



SIR State Board Meeting

July 27, 2023 - 3:00 P.M.

**Corrected Agenda**

**Our Focus: Members, Leaders, Volunteers, Fun and Friendship**

**Opening and Verification of Quorum** - Dave - 3 pm

**Consent Calendar** - 3:10 pm

Approve June Board Meeting Minutes

**Motion:** “It is moved that the Minutes of the June 22, 2023, Board of Directors Meeting are approved.” – See, Exhibit A

Approve June Financial Reports

**Motion:** “It is moved that the June Financial Reports is approved.” – See, Exhibit B

**Announcements** – Dave - 3:25 pm

Annual Meeting will be held on August 31 at 3 pm via Zoom

Founders Day - July 23, 2023, is the 65th SIR’s 65<sup>th</sup> Anniversary

**New Business** – 3:30 pm

New Report Program for Form 27 Data – Dale, Derek and Andy

State HLM Award Process – Derek and Stu – 3:45 pm

**Old Business** – Dave – 3:55 pm

Organization Chart Update – Andy

Annual Meeting Agenda and Needed Support – Dale – 3:55 pm

Adjourn in Peace and Harmony!

**EXHIBIT A**

See Relevant Pdf Attachments to email.

**EXHIBIT B**

See Relevant Pdf Attachments to email.

# EXHIBIT A



## SIR STATE BOARD OF DIRECTORS MEETING

Conducted via Electronic Video Conference (Zoom)  
The Meeting Was Recorded  
3:00 p.m. Thursday, June 22, 2023

Board Members Present:

X	President: Dave Gonzales	X	Area 1 Rep.: Lee Lamp
	Vice President: Dale Decker		Area 18 Rep.: Richard Provost
X	Secretary: Rich Carlston	X	Area 19 Rep.: Bruce J. Corwin
X	Treasurer: Carl Mason		Dir. Of State Activities: Mark Stuart
X	Chief Info. Off.: Roy Hodgkinson	X	Dir. Of Docs: Jeffery Chin
X	Dir. Of Mktg & Comm.: Andy Danver		Dir. Of Br. Sup.: Jerry Morrow

Others Present:

Derek Southern – State Advisor  
Foster Kenny – Area 13 Rep.  
Fred Serena – Area 15 Rep.  
Jay Gordon – Area 16 Rep.

**Call to Order and Verification of Quorum:** The meeting was called to order at 3:09 p.m., after a quorum was confirmed.

### Announcements by Dave:

1. Dave suggested we designate July 23 as Founder’s Day for SIR. This can be a day when annual recognitions and awards are made by the Branches.
2. Dave recapped the substance of the June 15 AR meeting.
3. The Annual Meeting will be held on August 31 at 1 pm via Zoom. Derek will send out a reminder and may ask Ars to call their Big Sirs to remind them of the meeting.
4. Dave discussed the recent letter from Jim Walton of The Sons In Retirement Foundation, Inc. (the “SIR Foundation”). Dave discussed the standard practice of members of a non-profit board of directors to make contributions. In this case, Dave requested that each of the members of the SIR State Board of Directors

## EXHIBIT A

contribute to the SIR Foundation. Dave would like to get 100% participation by Board members.

**Consent Calendar:** After discussion, Lee moved adoption of the motions in the Consent Calendar, seconded by Bruce. The motion, which included each of the following, was passed unanimously.

Motion: "It is moved that the Minutes of the May 25, 2023, Board of Directors Meeting are approved."

Motion: "It is moved that the May Financial Report is approved."

Motion: "It is moved that the SIR State Treasurer, Carl Mason, is authorized to purchase a 12-month Certificate of Deposit for \$20,000 from the State SIR Bank of the West Money Market account."

Motion: "It is moved that the SIR State Treasurer, Carl Mason, is authorized on behalf of SIR to make a donation in the amount of \$1,200 to the SIR Foundation."

