

# Blue Star Mothers of America, Inc.

## BUDGET VS. ACTUALS: 2019-2020 BUDGET - FY20 P&L

September 2019 - May 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation		50.00	-50.00	
<b>CONVENTION</b>				
2020 Convention		45,000.00	-45,000.00	
2020 Convention Blue Shirt	2,635.00		2,635.00	
2020 Convention Blue Shirt Dad	250.00		250.00	
2020 Donations/Sponsor/Fundraiser	100.00	3,000.00	-2,900.00	3.33 %
2020 Donations/Transportation	500.00		500.00	
Donations - WWII Tickets	990.00		990.00	
<b>Total 2020 Donations/Sponsor/Fundraiser</b>	<b>1,590.00</b>	<b>3,000.00</b>	<b>-1,410.00</b>	<b>53.00 %</b>
2020 Registration	0.00		0.00	
2020 Convention/Dinner Guest	0.00		0.00	
2020 Convention/Lunch Guest	0.00		0.00	
<b>Total 2020 Registration</b>	<b>0.00</b>		<b>0.00</b>	
2020 Silent Auction		7,000.00	-7,000.00	
2020 Vendor Tables	0.00	500.00	-500.00	0.00 %
<b>Total 2020 Convention</b>	<b>4,475.00</b>	<b>55,500.00</b>	<b>-51,025.00</b>	<b>8.06 %</b>
<b>Total CONVENTION</b>	<b>4,475.00</b>	<b>55,500.00</b>	<b>-51,025.00</b>	<b>8.06 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC Donations	1,757.87	4,000.00	-2,242.13	43.95 %
General donations	5,189.71	10,000.00	-4,810.29	51.90 %
Parke Memorial Scholarship Income		2,000.00	-2,000.00	
President Project		1,000.00	-1,000.00	
VAVS Fund - Restricted Funds	5,248.00	5,500.00	-252.00	95.42 %
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>12,195.58</b>	<b>22,500.00</b>	<b>-10,304.42</b>	<b>54.20 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE		19,725.00	-19,725.00	
Branch cling	35.00		35.00	
Branch Window Cling	45.00		45.00	
BROCHURE	226.20		226.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	20.00		20.00	
ASSOCIATE PATCH	10.00		10.00	
BRANCH PATCH	50.00		50.00	
BSM PATCH 12 INCH	45.00		45.00	
BSM PATCH 2 1/2 INCH	202.00		202.00	
BSM PATCH 6 INCH	27.00		27.00	
DOG TAGS AND BOOTS PATCH	40.00		40.00	
GLITZY PATCH 3 inch	60.00		60.00	
GLITZY PATCH 6 inch	40.00		40.00	
<b>Total BSM PATCHES</b>	<b>494.00</b>		<b>494.00</b>	
BSM Pins				

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Blue Star Dad Pin	144.00		144.00	
BSM Associate Pin	252.00		252.00	
Large BSM Pin	1,296.00		1,296.00	
Past Chapter President Pin	84.00		84.00	
Respect Pin	60.00		60.00	
Small BSM Pin	144.00		144.00	
<b>Total BSM Pins</b>	<b>1,980.00</b>		<b>1,980.00</b>	
BSM Ritual Book	152.50		152.50	
BSM Tee Shirts				
2019 Red Shirt	300.00		300.00	
BAND Of Mothers	120.00		120.00	
BSMA Baseball Shirt	360.00		360.00	
I Stand T-Shirt	135.00		135.00	
<b>Total BSM Tee Shirts</b>	<b>915.00</b>		<b>915.00</b>	
COINS	450.00		450.00	
DAD Hat	110.00		110.00	
FLEECE JACKET	895.00		895.00	
HANGER	324.00		324.00	
Hats	1,825.00		1,825.00	
License Plates	70.00		70.00	
