



**Sons In Retirement
State Board Meeting**
Veteran's Building
420 Admiral Callaghan Lane
Vallejo, California 94591



Tuesday, January 18, 2011 – 9:30AM

Invited Participants

State Board Members

Officers

Robert Mannell – President
Jim Stedman – Vice President
Eckart Sellinger – Secretary
Adolph (Gus) Lopez – Treasurer
Charles Moss - Assistant Secretary
Karl Ryden - Assistant Treasurer

Regional Directors

1 Alan Harvey	6 Dean Steichen
2 Ralph Lingis	7 Richard Kabanek
3 Neil Mayo	8 John Levis
4 Bobbie Hairston	9 Richard Dettmer
5 John Mason	10 Donald Davis

Other Invited Participants & Representatives of State Committees

Past Presidents (all); Dwight Sale – State Advisor & Information Sys.; Bill Short – Chaplin; Bill Lewis Meeting Arrangements; Walter Schick – Publicity & Tools; Gary Pelton – Rules; Gene Drennan – Golf; Carl Elvik – Bowling; Larry Garvin – Travel; Buck Kendrick – Nominating; Harry Hubinger – Growth & Membership; John Thomason – Insurance; Roger Danielson – Giants; Mike Berry - 2010 State Treasurer

Agenda

9:30AM	Call to Order Invocation & Pledge of Allegiance Verification of a Quorum (9 of 16) Agenda Changes	President Robert Mannell Chaplain Bill Short Secretary Eckart Sellinger President Robert Mannell
9:40	Presidents Welcome & Recognition of Attendees	President Robert Mannell
9:50	Approval of Minutes: State Board Meeting – Nov 9, 2010	President Robert Mannell
9:55	Installation of 2011 State Board Members	President Robert Mannell
10:00	Remarks From State Officers: 10:00 President Comments 10:05 Vice President Comments 10:10 Secretary Report 10:15 Treasurer Report 10:20 2010 Yearend Report 10:25 Assistant Secretary Report 10:30 Assistant Treasurer Report	President Robert Mannell Vice President Jim Stedman Secretary Eckart Sellinger Treasurer Adolph (Gus) Lopez 2010 Treasurer Mike Berry Asst. Secretary Charles Moss Asst. Treasurer Karl Ryden
10:35	Recess Break (10 Minutes)	All



Sons In Retirement
State Board Meeting January 18, 2011
Agenda Continued



10:45	Old Business	
10:45	Area 21 Probation Status Report	Area Governor Gary Pelton
10:50	990N Electronic Postcard	2010 Treasurer Mike Berry
10:55	Meeting Arrangements for 2011	Chairman Bill Lewis
11:00	Committee Reports:	
11:00	Nominating	Chairman Kendrick
11:05	Information Systems	Chairman Dwight Sale
11:15	Rules	Chairman Gary Pelton
11:25	Growth & Membership	Chairman Harry Hubinger
11:35	Publicity	Chairman Walter Schick
11:45	Giants	Chairman Roger Danielson
11:50	Insurance	Chairman John Thomason
11:55	Certificates	Chairman Jim Donovan
12:00Noon	Catered Luncheon	All
1:00 PM	Committee Reports continued:	
1:00	Training	Chairman Jim Stedman
1:15	Travel	Chairman Larry Garvin
1:20	Golf	Chairman Gene Drennan
1:30	Bowling	Chairman Carl Elvik
1:40	New Business: Branch 40 Treasurer	President Mannell
1:50	Regional Director Reports – Regions 1-10	Regional Directors
2:30	Concluding Remarks & Adjournment	President Mannell

Agenda Notes

1. **Please read the November 9, 2010 Board Minutes found on the SIR Website before coming to this meeting.**
2. **Annual audit of State Bowling and Golf Committees and State Treasury will be held concurrent with this meeting and they will join us for lunch.**
3. **Directions to Veterans Building:**
 - a. **Take exit 32 Redwood Parkway off I-80 as if going to Vallejo Elks.**
 - b. **Turn right on Kathy Ellen Drive (opposite the turn into Elks)**
 - c. **Kathy Ellen Drive will merge with Admiral Callaghan Lane**
 - d. **Go approximately .3 miles on Admiral Callaghan Lane**
 - e. **Veterans Building will be on the left. Parking is available on either side of the building.**



