

# Blue Star Mothers of America, Inc.

## Budget vs. Actuals: Budget\_FY24\_P&L - FY24 P&L

September 2023 - August 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
25% LOGO USE Donation	237.50	100.00	137.50	237.50 %
<b>CONVENTION</b>				
<b>2024 CONVENTION INCOME</b>				
2024 CONVENTION DINNERS EXTRA	165.00		165.00	
2024 CONVENTION FUNDRAISER	7,744.07	5,000.00	2,744.07	154.88 %
2024 CONVENTION PRESIDENT'S PROJECT	100.00		100.00	
2024 CONVENTION PRESIDENT'S RECEPTION	125.00		125.00	
2024 CONVENTION REGISTRATION	22,935.00	44,400.00	-21,465.00	51.66 %
2024 CONVENTION SILENT AUCTION		6,000.00	-6,000.00	
2024 CONVENTION SPONSOR/FUNDRAISER	4,275.00	4,000.00	275.00	106.88 %
2024 CONVENTION VENDOR TABLES	200.00	600.00	-400.00	33.33 %
<b>Total 2024 CONVENTION INCOME</b>	<b>35,544.07</b>	<b>60,000.00</b>	<b>-24,455.93</b>	<b>59.24 %</b>
<b>Total CONVENTION</b>	<b>35,544.07</b>	<b>60,000.00</b>	<b>-24,455.93</b>	<b>59.24 %</b>
<b>DONATIONS/SPONSORSHIPS</b>				
CFC DONATIONS	507.36	750.00	-242.64	67.65 %
GENERAL DONATIONS	3,598.73	1,500.00	2,098.73	239.92 %
PARKE MEMORIAL SCHOLARSHIP INCOME		2,000.00	-2,000.00	
VAVS FUND - RESTRICTED FUNDS	5,790.22	7,000.00	-1,209.78	82.72 %
YEARBOOK ADS	900.00		900.00	
<b>Total VAVS FUND - RESTRICTED FUNDS</b>	<b>6,690.22</b>	<b>7,000.00</b>	<b>-309.78</b>	<b>95.57 %</b>
<b>Total DONATIONS/SPONSORSHIPS</b>	<b>10,796.31</b>	<b>11,250.00</b>	<b>-453.69</b>	<b>95.97 %</b>
<b>FUNDRAISER</b>				
ONLINE STORE		15,000.00	-15,000.00	
BLUE LOGO VEST	945.00		945.00	
BROCHURE	426.30		426.30	
BSM LOGO PENS	300.00		300.00	
<b>BSM PATCHES</b>				
ASSOCIATE PATCH	45.00		45.00	
BRANCH PATCH	295.00		295.00	
BSM PATCH 2 1/2 INCH	215.00		215.00	
BSM PATCH 6 INCH	100.00		100.00	
DOG TAGS AND BOOTS PATCH	225.00		225.00	
GLITZY PATCH 3 inch	445.00		445.00	
GLITZY PATCH 6 inch	220.00		220.00	
PAST PRESENT FUTURE PATCH	100.00		100.00	
PROUD OF OUR SONS AND DAUGHTERS PATCH	235.00		235.00	
SUPPORTER ROCKERS - RED	325.00		325.00	
SUPPORTING OUR SONS AND DAUGHTERS PATCH	85.00		85.00	
<b>Total BSM PATCHES</b>	<b>2,290.00</b>		<b>2,290.00</b>	
<b>BSM PINS</b>				
BLUE STAR DAD PIN	204.00		204.00	

