

Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2020-2021 Budget - FY21 P&L

September 2020 - July 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		45.87	-45.87	
CONVENTION				
2021 Convention		41,250.00	-41,250.00	
2021 Convention Blue Shirt	3,560.00		3,560.00	
2021 Convention Blue Shirt Bundle	1,815.00		1,815.00	
Total 2021 Convention Blue Shirt	5,375.00		5,375.00	
2021 Convention Blue Shirt Dad	985.00		985.00	
Dad Bundle	205.00		205.00	
Total 2021 Convention Blue Shirt Dad	1,190.00		1,190.00	
2021 Donations/Sponsor/Fundraiser	9,678.00	2,750.00	6,928.00	351.93 %
2021 Donations - WWII Tickets	1,240.00		1,240.00	
2021 Donations/Transportation	500.00		500.00	
Bonfire Fundraiser	6,840.36		6,840.36	
Total 2021 Donations/Sponsor/Fundraiser	18,258.36	2,750.00	15,508.36	663.94 %
2021 Registration	28,800.00		28,800.00	
2021 Convention/Dinner Guest	1,378.00		1,378.00	
2021 Convention/Lunch Guest	30.00		30.00	
Total 2021 Registration	30,208.00		30,208.00	
2021 Silent Auction		6,416.63	-6,416.63	
2021 Vendor Tables	325.00	458.37	-133.37	70.90 %
2021 Yearbook Ads	0.00		0.00	
Total 2021 Convention	55,356.36	50,875.00	4,481.36	108.81 %
Total CONVENTION	55,356.36	50,875.00	4,481.36	108.81 %
DONATED GOODS/MATERIALS	398.80		398.80	
DONATIONS/SPONSORSHIPS				
CFC Donations	1,489.95	3,666.63	-2,176.68	40.64 %
General donations	3,120.17	9,166.63	-6,046.46	34.04 %
Parke Memorial Scholarship Income		1,833.37	-1,833.37	
President Project		916.63	-916.63	
VAVS Fund - Restricted Funds	6,950.00	5,041.63	1,908.37	137.85 %
Total DONATIONS/SPONSORSHIPS	11,560.12	20,624.89	-9,064.77	56.05 %
FUNDRAISER				
ONLINE STORE		18,081.25	-18,081.25	
2017 75th Patch	3.00		3.00	
Branch Window Cling	3.00		3.00	
BROCHURE	345.60		345.60	
BSM FLAGS	105.00		105.00	
BSM PATCHES	35.00		35.00	
2015 CONVENTION PATCH				
ASSOCIATE PATCH	50.00		50.00	

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BRANCH PATCH	190.50		190.50	
BSM PATCH 2 1/2 INCH	140.00		140.00	
BSM PATCH 6 INCH	10.00		10.00	
DOG TAGS AND BOOTS PATCH	85.00		85.00	
GLITZY PATCH 3 inch	75.00		75.00	
GLITZY PATCH 6 inch	50.00		50.00	
Total BSM PATCHES	635.50		635.50	
BSM Pins				
Blue Star Dad Pin	132.00		132.00	
BSM Associate Pin	180.00		180.00	
Large BSM Pin	1,068.00		1,068.00	
Past Chapter President Pin	60.00		60.00	
Small BSM Pin	252.00		252.00	
Total BSM Pins	1,692.00		1,692.00	
BSM Ritual Book	170.00		170.00	
BSM Tee Shirts				
2019 Red Shirt	380.00		380.00	
BAND Of Mothers	330.00		330.00	
BSMA Baseball Shirt	955.00		955.00	
I Stand T-Shirt	190.00		190.00	
Total BSM Tee Shirts	1,855.00		1,855.00	
Bundle	410.00		410.00	
COINS	1,139.00		1,139.00	
DAD Hat	130.00		130.00	
FLEECE JACKET	1,870.00		1,870.00	
HANGER	72.00		72.00	
Hats	1,190.00		1,190.00	
License Plates	100.00		100.00	
Luggage Tags	66.00		66.00	
Magnets	63.00		63.00	
NOTE CARDS	160.00		160.00	
Shipping Income	2,594.75		2,594.75	
Tote Bags	500.00		500.00	
WATER BOTTLE	40.00		40.00	
WHITE GLOVES	175.00		175.00	
Yearbooks	10.00	366.63	-356.63	2.73 %
Total ONLINE STORE	13,328.85	18,447.88	-5,119.03	72.25 %
Total FUNDRAISER	13,328.85	18,447.88	-5,119.03	72.25 %
Funds from closed chapters	5,980.67	91.63	5,889.04	6,526.98 %
Membership				
Chapter Membership Dues	54,947.50	58,666.63	-3,719.13	93.66 %
Charter Fee	200.00	229.13	-29.13	87.29 %