**INFORMATION SYSTEMS COMMITTEE (INFOSYS)
Report to the SIR State Board, January 18, 2011
Dwight B. Sale, Chairman, dwight.sale@comcast.net**

INFOSYS, a SIR Standing Committee, is a 4 member Committee that administers 8 Sub-Committees, Website, Database, Email, State Roster, SIR Manual, SIR Forms, State Certificates (HLM) and State Newsletter.

Website

Webmaster, Bill Winslow handles the technical issues while John Skarpelos, Dean Steichen and Derek Southern handle content and updating. Sirinc.org is the "Home Page" for the general public. Interested candidates for membership can communicate directly by email with Richard Dittmer, a member of the Growth and Membership Committee or call the hotline, 877-747-9066 manned by Gary Pelton. The "Documents" section is constantly improved so that it is more effective and easier to use. Documents are added and revised on a continuous basis. The membership documents have undergone a complete overhaul. The "Documents" section has an option to view the State Roster but requires a password which is available from the Branch Email Contact. Distribution of the Rule Manual, State Roster and SIR forms is now made exclusively through the SIR website.

Database

Today there are 10277 names in the State Database which contains data on SIR State officers and Committee Chairmen since 1974 and Branch Administrators since 1994 as well as Branch Corporate information. It continues to serve as an historical record as well as a source for current data. Many SIR administrators use the database to assist them in their duties. For instance the State Treasurer uses a subset of the database to produce the quarterly prorata invoices which, in turn furnishes active count information membership statistics that appear on the SIR website. In addition it serves as a source for Treasurers reports to the IRS and California Franchise tax Board.

Email

Our email list grows daily. Today there are valid email addresses for all State Board Members, Area Governors and all 147 Branch Email Contacts with 134 Big Sirs, 115 Little Sirs, 137 Secretaries and 143 Branch Treasurers. Chairman Mike Berry and I sent more than 170 SIR official bulk (85 addresses per) emails to various groups. They ranged from notification of Giants Baseball to use of Form 28. This was more than 15,000 individual emails on which SIR did not pay postage.

State Roster

Roster Committee Chairman Gary Gruber and now Dwight Sale produces the State Roster, the Branches by Region & Area, and the Branch Locator by City and posts them to the Website. During September, the 2011 Branch data for the State Database were entered based on the Form 20s received from the Branches. This annual project involves entering and validating some 10,000 database entries. (The data pertaining to State Officers and committees were entered by the INFOSYS Committee Chairman.) We were disappointed that 20 Branches did not submit their Form 20 in time for the October issue of the 2011 Roster.

State Manual

Manual Chairman, Dwight Sale produced the SIR Manual after the November State Board meeting, the first edition of the year, which involved 17 rule changes across 26 pages. The SIR Manual will again be produced after every State Board Meeting. I am looking for someone to take over this important job.

State Forms

There are 43 different forms and 62 versions (word, pdf etc) on the SIR Website. Forms Chairman Gary Gruber and John Skarpelos originated or updated 14 forms during 2010.

State Certificates

In 2010 Chairman Jim Donovan made certificates for 38 HLMs, 72 Senior HLMs plus 193 Senior, 23 Super Senior, 1, Century Sir Awards and 234 Certificates of Appreciation in addition to many special certificates. A busy man.

State Newsletter

"SIR Happenings" is a quarterly publication with every issue a huge success. Don MacGregor and John Skarpelos do inspired and professional work putting all your news together in this great publication. More and more information flows in from the Branches as they become aware of "Happenings." Branch Email Contacts are sent an email with a "Happenings" link asking them to distribute Happenings to their members that have an email address. Copies of this email are also sent to Branch Big Sirs and all State Administrators.

New Blood

We are actively seeking to have more sirs involved with all aspects of INFOSYS.