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BSM ASSOCIATE PIN	168.00		168.00	
LARGE BSM PIN	1,524.00		1,524.00	
PAST CHAPTER PRESIDENT PIN	228.00		228.00	
SMALL BSM PIN	552.00		552.00	
<b>Total BSM PINS</b>	<b>2,676.00</b>		<b>2,676.00</b>	
BSM RITUAL BOOK	20.00		20.00	
BSM T-SHIRTS				
2019 RED SHIRT	400.00		400.00	
<b>Total BSM T-SHIRTS</b>	<b>400.00</b>		<b>400.00</b>	
BSM WHITE LOGO BALL CAP	340.00		340.00	
BSMA ORNAMENT BUNDLE	3,150.00		3,150.00	
2023 FATHERS DAY BUNDLE	25.00		25.00	
HOLIDAY SPECIAL	250.00		250.00	
MOTHERS DAY BUNDLE	180.00		180.00	
VALENTINES BUNDLE	75.00		75.00	
<b>Total BUNDLE</b>	<b>530.00</b>		<b>530.00</b>	
CELL PHONE CARD HOLDER	35.00		35.00	
COINS	1,570.00		1,570.00	
DAD BLUE POLO	100.00		100.00	
HANGER	372.00		372.00	
HANGER WITH MAGNET	264.00		264.00	
HATS/GARRISON COVER	2,865.00		2,865.00	
LUGGAGE TAGS	42.00		42.00	
MAGNETS	150.00		150.00	
NAIL FILE	26.00		26.00	
NOTE CARDS	186.00		186.00	
RED FLAG PATCH	180.00		180.00	
RED JACKETS	1,620.00		1,620.00	
SHIPPING INCOME	3,679.00		3,679.00	
TOTE BAG 2024	360.00		360.00	
TOTEBAGS 2022	300.00		300.00	
WHITE DRESS LOGO SHIRT	1,648.00		1,648.00	
WHITE GLOVES	410.00		410.00	
<b>Total ONLINE STORE</b>	<b>24,884.30</b>	<b>15,000.00</b>	<b>9,884.30</b>	<b>165.90 %</b>
<b>Total FUNDRAISER</b>	<b>24,884.30</b>	<b>15,000.00</b>	<b>9,884.30</b>	<b>165.90 %</b>
FUNDS FROM CLOSED CHAPTERS MEMBERSHIP	1,398.74	100.00	1,298.74	1,398.74 %
CHAPTER MEMBERSHIP DUES	55,477.50	55,000.00	477.50	100.87 %
CHARTER FEE	100.00	150.00	-50.00	66.67 %
<b>Total MEMBERSHIP</b>	<b>55,577.50</b>	<b>55,150.00</b>	<b>427.50</b>	<b>100.78 %</b>
<b>Total Income</b>	<b>\$128,438.42</b>	<b>\$141,600.00</b>	<b>\$ -13,161.58</b>	<b>90.71 %</b>

