

Blue Star Mothers of America, Inc.

Budget vs. Actuals: Budget_FY24_P&L - FY24 P&L

September 2023 - March 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
25% LOGO USE Donation		58.31	-58.31	
CONVENTION				
2024 CONVENTION INCOME				
2024 CONVENTION FUNDRAISER	6,727.42	2,916.69	3,810.73	230.65 %
2024 CONVENTION REGISTRATION		25,900.00	-25,900.00	
2024 CONVENTION SILENT AUCTION		3,500.00	-3,500.00	
2024 CONVENTION SPONSOR/FUNDRAISER	3,825.00	2,333.31	1,491.69	163.93 %
2024 CONVENTION VENDOR TABLES		350.00	-350.00	
Total 2024 CONVENTION INCOME	10,552.42	35,000.00	-24,447.58	30.15 %
Total CONVENTION	10,552.42	35,000.00	-24,447.58	30.15 %
DONATIONS/SPONSORSHIPS				
CFC DONATIONS	507.36	437.50	69.86	115.97 %
GENERAL DONATIONS	1,141.73	875.00	266.73	130.48 %
PARKE MEMORIAL SCHOLARSHIP INCOME		1,166.69	-1,166.69	
VAVS FUND - RESTRICTED FUNDS	5,740.22	4,083.31	1,656.91	140.58 %
Total DONATIONS/SPONSORSHIPS	7,389.31	6,562.50	826.81	112.60 %
FUNDRAISER				
ONLINE STORE		8,750.00	-8,750.00	
BLUE LOGO VEST	780.00		780.00	
BROCHURE	292.50		292.50	
BSM LOGO PENS	196.00		196.00	
BSM PATCHES				
ASSOCIATE PATCH	25.00		25.00	
BRANCH PATCH	230.00		230.00	
BSM PATCH 2 1/2 INCH	210.00		210.00	
BSM PATCH 6 INCH	70.00		70.00	
DOG TAGS AND BOOTS PATCH	175.00		175.00	
GLITZY PATCH 3 inch	95.00		95.00	
GLITZY PATCH 6 inch	130.00		130.00	
PAST PRESENT FUTURE PATCH	80.00		80.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	195.00		195.00	
SUPPORTER ROCKERS - RED	25.00		25.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	75.00		75.00	
Total BSM PATCHES	1,310.00		1,310.00	
BSM PINS				
BLUE STAR DAD PIN	168.00		168.00	
BSM ASSOCIATE PIN	132.00		132.00	
LARGE BSM PIN	1,272.00		1,272.00	
PAST CHAPTER PRESIDENT PIN	144.00		144.00	
SMALL BSM PIN	588.00		588.00	
Total BSM PINS	2,304.00		2,304.00	

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BSM RITUAL BOOK	15.00		15.00	
BSM T-SHIRTS				
2019 RED SHIRT	260.00		260.00	
Total BSM T-SHIRTS	260.00		260.00	
BSM WHITE LOGO BALL CAP	280.00		280.00	
BSMA ORNAMENT BUNDLE	3,100.00		3,100.00	
2023 FATHERS DAY BUNDLE	25.00		25.00	
HOLIDAY SPECIAL	250.00		250.00	
MOTHERS DAY BUNDLE	80.00		80.00	
VALENTINES BUNDLE	75.00		75.00	
Total BUNDLE	430.00		430.00	
CELL PHONE CARD HOLDER	30.00		30.00	
COINS	1,010.00		1,010.00	
DAD BLUE POLO	100.00		100.00	
HANGER	324.00		324.00	
HANGER WITH MAGNET	192.00		192.00	
HATS/GARRISON COVER	2,249.00		2,249.00	
LUGGAGE TAGS	33.00		33.00	
MAGNETS	126.00		126.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	138.00		138.00	
RED FLAG PATCH	130.00		130.00	
RED JACKETS	1,440.00		1,440.00	
SHIPPING INCOME	2,930.00		2,930.00	
TOTE BAG 2024	40.00		40.00	
TOTEBAGS 2022	300.00		300.00	
WHITE DRESS LOGO SHIRT	1,113.00		1,113.00	
WHITE GLOVES	330.00		330.00	
Total ONLINE STORE	19,478.50	8,750.00	10,728.50	222.61 %
Total FUNDRAISER	19,478.50	8,750.00	10,728.50	222.61 %
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP	1,398.74	58.31	1,340.43	2,398.80 %
CHAPTER MEMBERSHIP DUES	54,157.50	32,083.31	22,074.19	168.80 %
CHARTER FEE	75.00	87.50	-12.50	85.71 %
Total MEMBERSHIP	54,232.50	32,170.81	22,061.69	168.58 %
Total Income	\$93,051.47	\$82,599.93	\$10,451.54	112.65 %
GROSS PROFIT	\$93,051.47	\$82,599.93	\$10,451.54	112.65 %
Expenses				
Advertising/Public Relations	99.00	1,458.31	-1,359.31	6.79 %
Awards				
Chapter Grants	2,500.00	4,083.31	-1,583.31	61.22 %