### **New Business:**

1. Due to a family matter that kept Dale from attending, Andy had been asked by Dale to provide the Report from the Select Committee on Branch Requirements. Andy advised that the committee is looking at what the absolute minimum report requirements are needed from the Branches. He advised that they are looking at rewriting the forms to explain what they are and why the information is required. He noted that most of the information required is for other entities like the Secretary of State, the Franchise Tax Board and the SIR insurance company. The committee intends to prepare a short presentation on the forms and who is the ultimate beneficiary of the form information.

Roy advised that much of the required information is essential for SIR to represent the branch corporations.

Lee advised that the biggest complaint that is has heard is how the way the forms require the information to be submitted. Some of the forms require knowledge in Excel when the respective branch personnel don't have or know how to use the program.

Dave suggested the development and use of an on-line form would be helpful.

Jeff focused on the need to educate branches about the form and its importance. We should explain why the information is required and how the form should be completed.

## EXHIBIT A

Roy is happy to have his staff modify forms such as Form 27 but he needs the owner of the form to work with to do so.

Carl noted that education of the branches is the key to solving the complaints.

See Exhibit A.<sup>1</sup>

2. Andy, at Dale's request, led a discussion on the need by the branches to recognize the service of their leaders and volunteers. In addition to recognizing service, such recognition encourages others to become leaders. Andy summarized the various SIR recognitions and suggested the Branches be encouraged to make them. He noted that the Branches could collectively give out 202 HLMs but only about 150 are shown on the SIR records as having been given out.

Roy mentioned that the HLM nomination form advises that Branches should update the State if the status of the person receiving the award changes. He noted that many of the prior members awarded the HLM have passed but the State has not been notified. The actual number of available awards is larger.

Derek noted the importance of the letter accompanying the award, which should include enough information to let the person making the award able to advise the branch as to why the award is being given.

Derek, Roy and Andy discussed the application form and the need for the AR to be involved in the granting of the award. Further clarification of the AR role is required on the form.

See Exhibit B

3. During the foregoing discussion, the importance of giving awards and the process that branches can use to select award winners was discussed. All branches should ensure that they are recognizing their leaders and volunteers through awards and recognition.
4. Dave summarized his thought on the need to establish a State News Bulletin and tune up SIR Happenings to focus more on best practices at the Branches.

See Exhibit C.

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<sup>1</sup> The Exhibit attached deletes material that had been mistakenly included in the original Exhibit. It was amended after the Board Meeting.

## EXHIBIT A

### **The Board of Directors adjourned to Executive Session at 3:50.**

There were no reportable items from the Executive Session.

### **Return to Regular Session at 4:15.**

1. The next Executive Committee meeting will be held via Zoom at 3:00 p.m. on July 13.
2. The next Board of Directors meeting will be held via Zoom at 3:00 p.m. on July 27.

The meeting was adjourned at 4:19 p.m.

# Sons in R Projected Budget | Actual Thro

Actual	Projected	
Jan to Jun	Jul to Dec	End of Yr

## Income

### 4000 - Revenue

4100 - Pro Rated Assessment  
4300 - Foreign Travel Fee  
4400 - Hardware Sales  
4500 - Interest Inc  
4601 - Branch closing  
4600 - Other

36,631	35,372	72,003
648		648
290	300	590
15	850	865
1,540	2,002	3,542
2,493	3,152	5,645
39,123	38,524	77,647

### Total Income

## Cost of Goods Sold

5000 - Cost of Goods Sold  
Gross Profit

37	150	187
<b>39,160</b>	<b>38,374</b>	<b>77,461</b>

## Expense

### 6000 - State Administration

6010 - Officer Expenses  
6020 - State Office Expenses  
6033 - Donations

290	1,466	1,756
4,821	5,291	10,112
1,200		1,200
6,311	6,757	13,068

### Total 6000 - State Administration

### 6100 - Insurance

24,312      26,055      50,368

### 6200 - State Committees

6210 - State Audit Committee  
6220 - Infosys Committee  
6260 - Golf Committee  
6300 - Growth & Membership Com  
6309 - Insurance Committee  
6350 - State Sports Activities