INFOSYS Meeting

Our annual INFOSYS meeting is tentatively scheduled for Saturday, February 26, 2011

Our good friend and colleague, 2010 State Secretary Gary Gruber moved to Houston in June leaving a huge hole in our ability to perform many of the INFOSYS functions. Eckart Sellinger stepped up to take over Gary's Secretarial duties including State and Branch Schedules while other INFOSYS Committee members have filled in for the Roster and Manual. Gary and I had worked together for many years becoming best of friends as well as working partners. I certainly miss his professional skills his enthusiastic support of SIR and his winning friendly personality.

Dwight Sale 1/8/11

2011 Sir State Golf Schedule

April-2011

By Popular demand;

We will be returning to LAS VEGAS, On April 18th to April 22nd, 2011

The Location will be Palace Stations Hotel and Casino

With Golf @ Angel Park,(2 courses)and Aliente Golf Club

MAY-2011

State Area Team Championship Qualifiers;

May 1, 2011 to June 30th, 2011, Qualifying teams to State Chairman by
July 7th, 2011

JUNE-2011

Once again in Beautiful Reno, Nevada @ Circus-Circus

3 Sessions:

1 st -June 13th to 17th, 2011, Golf at D'Andrea, Thunder Canyon and
Lakeridge Country Clubs

2nd-June 19th to 24th, 2011, Golf at Thunder Canyon, Wolf Run and
Red Hawk Country Clubs. * On Day off will have an optional play @
Beautiful Dayton Valley CC, low rates and transportation included.

3rd- June 27th to July1st, 2011, Golf at Red Hawk, D'Andrea and
Lakeridge Country Clubs.

JULY-2011

State Individual Championship Qualifiers:

* Area Qualifying 7-1-2011 to 7-31-2011

* Division Qualifying August 16, to September 15th, 2011

* State Individual Championship to be held at beautiful Poppy Hills
Golf Course in Monterey as follows:

October 18th (Championship Round and Open Play)

October 19th (All Open Play)

SEPTEMBER-2011

A return to our Fall Classic, September 11th to September 15th, 2011 @ **Solvang,**
staying at the **Beautiful Marriott Hotel** with golf at **Alisal River Course** (2 Days) and
Rancho San Marcus (1 Day)

Also in January, 2012 we will be going to **MEXICO,** (stay tuned for details)

THE INSURANCE COMMITTEE

There are two issues that the Committee is concerned about on the Branches use of caterers.

1) In renewing our insurance coverage for the insurance year beginning March 1 2011 the carrier of our liquor liability policy asks, in an underwriting questionnaire, if there is any instance of a branch having a contractor (I.e. caterer) furnishing or selling alcoholic beverages. To our knowledge there is no such instance, however, to be sure we request that the Region Directors ascertain thru the Area Governors if there are any branches that have caterers furnish or sell alcoholic beverages at SIR events. Only report positive responses and if there are none the Insurance Committee will state that SIR does not have "contractors" furnish or sell such beverages.

2) The Committee requests that the State Board consider a rule requiring caterers to furnish the Committee Certificates of Insurance, naming SIR as an additional insured, with liability coverage of a minimum of \$1,000,000. The risks that are considered in using caterers are hot spills and food poisoning and possibly others. The Committee requested such actions during Tom Ross' presidency and the Board did not consider the risks severe enough to require the branches to obtain the certificates. We still feel the risk warrants the certificates and would like the Board to again consider the issue.

John Thomason, Insurance Committee Chair

Board Handout 01-18-2011-Eckart

Financial reports for 2010 will be presented at the Board Meeting on Jan 18.

Detailed State Treasurer's Reports follow these Highlights.

