	75.00	150.00	-75.00	50.00 %
<b>Total MEMBERSHIP</b>	<b>53,325.00</b>	<b>55,150.00</b>	<b>-1,825.00</b>	<b>96.69 %</b>
<b>Total Income</b>	<b>\$87,165.30</b>	<b>\$141,600.00</b>	<b>\$ -54,434.70</b>	<b>61.56 %</b>
<b>GROSS PROFIT</b>	<b>\$87,165.30</b>	<b>\$141,600.00</b>	<b>\$ -54,434.70</b>	<b>61.56 %</b>
Expenses				
Advertising/Public Relations	99.00	2,500.00	-2,401.00	3.96 %
Awards				
Chapter Grants	2,500.00	7,000.00	-4,500.00	35.71 %
<b>Total Awards</b>	<b>2,500.00</b>	<b>7,000.00</b>	<b>-4,500.00</b>	<b>35.71 %</b>
Bank Charges	90.00	500.00	-410.00	18.00 %

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Checks		200.00	-200.00	
<b>Total Bank Charges</b>	<b>90.00</b>	<b>700.00</b>	<b>-610.00</b>	<b>12.86 %</b>
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
<b>Total Commissions &amp; Fees</b>		<b>1,500.00</b>	<b>-1,500.00</b>	
Conference Call	159.90	300.00	-140.10	53.30 %
Conventions				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses	5,953.34	33,000.00	-27,046.66	18.04 %
<b>Total Conventions</b>	<b>6,083.65</b>	<b>33,000.00</b>	<b>-26,916.35</b>	<b>18.44 %</b>
DC REP	39.21	300.00	-260.79	13.07 %
Donations				
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	-200.00	7,000.00	-7,200.00	-2.86 %
VAVS Matching Funds		3,000.00	-3,000.00	
WIMSA	330.00	1,000.00	-670.00	33.00 %
<b>Total Donations</b>	<b>2,130.00</b>	<b>13,000.00</b>	<b>-10,870.00</b>	<b>16.38 %</b>
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	
BSMA Ornament	1,542.00		1,542.00	
coins	425.00		425.00	
Hats	2,284.84		2,284.84	
Online Store Postage	988.10	3,000.00	-2,011.90	32.94 %
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	154.60		154.60	
white dress logo shirt	2,317.54		2,317.54	
<b>Total On Line Store Expenses</b>	<b>11,818.07</b>	<b>10,000.00</b>	<b>1,818.07</b>	<b>118.18 %</b>
<b>Total Fundraising</b>	<b>11,818.07</b>	<b>10,000.00</b>	<b>1,818.07</b>	<b>118.18 %</b>
Insurance	994.00	3,500.00	-2,506.00	28.40 %
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	
<b>Total Legal &amp; Professional Fees</b>	<b>375.00</b>	<b>14,000.00</b>	<b>-13,625.00</b>	<b>2.68 %</b>
Management Expenses				
Ambassador Fund		6,000.00	-6,000.00	
<b>Total Management Expenses</b>		<b>6,000.00</b>	<b>-6,000.00</b>	
Merchant card processing	2,175.32	6,000.00	-3,824.68	36.26 %
First American Payment Systems	170.46		170.46	

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Moolah Merchant Fees	489.41		489.41	
Paypal Fees	85.17		85.17	
<b>Total Merchant card processing</b>	<b>2,920.36</b>	<b>6,000.00</b>	<b>-3,079.64</b>	<b>48.67 %</b>
Office Expenses				
Management				
General Office Supplies		200.00	-200.00	
<b>Total Management</b>		<b>200.00</b>	<b>-200.00</b>	
Program				
PO Box		300.00	-300.00	
<b>Total Program</b>		<b>300.00</b>	<b>-300.00</b>	
<b>Total Office Expenses</b>		<b>500.00</b>	<b>-500.00</b>	
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	327.65	750.00	-422.35	43.69 %
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	217.04		217.04	
Postage		500.00	-500.00	
VAVS Annual Meeting		4,500.00	-4,500.00	
<b>Total National VAVS Rep</b>	<b>217.04</b>	<b>5,000.00</b>	<b>-4,782.96</b>	<b>4.34 %</b>
<b>Total National Appointed Offices</b>	<b>217.04</b>	<b>9,350.00</b>	<b>-9,132.96</b>	<b>2.32 %</b>
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	
<b>Total National Fourth VP</b>	<b>28.89</b>	<b>250.00</b>	<b>-221.11</b>	<b>11.56 %</b>
National President	387.15	1,000.00	-612.85	38.72 %
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	145.01	500.00	-354.99	29.00 %
Postage	459.18	750.00	-290.82	61.22 %
<b>Total National Treasurer</b>	<b>604.19</b>	<b>1,250.00</b>	<b>-645.81</b>	<b>48.34 %</b>
<b>Total Program Expenses</b>	<b>1,738.19</b>	<b>13,900.00</b>	<b>-12,161.81</b>	<b>12.50 %</b>
Quick Books on line		2,400.00	-2,400.00	
Repair & Maintenance		200.00	-200.00	

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	TOTAL			
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Shipping Expenses		2,500.00	-2,500.00	
Travel				
Department Conventions	1,472.84	2,000.00	-527.16	73.64 %
Executive Board Meeting	6,353.37	7,000.00	-646.63	90.76 %
Gold Star Mothers Weekend	912.12	1,000.00	-87.88	91.21 %
Memorial Day	440.81	3,500.00	-3,059.19	12.59 %
National Convention	461.95	15,000.00	-14,538.05	3.08 %
2024 National Convention Travel and Lodging	3,577.12		3,577.12	
<b>Total National Convention</b>	<b>4,039.07</b>	<b>15,000.00</b>	<b>-10,960.93</b>	<b>26.93 %</b>
Special Events		3,000.00	-3,000.00	
Veterans Day	974.01	3,500.00	-2,525.99	27.83 %
<b>Total Travel</b>	<b>14,192.22</b>	<b>35,000.00</b>	<b>-20,807.78</b>	<b>40.55 %</b>
Veterans Day Committee Dues	150.00	200.00	-50.00	75.00 %
Website and Database	10,692.84	12,000.00	-1,307.16	89.11 %
Yearbooks		100.00	-100.00	
<b>Total Expenses</b>	<b>\$56,176.44</b>	<b>\$170,650.00</b>	<b>\$ -114,473.56</b>	<b>32.92 %</b>
NET OPERATING INCOME	<b>\$30,988.86</b>	<b>\$ -29,050.00</b>	<b>\$60,038.86</b>	<b>-106.67 %</b>
Other Income				
Interest Earned	27.78		27.78	
<b>Total Other Income</b>	<b>\$27.78</b>	<b>\$0.00</b>	<b>\$27.78</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$27.78</b>	<b>\$0.00</b>	<b>\$27.78</b>	<b>0.00%</b>
NET INCOME	<b>\$31,016.64</b>	<b>\$ -29,050.00</b>	<b>\$60,066.64</b>	<b>-106.77 %</b>