-		
-	100	100
-	900	900
368	1,140	1,508
-		
0	200	200

### 6200 - State Committees

368      2,340      2,708

6400 - State Meetings  
6500 - Area Representative Exp  
6998 - Miscellaneous

1,175	-	1,175
952	1,980	2,932
939	-	939

### Total Expense

<b>34,057</b>	<b>37,132</b>	<b>71,189</b>
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## Net Income (Loss)

<b>5,103</b>	<b>(442)</b>	<b>4,661</b>
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# Retirement

## Results ar 12/31/23

### ough 6/30/23

Original Budet	Projected Variance
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74,868	(2,865)
	648
600	(10)
30	835
4,000	(458)
4,630	1,015
79,498	(1,851)
300	(113)
<b>79,198</b>	<b>(1,737)</b>

2,950	1,194
10,870	758
	(1,200)
13,820	752
57,000	6,632
100	0
2,000	1,100
1,500	(8)
200	0
3,800	1,092
1,000	(175)
4,000	1,068
	(939)
<b>79,620</b>	<b>(45)</b>

<b>(522)</b>	<b>5,183</b>
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## Projected Budget Results ar 12/31/23 Actual Through 6/30/23

	Actual			Projected			Original Budget	Projected Variance
	Jan to Jun	Jul to Dec	End of Yr	Jan to Jun	Jul to Dec	End of Yr		
<b>Income</b>								
4000 · Revenue								
4100 · Pro Rated Assessment								
4101 · Q1 Assessment (\$18,840.00)	18,630	-	18,630			19,000		(370)
4102 · Q2 Assessment (\$18,810.00)	18,001	-	18,001			18,810		(809)
4103 · Q3 Assessment (\$18,622.00)		17,772	17,772			18,622		(850)
4104 · Q4 Assessment (\$18,436.00)		17,600	17,600			18,436		(836)
<b>Total 4100 · Pro Rated Assessment</b>	<b>36,631</b>	<b>35,372</b>	<b>72,003</b>			<b>74,868</b>		<b>(2,865)</b>
4300 - Foreign Travel Fee	648							
4400 · Hardware Sales	290	300	590			600		(10)
4500 · Interest Inc	15	850	865			30		835
4600 · Other	-	-	-					-
4601 · Branch closing	1,540	2,002	3,542			4,000		(458)
<b>Total 4600 · Other</b>	<b>2,493</b>	<b>2,002</b>	<b>3,542</b>			<b>4,000</b>		<b>(458)</b>
<b>Total 4000 · Revenue</b>	<b>39,123</b>	<b>38,524</b>	<b>77,647</b>			<b>79,498</b>		<b>(1,851)</b>
<b>Total Income</b>	<b>39,123</b>	<b>38,524</b>	<b>77,647</b>					
<b>Cost of Goods Sold</b>								
5000 · Cost of Goods Sold								
5104 · Postage for Sales Deliveries	37	0	37					
5000 · Cost of Goods Sold - Other		150	150			300		(150)
<b>Total 5000 · Cost of Goods Sold</b>	<b>37</b>	<b>150</b>	<b>187</b>			<b>300</b>		<b>(113)</b>
<b>Total COGS</b>	<b>37</b>	<b>150</b>	<b>187</b>			<b>300</b>		<b>(113)</b>
<b>Gross Profit</b>	<b>39,160</b>	<b>38,374</b>	<b>77,461</b>			<b>79,198</b>		<b>(1,737)</b>
<b>Expense</b>								
6000 · State Administration								
6010 · Officer Expenses								
6011 · President - Travel	235	337	572			700		128
6012 · Vice President - Travel	55	346	401			700		299
6013 · Secretary - Travel		228	228			450		222
6015 · Treasurer - Travel		126	126			250		124
6017 · Chief Admin Officer - Travel		210	210			425		215
6018 · State Advisor-Travel		210	210			425		215
<b>Total 6010 · Officer Expenses</b>	<b>290</b>	<b>1,466</b>	<b>1,756</b>			<b>2,950</b>		<b>1,194</b>
6020 · State Office Expenses								
6021 · Bank Fees	0	20	20			20		0
6022 · Supplies	339	260	599			800		201
6023 · Printing and Copies	10	200	210			400		190
6024 · Postage	99	200	299			400		101
6026 · Mileage	0	96	96			200		104
6027 · Web site/Server	16	1,500	1,516			1,500		(16)
6028 · Software	730	1,635	2,365			3,500		1,135
6030 · California Taxes - SI-100's	1,127	1,400	2,527			1,400		(1,127)
6030 a · Attorney General - RCT Filing	2,500		2,500			2,650		150
6033 · Donations	1,200		1,200					(1,200)
<b>Total 6020 · State Office Expenses</b>	<b>6,021</b>	<b>5,311</b>	<b>11,332</b>			<b>10,870</b>		<b>(462)</b>
<b>Total 6000 · State Administration</b>	<b>6,311</b>	<b>6,777</b>	<b>13,088</b>			<b>13,820</b>		<b>732</b>
6110 · Commercial Package	17,754	17,480	35,234					
6111 · Directors and Officers	1,607	0	1,607					
6112 · Foreign Travel Liability	0	2,643	2,643					
6113 · Umbrella	4,951	5,932	10,883					
<b>Total 6100 · Insurance</b>	<b>24,312</b>	<b>26,055</b>	<b>50,368</b>			<b>57,000</b>		<b>6,632</b>