Highlights from the reports:

1. Net Worth at the State level decreased by \$5700 to \$99677.
2. The primary components of the \$5700 deficit were:
 - a. Pro-rata assessments were down by \$3432, or 4.3%, consistent with the decline in membership.
 - b. Hardware Sales were up by \$1138, due in part to the new publicity items such as Bumper Stickers and Trifold brochures.
Note that Hardware Purchases increased by \$1673 somewhat offsetting the gain in Sales.
 - c. \$1947 was returned to the re-activated RV group; this balance had been held at the State level when the old RV group ceased activities.
 - d. Foreign Travel fees were down by \$455, doubtless due to the recession.
 - e. Interest Earned was down by \$233, due to much lower interest rates.
 - f. Insurance expense was down by \$2140, consistent with our declining membership.
 - g. Meeting expenses were up by \$2500. There was a reduction in Lodging (\$1797) offset by an increase in Meals of \$1321.
Mileage (the Board voted to keep the rate at 50 cents per mile) was up by \$892
State Meeting meals was up by \$1571 but some of that covers 2011 expenditures, paid in advance

Meeting Room expense was up by \$516 reflecting a decision to use the Elks Lodge for most of our meetings

- h. Administration Expenses were down by \$1157, mostly due to continuing savings on Printing by migration to the Web, good savings on Miscellaneous, but increase in Postage, Supplies and Telephone. The last Assessment invoices in 2010 were sent out by email, this will provide some \$250 in a full year.

An overall view of the financial data at the State level shows a continuing decline in Revenue, offset by reductions in Insurance expense. All else seems to be well within the expectation given the new Training and Publicity programs. The return of the RV funds was of course a unique 2010 item.

7:29 AM

January 8, 2011
Cash Basis

Sons In Retirement, Incorporated

Balance Sheet Prev Year Comparison

As of December 31, 2010

	<u>Dec 31, 10</u>	<u>Dec 31, 09</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	221.29	2,397.93	(2,176.64)	(90.8)%
1130 · CitiBank IMMA	74,224.63	77,858.68	(3,634.05)	(4.7)%
1140 · Citibank Insurance Reserve	25,231.11	25,113.25	117.86	0.5%
Total Checking/Savings	<u>99,677.03</u>	<u>105,369.86</u>	<u>(5,692.83)</u>	<u>(5.4)%</u>
Total Current Assets	<u>99,677.03</u>	<u>105,369.86</u>	<u>(5,692.83)</u>	<u>(5.4)%</u>
TOTAL ASSETS	<u>99,677.03</u>	<u>105,369.86</u>	<u>(5,692.83)</u>	<u>(5.4)%</u>
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 · Accounts Payable	(0.12)	(0.12)	0.00	0.0%
Total Accounts Payable	<u>(0.12)</u>	<u>(0.12)</u>	<u>0.00</u>	<u>0.0%</u>
Total Current Liabilities	<u>(0.12)</u>	<u>(0.12)</u>	<u>0.00</u>	<u>0.0%</u>
Total Liabilities	<u>(0.12)</u>	<u>(0.12)</u>	<u>0.00</u>	<u>0.0%</u>
Equity				
3000 · Opening Bal Equity	70,375.08	70,375.08	0.00	0.0%
3900 · Retained Earnings	34,994.90	38,566.02	(3,571.12)	(9.3)%
Net Income	(5,692.83)	(3,571.12)	(2,121.71)	(59.4)%
Total Equity	<u>99,677.15</u>	<u>105,369.98</u>	<u>(5,692.83)</u>	<u>(5.4)%</u>
TOTAL LIABILITIES & EQUITY	<u>99,677.03</u>	<u>105,369.86</u>	<u>(5,692.83)</u>	<u>(5.4)%</u>

7:27 AM

January 8, 2011

Cash Basis

Sons In Retirement, Incorporated
Profit & Loss Prev Year Comparison
December 2010

