

# Blue Star Mothers of America, Inc.

Budget vs. Actuals: 2021-2022 Budget - FY22 P&L

September 2021 - January 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation		20.85	-20.85	
<b>CONVENTION</b>				
2022 Convention				
2022 Convention Bling Shirt	3,001.00		3,001.00	
2022 Convention Sponsor/Fundraising	4,356.54		4,356.54	
<b>Total 2022 Convention</b>	<b>7,357.54</b>		<b>7,357.54</b>	
<b>Total CONVENTION</b>	<b>7,357.54</b>		<b>7,357.54</b>	
<b>DONATIONS/SPONSORSHIPS</b>				
DONATIONS/SPONSORSHIPS	1,948.41		1,948.41	
CFC Donations	263.30	1,666.65	-1,403.35	15.80 %
General donations	188.35	4,166.65	-3,978.30	4.52 %
Parke Memorial Scholarship Income		833.35	-833.35	
President Project		416.65	-416.65	
VAVS Fund - Restricted Funds	4,854.00	2,291.65	2,562.35	211.81 %
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>7,254.06</b>	<b>9,374.95</b>	<b>-2,120.89</b>	<b>77.38 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE	130.00	8,218.75	-8,088.75	1.58 %
2017 75th Patch	11.00		11.00	
BROCHURE	82.20		82.20	
BSM FLAGS	105.00		105.00	
BSM PATCHES	5.00		5.00	
ASSOCIATE PATCH	10.00		10.00	
BRANCH PATCH	120.00		120.00	
BSM PATCH 2 1/2 INCH	70.00		70.00	
BSM PATCH 6 INCH	10.00		10.00	
DOG TAGS AND BOOTS PATCH	55.00		55.00	
GLITZY PATCH 3 inch	160.00		160.00	
GLITZY PATCH 6 inch	30.00		30.00	
<b>Total BSM PATCHES</b>	<b>460.00</b>		<b>460.00</b>	
<b>BSM Pins</b>				
BSM Pins	12.00		12.00	
Blue Star Dad Pin	36.00		36.00	
BSM Associate Pin	84.00		84.00	
Large BSM Pin	240.00		240.00	
Past Chapter President Pin	120.00		120.00	
Small BSM Pin	504.00		504.00	
<b>Total BSM Pins</b>	<b>996.00</b>		<b>996.00</b>	
BSM Ritual Book	100.00		100.00	
<b>BSM Tee Shirts</b>				
2019 Red Shirt	220.00		220.00	
2021 Blue Shirt	510.00		510.00	
BAND Of Mothers	15.00		15.00	
BSMA Baseball Shirt	120.00		120.00	

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I Stand T-Shirt	10.00		10.00	
<b>Total BSM Tee Shirts</b>	<b>875.00</b>		<b>875.00</b>	
COINS	530.00		530.00	
DAD Blue Polo	50.00		50.00	
DAD Hat	60.00		60.00	
HANGER	72.00		72.00	
Hats	1,075.00		1,075.00	
License Plates	75.00		75.00	
Luggage Tags	21.00		21.00	
Magnets	39.00		39.00	
NOTE CARDS	54.00		54.00	
Shipping Income	376.00		376.00	
Tote Bags	180.00		180.00	
WHITE GLOVES	69.15		69.15	
Yearbooks	125.00	166.65	-41.65	75.01 %
<b>Total ONLINE STORE</b>	<b>5,485.35</b>	<b>8,385.40</b>	<b>-2,900.05</b>	<b>65.42 %</b>
<b>Total FUNDRAISER</b>	<b>5,485.35</b>	<b>8,385.40</b>	<b>-2,900.05</b>	<b>65.42 %</b>
Funds from closed chapters		41.65	-41.65	
Membership				
Chapter Membership Dues	50,917.50	26,666.65	24,250.85	190.94 %
Charter Fee	125.00	104.15	20.85	120.02 %
Refunds	0.00		0.00	
<b>Total Membership</b>	<b>51,042.50</b>	<b>26,770.80</b>	<b>24,271.70</b>	<b>190.66 %</b>
Shipping Income	536.00		536.00	
<b>Total Income</b>	<b>\$71,675.45</b>	<b>\$44,593.65</b>	<b>\$27,081.80</b>	<b>160.73 %</b>
<b>GROSS PROFIT</b>	<b>\$71,675.45</b>	<b>\$44,593.65</b>	<b>\$27,081.80</b>	<b>160.73 %</b>
Expenses				
Advertising/Public Relations	99.00	2,083.35	-1,984.35	4.75 %
Awards				
Chapter Grants	1,750.00	2,083.35	-333.35	84.00 %
<b>Total Awards</b>	<b>1,750.00</b>	<b>2,083.35</b>	<b>-333.35</b>	<b>84.00 %</b>
Bank Charges	186.90	41.65	145.25	448.74 %
Checks		83.35	-83.35	
<b>Total Bank Charges</b>	<b>186.90</b>	<b>125.00</b>	<b>61.90</b>	<b>149.52 %</b>
Commissions & Fees				
CFC Application Fee	510.00	416.65	93.35	122.40 %
<b>Total Commissions &amp; Fees</b>	<b>510.00</b>	<b>416.65</b>	<b>93.35</b>	<b>122.40 %</b>
Conference Call	53.76	104.15	-50.39	51.62 %
Conventions				
2021 Convention Expenses		14,583.35	-14,583.35	
2022 Bling Shirt	2,710.00		2,710.00	