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Refunds	-67.50		-67.50	
Total Membership	55,080.00	58,895.76	-3,815.76	93.52 %
Total Income	\$141,704.80	\$148,981.03	\$ -7,276.23	95.12 %
GROSS PROFIT	\$141,704.80	\$148,981.03	\$ -7,276.23	95.12 %
Expenses				
Advertising/Public Relations		4,583.37	-4,583.37	
Awards				
Chapter Grants	4,500.00	4,583.37	-83.37	98.18 %
Total Awards	4,500.00	4,583.37	-83.37	98.18 %
Bank Charges	12.00	91.63	-79.63	13.10 %
Checks		183.37	-183.37	
Total Bank Charges	12.00	275.00	-263.00	4.36 %
Chaplain's Emergency Fund - Restricted Funds	0.00		0.00	
Commissions & Fees				
CFC Application Fee	1,272.08	916.63	355.45	138.78 %
Total Commissions & Fees	1,272.08	916.63	355.45	138.78 %
Conference Call	442.89	229.13	213.76	193.29 %
Conventions				
2021 Convention Expenses	9,618.87	32,083.37	-22,464.50	29.98 %
2021 Blue Shirts	6,382.48		6,382.48	
2021 Blue Star Dad shirts	1,647.83		1,647.83	
Shipping Expense - Convention	1,045.96		1,045.96	
Total 2021 Convention Expenses	18,695.14	32,083.37	-13,388.23	58.27 %
Total Conventions	18,695.14	32,083.37	-13,388.23	58.27 %
DC REP		275.00	-275.00	
Donations	6,122.67	3,208.37	2,914.30	190.83 %
Parke Memorial Scholarship	2,000.00	2,750.00	-750.00	72.73 %
VAVS Fund-Restricted Funds EXPENSE	5,825.00	5,041.63	783.37	115.54 %
VAVS Matching Funds	2,500.00	2,291.63	208.37	109.09 %
Total Donations	16,447.67	13,291.63	3,156.04	123.74 %
Dues & Subscriptions	3,092.82	297.88	2,794.94	1,038.28 %
Fundraising				
National Fundraising		916.63	-916.63	
On Line Store Expenses	38.68	9,166.63	-9,127.95	0.42 %
Brochures	410.15		410.15	
Bsm hanger	427.50		427.50	
BSM Pins	2,210.00		2,210.00	
coins	960.00		960.00	
Hats	859.44		859.44	
Inventory Adjustment - COGS	60.34		60.34	
Magnets	141.37		141.37	

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note card printing	275.21		275.21	
Online Store Postage	2,222.07	1,833.37	388.70	121.20 %
Patches	750.38		750.38	
Shipping Supplies	172.02		172.02	
Total On Line Store Expenses	8,527.16	11,000.00	-2,472.84	77.52 %
Total Fundraising	8,527.16	11,916.63	-3,389.47	71.56 %
Insurance	3,449.00	2,291.63	1,157.37	150.50 %
Legal & Professional Fees				
CPA	8,600.00	9,166.63	-566.63	93.82 %
Legal Fees	350.00	1,375.00	-1,025.00	25.45 %
Parlamentarian		2,291.63	-2,291.63	
Total Legal & Professional Fees	8,950.00	12,833.26	-3,883.26	69.74 %
Management Expenses				
Ambassador Fund	210.33	2,520.87	-2,310.54	8.34 %
Equipment	117.79		117.79	
National Treasurer				
General Office Expenses	289.21	458.37	-169.16	63.10 %
Postage	391.10		391.10	
Travel	63.96		63.96	
Total National Treasurer	744.27	458.37	285.90	162.37 %
Total Management Expenses	1,072.39	2,979.24	-1,906.85	36.00 %
Merchant card processing		5,041.63	-5,041.63	
First American Payment Systems	4,461.62		4,461.62	
Moolah Merchant Fees	883.70		883.70	
Paypal Fees	133.23		133.23	
Total Merchant card processing	5,478.55	5,041.63	436.92	108.67 %
Office Expenses				
Management				
General Office Supplies	51.34	22.88	28.46	224.39 %
Total Management	51.34	22.88	28.46	224.39 %
Program				
PO Box		275.00	-275.00	
Total Program		275.00	-275.00	
Total Office Expenses	51.34	297.88	-246.54	17.24 %
Office/General Administrative Expenses	22.00	91.63	-69.63	24.01 %
Past National President Pin	26.45	366.63	-340.18	7.21 %
Postage	63.50	91.63	-28.13	69.30 %
Program Expenses				
Contingency Fund		275.00	-275.00	
Flowers & Wreaths	250.00	550.00	-300.00	45.45 %
National Appointed Offices				

