

Blue Star Mothers of America, Inc.

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

September 2021 - February 2022

| | TOTAL | | | |
|-------------------------------------|------------------|------------------|------------------|----------------|
| | ACTUAL | BUDGET | OVER BUDGET | % OF BUDGET |
| Income | | | | |
| 25% LOGO USE Donation | | 25.02 | -25.02 | |
| CONVENTION | | | | |
| 2022 Convention | | | | |
| 2022 Convention Bling Shirt | 5,746.00 | | 5,746.00 | |
| 2022 Convention Sponsor/Fundraising | 4,356.54 | | 4,356.54 | |
| Total 2022 Convention | 10,102.54 | | 10,102.54 | |
| Total CONVENTION | 10,102.54 | | 10,102.54 | |
| DONATIONS/SPONSORSHIPS | | | | |
| DONATIONS/SPONSORSHIPS | 1,948.41 | | 1,948.41 | |
| CFC Donations | 281.38 | 1,999.98 | -1,718.60 | 14.07 % |
| General donations | 179.00 | 4,999.98 | -4,820.98 | 3.58 % |
| Parke Memorial Scholarship Income | | 1,000.02 | -1,000.02 | |
| President Project | | 499.98 | -499.98 | |
| VAVS Fund - Restricted Funds | 5,004.00 | 2,749.98 | 2,254.02 | 181.96 % |
| Total DONATIONS/SPONSORSHIPS | 7,412.79 | 11,249.94 | -3,837.15 | 65.89 % |
| FUNDRAISER | | | | |
| ONLINE STORE | 130.00 | 9,862.50 | -9,732.50 | 1.32 % |
| 2017 75th Patch | 11.00 | | 11.00 | |
| BROCHURE | 142.20 | | 142.20 | |
| BSM FLAGS | 105.00 | | 105.00 | |
| BSM PATCHES | 5.00 | | 5.00 | |
| ASSOCIATE PATCH | 10.00 | | 10.00 | |
| BRANCH PATCH | 125.00 | | 125.00 | |
| BSM PATCH 2 1/2 INCH | 75.00 | | 75.00 | |
| 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 | |
| Total BSM PATCHES | 470.00 | | 470.00 | |
| 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 | 516.00 | | 516.00 | |
| Total BSM Pins | 1,008.00 | | 1,008.00 | |
| BSM Ritual Book | 110.00 | | 110.00 | |
| BSM Tee Shirts | | | | |
| 2019 Red Shirt | 280.00 | | 280.00 | |
| 2021 Blue Shirt | 590.00 | | 590.00 | |
| BAND Of Mothers | 15.00 | | 15.00 | |
| BSMA Baseball Shirt | 150.00 | | 150.00 | |

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| I Stand T-Shirt | 10.00 | | 10.00 | |
| Total BSM Tee Shirts | 1,045.00 | | 1,045.00 | |
| COINS | 560.00 | | 560.00 | |
| DAD Blue Polo | 75.00 | | 75.00 | |
| DAD Hat | 60.00 | | 60.00 | |
| HANGER | 96.00 | | 96.00 | |
| Hats | 1,150.00 | | 1,150.00 | |
| License Plates | 85.00 | | 85.00 | |
| Luggage Tags | 81.00 | | 81.00 | |
| Magnets | 102.00 | | 102.00 | |
| NOTE CARDS | 54.00 | | 54.00 | |
| Shipping Income | 511.00 | | 511.00 | |
| Tote Bags | 180.00 | | 180.00 | |
| WHITE GLOVES | 74.15 | | 74.15 | |
| Yearbooks | 125.00 | 199.98 | -74.98 | 62.51 % |
| Total ONLINE STORE | 6,174.35 | 10,062.48 | -3,888.13 | 61.36 % |
| Total FUNDRAISER | 6,174.35 | 10,062.48 | -3,888.13 | 61.36 % |
| Funds from closed chapters | | 49.98 | -49.98 | |
| Membership | | | | |
| Chapter Membership Dues | 52,942.50 | 31,999.98 | 20,942.52 | 165.45 % |
| Charter Fee | 150.00 | 124.98 | 25.02 | 120.02 % |
| Refunds | 0.00 | | 0.00 | |
| Total Membership | 53,092.50 | 32,124.96 | 20,967.54 | 165.27 % |
| Shipping Income | 536.00 | | 536.00 | |
| Total Income | \$77,318.18 | \$53,512.38 | \$23,805.80 | 144.49 % |
| GROSS PROFIT | \$77,318.18 | \$53,512.38 | \$23,805.80 | 144.49 % |
| Expenses | | | | |
| Advertising/Public Relations | 99.00 | 2,500.02 | -2,401.02 | 3.96 % |
| Awards | | | | |
| Chapter Grants | 2,250.00 | 2,500.02 | -250.02 | 90.00 % |
| Total Awards | 2,250.00 | 2,500.02 | -250.02 | 90.00 % |
| Bank Charges | 198.90 | 49.98 | 148.92 | 397.96 % |
| Checks | | 100.02 | -100.02 | |
| Total Bank Charges | 198.90 | 150.00 | 48.90 | 132.60 % |
| Commissions & Fees | | | | |
| CFC Application Fee | 510.00 | 499.98 | 10.02 | 102.00 % |
| Total Commissions & Fees | 510.00 | 499.98 | 10.02 | 102.00 % |
| Conference Call | 53.76 | 124.98 | -71.22 | 43.01 % |
| Conventions | | | | |
| 2021 Convention Expenses | | 17,500.02 | -17,500.02 | |
| 2022 Bling Shirt | 5,420.00 | | 5,420.00 | |

