

# Blue Star Mother's of America Inc.- National Big Dipper Auxiliary

Budget vs. Actuals: budget 2022-2023 - FY23 P&L

September 2022 - August 2023

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Revenue</b>				
Big Dipper Store Sales				
Guard Pins	294.00		294.00	
Hat Bags	970.00		970.00	
Jewelry	595.00		595.00	
Keychain	45.00		45.00	
Lapel Pin	531.00		531.00	
Purse Hanger	65.00		65.00	
Shipping Revenue	120.00		120.00	
Stickers	30.00		30.00	
<b>Total Big Dipper Store Sales</b>	<b>2,650.00</b>		<b>2,650.00</b>	
Billable Expenditure Revenue	0.00		0.00	
Donations		2,450.00	-2,450.00	
Convention	118.44		118.44	
Fun Night Donations 2022-2023	1,220.00		1,220.00	
General Donations	247.10		247.10	
JCEA Donations -2022-2023	2,675.00		2,675.00	
President's Travel	10.00		10.00	
<b>Total Donations</b>	<b>4,270.54</b>	<b>2,450.00</b>	<b>1,820.54</b>	<b>174.31 %</b>
Fundraiser				
Bonfire Fundraiser	325.85		325.85	
Pasta Fundrasier	644.24		644.24	
Raffle	377.00		377.00	
<b>Total Fundraiser</b>	<b>1,347.09</b>		<b>1,347.09</b>	
Membership Dues		2,200.00	-2,200.00	
2021-2022 Membership Dues	65.00		65.00	
2022-2023 Membership dues	2,605.00		2,605.00	
<b>Total Membership Dues</b>	<b>2,670.00</b>	<b>2,200.00</b>	<b>470.00</b>	<b>121.36 %</b>
Non Profit Income				
2022 Fun Night Revenue				
2022 Long Beach Fun Night Admissions	105.00		105.00	
<b>Total 2022 Fun Night Revenue</b>	<b>105.00</b>		<b>105.00</b>	
2023 Fun Night Revenue		3,400.00	-3,400.00	
Admission	6,775.00		6,775.00	
Auction sales at fun night	2,210.00		2,210.00	
Non cash donation	3,549.00		3,549.00	
Silent Auction Sales Cost of Goods	-3,549.00		-3,549.00	
<b>Total 2023 Fun Night Revenue</b>	<b>8,985.00</b>	<b>3,400.00</b>	<b>5,585.00</b>	<b>264.26 %</b>
Fundraising - Other (Amazon, GivingBean, etc.)	31.62	5.00	26.62	632.40 %
Fundraising -Vendor Table sales		400.00	-400.00	
Fundraising Guard Pins		10.00	-10.00	
Fundraising Quilt		660.00	-660.00	

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2021-2022 Fundraising Quilt Tickets	40.00	380.00	-340.00	10.53 %
<b>Total Fundraising Quilt</b>	<b>40.00</b>	<b>1,040.00</b>	<b>-1,000.00</b>	<b>3.85 %</b>
<b>Total Non Profit Income</b>	<b>9,161.62</b>	<b>4,855.00</b>	<b>4,306.62</b>	<b>188.70 %</b>
<b>Total Revenue</b>	<b>\$20,099.25</b>	<b>\$9,505.00</b>	<b>\$10,594.25</b>	<b>211.46 %</b>
GROSS PROFIT	<b>\$20,099.25</b>	<b>\$9,505.00</b>	<b>\$10,594.25</b>	<b>211.46 %</b>
Expenditures				
2021-22 JCEA		8,999.85	-8,999.85	
2022-2023 JCEA Expense	13,777.00		13,777.00	
Advertising	100.00		100.00	
BANK CHARGES	0.00	100.00	-100.00	0.00 %
Expenditure				
Ambassador Fund	1,226.23		1,226.23	
Convention Expenses	382.61		382.61	
Shipping/delivery	63.17		63.17	
Supplies	55.27		55.27	
<b>Total Convention Expenses</b>	<b>501.05</b>		<b>501.05</b>	
Lodging	209.70		209.70	
Travel	0.00		0.00	
<b>Total Expenditure</b>	<b>1,936.98</b>		<b>1,936.98</b>	
Fun Night Expenses	63.92		63.92	
Catering	1,695.09		1,695.09	
Decorations	152.37		152.37	
Fun Night General Expenses	164.55	1,000.00	-835.45	16.46 %
Games and Activities	34.74		34.74	
Photo Booth	66.82		66.82	
<b>Total Fun Night Expenses</b>	<b>2,177.49</b>	<b>1,000.00</b>	<b>1,177.49</b>	<b>217.75 %</b>
Merchant Fees				
Chase Merchant Fees		105.00	-105.00	
PayPal Fee	16.51	6.00	10.51	275.17 %
Square Fees	119.12		119.12	
<b>Total Merchant Fees</b>	<b>135.63</b>	<b>111.00</b>	<b>24.63</b>	<b>122.19 %</b>
Online Store Expenses				
Big Dipper Store Expense	36.11		36.11	
Guard Pins	725.00	464.95	260.05	155.93 %
Hat Bags	184.86	3,200.00	-3,015.14	5.78 %
Jewelry	529.60		529.60	
Lapel Pins	422.91		422.91	
Shipping	164.06		164.06	
Supplies	11.99		11.99	
<b>Total Online Store Expenses</b>	<b>2,074.53</b>	<b>3,664.95</b>	<b>-1,590.42</b>	<b>56.60 %</b>
PO Box Rental	73.00	146.00	-73.00	50.00 %
Postage	297.74	150.00	147.74	198.49 %

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Quickbooks		50.00	-50.00	
Supplies	326.24		326.24	
<b>Total Expenditures</b>	<b>\$20,898.61</b>	<b>\$14,221.80</b>	<b>\$6,676.81</b>	<b>146.95 %</b>
NET OPERATING REVENUE	<b>\$ -799.36</b>	<b>\$ -4,716.80</b>	<b>\$3,917.44</b>	<b>16.95 %</b>
NET REVENUE	<b>\$ -799.36</b>	<b>\$ -4,716.80</b>	<b>\$3,917.44</b>	<b>16.95 %</b>