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By-Law Committee Chair				
Postage	15.50		15.50	
Total By-Law Committee Chair	15.50		15.50	
National Chaplain		183.37	-183.37	
Gold Star Mother Mailing	1,119.43	1,100.00	19.43	101.77 %
Total National Chaplain	1,119.43	1,283.37	-163.94	87.23 %
National Convention Chair		183.37	-183.37	
Travel	416.80		416.80	
Total National Convention Chair	416.80	183.37	233.43	227.30 %
National Finance Committe Chair		45.87	-45.87	
Postage	64.08		64.08	
Total National Finance Committe Chair	64.08	45.87	18.21	139.70 %
National Historian		1,466.63	-1,466.63	
National Patriotic Instructor		1,466.63	-1,466.63	
National VAVS Rep		3,666.63	-3,666.63	
General Office Supplies	76.95		76.95	
Postage	48.40		48.40	
Veterans Day National Committee Pins		114.62	-114.62	
Total National VAVS Rep	125.35	3,781.25	-3,655.90	3.32 %
Total National Appointed Offices	1,741.16	8,227.12	-6,485.96	21.16 %
National Financial Secretary		229.13	-229.13	
General Office Expenses	148.00		148.00	
Postage	15.60		15.60	
Total National Financial Secretary	163.60	229.13	-65.53	71.40 %
National First VP		458.37	-458.37	
National Fourth VP		458.37	-458.37	
Postage	26.70		26.70	
Supplies & Materials	15.89		15.89	
Total National Fourth VP	42.59	458.37	-415.78	9.29 %
National President		8,360.00	-8,360.00	
General Office Supplies	299.00		299.00	
Travel	897.69		897.69	
Total National President	1,196.69	8,360.00	-7,163.31	14.31 %
National Recording secretary		137.50	-137.50	
General Office Supplies	10.99		10.99	
Total National Recording secretary	10.99	137.50	-126.51	7.99 %
National Second VP		91.63	-91.63	
Postage	19.98		19.98	
Travel	480.96		480.96	
Total National Second VP	500.94	91.63	409.31	546.70 %
National Third VP		91.63	-91.63	

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Travel	354.96		354.96	
Total National Third VP	354.96	91.63	263.33	387.38 %
Total Program Expenses	4,260.93	18,878.75	-14,617.82	22.57 %
Quick Books on line	1,620.00	1,540.00	80.00	105.19 %
Shipping Expenses	174.56	1,375.00	-1,200.44	12.70 %
Taxes & Licenses		458.37	-458.37	
Travel				
Executive Board Meeting		5,500.00	-5,500.00	
National Convention	2,329.05	13,750.00	-11,420.95	16.94 %
Total Travel	2,329.05	19,250.00	-16,920.95	12.10 %
Veterans Day Committee Dues	150.00	137.50	12.50	109.09 %
Website and Database	8,304.72	6,875.00	1,429.72	120.80 %
New Website Hosting Fees		6,875.00	-6,875.00	
Total Website and Database	8,304.72	13,750.00	-5,445.28	60.40 %
Yearbooks	1,467.33		1,467.33	
Printing		1,145.87	-1,145.87	
Total Yearbooks	1,467.33	1,145.87	321.46	128.05 %
Total Expenses	\$90,409.58	\$148,981.03	\$ -58,571.45	60.69 %
NET OPERATING INCOME	\$51,295.22	\$0.00	\$51,295.22	0.00%
Other Income				
Interest Earned	45.96		45.96	
Prior Year Voided Checks	353.21		353.21	
Total Other Income	\$399.17	\$0.00	\$399.17	0.00%
NET OTHER INCOME	\$399.17	\$0.00	\$399.17	0.00%
NET INCOME	\$51,694.39	\$0.00	\$51,694.39	0.00%