

## **SIR State Board Meeting Agenda**

Conducted via Electronic Video (Zoom) Conference  
(Sign-in information to be provided prior to the meeting)  
Wednesday, January 12, 2022 at 2:00pm

### **State Board Members:**

President: Rick Kindle	Director, Region 1: Hugh Thompson
Vice President: Dave Gonzales	Director, Region 2: Dale Decker
State Secretary: Dick DeVoe	Director, Region 3: Dennis Pangburn
State Asst. Secretary: Vacant	Director, Region 4: Patrick Reed
Treasurer: Roy Hodgkinson	Director, Region 5: John Haffner
State Asst. Treasurer: Ron Saltgaver	Chief Admin Officer: Dean Steichen

### **Invited Participants and Guests**

Past Presidents: Ed Benson, Derek Southern, Stu Williams,  
Bobbie Hairston, Dwight Sale  
Area Governors: All  
Big Sirs: Lee Lamp (Br. 129), Jim Walton (Past BS- Br. 152)

Insurance: Craig Hoffhines	G&M: Tony de Losada
Legal Advisor: Alan Melnicoe	Bowling: Russ Salazar
Sporting Events: Lee Moy	Golf: Mark Stuart
Training (vacant)	Bocce: Paul Cowels
Newsletter: Jerry Sabo	Database/EMail: Rick Sale
Zoom: Andy Danver	Website: Alan Baker

### **Agenda**

**2:00- Call to Order**.....Rick Kindle

Verification of Quorum (6 of 11)

Invocation and Pledge of Allegiance

Agenda Changes if any.

Approval of November 10, 2021 Board Meeting Minutes

**2:10- Opening Remarks**.....Rick Kindle

**2022 Regular Meetings** (2pm Zoom)- 1/12, 2/10, 4/13,  
6/15, 7/14, 11/9- (Annual Meeting 8/25)

**Assistant State Secretary Appointment**.....Rick Kindle  
(and other State Leader Vacancies)

**2:35- Reports and Presentations**

**Treasurer's Report**.....Roy Hodgkinson

**2022 Budget Report**.....Dave Gonzales

(see Addendum 1- Budget Report below, plus attached 2022 Draft Budget Table)

**3:10- Old Business**

- SIR Rooster Pins** (follow-up to last meeting).....Tony de Losada
- “I’m Doing My Part” Review & Pins Distribution Plan.** Rick Kindle
- Distribution of Constant Contact Messages**.....Rick Kindle
- Review of SIR COVID Protocol**.....Alan Melnicoe & Craig Hoffhines  
(Antibodies/Positive COVID Testing)
- Recognition Awards** (follow-up to last meeting).....Stu Williams

**3:50- New Business**

- Task Force Planning Committee Report**.....Rick Kindle  
(see Addendum 2- Planning Report below, plus attached State Planning List)
- Approval of State Activities**.....Rick Kindle
- State Honorees Committee**.....Rick Kindle
- Policy 8 (revised) and Policy 8.1 (new)**.....Dale Decker  
(see Addendum 3- Policy 8 and Addendum 4-Policy 8.1)
- Policy/Procedure 10-** clarification and addition.....Dale Decker  
(see Addendum 5- Policy 10 below)

**Other Matters to Come Before the Board**.....Rick Kindle

**5:00- Adjournment**

(Next Regular Meeting- February 10, 2022 @ 2pm on Zoom)

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**ADDENDUM 1- BUDGET REPORT**

Attached below is the proposed 2022 budget that the Budget Oversight Committee has developed. The Committee took a conservative approach to forecasting revenue, and expenses were forecasted by looking at past trends.

We based the revenue on a membership count of 10,000 members, which we hope is too low. We will know more precisely what our member count is when processing of the first quarter 2022 dues is complete.

Even though we based our revenue on 10,000 members, we were able to construct a budget that does not require an increase in the quarterly member assessment. It will stand at \$1.75 per member x four quarters. (In 2021 we cancelled the quarterly assessment for two quarters due to financial impacts on Branches caused by Covid)

The proposed budget is a plan and therefore there will likely be some variance, particularly in actual expenses. This variance could amount to as much as 10%. As such, our projected deficit may disappear. This has been the case for the last several years.

SIR State is well protected against a deficit if it appears that we will have a projected cash balance in our main operating account of over \$4,000 and reserves of \$60,000 at year's end.

In conclusion, the Budget Oversight Committee is pleased to say that SIR State is in a good financial position, and is well placed to fund our critical operations next year in support of our Branches and our members! I would also like to commend State Treasurer Roy Hodgkinson for his outstanding financial management and his assistance to our committee!!!

Dave Gonzales,  
Vice President & Chairman, State Budget Oversight Committee

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**ADDENDUM 2- TASK FORCE PLANNING COMMITTEE REPORT**

Since my Nomination and Election as SIR State President, I believed it was most important to form a Transition/Strategic Planning Committee with some of the best and innovative thinkers in SIR. For the past two years, due to COVID and to time constraints, the majority of our Board meeting time has been spent reviewing the risk management of COVID. A minimum of time has been spent assessing SIR Inc.'s needs through establishing an Action Plan for re-building our Membership to a minimum of pre-COVID levels.

