

Blue Star Mothers of America, Inc.
Budget vs. Actuals: FY2012-13 - FY13 P&L
September 2012 - August 2013

	Total			% of Budget
	Actual	Budget	over Budget	
Income				
CFC Donations	2,191.20	2,000.00	191.20	109.56%
Chaplains Emergency Fund - Restricted Funds	6,600.66	8,000.00	-1,399.34	82.51%
Convention			0.00	
2013 Convention		18,000.00	-18,000.00	0.00%
Convention Registration	3,000.00		3,000.00	
Donations/Sponsorships	820.00	8,100.00	-7,280.00	10.12%
Licence Plates	30.00		30.00	
Silent Auction		3,600.00	-3,600.00	0.00%
Vendor Registrations	50.00	300.00	-250.00	16.67%
Total 2013 Convention	\$3,900.00	\$30,000.00	-\$26,100.00	13.00%
Total Convention	\$3,900.00	\$30,000.00	-\$26,100.00	13.00%
Fundraiser			0.00	
Online Store		15,500.00	-15,500.00	0.00%
BSM Flags	225.00		225.00	
BSM Patches			0.00	
2012 Convention Patch	175.00		175.00	
Associate Patch	44.00		44.00	
BSM Patch 12 inch	135.00		135.00	
BSM Patch 2 1/2 inch	436.00		436.00	
BSM Patch 6 inch	110.00		110.00	
Total BSM Patches	\$900.00	\$0.00	\$900.00	
BSM Pins			0.00	
2012 Convention Pin	532.50		532.50	
Blue Star Dad Pin	400.00		400.00	
BSM Associate Pin	500.00		500.00	
GBTWS Pin	90.00		90.00	
Large BSM Pin	2,710.00		2,710.00	
Past Chapter President Pin	200.00		200.00	
Small BSM Pin	510.00		510.00	
Total BSM Pins	\$4,942.50	\$0.00	\$4,942.50	
BSM Tee Shirts			0.00	
BSM Tee Shirt 2XLarge	50.00		50.00	
BSM Tee Shirt 3XLarge	40.00		40.00	
BSM Tee Shirt Large	210.00		210.00	
BSM Tee Shirt Medium	80.00		80.00	
BSM Tee Shirt Small	50.00		50.00	
BSM Tee Shirt XLarge	170.00		170.00	
Total BSM Tee Shirts	\$600.00	\$0.00	\$600.00	
Coins	1,875.00		1,875.00	
Hats	1,176.00		1,176.00	
Tote Bags	540.00		540.00	
Yearbooks			0.00	
2010 yearbooks	15.00		15.00	
2012 Yearbooks	1,175.00		1,175.00	

