

Blue Star Mothers of America, Inc.

Profit and Loss

September 2020 - June 2021

| | TOTAL |
|--|------------------|
| Income | |
| CONVENTION | |
| 2021 Convention | |
| 2021 Convention Blue Shirt | 3,435.00 |
| 2021 Convention Blue Shirt Bundle | 1,815.00 |
| Total 2021 Convention Blue Shirt | 5,250.00 |
| 2021 Convention Blue Shirt Dad | 985.00 |
| Dad Bundle | 205.00 |
| Total 2021 Convention Blue Shirt Dad | 1,190.00 |
| 2021 Donations/Sponsor/Fundraiser | 9,478.00 |
| 2021 Donations - WWII Tickets | 1,240.00 |
| 2021 Donations/Transportation | 500.00 |
| Bonfire Fundraiser | 5,192.43 |
| Total 2021 Donations/Sponsor/Fundraiser | 16,410.43 |
| 2021 Registration | 28,050.00 |
| 2021 Convention/Dinner Guest | 1,204.00 |
| 2021 Convention/Lunch Guest | 210.00 |
| Total 2021 Registration | 29,464.00 |
| 2021 Vendor Tables | 300.00 |
| 2021 Yearbook Ads | 1,700.00 |
| Total 2021 Convention | 54,314.43 |
| Total CONVENTION | 54,314.43 |
| DONATIONS/SPONSORSHIPS | |
| CFC Donations | 1,476.87 |
| General donations | 3,170.17 |
| VAVS Fund - Restricted Funds | 5,050.00 |
| Total DONATIONS/SPONSORSHIPS | 9,697.04 |
| FUNDRAISER | |
| ONLINE STORE | |
| 2017 75th Patch | 3.00 |
| Branch Window Cling | 3.00 |
| BROCHURE | 345.60 |
| BSM FLAGS | 105.00 |

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| BSM PATCHES | 35.00 |
| 2015 CONVENTION PATCH | |
| ASSOCIATE PATCH | 50.00 |
| BRANCH PATCH | 190.50 |
| BSM PATCH 2 1/2 INCH | 135.00 |
| BSM PATCH 6 INCH | 10.00 |
| DOG TAGS AND BOOTS PATCH | 85.00 |
| GLITZY PATCH 3 inch | 70.00 |
| GLITZY PATCH 6 inch | 50.00 |
| Total BSM PATCHES | 625.50 |
| BSM Pins | |
| Blue Star Dad Pin | 120.00 |
| BSM Associate Pin | 180.00 |
| Large BSM Pin | 1,032.00 |
| Past Chapter President Pin | 60.00 |
| Small BSM Pin | 228.00 |
| Total BSM Pins | 1,620.00 |
| BSM Ritual Book | 155.00 |
| BSM Tee Shirts | |
| 2019 Red Shirt | 320.00 |
| BAND Of Mothers | 330.00 |
| BSMA Baseball Shirt | 925.00 |
| I Stand T-Shirt | 190.00 |
| Total BSM Tee Shirts | 1,765.00 |
| Bundle | 410.00 |
| COINS | 1,129.00 |
| DAD Hat | 130.00 |
| FLEECE JACKET | 1,870.00 |
| HANGER | 72.00 |
| Hats | 1,040.00 |
| License Plates | 100.00 |
| Luggage Tags | 48.00 |
| Magnets | 57.00 |
| NOTE CARDS | 154.00 |
| Shipping Income | 2,505.75 |
| Tote Bags | 500.00 |
| WATER BOTTLE | 40.00 |
| WHITE GLOVES | 155.00 |
| Yearbooks | 10.00 |
| Total ONLINE STORE | 12,842.85 |
| Total FUNDRAISER | 12,842.85 |

