

Blue Star Mothers of America, Inc.

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

September 2019 - August 2020

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
25% LOGO USE Donation		50.00	-50.00
CONVENTION			
2020 Convention		45,000.00	-45,000.00
2020 Convention Blue Shirt	1,835.00		1,835.00
2020 Convention Blue Shirt Dad	175.00		175.00
2020 Donations/Sponsor/Fundraiser	100.00	3,000.00	-2,900.00
2020 Donations/Transportation	500.00		500.00
Total 2020 Donations/Sponsor/Fundraiser	600.00	3,000.00	-2,400.00
2020 Registration	2,700.00		2,700.00
2020 Convention/Dinner Guest	116.00		116.00
Total 2020 Registration	2,816.00		2,816.00
2020 Silent Auction		7,000.00	-7,000.00
2020 Vendor Tables	100.00	500.00	-400.00
Total 2020 Convention	5,526.00	55,500.00	-49,974.00
Total CONVENTION	5,526.00	55,500.00	-49,974.00
DONATIONS/SPONSORSHIPS			
CFC Donations	1,071.16	4,000.00	-2,928.84
General donations	46.54	10,000.00	-9,953.46
Parke Memorial Scholarship Income		2,000.00	-2,000.00
President Projeet		1,000.00	-1,000.00
VAVS Fund - Restricted Funds	5,173.00	5,500.00	-327.00
Total DONATIONS/SPONSORSHIPS	6,290.70	22,500.00	-16,209.30
FUNDRAISER			
ONLINE STORE		19,725.00	-19,725.00
2019 Red Shirt	220.00		220.00
Branch cling	20.00		20.00
Branch Window Cling	10.00		10.00
BROCHURE	177.60		177.60
BSM FLAGS	105.00		105.00
BSM PATCHES	5.00		5.00
ASSOCIATE PATCH	10.00		10.00
BRANCH PATCH	30.00		30.00
BSM PATCH 12 INCH	45.00		45.00
BSM PATCH 2 1/2 INCH	192.00		192.00
BSM PATCH 6 INCH	12.00		12.00
DOG TAGS AND BOOTS PATCH	5.00		5.00
GLITZY PATCH 3 inch	30.00		30.00
GLITZY PATCH 6 inch	20.00		20.00
Total BSM PATCHES	349.00		349.00
BSM Pins			
Blue Star Dad Pin	108.00		108.00

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
BSM Associate Pin	240.00		240.00
Large BSM Pin	1,236.00		1,236.00
Past Chapter President Pin	72.00		72.00
Respect Pin	60.00		60.00
Small BSM Pin	96.00		96.00
Total BSM Pins	1,812.00		1,812.00
BSM Ritual Book	127.50		127.50
BSM Tee Shirts			
BAND Of Mothers	75.00		75.00
BSMA Baseball Shirt	320.00		320.00
I Stand T-Shirt	105.00		105.00
Total BSM Tee Shirts	500.00		500.00
COINS	400.00		400.00
DAD Hat	110.00		110.00
FLEECE JACKET	505.00		505.00
HANGER	300.00		300.00
Hats	1,575.00		1,575.00
License Plates	40.00		40.00
Luggage Tags	18.50		18.50
NOTE CARDS	70.00		70.00
Shipping Income	1,434.41		1,434.41
Tote Bags	145.00		145.00
WATER BOTTLE	20.00		20.00
WHITE GLOVES	175.00		175.00
Yearbooks	257.00	400.00	-143.00
Total ONLINE STORE	8,371.01	20,125.00	-11,753.99
Total FUNDRAISER	8,371.01	20,125.00	-11,753.99
Funds from closed chapters		100.00	-100.00
Membership	60.00		60.00
Chapter Membership Dues	54,003.30	64,000.00	-9,996.70
Charter Fee	107.50	250.00	-142.50
Refunds	-30.00		-30.00
Total Membership	54,140.80	64,250.00	-10,109.20
Total Income	\$74,328.51	\$162,525.00	\$ -88,196.49
GROSS PROFIT	\$74,328.51	\$162,525.00	\$ -88,196.49
Expenses			
Advertising/Public Relations	99.00	5,000.00	-4,901.00
Awards			
Chapter Grants	5,000.00	5,000.00	0.00
Total Awards	5,000.00	5,000.00	0.00
Bank Charges	88.68	100.00	-11.32
Checks (deleted)		200.00	-200.00
Total Bank Charges	88.68	300.00	-211.32
Commissions & Fees			
CFC Application Fee	553.00	1,000.00	-447.00
Total Commissions & Fees	553.00	1,000.00	-447.00
Conference Call	485.56	250.00	235.56