2013 Yearbooks		1,000.00	-1,000.00	0.00%
Total Yearbooks	\$1,190.00	\$1,000.00	\$190.00	119.00%
Total Online Store	\$11,448.50	\$16,500.00	-\$5,051.50	69.38%
Online Store - convention bags	10.00		10.00	
Total Fundraiser	\$11,458.50	\$16,500.00	-\$5,041.50	69.45%
Funds from closed chapters	1,470.69		1,470.69	
General donations	2,422.55	2,500.00	-77.45	96.90%
Gold Star Mother Mailing- Restricted Funds	1,000.00		1,000.00	
Google Donations		1,000.00	-1,000.00	0.00%
Membership		45,000.00	-45,000.00	0.00%
Chapter Membership Dues	18,352.50		18,352.50	
Charter Fee	60.00		60.00	
Department membership dues direct to NEB	1,285.00		1,285.00	
25,395.00			25,395.00	
Total Membership	\$45,092.50	\$45,000.00	\$92.50	100.21%
Royalties	492.06	125.00	367.06	393.65%
Shipping Income	1,323.25	1,000.00	323.25	132.33%
Uncategorized Income	2,391.47		2,391.47	
Yearbook Ads			0.00	
2012 yearbook ads	300.00		300.00	
2013 yearbook ads	430.00		430.00	
Total Yearbook Ads	\$730.00	\$0.00	\$730.00	
Total Income	\$79,072.88	\$106,125.00	-\$27,052.12	74.51%
Gross Profit	\$79,072.88	\$106,125.00	-\$27,052.12	74.51%
Expenses				
Bank Charges	67.31	200.00	-132.69	33.66%
Checks	148.61	100.00	48.61	148.61%
On Line Business Suite	60.00	400.00	-340.00	15.00%
Total Bank Charges	\$275.92	\$700.00	-\$424.08	39.42%
Chaplain's Emergency Fund - Restricted Funds	11,524.78	8,000.00	3,524.78	144.06%
Conference Call	468.00	500.00	-32.00	93.60%
Conventions			0.00	
2012 Convention Expenses	-86.00		-86.00	
2013 Conventon		20,000.00	-20,000.00	0.00%
Hotel Charges	2,000.00		2,000.00	
Licence Plates	600.90		600.90	
Magnets	293.63		293.63	
Total 2013 Conventon	\$2,894.53	\$20,000.00	-\$17,105.47	14.47%
Total Conventions	\$2,808.53	\$20,000.00	-\$17,191.47	14.04%
First American Payment Systems	1,163.41	1,800.00	-636.59	64.63%
Fundraising			0.00	
On Line Store		12,000.00	-12,000.00	0.00%
BSM Pins	1,739.10		1,739.10	
coins	1,305.00		1,305.00	
Patches	126.24		126.24	
Refunds	24.00		24.00	
Shipping	643.00		643.00	
Tote Bags	0.00		0.00	
Total On Line Store	\$3,837.34	\$12,000.00	-\$8,162.66	31.98%
Total Fundraising	\$3,837.34	\$12,000.00	-\$8,162.66	31.98%
Insurance		4,000.00	-4,000.00	0.00%
Legal & Professional Fees			0.00	
CPA	9,300.00	11,000.00	-1,700.00	84.55%

Legal Fees	-5,540.96	8,000.00	-13,540.96	-69.26%
Parliamentarian		4,000.00	-4,000.00	0.00%
Total Legal & Professional Fees	\$3,759.04	\$23,000.00	-\$19,240.96	16.34%
Management Expenses			0.00	
National Treasurer		1,500.00	-1,500.00	0.00%
General Office Expenses	341.35		341.35	
Postage	319.58		319.58	
Total National Treasurer	\$660.93	\$1,500.00	-\$839.07	44.06%
Total Management Expenses	\$660.93	\$1,500.00	-\$839.07	44.06%
Merchant card processing	1,759.20	3,000.00	-1,240.80	58.64%
Misc Expense	160.22		160.22	
Office Expenses			0.00	
Program			0.00	
General Office Supplies		500.00	-500.00	0.00%
Membership Cards		250.00	-250.00	0.00%
PO Box	266.13	100.00	166.13	266.13%
Total Program	\$266.13	\$850.00	-\$583.87	31.31%
Total Office Expenses	\$266.13	\$850.00	-\$583.87	31.31%
Online Store Postage	127.25		127.25	
Past National President Pin		200.00	-200.00	0.00%
Program Expenses			0.00	
Contingency Fund		10,000.00	-10,000.00	0.00%
Flowers & Wreaths	1,512.85	1,200.00	312.85	126.07%
Gold Star Mother Mailing - Restricted	1,000.00		1,000.00	
National Appointed Offices			0.00	
By-Law Committee Chair		100.00	-100.00	0.00%
Postage	26.01		26.01	
Total By-Law Committee Chair	\$26.01	\$100.00	-\$73.99	26.01%
National Chaplain		2,000.00	-2,000.00	0.00%
Gold Star Mother Mailing	484.60		484.60	
Total National Chaplain	\$484.60	\$2,000.00	-\$1,515.40	24.23%
National Convention Chair		200.00	-200.00	0.00%
National Finance Committe Chair		150.00	-150.00	0.00%
National Historian		1,600.00	-1,600.00	0.00%
Travel	1,615.17		1,615.17	
Total National Historian	\$1,615.17	\$1,600.00	\$15.17	100.95%
National Patriotic Instructor		1,600.00	-1,600.00	0.00%
Travel	925.76		925.76	
Total National Patriotic Instructor	\$925.76	\$1,600.00	-\$674.24	57.86%
National Sew Much Comfort Rep		100.00	-100.00	0.00%
National VAVS Rep		1,600.00	-1,600.00	0.00%
Travel	499.74		499.74	
Total National VAVS Rep	\$499.74	\$1,600.00	-\$1,100.26	31.23%
National WASH DC Liaison		250.00	-250.00	0.00%
National Wounded Warrior Rep		500.00	-500.00	0.00%
General Office Supplies	-34.02		-34.02	
Total National Wounded Warrior Rep	-\$34.02	\$500.00	-\$534.02	-6.80%
Total National Appointed Offices	\$3,517.26	\$8,100.00	-\$4,582.74	43.42%
National Financial Secretary		500.00	-500.00	0.00%
General Office Expenses	54.14		54.14	
Postage	-127.25		-127.25	
Total National Financial Secretary	-\$73.11	\$500.00	-\$573.11	-14.62%
National First VP		500.00	-500.00	0.00%

