

Blue Star Mothers of America, Inc.

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

September - December, 2019

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Income			
25% LOGO USE Donation		16.68	-16.68
CONVENTION			
2020 Convention		15,000.00	-15,000.00
2020 Convention Blue Shirt	568.50		568.50
2020 Donations/Sponsor/Fundraiser		1,000.00	-1,000.00
2020 Silent Auction		2,333.32	-2,333.32
2020 Vendor Tables		166.68	-166.68
Total 2020 Convention	568.50	18,500.00	-17,931.50
Total CONVENTION	568.50	18,500.00	-17,931.50
DONATIONS/SPONSORSHIPS			
CFC Donations	907.26	1,333.32	-426.06
General donations	46.54	3,333.32	-3,286.78
Parke Memorial Scholarship Income		666.68	-666.68
President Project		333.32	-333.32
VAVS Fund - Restricted Funds	4,473.00	1,833.32	2,639.68
Total DONATIONS/SPONSORSHIPS	5,426.80	7,499.96	-2,073.16
FUNDRAISER			
ONLINE STORE	-1.50	6,575.00	-6,576.50
2019 Red Shirt	100.00		100.00
Branch cling	10.00		10.00
BROCHURE	139.50		139.50
BSM PATCHES			
ASSOCIATE PATCH	10.00		10.00
BRANCH PATCH	25.00		25.00
BSM PATCH 12 INCH	45.00		45.00
BSM PATCH 2 1/2 INCH	125.00		125.00
GLITZY PATCH 3 inch	30.00		30.00
GLITZY PATCH 6 inch	10.00		10.00
Total BSM PATCHES	250.00		250.00
BSM Pins			
Blue Star Dad Pin	60.00		60.00
BSM Associate Pin	144.00		144.00
Large BSM Pin	720.00		720.00
Past Chapter President Pin	72.00		72.00
Respect Pin	18.00		18.00
Small BSM Pin	72.00		72.00
Total BSM Pins	1,086.00		1,086.00
BSM Ritual Book	95.00		95.00
BSM Tee Shirts			
BAND Of Mothers	45.00		45.00
BSMA Baseball Shirt	200.00		200.00

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
I Stand T-Shirt	60.00		60.00
Total BSM Tee Shirts	305.00		305.00
COINS	160.00		160.00
DAD Hat	100.00		100.00
FLEECE JACKET	235.00		235.00
HANGER	264.00		264.00
Hats	1,250.00		1,250.00
License Plates	25.00		25.00
Luggage Tags	6.00		6.00
NOTE CARDS	35.00		35.00
Shipping Income	768.25		768.25
Tote Bags	65.00		65.00
WATER BOTTLE	10.00		10.00
WHITE GLOVES	160.00		160.00
Yearbooks	257.00	133.32	123.68
Total ONLINE STORE	5,319.25	6,708.32	-1,389.07
Total FUNDRAISER	5,319.25	6,708.32	-1,389.07
Funds from closed chapters		33.32	-33.32
Membership			
Chapter Membership Dues	48,682.30	21,333.32	27,348.98
Charter Fee		83.32	-83.32
Total Membership	48,682.30	21,416.64	27,265.66
President's Travel - Restricted Funds	-479.00		-479.00
Total Income	\$59,517.85	\$54,174.92	\$5,342.93
GROSS PROFIT	\$59,517.85	\$54,174.92	\$5,342.93
Expenses			
Advertising/Public Relations	99.00	1,666.68	-1,567.68
Awards			
Chapter Grants	1,250.00	1,666.68	-416.68
Total Awards	1,250.00	1,666.68	-416.68
Bank Charges	88.68	33.32	55.36
Checks (deleted)		66.68	-66.68
Total Bank Charges	88.68	100.00	-11.32
Commissions & Fees			
CFC Application Fee		333.32	-333.32
Total Commissions & Fees		333.32	-333.32
Conference Call	485.56	83.32	402.24
Conventions			
2019 Convention Expense (deleted)	359.37		359.37
2020 Convention Expense		11,666.68	-11,666.68
2020 Blue shirts	2,074.36		2,074.36
2020 Blue Star Dad shirts	1,647.83		1,647.83
Total 2020 Convention Expense	3,722.19	11,666.68	-7,944.49
Total Conventions	4,081.56	11,666.68	-7,585.12
DC REP		100.00	-100.00
Donations	250.00	1,166.68	-916.68
Parke Memorial Scholarship		1,000.00	-1,000.00