Luggage Tags	30.50		30.50	
NOTE CARDS	165.00		165.00	
Shipping Income	1,923.13		1,923.13	
Tote Bags	165.00		165.00	
WATER BOTTLE	30.00		30.00	
WHITE GLOVES	230.00		230.00	
Yearbooks	283.00	400.00	-117.00	70.75 %
<b>Total ONLINE STORE</b>	<b>10,453.33</b>	<b>20,125.00</b>	<b>-9,671.67</b>	<b>51.94 %</b>
<b>Total FUNDRAISER</b>	<b>10,453.33</b>	<b>20,125.00</b>	<b>-9,671.67</b>	<b>51.94 %</b>
Funds from closed chapters	0.00	100.00	-100.00	0.00 %
Membership				
Chapter Membership Dues	56,178.30	64,000.00	-7,821.70	87.78 %
Charter Fee	150.00	250.00	-100.00	60.00 %
<b>Total Membership</b>	<b>56,328.30</b>	<b>64,250.00</b>	<b>-7,921.70</b>	<b>87.67 %</b>
<b>Total Income</b>	<b>\$83,452.21</b>	<b>\$162,525.00</b>	<b>\$ -79,072.79</b>	<b>51.35 %</b>
<b>GROSS PROFIT</b>	<b>\$83,452.21</b>	<b>\$162,525.00</b>	<b>\$ -79,072.79</b>	<b>51.35 %</b>
Expenses				
Advertising/Public Relations	99.00	5,000.00	-4,901.00	1.98 %
ambassador funds	345.28		345.28	
Awards				
Chapter Grants	5,000.00	5,000.00	0.00	100.00 %
<b>Total Awards</b>	<b>5,000.00</b>	<b>5,000.00</b>	<b>0.00</b>	<b>100.00 %</b>
Bank Charges	12.00	100.00	-88.00	12.00 %
Checks		200.00	-200.00	
<b>Total Bank Charges</b>	<b>12.00</b>	<b>300.00</b>	<b>-288.00</b>	<b>4.00 %</b>
Commissions & Fees				
CFC Application Fee	553.00	1,000.00	-447.00	55.30 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Commissions &amp; Fees</b>	<b>553.00</b>	<b>1,000.00</b>	<b>-447.00</b>	<b>55.30 %</b>
Conference Call	485.56	250.00	235.56	194.22 %
Conventions				
2019 Convention Expense	359.37		359.37	
2020 Convention Expense	69.16	35,000.00	-34,930.84	0.20 %
2020 Blue shirts	1,999.36		1,999.36	
2020 Blue Star Dad shirts	1,622.83		1,622.83	
<b>Total 2020 Convention Expense</b>	<b>3,691.35</b>	<b>35,000.00</b>	<b>-31,308.65</b>	<b>10.55 %</b>
<b>Total Conventions</b>	<b>4,050.72</b>	<b>35,000.00</b>	<b>-30,949.28</b>	<b>11.57 %</b>
DC REP		300.00	-300.00	
Donations	2,186.00	3,500.00	-1,314.00	62.46 %
Parke Memorial Scholarship	2,000.00	3,000.00	-1,000.00	66.67 %
VAVS Fund-Restricted Funds EXPENSE	300.00	5,500.00	-5,200.00	5.45 %
VAVS Matching Funds		2,500.00	-2,500.00	
<b>Total Donations</b>	<b>4,486.00</b>	<b>14,500.00</b>	<b>-10,014.00</b>	<b>30.94 %</b>
Dues & Subscriptions	704.91	325.00	379.91	216.90 %
Fundraising				
National Fundraising	69.00	1,000.00	-931.00	6.90 %
On Line Store Expenses		10,000.00	-10,000.00	
Brochures	127.60		127.60	
BSM Pins	946.07		946.07	
BSM Pins DADS	395.00		395.00	
Chapter Past President Pin	454.25		454.25	
coins	970.00		970.00	
fleece jackets	3,254.67		3,254.67	
Gloves	101.70		101.70	
note card printing	22.92		22.92	
Online Store Postage	1,400.90	2,000.00	-599.10	70.05 %
Patches	490.70		490.70	