Postage	213.39		213.39	
Total National First VP	\$213.39	\$500.00	-\$286.61	42.68%
National Fourth VP		500.00	-500.00	0.00%
Postage	23.54		23.54	
Total National Fourth VP	\$23.54	\$500.00	-\$476.46	4.71%
National President		9,000.00	-9,000.00	0.00%
General Office Supplies	316.69		316.69	
Postage	17.60		17.60	
Travel	7,586.43		7,586.43	
Total National President	\$7,920.72	\$9,000.00	-\$1,079.28	88.01%
National Recording secretary		500.00	-500.00	0.00%
Postage	214.84		214.84	
Total National Recording secretary	\$214.84	\$500.00	-\$285.16	42.97%
National Second VP		500.00	-500.00	0.00%
National Third VP		800.00	-800.00	0.00%
General Office Supplies	86.19		86.19	
Total National Third VP	\$86.19	\$800.00	-\$713.81	10.77%
Total Program Expenses	\$14,415.68	\$31,600.00	-\$17,184.32	45.62%
Quick Books on line	232.80	400.00	-167.20	58.20%
Refunds	20.00		20.00	
Shipping Expenses	985.53	1,000.00	-14.47	98.55%
Stationery & Printing		500.00	-500.00	0.00%
Travel			0.00	
Executive Board Meeting	5,433.58	5,000.00	433.58	108.67%
National Convention	2,247.30	10,000.00	-7,752.70	22.47%
Other	369.80		369.80	
Total Travel	\$8,050.68	\$15,000.00	-\$6,949.32	53.67%
Veterans Day Committee Dues	125.00	125.00	0.00	100.00%
Website and Database	8,655.04	10,000.00	-1,344.96	86.55%
Yearbooks	1,000.00		1,000.00	
National Yearbook Editor		150.00	-150.00	0.00%
Printing	5,377.50	5,200.00	177.50	103.41%
Total Yearbooks	\$6,377.50	\$5,350.00	\$1,027.50	119.21%
Total Expenses	\$65,672.98	\$139,525.00	-\$73,852.02	47.07%
Net Operating Income	\$13,399.90	-\$33,400.00	\$46,799.90	-40.12%
Other Income				
Capital Budget Asset			0.00	
Ripple Retainer - Restricted	3,000.00		3,000.00	
Total Capital Budget Asset	\$3,000.00	\$0.00	\$3,000.00	
Reimbursed Expenses	115.84		115.84	
Total Other Income	\$3,115.84	\$0.00	\$3,115.84	
Other Expenses				
Capital Budget Expense			0.00	
Website Development	11,250.00		11,250.00	
Total Capital Budget Expense	\$11,250.00	\$0.00	\$11,250.00	
Reconciliation Discrepancies	30.00		30.00	
Total Other Expenses	\$11,280.00	\$0.00	\$11,280.00	
Net Other Income	-\$8,164.16	\$0.00	-\$8,164.16	
Net Income	\$5,235.74	-\$33,400.00	\$38,635.74	-15.68%