<b>6200 · State Committees</b>					
<b>6210 · State Audit Committee</b>					
6212 · Mileage & Tolls	-	-	-		
<b>Total 6210 · State Audit Committee</b>	-	-	-	100	100
<b>6220 · Infosys Committee</b>	-	100	100	100	0
<b>6260 · Golf Committee</b>	-	900	900	2,000	1,100
<b>6300 · Growth &amp; Membership Committee</b>					0
6301 - Lodging & Meals	252	-	252	-	(252)
6302 - Milage & Tolls	116	-	116	-	(116)
6303 · Materials, Supplies and Misc	-	600	600	500	(100)
6300 · Growth & Membership Committ	-	540	540	1,000	460
<b>Total 6300 · Growth &amp; Membership Committee</b>	368	1,140	1,508	1,500	(8)
<b>6309 · Insurance Committee</b>					
<b>6350 · State Sports Activities</b>					
6351 · Lodging and Meals	-	100	100	100	-
6352 · Mileage and Tolls	-	100	100	100	-
<b>Total 6350 · State Sports Activities</b>	-	200	200	200	-
<b>Total 6200 · State Committees</b>	368	2,512	2,708	3,900	1,192
<b>6400 · State Meetings</b>					
6410 · BS-AG-RD Meeting	1,175	-	1,175	1,000	(175)
<b>Total 6400 · State Meetings</b>	1,175	-	1,175	1,000	(175)
<b>6500 · Area Representative Expense</b>					
6502 · Lodging & Meals	246	-	246		(246)
6503 · Mileage & Tolls	205	-	205		(205)
6506 · Miscellaneous	12	-	12		(12)
6500 · Area Representative Expense - Other	489	1,980	2,469	4,000	1,531
<b>Total 6500 · Area Representative Expense</b>	952	1,980	2,932	4,000	1,068
6998 · Miscellaneous	939	-	939		939
<b>Total Expense</b>	34,057	38,816	72,717	79,720	(6,847)
<b>Net Income</b>	<b>5,103</b>	<b>(442)</b>	<b>4,661</b>	<b>(522)</b>	<b>5,183</b>

**Sons in Retirement**  
**Balance Sheet Year-to-Date for CY 2023**  
**as of June 30, 2023**

**ASSETS**

**Current Assets**

**Checking/Savings**

1100 - Citibank Checking  
 1130 - CitiBank IMMA  
 1140 - Citibank Insurance Reserve  
 1170 - BofW Checking  
 1175 - BofW Money Market