Red Respect shirt	2,235.06		2,235.06	
Shipping	71.15		71.15	
Shipping Supplies	100.61		100.61	
<b>Total On Line Store Expenses</b>	<b>10,570.63</b>	<b>12,000.00</b>	<b>-1,429.37</b>	<b>88.09 %</b>
<b>Total Fundraising</b>	<b>10,639.63</b>	<b>13,000.00</b>	<b>-2,360.37</b>	<b>81.84 %</b>
Insurance	1,581.00	2,500.00	-919.00	63.24 %
Legal & Professional Fees				
CPA		10,000.00	-10,000.00	
Legal Fees	350.00	1,500.00	-1,150.00	23.33 %
Parlamentarian		2,500.00	-2,500.00	
<b>Total Legal &amp; Professional Fees</b>	<b>350.00</b>	<b>14,000.00</b>	<b>-13,650.00</b>	<b>2.50 %</b>
Management Expenses	80.00		80.00	
ambassador fund		2,750.00	-2,750.00	
Equipment	1,751.16		1,751.16	
National Treasurer				
General Office Expenses	299.67	500.00	-200.33	59.93 %
Postage	306.35		306.35	
<b>Total National Treasurer</b>	<b>606.02</b>	<b>500.00</b>	<b>106.02</b>	<b>121.20 %</b>

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total Management Expenses</b>	<b>2,437.18</b>	<b>3,250.00</b>	<b>-812.82</b>	<b>74.99 %</b>
Merchant card processing		5,500.00	-5,500.00	
First American Payment Systems	3,425.54		3,425.54	
Moolah Merchant Fees	1,013.37		1,013.37	
Paypal Fees	147.83		147.83	
<b>Total Merchant card processing</b>	<b>4,586.74</b>	<b>5,500.00</b>	<b>-913.26</b>	<b>83.40 %</b>
Misc Expense	0.00		0.00	
Office Expenses				
Management				
General Office Supplies	0.00	25.00	-25.00	0.00 %
<b>Total Management</b>	<b>0.00</b>	<b>25.00</b>	<b>-25.00</b>	<b>0.00 %</b>
Program				
PO Box	0.00	300.00	-300.00	0.00 %
<b>Total Program</b>	<b>0.00</b>	<b>300.00</b>	<b>-300.00</b>	<b>0.00 %</b>
<b>Total Office Expenses</b>	<b>0.00</b>	<b>325.00</b>	<b>-325.00</b>	<b>0.00 %</b>
Office/General Administrative Expenses	259.00	100.00	159.00	259.00 %
Past National President Pin	6.45	400.00	-393.55	1.61 %
Postage	59.80	100.00	-40.20	59.80 %
Program Expenses	83.31		83.31	
Contingency Fund		300.00	-300.00	
Flowers & Wreaths	345.43	600.00	-254.57	57.57 %
National Appointed Offices				
National Chaplain		200.00	-200.00	
Gold Star Mother Mailing	1,081.88	1,200.00	-118.12	90.16 %
<b>Total National Chaplain</b>	<b>1,081.88</b>	<b>1,400.00</b>	<b>-318.12</b>	<b>77.28 %</b>
National Convention Chair		200.00	-200.00	
Travel	416.80		416.80	
<b>Total National Convention Chair</b>	<b>416.80</b>	<b>200.00</b>	<b>216.80</b>	<b>208.40 %</b>
National Finance Committe Chair		50.00	-50.00	
National Historian		1,600.00	-1,600.00	
Travel	505.60		505.60	
<b>Total National Historian</b>	<b>505.60</b>	<b>1,600.00</b>	<b>-1,094.40</b>	<b>31.60 %</b>
National Patriotic Instructor		1,600.00	-1,600.00	
Travel	404.00		404.00	
<b>Total National Patriotic Instructor</b>	<b>404.00</b>	<b>1,600.00</b>	<b>-1,196.00</b>	<b>25.25 %</b>