	Dec 10	Dec 09	\$ Change	% Change
Ordinary Income/Expense				
Income				
5010 · Pro Rata Assessments				
5014 · Q4 Pro rata Assessment	104.00	218.00	(114.00)	(52.3)%
Total 5010 · Pro Rata Assessments	104.00	218.00	(114.00)	(52.3)%
5310 · Hardware Sales	207.50	230.50	(23.00)	(10.0)%
5410 · Foreign Travel Fees (Rule 369)	0.00	360.00	(360.00)	(100.0)%
5910 · Interest Inc	34.98	45.06	(10.08)	(22.4)%
5990 · Uncategorized Income				
5991 · Branch closing	465.33	0.00	465.33	100.0%
Total 5990 · Uncategorized Income	465.33	0.00	465.33	100.0%
Total Income	811.81	853.56	(41.75)	(4.9)%
Expense				
6000 · Insurance				
6010 · Commercial Package - Travelers	2,016.72	2,271.63	(254.91)	(11.2)%
6040 · Umbrella	753.88	763.13	(9.25)	(1.2)%
Total 6000 · Insurance	2,770.60	3,034.76	(264.16)	(8.7)%
6100 · Meeting and Travel expense				
6110 · Lodging	64.15	651.64	(587.49)	(90.2)%
6130 · Meals	1,065.08	370.90	694.18	187.2%
6150 · Mileage and Tolls	3,961.60	3,828.00	133.60	3.5%
Total 6100 · Meeting and Travel expense	5,090.83	4,850.54	240.29	5.0%
6400 · Administration				
6410 · Bank Charge	10.00	0.00	10.00	100.0%
6430 · Printing and Copies	192.51	1,680.34	(1,487.83)	(88.5)%
6450 · Supplies	291.94	287.95	3.99	1.4%
6470 · Postage	244.69	285.96	(41.27)	(14.4)%
6480 · Telephone	160.93	125.99	34.94	27.7%
6499 · Miscellaneous	426.00	312.57	113.43	36.3%
6510 · Hardware Purchase				
6511 · Hardware item cost	1,024.39	0.00	1,024.39	100.0%
6512 · Shipping and handling	71.85	0.00	71.85	100.0%
6513 · Sales Tax	94.50	0.00	94.50	100.0%
Total 6510 · Hardware Purchase	1,190.74	0.00	1,190.74	100.0%
Total 6400 · Administration	2,516.81	2,692.81	(176.00)	(6.5)%
Total Expense	10,378.24	10,578.11	(199.87)	(1.9)%
Net Ordinary Income	(9,566.43)	(9,724.55)	158.12	1.6%
Net Income	(9,566.43)	(9,724.55)	158.12	1.6%

7:25 AM

January 8, 2011

Cash Basis

Sons In Retirement, Incorporated Profit & Loss Prev Year Comparison January through December 2010

	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
Ordinary Income/Expense				
Income				
5010 · Pro Rata Assessments				
5011 · Q1 Pro rata Assessment	19,231.00	20,217.00	(986.00)	(4.9)%
5012 · Q2 Pro Rata Assessment	18,995.00	19,897.00	(902.00)	(4.5)%
5013 · Q3 Pro rata Assessment	19,072.00	19,828.00	(756.00)	(3.8)%
5014 · Q4 Pro rata Assessment	18,869.00	19,657.00	(788.00)	(4.0)%
Total 5010 · Pro Rata Assessments	76,167.00	79,599.00	(3,432.00)	(4.3)%
5120 · Spec Luncheon contribution	1,480.00	1,510.00	(30.00)	(2.0)%
5310 · Hardware Sales	3,621.00	2,483.00	1,138.00	45.8%
5410 · Foreign Travel Fees (Rule 369)	1,795.00	2,250.00	(455.00)	(20.2)%
5910 · Interest Inc	516.69	749.36	(232.67)	(31.1)%
5990 · Uncategorized Income				
5991 · Branch closing	2,805.12	3,570.61	(765.49)	(21.4)%
5992 · RV Committee account balance	(1,946.98)	0.00	(1,946.98)	(100.0)%
Total 5990 · Uncategorized Income	858.14	3,570.61	(2,712.47)	(76.0)%
Total Income	84,437.83	90,161.97	(5,724.14)	(6.4)%
Expense				
6000 · Insurance				
6010 · Commercial Package - Travelers	23,038.00	25,835.13	(2,797.13)	(10.8)%
6020 · Directors and Officers	995.00	990.00	5.00	0.5%
6030 · Foreign Travel Liability	2,774.00	2,774.00	0.00	0.0%
6040 · Umbrella	9,047.00	8,394.87	652.13	7.8%
Total 6000 · Insurance	35,854.00	37,994.00	(2,140.00)	(5.6)%
6100 · Meeting and Travel expense				
6110 · Lodging	1,120.52	2,917.34	(1,796.82)	(61.6)%
6130 · Meals	5,092.85	3,771.87	1,320.98	35.0%
6150 · Mileage and Tolls	25,569.45	24,677.48	891.97	3.6%
6180 · State Meeting Meals	4,370.00	2,798.63	1,571.37	56.2%
6190 · Elks Vallejo Rental	1,528.00	942.00	586.00	62.2%
6191 · Knights of Columbus rental	0.00	70.00	(70.00)	(100.0)%
Total 6100 · Meeting and Travel expense	37,680.82	35,177.32	2,503.50	7.1%
6400 · Administration				
6410 · Bank Charge	110.00	20.00	90.00	450.0%
6430 · Printing and Copies	2,642.34	6,218.12	(3,575.78)	(57.5)%
6440 · SI-100's	1,281.40	2,109.40	(828.00)	(39.3)%
6450 · Supplies	1,733.40	1,081.62	651.78	60.3%
6470 · Postage	1,797.52	1,531.26	266.26	17.4%
6480 · Telephone	788.38	527.48	260.90	49.5%
6499 · Miscellaneous	1,787.79	3,156.24	(1,368.45)	(43.4)%
6510 · Hardware Purchase				
6511 · Hardware item cost	3,754.04	2,132.80	1,621.24	76.0%
6512 · Shipping and handling	150.75	125.27	25.48	20.3%