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| Total Conventions | 5,420.00 | 17,500.02 | -12,080.02 | 30.97 % |
| DC REP | | 150.00 | -150.00 | |
| Donations | 265.65 | 1,750.02 | -1,484.37 | 15.18 % |
| Parke Memorial Scholarship | | 1,500.00 | -1,500.00 | |
| VAVS Fund-Restricted Funds EXPENSE | 150.00 | 2,749.98 | -2,599.98 | 5.45 % |
| VAVS Matching Funds | | 1,249.98 | -1,249.98 | |
| Total Donations | 415.65 | 7,249.98 | -6,834.33 | 5.73 % |
| Dues & Subscriptions | 3.24 | 162.48 | -159.24 | 1.99 % |
| Fundraising | | | | |
| National Fundraising | | 499.98 | -499.98 | |
| On Line Store Expenses | | 4,999.98 | -4,999.98 | |
| coins | 540.00 | | 540.00 | |
| Gloves | 0.00 | | 0.00 | |
| Hats | 1,707.92 | | 1,707.92 | |
| Online Store Postage | 653.86 | 1,000.02 | -346.16 | 65.38 % |
| Shipping Supplies | 29.87 | | 29.87 | |
| Total On Line Store Expenses | 2,931.65 | 6,000.00 | -3,068.35 | 48.86 % |
| Total Fundraising | 2,931.65 | 6,499.98 | -3,568.33 | 45.10 % |
| Insurance | 878.00 | 1,249.98 | -371.98 | 70.24 % |
| Legal & Professional Fees | 350.00 | | 350.00 | |
| CPA | | 4,999.98 | -4,999.98 | |
| Legal Fees | | 750.00 | -750.00 | |
| Parlamentarian | | 1,249.98 | -1,249.98 | |
| Total Legal & Professional Fees | 350.00 | 6,999.96 | -6,649.96 | 5.00 % |
| Management Expenses | | | | |
| Ambassador Fund | | 1,375.02 | -1,375.02 | |
| Equipment | 64.99 | | 64.99 | |
| National Treasurer | | | | |
| General Office Expenses | 89.39 | 250.02 | -160.63 | 35.75 % |
| Postage | 295.65 | | 295.65 | |
| Total National Treasurer | 385.04 | 250.02 | 135.02 | 154.00 % |
| Total Management Expenses | 450.03 | 1,625.04 | -1,175.01 | 27.69 % |
| Merchant card processing | 826.76 | 2,749.98 | -1,923.22 | 30.06 % |
| First American Payment Systems | 786.73 | | 786.73 | |
| Moolah Merchant Fees | 503.85 | | 503.85 | |
| Paypal Fees | 27.12 | | 27.12 | |
| square merchant fee | 1.03 | | 1.03 | |
| Total Merchant card processing | 2,145.49 | 2,749.98 | -604.49 | 78.02 % |
| Office Expenses | | | | |
| Management | | | | |
| General Office Supplies | 79.05 | 12.48 | 66.57 | 633.41 % |