National VAVS Rep	274.09	4,000.00	-3,725.91	6.85 %
General Office Supplies	25.77		25.77	
Postage	47.90		47.90	
VAVS Annual Meeting	927.66		927.66	
<b>Total National VAVS Rep</b>	<b>1,275.42</b>	<b>4,000.00</b>	<b>-2,724.58</b>	<b>31.89 %</b>
<b>Total National Appointed Offices</b>	<b>3,683.70</b>	<b>8,850.00</b>	<b>-5,166.30</b>	<b>41.62 %</b>
National Financial Secretary		250.00	-250.00	
Postage	12.30		12.30	
<b>Total National Financial Secretary</b>	<b>12.30</b>	<b>250.00</b>	<b>-237.70</b>	<b>4.92 %</b>
National First VP		500.00	-500.00	
National Fourth VP		500.00	-500.00	
National President		9,120.00	-9,120.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
General Office Supplies	54.61		54.61	
Travel	3,196.32		3,196.32	
<b>Total National President</b>	<b>3,250.93</b>	<b>9,120.00</b>	<b>-5,869.07</b>	<b>35.65 %</b>
National Recording secretary	284.34	150.00	134.34	189.56 %
Postage	35.68		35.68	
<b>Total National Recording secretary</b>	<b>320.02</b>	<b>150.00</b>	<b>170.02</b>	<b>213.35 %</b>
National Second VP		100.00	-100.00	
National Third VP		100.00	-100.00	
<b>Total Program Expenses</b>	<b>7,695.69</b>	<b>20,470.00</b>	<b>-12,774.31</b>	<b>37.59 %</b>
Quick Books on line	1,741.50	1,680.00	61.50	103.66 %
Shipping Expenses		1,500.00	-1,500.00	
Taxes & Licenses		500.00	-500.00	
Travel				
Executive Board Meeting	5,134.36	6,000.00	-865.64	85.57 %
National Convention	2,013.58	15,000.00	-12,986.42	13.42 %
<b>Total Travel</b>	<b>7,147.94</b>	<b>21,000.00</b>	<b>-13,852.06</b>	<b>34.04 %</b>
Veterans Day Committee Dues	150.00	150.00	0.00	100.00 %
Veterans Day National Committee Pins		125.00	-125.00	
Website and Database	8,415.55	7,500.00	915.55	112.21 %
New Website Hosting Fees	309.00	7,500.00	-7,191.00	4.12 %
<b>Total Website and Database</b>	<b>8,724.55</b>	<b>15,000.00</b>	<b>-6,275.45</b>	<b>58.16 %</b>
Yearbooks				
Printing		1,250.00	-1,250.00	
<b>Total Yearbooks</b>		<b>1,250.00</b>	<b>-1,250.00</b>	
<b>Total Expenses</b>	<b>\$61,115.95</b>	<b>\$162,525.00</b>	<b>\$ -101,409.05</b>	<b>37.60 %</b>
NET OPERATING INCOME	<b>\$22,336.26</b>	<b>\$0.00</b>	<b>\$22,336.26</b>	<b>0.00%</b>
Other Income				
Interest Earned	59.86		59.86	
Miscellaneous Income	0.00		0.00	
Prior Year Voided Checks	850.00		850.00	
<b>Total Other Income</b>	<b>\$909.86</b>	<b>\$0.00</b>	<b>\$909.86</b>	<b>0.00%</b>
Other Expenses				
Capital Budget Expense				
Website Development	81.11		81.11	
<b>Total Capital Budget Expense</b>	<b>81.11</b>		<b>81.11</b>	
<b>Total Other Expenses</b>	<b>\$81.11</b>	<b>\$0.00</b>	<b>\$81.11</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$828.75</b>	<b>\$0.00</b>	<b>\$828.75</b>	<b>0.00%</b>
NET INCOME	<b>\$23,165.01</b>	<b>\$0.00</b>	<b>\$23,165.01</b>	<b>0.00%</b>