# Blue Star Mothers of America, Inc.

## Budget vs. Actuals: Budget\_FY24\_P&L - FY24 P&L

September 2023 - August 2024

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>GROSS PROFIT</b>	<b>\$128,438.42</b>	<b>\$141,600.00</b>	<b>\$ -13,161.58</b>	<b>90.71 %</b>
Expenses				
Advertising/Public Relations	99.00	2,500.00	-2,401.00	3.96 %
Awards				
Chapter Grants	4,000.00	7,000.00	-3,000.00	57.14 %
<b>Total Awards</b>	<b>4,000.00</b>	<b>7,000.00</b>	<b>-3,000.00</b>	<b>57.14 %</b>
Bank Charges	150.00	500.00	-350.00	30.00 %
Checks	241.89	200.00	41.89	120.95 %
<b>Total Bank Charges</b>	<b>391.89</b>	<b>700.00</b>	<b>-308.11</b>	<b>55.98 %</b>
Commissions & Fees				
CFC Application Fee		1,500.00	-1,500.00	
<b>Total Commissions &amp; Fees</b>		<b>1,500.00</b>	<b>-1,500.00</b>	
Conference Call	159.90	300.00	-140.10	53.30 %
Conventions				
2023 Convention Expenses	130.31		130.31	
2024 Convention Expenses	18,218.15	33,000.00	-14,781.85	55.21 %
<b>Total Conventions</b>	<b>18,348.46</b>	<b>33,000.00</b>	<b>-14,651.54</b>	<b>55.60 %</b>
DC REP	49.45	300.00	-250.55	16.48 %
Donations	6,954.00		6,954.00	
Parke Memorial Scholarship	2,000.00	2,000.00	0.00	100.00 %
VAVS Fund-Restricted Funds EXPENSE	5,500.00	7,000.00	-1,500.00	78.57 %
VAVS Matching Funds	4,800.00	3,000.00	1,800.00	160.00 %
WIMSA	660.00	1,000.00	-340.00	66.00 %
<b>Total Donations</b>	<b>19,914.00</b>	<b>13,000.00</b>	<b>6,914.00</b>	<b>153.18 %</b>
Dues & Subscriptions		2,000.00	-2,000.00	
Fundraising				
On Line Store Expenses		7,000.00	-7,000.00	
blue logo vest	1,782.42		1,782.42	
Brochures	281.45		281.45	
Bsm hanger	368.27		368.27	
BSM Pins	1,274.65		1,274.65	
BSMA Ornament	1,542.00		1,542.00	
coins	1,350.00		1,350.00	
Glitz Patch	2,018.90		2,018.90	
Gloves	99.75		99.75	
Hats	3,239.70		3,239.70	
Online Store Postage	1,408.66	3,000.00	-1,591.34	46.96 %
Patches	364.90		364.90	
Red Jackets	1,955.30		1,955.30	
Shipping Supplies	154.60		154.60	
Tote Bag 2024	1,219.80		1,219.80	
white dress logo shirt	2,317.54		2,317.54	

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	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total On Line Store Expenses</b>	<b>19,377.94</b>	<b>10,000.00</b>	<b>9,377.94</b>	<b>193.78 %</b>
<b>Total Fundraising</b>	<b>19,377.94</b>	<b>10,000.00</b>	<b>9,377.94</b>	<b>193.78 %</b>
Insurance	994.00	3,500.00	-2,506.00	28.40 %
Legal & Professional Fees	375.00		375.00	
CPA		10,000.00	-10,000.00	
Legal Fees		1,500.00	-1,500.00	
Parlamentarian		2,500.00	-2,500.00	
<b>Total Legal &amp; Professional Fees</b>	<b>375.00</b>	<b>14,000.00</b>	<b>-13,625.00</b>	<b>2.68 %</b>
Management Expenses	80.00		80.00	
Ambassador Fund		6,000.00	-6,000.00	
<b>Total Management Expenses</b>	<b>80.00</b>	<b>6,000.00</b>	<b>-5,920.00</b>	<b>1.33 %</b>
Merchant card processing	3,987.94	6,000.00	-2,012.06	66.47 %
First American Payment Systems	456.36		456.36	
Moolah Merchant Fees	794.86		794.86	
Paypal Fees	135.42		135.42	
<b>Total Merchant card processing</b>	<b>5,374.58</b>	<b>6,000.00</b>	<b>-625.42</b>	<b>89.58 %</b>
Office Expenses				
Management				
General Office Supplies		200.00	-200.00	
<b>Total Management</b>		<b>200.00</b>	<b>-200.00</b>	
Program				
PO Box		300.00	-300.00	
<b>Total Program</b>		<b>300.00</b>	<b>-300.00</b>	
<b>Total Office Expenses</b>		<b>500.00</b>	<b>-500.00</b>	
Officer Equipment/Software	2,194.00	4,000.00	-1,806.00	54.85 %
Past National President Pin		50.00	-50.00	
Program Expenses				
Flowers & Wreaths	637.60	750.00	-112.40	85.01 %
National Appointed Offices				
By-Law Committee Chair		600.00	-600.00	
National Chaplain	17.55	3,200.00	-3,182.45	0.55 %
National Finance Committe Chair		50.00	-50.00	
National Historian		250.00	-250.00	
National Patriotic Instructor		250.00	-250.00	
National VAVS Rep	2,465.56		2,465.56	
Postage		500.00	-500.00	
VAVS Annual Meeting		4,500.00	-4,500.00	
<b>Total National VAVS Rep</b>	<b>2,465.56</b>	<b>5,000.00</b>	<b>-2,534.44</b>	<b>49.31 %</b>
<b>Total National Appointed Offices</b>	<b>2,483.11</b>	<b>9,350.00</b>	<b>-6,866.89</b>	<b>26.56 %</b>
National Financial Secretary		250.00	-250.00	
National First VP		250.00	-250.00	