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| Funds from closed chapters | 5,980.67 |
| Membership | |
| Chapter Membership Dues | 54,010.00 |
| Charter Fee | 175.00 |
| Refunds | -67.50 |
| Total Membership | 54,117.50 |
| Total Income | \$136,952.49 |
| GROSS PROFIT | \$136,952.49 |
| Expenses | |
| Awards | |
| Chapter Grants | 3,750.00 |
| Total Awards | 3,750.00 |
| Bank Charges | 13.00 |
| Chaplain's Emergency Fund - Restricted Funds | 0.00 |
| Commissions & Fees | |
| CFC Application Fee | 967.08 |
| Total Commissions & Fees | 967.08 |
| Conference Call | 442.89 |
| Conventions | |
| 2021 Convention Expenses | 1,809.39 |
| 2021 Blue Shirts | 6,382.48 |
| 2021 Blue Star Dad shirts | 1,647.83 |
| Total 2021 Convention Expenses | 9,839.70 |
| Total Conventions | 9,839.70 |
| Donations | 6,122.67 |
| Parke Memorial Scholarship | 2,000.00 |
| VAVS Fund-Restricted Funds EXPENSE | 5,675.00 |
| VAVS Matching Funds | 2,500.00 |
| Total Donations | 16,297.67 |
| Dues & Subscriptions | 3,092.82 |

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| Fundraising | |
| On Line Store Expenses | |
| Brochures | 410.15 |
| Bsm hanger | 427.50 |
| BSM Pins | 407.00 |
| coins | 960.00 |
| Hats | 859.44 |
| Inventory Adjustment - COGS | 60.34 |
| Magnets | 141.37 |
| note card printing | 80.21 |
| Online Store Postage | 2,153.02 |
| Patches | 750.38 |
| Shipping Supplies | 172.02 |
| Total On Line Store Expenses | 6,421.43 |
| Total Fundraising | 6,421.43 |
| Insurance | 1,726.00 |
| Legal & Professional Fees | |
| Legal Fees | 350.00 |
| Total Legal & Professional Fees | 350.00 |
| Management Expenses | |
| Equipment | 117.79 |
| National Treasurer | |
| General Office Expenses | 289.21 |
| Postage | 391.10 |
| Travel | 63.96 |
| Total National Treasurer | 744.27 |
| Total Management Expenses | 862.06 |
| Merchant card processing | |
| First American Payment Systems | 3,995.99 |
| Moolah Merchant Fees | 748.10 |
| Paypal Fees | 124.33 |
| Total Merchant card processing | 4,868.42 |
| Office Expenses | |
| Management | |
| General Office Supplies | 51.34 |
| Total Management | 51.34 |
| Total Office Expenses | 51.34 |
| Office/General Administrative Expenses | 22.00 |
| Past National President Pin | 6.45 |
| Postage | 63.50 |

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| Program Expenses | |
| Flowers & Wreaths | 250.00 |
| National Appointed Offices | |
| By-Law Committee Chair | |
| Postage | 15.50 |
| Total By-Law Committee Chair | 15.50 |
| National Chaplain | |
| Gold Star Mother Mailing | 1,119.43 |
| Total National Chaplain | 1,119.43 |
| National Convention Chair | |
| Travel | 416.80 |
| Total National Convention Chair | 416.80 |
| National Finance Committee Chair | |
| Postage | 64.08 |
| Total National Finance Committee Chair | 64.08 |
| National VAVS Rep | |
| General Office Supplies | 45.83 |
| Postage | 48.40 |
| Total National VAVS Rep | 94.23 |
| Total National Appointed Offices | 1,710.04 |
| National Financial Secretary | |
| General Office Expenses | 148.00 |
| Postage | 15.60 |
| Total National Financial Secretary | 163.60 |
| National Fourth VP | |
| Postage | 26.70 |
| Supplies & Materials | 15.89 |
| Total National Fourth VP | 42.59 |
| National President | |
| General Office Supplies | 299.00 |
| Travel | 897.69 |
| Total National President | 1,196.69 |
| National Recording secretary | |
| General Office Supplies | 10.99 |
| Total National Recording secretary | 10.99 |
| National Second VP | |
| Postage | 19.98 |
| Travel | 480.96 |
| Total National Second VP | 500.94 |

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| National Third VP Travel | 354.96 |
| Total National Third VP | 354.96 |
| Total Program Expenses | 4,229.81 |
| Quick Books on line | 1,620.00 |
| Shipping Expenses | 174.56 |
| Travel National Convention | 2,293.05 |
| Total Travel | 2,293.05 |
| Veterans Day Committee Dues | 150.00 |
| Website and Database | 8,304.72 |
| Yearbooks | 90.91 |
| Total Expenses | \$65,637.41 |
| NET OPERATING INCOME | \$71,315.08 |
| Other Income | |
| Interest Earned | 41.69 |
| Prior Year Voided Checks | 353.21 |
| Total Other Income | \$394.90 |
| NET OTHER INCOME | \$394.90 |
| NET INCOME | \$71,709.98 |