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
VAVS Fund-Restricted Funds EXPENSE		1,833.32	-1,833.32
VAVS Matching Funds		833.32	-833.32
Total Donations	250.00	4,833.32	-4,583.32
Dues & Subscriptions	104.99	108.32	-3.33
Fundraising			
National Fundraising	69.00	333.32	-264.32
On Line Store Expenses	227.55	3,333.32	-3,105.77
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
Online Store Postage	548.28	666.68	-118.40
Patches	490.70		490.70
Shipping	71.15		71.15
Shipping Supplies	81.20		81.20
Total On Line Store Expenses	7,440.62	4,000.00	3,440.62
red shirt	2,235.06		2,235.06
Total Fundraising	9,744.68	4,333.32	5,411.36
Insurance	1,581.00	833.32	747.68
Legal & Professional Fees			
CPA		3,333.32	-3,333.32
Legal Fees	350.00	500.00	-150.00
Parlamentarian		833.32	-833.32
Total Legal & Professional Fees	350.00	4,666.64	-4,316.64
Management Expenses			
ambassador fund		916.68	-916.68
Equipment	1,751.16		1,751.16
National Treasurer			
General Office Expenses	103.13	166.68	-63.55
Postage	94.00		94.00
Total National Treasurer	197.13	166.68	30.45
Total Management Expenses	1,948.29	1,083.36	864.93
Merchant card processing		1,833.32	-1,833.32
First American Payment Systems	1,955.90		1,955.90
Moolah Merchant Fees	801.60		801.60
Paypal Fees	1.50		1.50
Total Merchant card processing	2,759.00	1,833.32	925.68
Misc Expense	0.00		0.00
Office Expenses			
Management			
General Office Supplies		8.32	-8.32
Total Management		8.32	-8.32
Program			
PO Box		100.00	-100.00

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
Total Program		100.00	-100.00
Total Office Expenses		108.32	-108.32
Office/General Administrative Expenses	259.00	33.32	225.68
Past National President Pin		133.32	-133.32
Postage	59.80	33.32	26.48
Program Expenses	113.45		113.45
Contingency Fund		100.00	-100.00
Flowers & Wreaths	250.00	200.00	50.00
National Appointed Offices			
National Chaplain		66.68	-66.68
Gold Star Mother Mailing	1,081.88	400.00	681.88
Total National Chaplain	1,081.88	466.68	615.20
National Convention Chair		66.68	-66.68
Travel	405.76		405.76
Total National Convention Chair	405.76	66.68	339.08
National Finance Committe Chair		16.68	-16.68
National Historian		533.32	-533.32
Travel	505.60		505.60
Total National Historian	505.60	533.32	-27.72
National Patriotic Instructor		533.32	-533.32
Travel	404.00		404.00
Total National Patriotic Instructor	404.00	533.32	-129.32
National VAVS Rep		1,333.32	-1,333.32
VAVS Annual Meeting	927.66		927.66
Total National VAVS Rep	927.66	1,333.32	-405.66
Total National Appointed Offices	3,324.90	2,950.00	374.90
National Financial Secretary		83.32	-83.32
National First VP		166.68	-166.68
National Fourth VP		166.68	-166.68
National President		3,040.00	-3,040.00
General Office Supplies	54.61		54.61
Travel	1,426.75		1,426.75
Total National President	1,481.36	3,040.00	-1,558.64
National Recording secretary		50.00	-50.00
National Second VP		33.32	-33.32
National Third VP		33.32	-33.32
Total Program Expenses	5,169.71	6,823.32	-1,653.61
Quick Books on line	1,741.50	560.00	1,181.50
Shipping Expenses		500.00	-500.00
Taxes & Licenses		166.68	-166.68
Travel			
Executive Board Meeting	4,408.50	2,000.00	2,408.50
National Convention	1,001.51	5,000.00	-3,998.49
Total Travel	5,410.01	7,000.00	-1,589.99
Veterans Day Committee Dues		50.00	-50.00
Veterans Day National Committee Pins		41.68	-41.68
Website and Database	7,613.30	2,500.00	5,113.30

		TOTAL	
	ACTUAL	BUDGET	OVER BUDGET
New Website Hosting Fees	274.48	2,500.00	-2,225.52
Total Website and Database	7,887.78	5,000.00	2,887.78
Yearbooks			
Printing		416.68	-416.68
Total Yearbooks		416.68	-416.68
Total Expenses	\$43,270.56	\$54,174.92	\$ -10,904.36
NET OPERATING INCOME	\$16,247.29	\$0.00	\$16,247.29
Other Income			
Interest Earned	26.88		26.88
Miscellaneous Income	127.00		127.00
Total Other Income	\$153.88	\$0.00	\$153.88
Other Expenses			
Capital Budget Expense			
Website Development	81.11		81.11
Total Capital Budget Expense	81.11		81.11
Miscellaneous	127.00		127.00
Total Other Expenses	\$208.11	\$0.00	\$208.11
NET OTHER INCOME	\$ -54.23	\$0.00	\$ -54.23
NET INCOME	\$16,193.06	\$0.00	\$16,193.06