7:25 AM

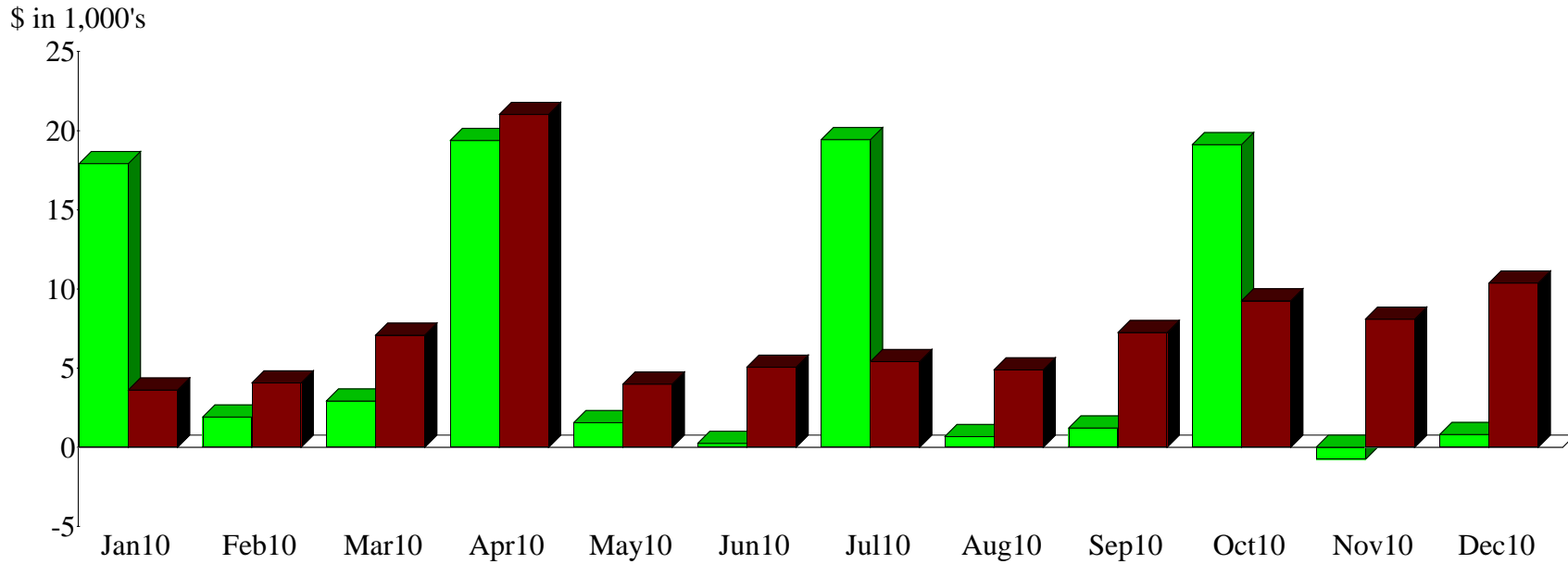
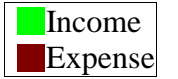
January 8, 2011