**Total Checking/Savings**

**Accounts Receivable**

1200 - Accounts Receivable

**Total Accounts Receivable**

**Other Current Assets**

1499 - Undeposited Funds

**Total Current Assets**

**TOTAL ASSETS**

	<b>@ Jun '23</b>	<b>@ Jun '22</b>	<b>Change</b>
	7,609.27	13,925.56	(6,316.29)
		40,423.08	(40,423.08)
		20,526.80	(20,526.80)
	4,672.37		4,672.37
	60,998.99		60,998.99
<b>Total Checking/Savings</b>	<b>73,280.63</b>	<b>74,875.44</b>	<b>(1,594.81)</b>
	230.94	0.00	230.94
<b>Total Accounts Receivable</b>	<b>230.94</b>	<b>0.00</b>	<b>230.94</b>
		2,749.25	(2,749.25)
<b>Total Current Assets</b>	<b>73,511.57</b>	<b>77,624.69</b>	<b>(1,363.87)</b>
<b>TOTAL ASSETS</b>	<b>73,511.57</b>	<b>77,624.69</b>	<b>(1,363.87)</b>

**LIABILITIES & EQUITY**

**Liabilities**

**Accounts Payable**

2000 - Accounts Payable

**Total Current Liabilities**

**Total Liabilities**

**Equity**

3000 - Opening Bal Equity

3200 - Retained Earnings

Net Income

**Total Equity**

**TOTAL LIABILITIES & EQUITY**

	1,293.84	1,037.80	256.04
<b>Total Current Liabilities</b>	<b>1,293.84</b>	<b>1,037.80</b>	<b>256.04</b>
<b>Total Liabilities</b>	<b>1,293.84</b>	<b>1,037.80</b>	<b>256.04</b>
	70,375.08	70,375.08	
	(2,070.23)	7,147.87	(9,218.10)
	3,912.88	(936.06)	4,848.94
<b>Total Equity</b>	<b>72,217.73</b>	<b>76,586.89</b>	<b>(4,369.16)</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>73,511.57</b>	<b>77,624.69</b>	<b>(4,113.12)</b>

<b>Percent</b>
(45.36%)
(100.0%)
(100.0%)
100.0%
100.0%
(2.13%)
100.0%
100.0%
(100.0%)
0.98
<b>0.98</b>

24.67%
24.67%
24.67%
(128.96%)
518.02%
(5.71%)
<b>(5.3%)</b>

0.00

**Sons in Retirement**  
**Projected Budget Results ar 12/31/23**  
**Actual Through 6/30/23**

	Actual			Projected	
	Jan to Jun	Jul to Dec	End of Yr	Original Budget	Projected Variance
<b>Income</b>					
4000 - Revenue					
4100 - Pro Rated Assessment	36,631	35,372	72,003	74,868	(2,865)
4300 - Foeign Travel Fee	648		648		648
4400 - Hardware Sales	290	300	590	600	(10)
4500 - Interest Inc	15	850	865	30	835
4601 - Branch closing	1,540	2,002	3,542	4,000	(458)
4600 - Other	2,493	3,152	5,645 #	4,630	1,015
<b>Total Income</b>	<b>39,123</b>	<b>38,524</b>	<b>77,647</b>	<b>79,498</b>	<b>(1,851)</b>
<b>Cost of Goods Sold</b>					
5000 - Cost of Goods Sold	37	150	187	300	(113)
<b>Gross Profit</b>	<b>39,160</b>	<b>38,374</b>	<b>77,461</b>	<b>79,198</b>	<b>(1,737)</b>
<b>Expense</b>					
6000 - State Administration					
6010 - Officer Expenses	290	1,466	1,756	2,950	1,194
6020 - State Office Expenses	4,821	5,291	10,112	10,870	758
6033 - Donations	1,200		1,200		(1,200)
<b>Total 6000 - State Administration</b>	<b>6,311</b>	<b>6,757</b>	<b>13,068</b>	<b>13,820</b>	<b>752</b>
6100 - Insurance	24,312	26,055	50,368	57,000	6,632
6200 - State Committees	-				
6210 - State Audit Committee	-				
6220 - Infosys Committee	-	100	100	100	0
6260 - Golf Committee	-	900	900	2,000	1,100
6300 - Growth & Membership Com	368	1,140	1,508	1,500	(8)
6309 - Insurance Committee	-				
6350 - State Sports Activities	0	200	200	200	0
<b>Total 6200 - State Committees</b>	<b>368</b>	<b>2,340</b>	<b>2,708</b>	<b>3,800</b>	<b>1,092</b>
6400 - State Meetings	1,175	-	1,175	1,000	(175)
6500 - Area Representative Exp	952	1,980	2,932	4,000	1,068
6998 - Miscellaneous	939	-	939		(939)
<b>Total Expense</b>	<b>34,057</b>	<b>37,132</b>	<b>71,189</b>	<b>79,620</b>	<b>(45)</b>
<b>Net Income (Loss)</b>	<b>5,103</b>	<b>(442)</b>	<b>4,661</b>	<b>(522)</b>	<b>5,183</b>