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	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
National Fourth VP	22.18	250.00	-227.82	8.87 %
Postage	28.89		28.89	
<b>Total National Fourth VP</b>	<b>51.07</b>	<b>250.00</b>	<b>-198.93</b>	<b>20.43 %</b>
National President	113.35	1,000.00	-886.65	11.34 %
National Recording secretary	65.27	300.00	-234.73	21.76 %
National Second VP	108.00	250.00	-142.00	43.20 %
National Third VP		250.00	-250.00	
National Treasurer	136.00		136.00	
General Office Expenses	157.51	500.00	-342.49	31.50 %
Postage	472.78	750.00	-277.22	63.04 %
<b>Total National Treasurer</b>	<b>766.29</b>	<b>1,250.00</b>	<b>-483.71</b>	<b>61.30 %</b>
<b>Total Program Expenses</b>	<b>4,224.69</b>	<b>13,900.00</b>	<b>-9,675.31</b>	<b>30.39 %</b>
Quick Books on line		2,400.00	-2,400.00	
Repair & Maintenance		200.00	-200.00	
Shipping Expenses	129.40	2,500.00	-2,370.60	5.18 %
Travel				
Department Conventions	1,472.84	2,000.00	-527.16	73.64 %
Executive Board Meeting	6,992.79	7,000.00	-7.21	99.90 %
Gold Star Mothers Weekend	912.12	1,000.00	-87.88	91.21 %
Memorial Day	1,978.35	3,500.00	-1,521.65	56.52 %
National Convention	923.90	15,000.00	-14,076.10	6.16 %
2024 National Convention Travel and Lodging	4,693.44		4,693.44	
<b>Total National Convention</b>	<b>5,617.34</b>	<b>15,000.00</b>	<b>-9,382.66</b>	<b>37.45 %</b>
Special Events	1,480.91	3,000.00	-1,519.09	49.36 %
Veterans Day	974.01	3,500.00	-2,525.99	27.83 %
<b>Total Travel</b>	<b>19,428.36</b>	<b>35,000.00</b>	<b>-15,571.64</b>	<b>55.51 %</b>
Veterans Day Committee Dues	150.00	200.00	-50.00	75.00 %
Website and Database	13,376.38	12,000.00	1,376.38	111.47 %
Yearbooks	1,398.50	100.00	1,298.50	1,398.50 %
<b>Total Expenses</b>	<b>\$110,065.55</b>	<b>\$170,650.00</b>	<b>\$ -60,584.45</b>	<b>64.50 %</b>
NET OPERATING INCOME	<b>\$18,372.87</b>	<b>\$ -29,050.00</b>	<b>\$47,422.87</b>	<b>-63.25 %</b>
Other Income				
Interest Earned	1,752.37		1,752.37	
<b>Total Other Income</b>	<b>\$1,752.37</b>	<b>\$0.00</b>	<b>\$1,752.37</b>	<b>0.00%</b>
NET OTHER INCOME	<b>\$1,752.37</b>	<b>\$0.00</b>	<b>\$1,752.37</b>	<b>0.00%</b>
NET INCOME	<b>\$20,125.24</b>	<b>\$ -29,050.00</b>	<b>\$49,175.24</b>	<b>-69.28 %</b>