Cash Basis

Sons In Retirement, Incorporated Profit & Loss Prev Year Comparison January through December 2010

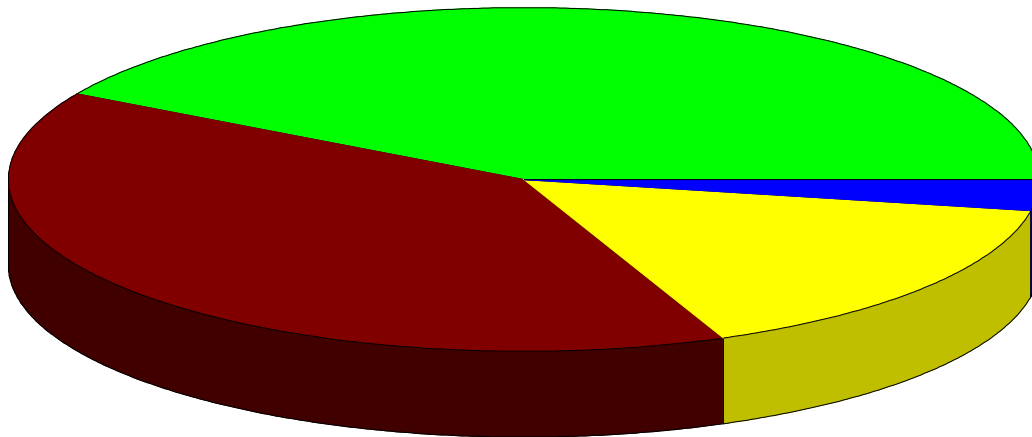
	Jan - Dec 10	Jan - Dec 09	\$ Change	% Change
6513 · Sales Tax	210.43	184.15	26.28	14.3%
Total 6510 · Hardware Purchase	4,115.22	2,442.22	1,673.00	68.5%
Total 6400 · Administration	14,256.05	17,086.34	(2,830.29)	(16.6)%
9000 · Uncategorized Expense				
9010 · Disbursements to Branch	2,339.79	3,475.43	(1,135.64)	(32.7)%
Total 9000 · Uncategorized Expense	2,339.79	3,475.43	(1,135.64)	(32.7)%
Total Expense	90,130.66	93,733.09	(3,602.43)	(3.8)%
Net Ordinary Income	(5,692.83)	(3,571.12)	(2,121.71)	(59.4)%
Net Income	(5,692.83)	(3,571.12)	(2,121.71)	(59.4)%