9:34 AM  
 July 5, 2023  
 Cash Basis

Sons In Retirement, Incorporated  
 Income & Expense Budget vs. Actual - 2023  
 January through December 2023

	Jan - Jun 23	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Revenue			
4100 · Pro Rated Assessment			
4101 · Q1 Assessment (\$18,840.00)	18,630.00	19,000.00	(370.00)
4102 · Q2 Assessment (\$18,810.00)	17,996.00	18,810.00	(814.00)
4103 · Q3 Assessment (\$18,622.00)		5,909.37	(5,909.37)
Total 4100 · Pro Rated Assessment	36,626.00	43,719.37	(7,093.37)
4300 · Foreign Travel Fees (Rule 369)	648.00		
4400 · Hardware Sales	290.00	300.00	(10.00)
4500 · Interest Inc	19.90	15.00	4.90
4600 · Other			
4601 · Branch closing	1,539.56	1,998.00	(458.44)
Total 4600 · Other	1,539.56	1,998.00	(458.44)
Total 4000 · Revenue	39,123.46	46,032.37	(6,908.91)
Total Income	39,123.46	46,032.37	(6,908.91)
Cost of Goods Sold			
5000 · Cost of Goods Sold			
5104 · Postage for Sales Deliveries	36.71		
5000 · Cost of Goods Sold - Other		150.00	(150.00)
Total 5000 · Cost of Goods Sold	36.71	150.00	(113.29)
Total COGS	36.71	150.00	(113.29)
Gross Profit	39,086.75	45,882.37	(6,795.62)

9:34 AM  
 July 5, 2023  
 Cash Basis

Sons In Retirement, Incorporated  
 Income & Expense Budget vs. Actual - 2023  
 January through December 2023

Expense	Jan - Jun 23	Budget	\$ Over Budget
6000 · State Administration			
6010 · Officer Expenses			
6011 · President - Travel	235.02	354.00	(118.98)
6012 · Vice President - Travel	55.12	354.00	(298.88)
6013 · Secretary - Travel		222.00	(222.00)
6015 · Treasurer - Travel		124.00	(124.00)
6017 · Chief Admin Officer - Travel		215.00	(215.00)
6018 · State Advisor-Travel		215.00	(215.00)
Total 6010 · Officer Expenses	290.14	1,484.00	(1,193.86)
6020 · State Office Expenses			
6021 · Bank Fees		20.00	(20.00)
6022 · Supplies	338.93	540.00	(201.07)
6023 · Printing and Copies	9.54	200.00	(190.46)
6024 · Postage	99.22	200.00	(100.78)
6026 · Mileage		104.00	(104.00)
6027 · Web site/Server	16.17		16.17
6028 · Software	730.44	1,865.00	(1,134.56)
6030 · California Taxes - SI-100's	1,127.00		1,127.00
6030 a · Attorney General - RCT Filings	2,500.00	2,650.00	(150.00)
Total 6020 · State Office Expenses	4,821.30	5,579.00	(757.70)
Total 6000 · State Administration	5,111.44	7,063.00	(1,951.56)
6033 · Donations	1,200.00		