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<b>Total Conventions</b>	<b>2,710.00</b>	<b>14,583.35</b>	<b>-11,873.35</b>	<b>18.58 %</b>
DC REP		125.00	-125.00	
Donations	275.00	1,458.35	-1,183.35	18.86 %
Parke Memorial Scholarship		1,250.00	-1,250.00	
VAVS Fund-Restricted Funds EXPENSE	0.00	2,291.65	-2,291.65	0.00 %
VAVS Matching Funds		1,041.65	-1,041.65	
<b>Total Donations</b>	<b>275.00</b>	<b>6,041.65</b>	<b>-5,766.65</b>	<b>4.55 %</b>
Dues & Subscriptions	3.24	135.40	-132.16	2.39 %
Fundraising				
National Fundraising		416.65	-416.65	
On Line Store Expenses		4,166.65	-4,166.65	
coins	540.00		540.00	
Gloves	0.00		0.00	
Hats	1,707.92		1,707.92	
Online Store Postage	593.36	833.35	-239.99	71.20 %
Shipping Supplies	22.37		22.37	
<b>Total On Line Store Expenses</b>	<b>2,863.65</b>	<b>5,000.00</b>	<b>-2,136.35</b>	<b>57.27 %</b>
<b>Total Fundraising</b>	<b>2,863.65</b>	<b>5,416.65</b>	<b>-2,553.00</b>	<b>52.87 %</b>
Insurance		1,041.65	-1,041.65	
Legal & Professional Fees	350.00		350.00	
CPA		4,166.65	-4,166.65	
Legal Fees		625.00	-625.00	
Parlamentarian		1,041.65	-1,041.65	
<b>Total Legal &amp; Professional Fees</b>	<b>350.00</b>	<b>5,833.30</b>	<b>-5,483.30</b>	<b>6.00 %</b>
Management Expenses				
Ambassador Fund		1,145.85	-1,145.85	
Equipment	64.99		64.99	
National Treasurer				
General Office Expenses	89.39	208.35	-118.96	42.90 %
Postage	227.35		227.35	
<b>Total National Treasurer</b>	<b>316.74</b>	<b>208.35</b>	<b>108.39</b>	<b>152.02 %</b>
<b>Total Management Expenses</b>	<b>381.73</b>	<b>1,354.20</b>	<b>-972.47</b>	<b>28.19 %</b>
Merchant card processing	683.68	2,291.65	-1,607.97	29.83 %
First American Payment Systems	784.45		784.45	
Moolah Merchant Fees	430.10		430.10	
Paypal Fees	27.12		27.12	
square merchant fee	1.03		1.03	
<b>Total Merchant card processing</b>	<b>1,926.38</b>	<b>2,291.65</b>	<b>-365.27</b>	<b>84.06 %</b>
Office Expenses				
Management				
General Office Supplies	79.05	10.40	68.65	760.10 %