Income and Expense by Month
January through December 2010



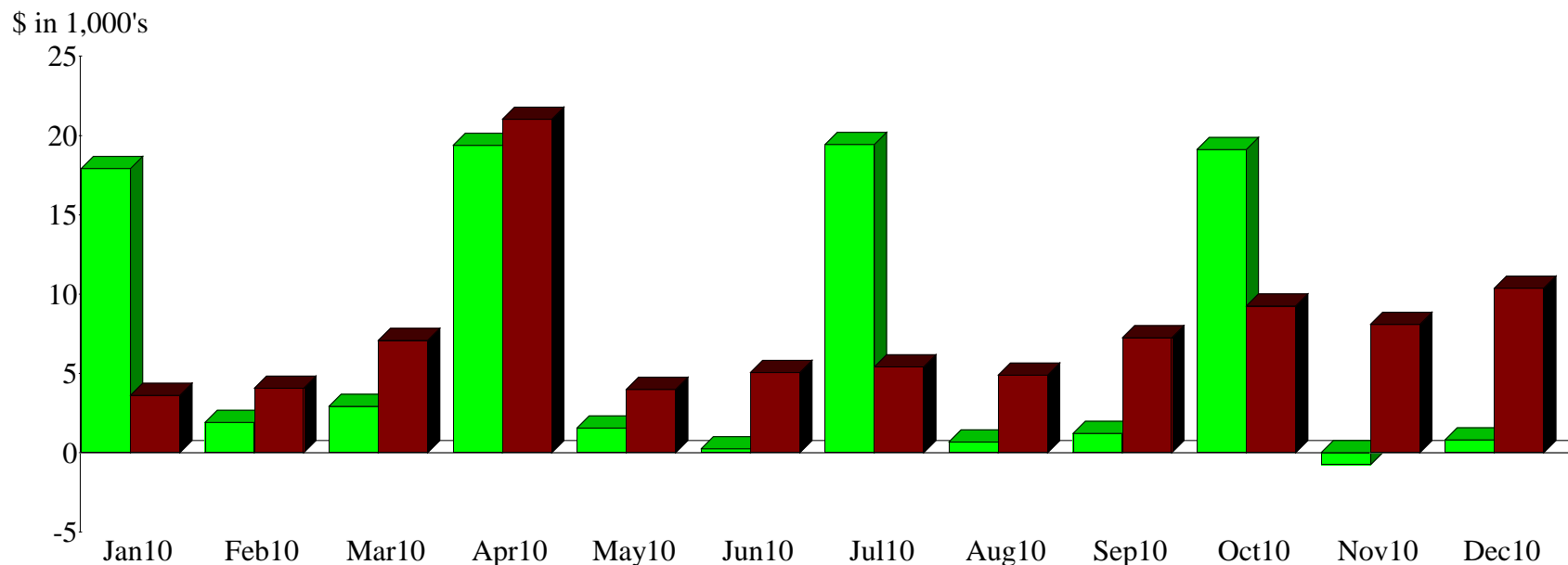
Expense Summary
January through December 2010

6100 · Meeting and Travel expense	%41.81
6000 · Insurance	39.78
6400 · Administration	15.82
9000 · Uncategorized Expense	2.60
Total	\$90,130.66



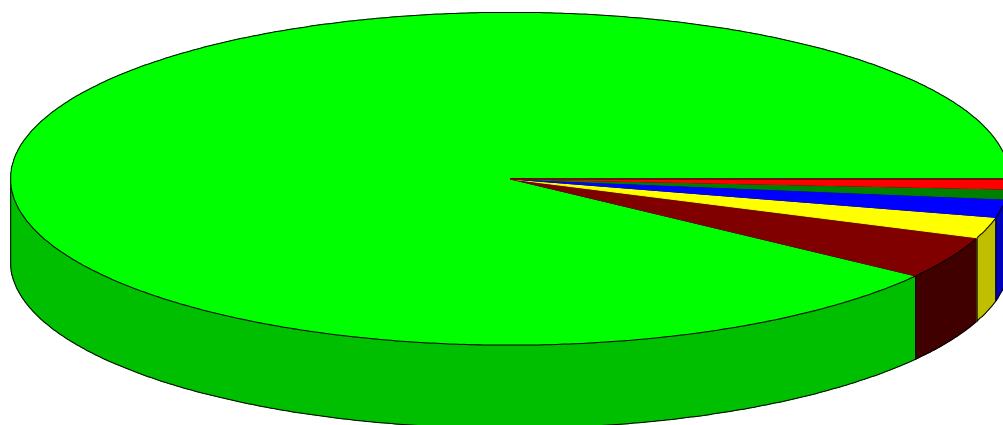
By Account

Income and Expense by Month
January through December 2010



Income Summary
January through December 2010

5010 · Pro Rata Assessments	%90.20
5310 · Hardware Sales	4.29
5410 · Foreign Travel Fees (Rule 369)	2.13
5120 · Spec Luncheon contribution	1.75
5990 · Uncategorized Income	1.02
5910 · Interest Inc	0.61
Total	\$84,437.83



By Account