9:34 AM  
 July 5, 2023  
 Cash Basis

Sons In Retirement, Incorporated  
 Income & Expense Budget vs. Actual - 2023  
 January through December 2023

	Jan - Jun 23	Budget	\$ Over Budget
6100 · Insurance			
6110 · Commercial Package	17,754.00	19,431.00	(1,677.00)
6111 · Directors and Officers	1,607.00	1,690.00	(83.00)
6113 · Umbrella	4,951.17	6,809.00	(1,857.83)
<b>Total 6100 · Insurance</b>	<b>24,312.17</b>	<b>27,930.00</b>	<b>(3,617.83)</b>
6200 · State Committees			
6220 · Infosys Committee		100.00	(100.00)
6260 · Golf Committee		1,010.00	(1,010.00)
6300 · Growth & Membership Committee			
6301 · Lodging & Meals	251.76		
6302 · Mileage & Tolls	116.20		
6303 · Materials, Supplies and Misc		248.00	(248.00)
6300 · Growth & Membership Committee - Ot...		496.00	(496.00)
<b>Total 6300 · Growth &amp; Membership Committee</b>	<b>367.96</b>	<b>744.00</b>	<b>(376.04)</b>
6309 · Insurance Committee		100.00	(100.00)
6350 · State Sports Activities			
6351 · Lodging and Meals		100.00	(100.00)
6352 · Mileage and Tolls		100.00	(100.00)
<b>Total 6350 · State Sports Activities</b>		<b>200.00</b>	<b>(200.00)</b>
<b>Total 6200 · State Committees</b>	<b>367.96</b>	<b>2,154.00</b>	<b>(1,786.04)</b>
6400 · State Meetings			
6410 · BS-AG-RD Meeting	1,174.74	1,000.00	174.74
<b>Total 6400 · State Meetings</b>	<b>1,174.74</b>	<b>1,000.00</b>	<b>174.74</b>

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Sons In Retirement, Incorporated  
Income & Expense Budget vs. Actual - 2023  
January through December 2023

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	Jan - Jun 23	Budget	\$ Over Budget
6500 · Area Representative Expense			
6502 · Lodging & Meals	244.12		
6503 · Mileage & Tolls	207.20		
6506 · Miscellaneous	12.00		
6500 · Area Representative Expense - Other	488.78	2,020.00	(1,531.22)
Total 6500 · Area Representative Expense	952.10	2,020.00	(1,067.90)
6998 · Miscellaneous	938.63		
Total Expense	34,057.04	40,167.00	(6,109.96)
Net Ordinary Income	5,029.71	5,715.37	(685.66)
Net Income	5,029.71	5,715.37	(685.66)

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**Sons In Retirement, Incorporated**  
**Income & Expenditures Prev Year Comparison Detail**  
January through December 2023

	Jan - Jun 23	Jan - Jun 22
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>4000 · Revenue</b>		
<b>4100 · Pro Rated Assessment</b>		
4101 · Q1 Assessment (\$18,840.00)	18,630.00	18,793.25
4102 · Q2 Assessment (\$18,810.00)	17,996.00	17,637.41
4103 · Q3 Assessment (\$18,622.00)		5,437.25
	<hr/>	<hr/>
<b>Total 4100 · Pro Rated Assessment</b>	36,626.00	41,867.91
4300 · Foreign Travel Fees (Rule 369)	648.00	
4400 · Hardware Sales	290.00	375.50
4500 · Interest Inc	19.90	3.21
<b>4600 · Other</b>		
4601 · Branch closing	1,539.56	6,864.58
4603 · Deposit Error		1.00
	<hr/>	<hr/>
<b>Total 4600 · Other</b>	1,539.56	6,865.58
	<hr/>	<hr/>
<b>Total 4000 · Revenue</b>	39,123.46	49,112.20
	<hr/>	<hr/>
<b>Total Income</b>	39,123.46	49,112.20
	<hr/>	<hr/>
<b>Cost of Goods Sold</b>		
<b>5000 · Cost of Goods Sold</b>		
5100 · Hardware Purchase		4,610.00
5104 · Postage for Sales Deliveries	36.71	
	<hr/>	<hr/>
<b>Total 5000 · Cost of Goods Sold</b>	36.71	4,610.00
	<hr/>	<hr/>
<b>Total COGS</b>	36.71	4,610.00
	<hr/>	<hr/>
<b>Gross Profit</b>	39,086.75	44,502.20