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
Conventions			
2019 Convention Expense (deleted)	359.37		359.37
2020 Convention Expense	1,465.65	35,000.00	-33,534.35
2020 Blue shirts	2,074.36		2,074.36
2020 Blue Star Dad shirts	1,647.83		1,647.83
Total 2020 Convention Expense	5,187.84	35,000.00	-29,812.16
Total Conventions	5,547.21	35,000.00	-29,452.79
DC REP			
		300.00	-300.00
Donations			
Parke Memorial Scholarship	2,000.00	3,000.00	-1,000.00
VAVS Fund-Restricted Funds EXPENSE	75.00	5,500.00	-5,425.00
VAVS Matching Funds		2,500.00	-2,500.00
Total Donations	2,325.00	14,500.00	-12,175.00
Dues & Subscriptions	194.99	325.00	-130.01
Fundraising			
National Fundraising	69.00	1,000.00	-931.00
On Line Store Expenses	227.55	10,000.00	-9,772.45
Brochures	127.60		127.60
BSM Pins	718.52		718.52
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	1,159.95	2,000.00	-840.05
Patches	490.70		490.70
Shipping	71.15		71.15
Shipping Supplies	100.61		100.61
Total On Line Store Expenses	8,094.62	12,000.00	-3,905.38
red shirt	2,235.06		2,235.06
Total Fundraising	10,398.68	13,000.00	-2,601.32
Insurance	1,581.00	2,500.00	-919.00
Legal & Professional Fees			
CPA		10,000.00	-10,000.00
Legal Fees	350.00	1,500.00	-1,150.00
Parliamentarian		2,500.00	-2,500.00
Total Legal & Professional Fees	350.00	14,000.00	-13,650.00
Management Expenses			
ambassador fund		2,750.00	-2,750.00
Equipment	1,751.16		1,751.16
National Treasurer			
General Office Expenses	365.64	500.00	-134.36
Postage	230.30		230.30
Total National Treasurer	595.94	500.00	95.94
Total Management Expenses	2,347.10	3,250.00	-902.90
Merchant card processing	122.81	5,500.00	-5,377.19

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First American Payment Systems	2,698.29		2,698.29
Moolah Merchant Fees	801.88		801.88
Paypal Fees	1.50		1.50
Total Merchant card processing	3,624.48	5,500.00	-1,875.52
Misc Expense	30.00		30.00
Office Expenses			
Management			
General Office Supplies		25.00	-25.00
Total Management		25.00	-25.00
Program			
PO Box		300.00	-300.00
Total Program		300.00	-300.00
Total Office Expenses		325.00	-325.00
Office/General Administrative Expenses	259.00	100.00	159.00
Past National President Pin	6.45	400.00	-393.55
Postage	59.80	100.00	-40.20
Program Expenses	143.30		143.30
Contingency Fund		300.00	-300.00
Flowers & Wreaths	319.43	600.00	-280.57
National Appointed Offices			
National Chaplain		200.00	-200.00
Gold Star Mother Mailing	1,081.88	1,200.00	-118.12
Total National Chaplain	1,081.88	1,400.00	-318.12
National Convention Chair		200.00	-200.00
Travel	822.56		822.56
Total National Convention Chair	822.56	200.00	622.56
National Finance Committe Chair		50.00	-50.00
National Historian		1,600.00	-1,600.00
Travel	505.60		505.60
Total National Historian	505.60	1,600.00	-1,094.40
National Patriotic Instructor		1,600.00	-1,600.00
Travel	404.00		404.00
Total National Patriotic Instructor	404.00	1,600.00	-1,196.00
National VAVS Rep		4,000.00	-4,000.00
VAVS Annual Meeting	1,252.62		1,252.62
Total National VAVS Rep	1,252.62	4,000.00	-2,747.38
Total National Appointed Offices	4,066.66	8,850.00	-4,783.34
National Financial Secretary		250.00	-250.00
Postage	12.30		12.30
Total National Financial Secretary	12.30	250.00	-237.70
National First VP		500.00	-500.00
National Fourth VP		500.00	-500.00
National President		9,120.00	-9,120.00
General Office Supplies	54.61		54.61
Travel	2,921.36		2,921.36
Total National President	2,975.97	9,120.00	-6,144.03
National Recording secretary	284.34	150.00	134.34

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National Second VP		100.00	-100.00
National Third VP		100.00	-100.00
Total Program Expenses	7,802.00	20,470.00	-12,668.00
Quick Books on line	1,741.50	1,680.00	61.50
Shipping Expenses		1,500.00	-1,500.00
Taxes & Licenses		500.00	-500.00
Travel			
Executive Board Meeting	5,014.36	6,000.00	-985.64
National Convention	2,013.58	15,000.00	-12,986.42
Total Travel	7,027.94	21,000.00	-13,972.06
Veterans Day Committee Dues	150.00	150.00	0.00
Veterans Day National Committee Pins		125.00	-125.00
Website and Database	7,613.30	7,500.00	113.30
New Website Hosting Fees	497.46	7,500.00	-7,002.54
Total Website and Database	8,110.76	15,000.00	-6,889.24
Yearbooks			
Printing		1,250.00	-1,250.00
Total Yearbooks		1,250.00	-1,250.00
Total Expenses	\$57,782.15	\$162,525.00	\$ -104,742.85
NET OPERATING INCOME	\$16,546.36	\$0.00	\$16,546.36
Other Income			
Interest Earned	39.65		39.65
Miscellaneous Income	171.26		171.26
Total Other Income	\$210.91	\$0.00	\$210.91
Other Expenses			
Capital Budget Expense			
Website Development	81.11		81.11
Total Capital Budget Expense	81.11		81.11
Miscellaneous	12.00		12.00
Total Other Expenses	\$93.11	\$0.00	\$93.11
NET OTHER INCOME	\$117.80	\$0.00	\$117.80
NET INCOME	\$16,664.16	\$0.00	\$16,664.16