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| Total Management | 79.05 | 12.48 | 66.57 | 633.41 % |
| Program | | | | |
| General Office Supplies | 22.58 | | 22.58 | |
| PO Box | | 150.00 | -150.00 | |
| Total Program | 22.58 | 150.00 | -127.42 | 15.05 % |
| Total Office Expenses | 101.63 | 162.48 | -60.85 | 62.55 % |
| Office/General Administrative Expenses | 195.00 | 49.98 | 145.02 | 390.16 % |
| Past National President Pin | | 199.98 | -199.98 | |
| Postage | | 49.98 | -49.98 | |
| Program Expenses | | | | |
| Contingency Fund | | 150.00 | -150.00 | |
| Flowers & Wreaths | 285.00 | 300.00 | -15.00 | 95.00 % |
| National Appointed Offices | | | | |
| National Chaplain | | 100.02 | -100.02 | |
| Gold Star Mother Mailing | 1,223.17 | 600.00 | 623.17 | 203.86 % |
| Total National Chaplain | 1,223.17 | 700.02 | 523.15 | 174.73 % |
| National Convention Chair | | 100.02 | -100.02 | |
| National Finance Committee Chair | | 25.02 | -25.02 | |
| Postage | 1.56 | | 1.56 | |
| Total National Finance Committee Chair | 1.56 | 25.02 | -23.46 | 6.24 % |
| National Historian | | 799.98 | -799.98 | |
| National Patriotic Instructor | | 799.98 | -799.98 | |
| National VAVS Rep | | 1,999.98 | -1,999.98 | |
| Travel | 735.43 | | 735.43 | |
| Veterans Day National Committee Pins | | 62.52 | -62.52 | |
| Total National VAVS Rep | 735.43 | 2,062.50 | -1,327.07 | 35.66 % |
| Total National Appointed Offices | 1,960.16 | 4,487.52 | -2,527.36 | 43.68 % |
| National Financial Secretary | | 124.98 | -124.98 | |
| General Office Expenses | 16.98 | | 16.98 | |
| Postage | 31.65 | | 31.65 | |
| Total National Financial Secretary | 48.63 | 124.98 | -76.35 | 38.91 % |
| National First VP | | 250.02 | -250.02 | |
| National Fourth VP | | 250.02 | -250.02 | |
| National President | | 4,560.00 | -4,560.00 | |
| Travel | 3,239.69 | | 3,239.69 | |
| Total National President | 3,239.69 | 4,560.00 | -1,320.31 | 71.05 % |
| National Recording secretary | | 75.00 | -75.00 | |
| Postage | 18.12 | | 18.12 | |
| Total National Recording secretary | 18.12 | 75.00 | -56.88 | 24.16 % |
| National Second VP | | 49.98 | -49.98 | |
| National Third VP | | 49.98 | -49.98 | |

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| Total Program Expenses | 5,551.60 | 10,297.50 | -4,745.90 | 53.91 % |
| Quick Books on line | 1,940.00 | 840.00 | 1,100.00 | 230.95 % |
| Repair & Maintenance | 199.99 | | 199.99 | |
| Shipping Expenses | 262.43 | 750.00 | -487.57 | 34.99 % |
| Taxes & Licenses | | 250.02 | -250.02 | |
| Travel | | | | |
| Executive Board Meeting | 3,476.20 | 3,000.00 | 476.20 | 115.87 % |
| National Convention | 1,606.85 | 7,500.00 | -5,893.15 | 21.42 % |
| Total Travel | 5,083.05 | 10,500.00 | -5,416.95 | 48.41 % |
| Veterans Day Committee Dues | | 75.00 | -75.00 | |
| Website and Database | | 3,750.00 | -3,750.00 | |
| New Website Hosting Fees | 8,510.01 | 3,750.00 | 4,760.01 | 226.93 % |
| Total Website and Database | 8,510.01 | 7,500.00 | 1,010.01 | 113.47 % |
| Yearbooks | | | | |
| Printing | | 625.02 | -625.02 | |
| Total Yearbooks | | 625.02 | -625.02 | |
| Total Expenses | \$37,549.43 | \$81,262.38 | \$ -43,712.95 | 46.21 % |
| NET OPERATING INCOME | \$39,768.75 | \$ -27,750.00 | \$67,518.75 | -143.31 % |
| Other Income | | | | |
| Interest Earned | 20.57 | | 20.57 | |
| Total Other Income | \$20.57 | \$0.00 | \$20.57 | 0.00% |
| NET OTHER INCOME | \$20.57 | \$0.00 | \$20.57 | 0.00% |
| NET INCOME | \$39,789.32 | \$ -27,750.00 | \$67,539.32 | -143.38 % |