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**Sons In Retirement, Incorporated**  
**Income & Expenditures Prev Year Comparison Detail**  
January through December 2023

	Jan - Jun 23	Jan - Jun 22
<b>Expense</b>		
<b>6000 · State Administration</b>		
<b>6010 · Officer Expenses</b>		
6011 · President - Travel	235.02	
6012 · Vice President - Travel	55.12	
6018 · State Advisor-Travel		
6018a · State Parliamentarian - Travel		138.60
<b>Total 6018 · State Advisor-Travel</b>		138.60
<b>Total 6010 · Officer Expenses</b>	290.14	138.60
<b>6020 · State Office Expenses</b>		
6021 · Bank Fees		3.00
6022 · Supplies	338.93	805.99
6023 · Printing and Copies	9.54	13.05
6024 · Postage	99.22	325.59
6026 · Mileage		48.60
6027 · Web site/Server	16.17	
6028 · Software	730.44	1,534.94
6030 · California Taxes - SI-100's	1,127.00	55.00
6030 a · Attorney General - RCT Filings	2,525.00	6,575.00
<b>Total 6020 · State Office Expenses</b>	4,846.30	9,361.17
<b>Total 6000 · State Administration</b>	5,136.44	9,499.77
<b>6033 · Donations</b>	1,200.00	
<b>6100 · Insurance</b>		
6110 · Commercial Package	17,754.00	18,420.00
6111 · Directors and Officers	1,607.00	1,602.00
6113 · Umbrella	6,043.00	6,455.66
<b>Total 6100 · Insurance</b>	25,404.00	26,477.66

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**Sons In Retirement, Incorporated**  
**Income & Expenditures Prev Year Comparison Detail**  
January through December 2023

	Jan - Jun 23	Jan - Jun 22
<b>6200 · State Committees</b>		
<b>6300 · Growth &amp; Membership Committee</b>		
6301 · Lodging & Meals	251.76	
6302 · Mileage & Tolls	116.20	
	<hr/>	<hr/>
<b>Total 6300 · Growth &amp; Membership Committee</b>	367.96	
<b>6360 · Public Image</b>		8,075.00
	<hr/>	<hr/>
<b>Total 6200 · State Committees</b>	367.96	8,075.00
<b>6400 · State Meetings</b>		
6410 · BS-AG-RD Meeting	1,174.74	
	<hr/>	<hr/>
<b>Total 6400 · State Meetings</b>	1,174.74	
<b>6500 · Area Representative Expense</b>		
6502 · Lodging & Meals	244.12	116.25
6503 · Mileage & Tolls	207.20	768.42
6505 · Postage and Supplies		238.09
6506 · Miscellaneous	12.00	
6510 · Branch Officer Training		
6511 · Facilities		200.00
6515 · Supplies		51.07
	<hr/>	<hr/>
<b>Total 6510 · Branch Officer Training</b>		251.07
<b>6500 · Area Representative Expense - Other</b>	488.78	
	<hr/>	<hr/>
<b>Total 6500 · Area Representative Expense</b>	952.10	1,373.83

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Sons In Retirement, Incorporated  
Income & Expenditures Prev Year Comparison Detail  
January through December 2023

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	Jan - Jun 23	Jan - Jun 22
66010 · Bank Service Charges		12.00
6998 · Miscellaneous	938.63	
<b>Total Expense</b>	35,173.87	45,438.26
<b>Net Ordinary Income</b>	3,912.88	(936.06)
<b>Net Income</b>	<b>3,912.88</b>	<b>(936.06)</b>

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