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Total Awards	2,500.00	4,083.31	-1,583.31	61.22 %
Bank Charges	105.00	291.69	-186.69	36.00 %
Checks	241.89	116.69	125.20	207.29 %
Total Bank Charges	346.89	408.38	-61.49	84.94 %
Commissions & Fees				
CFC Application Fee		875.00	-875.00	
Total Commissions & Fees		875.00	-875.00	
Conference Call	159.90	175.00	-15.10	91.37 %
Conventions				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses	6,155.66	19,250.00	-13,094.34	31.98 %
Total Conventions	6,285.97	19,250.00	-12,964.03	32.65 %
DC REP	39.21	175.00	-135.79	22.41 %
Donations				
Parke Memorial Scholarship	2,000.00	1,166.69	833.31	171.43 %
VAVS Fund-Restricted Funds EXPENSE	5,500.00	4,083.31	1,416.69	134.69 %
VAVS Matching Funds	4,800.00	1,750.00	3,050.00	274.29 %
WIMSA	330.00	583.31	-253.31	56.57 %
Total Donations	12,630.00	7,583.31	5,046.69	166.55 %
Dues & Subscriptions		1,166.69	-1,166.69	
Fundraising				
On Line Store Expenses		4,083.31	-4,083.31	
blue logo vest	1,782.42		1,782.42	
Bsm hanger	368.27		368.27	
BSMA Ornament	1,542.00		1,542.00	
coins	425.00		425.00	
Hats	2,284.84		2,284.84	
Online Store Postage	1,028.01	1,750.00	-721.99	58.74 %
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	154.60		154.60	
white dress logo shirt	2,317.54		2,317.54	
Total On Line Store Expenses	11,857.98	5,833.31	6,024.67	203.28 %
Total Fundraising	11,857.98	5,833.31	6,024.67	203.28 %
Insurance	994.00	2,041.69	-1,047.69	48.69 %
Legal & Professional Fees	375.00		375.00	
CPA		5,833.31	-5,833.31	
Legal Fees		875.00	-875.00	
Parliamentarian		1,458.31	-1,458.31	
Total Legal & Professional Fees	375.00	8,166.62	-7,791.62	4.59 %
Management Expenses	80.00		80.00	
Ambassador Fund		3,500.00	-3,500.00	
Total Management Expenses	80.00	3,500.00	-3,420.00	2.29 %

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Merchant card processing	2,275.21	3,500.00	-1,224.79	65.01 %
First American Payment Systems	227.58		227.58	
Moolah Merchant Fees	559.76		559.76	
Paypal Fees	87.98		87.98	
Total Merchant card processing	3,150.53	3,500.00	-349.47	90.02 %
Office Expenses				
Management				
General Office Supplies		116.69	-116.69	
Total Management		116.69	-116.69	
Program				
PO Box		175.00	-175.00	
Total Program		175.00	-175.00	
Total Office Expenses		291.69	-291.69	
Officer Equipment/Software	2,194.00	2,333.31	-139.31	94.03 %
Past National President Pin		29.19	-29.19	
Program Expenses				
Flowers & Wreaths	327.65	437.50	-109.85	74.89 %
National Appointed Offices				
By-Law Committee Chair		350.00	-350.00	
National Chaplain		1,866.69	-1,866.69	
National Finance Committe Chair		29.19	-29.19	
National Historian		145.81	-145.81	
National Patriotic Instructor		145.81	-145.81	
National VAVS Rep	1,172.97		1,172.97	
Postage		291.69	-291.69	
VAVS Annual Meeting		2,625.00	-2,625.00	
Total National VAVS Rep	1,172.97	2,916.69	-1,743.72	40.22 %
Total National Appointed Offices	1,172.97	5,454.19	-4,281.22	21.51 %
National Financial Secretary		145.81	-145.81	
National First VP		145.81	-145.81	
National Fourth VP		145.81	-145.81	
Postage	28.89		28.89	
Total National Fourth VP	28.89	145.81	-116.92	19.81 %
National President	387.15	583.31	-196.16	66.37 %
National Recording secretary	65.27	175.00	-109.73	37.30 %
National Second VP	108.00	145.81	-37.81	74.07 %
National Third VP		145.81	-145.81	
National Treasurer				
General Office Expenses	145.01	291.69	-146.68	49.71 %
Postage	459.18	437.50	21.68	104.96 %
Total National Treasurer	604.19	729.19	-125.00	82.86 %
Total Program Expenses	2,694.12	8,108.24	-5,414.12	33.23 %

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Quick Books on line		1,400.00	-1,400.00	
Repair & Maintenance		116.69	-116.69	
Shipping Expenses		1,458.31	-1,458.31	
Travel				
Department Conventions	1,472.84	1,166.69	306.15	126.24 %
Executive Board Meeting	6,730.58	4,083.31	2,647.27	164.83 %
Gold Star Mothers Weekend	912.12	583.31	328.81	156.37 %
Memorial Day	547.91	2,041.69	-1,493.78	26.84 %
National Convention	461.95	8,750.00	-8,288.05	5.28 %
2024 National Convention Travel and Lodging	4,320.06		4,320.06	
Total National Convention	4,782.01	8,750.00	-3,967.99	54.65 %
Special Events	844.41	1,750.00	-905.59	48.25 %
Veterans Day	974.01	2,041.69	-1,067.68	47.71 %
Total Travel	16,263.88	20,416.69	-4,152.81	79.66 %
Veterans Day Committee Dues	150.00	116.69	33.31	128.55 %
Website and Database	11,103.16	7,000.00	4,103.16	158.62 %
Yearbooks		58.31	-58.31	
Total Expenses	\$70,923.64	\$99,545.74	\$ -28,622.10	71.25 %
NET OPERATING INCOME	\$22,127.83	\$ -16,945.81	\$39,073.64	-130.58 %
Other Income				
Interest Earned	30.62		30.62	
Total Other Income	\$30.62	\$0.00	\$30.62	0.00%
NET OTHER INCOME	\$30.62	\$0.00	\$30.62	0.00%
NET INCOME	\$22,158.45	\$ -16,945.81	\$39,104.26	-130.76 %