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<b>Total Management</b>	<b>79.05</b>	<b>10.40</b>	<b>68.65</b>	<b>760.10 %</b>
Program				
General Office Supplies	22.58		22.58	
PO Box		125.00	-125.00	
<b>Total Program</b>	<b>22.58</b>	<b>125.00</b>	<b>-102.42</b>	<b>18.06 %</b>
<b>Total Office Expenses</b>	<b>101.63</b>	<b>135.40</b>	<b>-33.77</b>	<b>75.06 %</b>
Office/General Administrative Expenses	108.00	41.65	66.35	259.30 %
Past National President Pin		166.65	-166.65	
Postage		41.65	-41.65	
Program Expenses				
Contingency Fund		125.00	-125.00	
Flowers & Wreaths	285.00	250.00	35.00	114.00 %
National Appointed Offices				
National Chaplain		83.35	-83.35	
Gold Star Mother Mailing	1,223.17	500.00	723.17	244.63 %
<b>Total National Chaplain</b>	<b>1,223.17</b>	<b>583.35</b>	<b>639.82</b>	<b>209.68 %</b>
National Convention Chair		83.35	-83.35	
National Finance Committee Chair		20.85	-20.85	
Postage	1.56		1.56	
<b>Total National Finance Committee Chair</b>	<b>1.56</b>	<b>20.85</b>	<b>-19.29</b>	<b>7.48 %</b>
National Historian		666.65	-666.65	
National Patriotic Instructor		666.65	-666.65	
National VAVS Rep		1,666.65	-1,666.65	
Veterans Day National Committee Pins		52.10	-52.10	
<b>Total National VAVS Rep</b>		<b>1,718.75</b>	<b>-1,718.75</b>	
<b>Total National Appointed Offices</b>	<b>1,224.73</b>	<b>3,739.60</b>	<b>-2,514.87</b>	<b>32.75 %</b>
National Financial Secretary		104.15	-104.15	
General Office Expenses	16.98		16.98	
Postage	31.65		31.65	
<b>Total National Financial Secretary</b>	<b>48.63</b>	<b>104.15</b>	<b>-55.52</b>	<b>46.69 %</b>
National First VP		208.35	-208.35	
National Fourth VP		208.35	-208.35	
National President		3,800.00	-3,800.00	
Travel	3,071.73		3,071.73	
<b>Total National President</b>	<b>3,071.73</b>	<b>3,800.00</b>	<b>-728.27</b>	<b>80.84 %</b>
National Recording secretary		62.50	-62.50	
Postage	18.12		18.12	
<b>Total National Recording secretary</b>	<b>18.12</b>	<b>62.50</b>	<b>-44.38</b>	<b>28.99 %</b>
National Second VP		41.65	-41.65	
National Third VP		41.65	-41.65	
<b>Total Program Expenses</b>	<b>4,648.21</b>	<b>8,581.25</b>	<b>-3,933.04</b>	<b>54.17 %</b>

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Quick Books on line	1,940.00	700.00	1,240.00	277.14 %
Repair & Maintenance	199.99		199.99	
Shipping Expenses	219.73	625.00	-405.27	35.16 %
Taxes & Licenses		208.35	-208.35	
Travel				
Executive Board Meeting	3,475.61	2,500.00	975.61	139.02 %
National Convention		6,250.00	-6,250.00	
<b>Total Travel</b>	<b>3,475.61</b>	<b>8,750.00</b>	<b>-5,274.39</b>	<b>39.72 %</b>
Veterans Day Committee Dues		62.50	-62.50	
Website and Database		3,125.00	-3,125.00	
New Website Hosting Fees	8,510.01	3,125.00	5,385.01	272.32 %
<b>Total Website and Database</b>	<b>8,510.01</b>	<b>6,250.00</b>	<b>2,260.01</b>	<b>136.16 %</b>
Yearbooks				
Printing		520.85	-520.85	
<b>Total Yearbooks</b>		<b>520.85</b>	<b>-520.85</b>	
<b>Total Expenses</b>	<b>\$30,312.84</b>	<b>\$67,718.65</b>	<b>\$ -37,405.81</b>	<b>44.76 %</b>
NET OPERATING INCOME	<b>\$41,362.61</b>	<b>\$ -23,125.00</b>	<b>\$64,487.61</b>	<b>-178.87 %</b>
Other Income				
Interest Earned	17.48		17.48	
<b>Total Other Income</b>	<b>\$17.48</b>	<b>\$0.00</b>	<b>\$17.48</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$17.48</b>	<b>\$0.00</b>	<b>\$17.48</b>	<b>0.00%</b>
NET INCOME	<b>\$41,380.09</b>	<b>\$ -23,125.00</b>	<b>\$64,505.09</b>	<b>-178.94 %</b>