After our Annual meeting in August, the Task Force Team of Dave Gonzales, Dale Decker, Jim Walton, Andy Danver, Derek Southern, Roy Hodgkinson and myself have attempted to review our current state affairs with regard to SIR, Inc. That work has culminated in a State Planning Action List of items and topics for the Board to review for potential solutions and actions.

For our meeting on January 12, I request that each Board member review the attached State Planning Action List below with 36 potential action items. Please be ready to respond at the meeting if you believe these items require further review and action or to be tabled. If the Board wishes to proceed, I request that it comes to a consensus on who is responsible for further research. They then would be requested to report back at our next Board meeting which I am proposing for February 10 at 2:00pm. The Task Force attempted to prioritize these items; zero (0), 1, 2, 3. (zero means the Action is either completed or almost completed)

I emphasize our purpose for the meeting on January 12th is not to provide solutions but to assess if action is necessary for further review of the items listed. Solutions discussion will be for the next meeting on Feb. 10.

Rick Kindle  
State President

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**ADDENDUM 3- PROPOSED POLICY 8  
REVISION**

Comments in *Italics*  
~~Deletions with Strike Through~~  
**New Wording in Bold**

Proposal: Revise Policy 8 to allow the implementation of a SIR Community Outreach Program option for Branches in a new Policy 8.1 below.

Reference: Directive from President Stu Williams that the State Board on 11/10/2021 unanimously approved that Branches are allowed to pursue non-political, non-religious and non charitable worthy causes on a Branch by Branch basis and that the Policy & Procedures Committee was to make the necessary changes in the SIR policies.

Background: A trial Community Outreach Program created and implemented by Tony de Losada was proven to be very successful and a motion to approve this program as a formal policy was presented and unanimously approved as noted above.

Action: The proposal to revise Policy 8 as stated above was reviewed by Dale Decker, P&P Chairman, and it was determined that the policy be revised accordingly and a new Policy 8.1 be developed to cover a new SIR Community Outreach Program.

The Policy & Procedures Committee recommends that the revisions to Policy 8 be approved

Revised Policy 8:

Policy 8. WORTHY CAUSES

SIR, Incorporated, and its Branches shall not support, promote, endorse or otherwise act to benefit, directly or indirectly, any other entity, cause, or crusade; or any charitable or civic project no matter how worthy, including donations to the

Red Cross, blood banks and the like, or any political preference, affiliation, group, or organization other than SIR.

**Exception: SIR members, on a Branch by Branch basis, may engage in community outreach projects that adhere to Policy 8.1.**

Speakers at luncheons or other meetings of the Branch or State shall be made aware of this position so as to avoid any semblance of soliciting contributions or business, or endorsing any political, religious or ideological concepts.

SIR groups composed exclusively of SIR members that provide entertainment to others may appear before other than SIR groups so long as their main objective of the appearance adheres to the Mission of SIR- “to improve the lives of our members through fun activities and events while creating friends for life”.

Actions prohibited by this Policy shall include, among other things:

- a. Inclusion of material referred to above in Branch bulletins or distributing or making available such literature at Branch or State meetings or events.
- b. Solicitation of business or solicitation for volunteers, collection or distribution of funds, materials or other assistance by any person or persons at any luncheon or other meetings of the Branch or State.
- c. Inclusions of statements, displays or other verbal or graphic material referred to above at luncheons and other meetings or events of the Branch or State.
- d. the lending of credit by means of holding harmless or pledging indemnification or the like to insure another entity against losses, liabilities, fees, taxes, or other obligations arising, in whole or in part, because of that entity’s actions or omissions.

Paragraphs a, b and c above do not apply to acts necessary to promote an authorized activity which is directly related to the fulfillment of the purposes and objectives of SIR, Incorporated. This includes State events such as SIR Day at the Giants, Oakland A’s, Golden State Warriors, Sacramento River Cats, and other events approved by the State Board of Directors

Notwithstanding the above provisions, individual SIR members may be notified of a SIR cause to raise funds in order to furnish financial or other assistance to a Branch and its members in

distress caused by events such as fire, flood or earthquake. Such notification for example may be in the form of an email from a SIRinc officer, from a branch or state newsletter or during a Branch Luncheon meeting.

**(Revised 12/30/2021)**

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**ADDENDUM 4- PROPOSED POLICY 8.1  
REVISION**

Comments in *Italics*  
~~Deletions with Strike Through~~  
**New Wording in Bold**

Action: The Policy & Procedures Committee recommends that the new Policy 8.1 be approved.

New Policy 8.1:

**Policy 8.1 - SIR Branch Community Outreach Program**

**Being a part of a SIR Branch Community Outreach Program helps SIR Members be a part of something greater than themselves.**

**It gives members the opportunity to connect with other people and to assist in improving the community.**

**As members our goal is to differentiate ourselves from other organizations in that we not support, promote, endorse or otherwise act to benefit, directly or indirectly in any cause such as political, religious and charitable entities. We act as volunteer participants giving time and not as sponsors.**

**Members who volunteer shall wear logoed SIR apparel signifying a unified message as the public gains awareness of SIR's commitment to the community in which they live.**

**Many SIR members are volunteers in their community on their own with great personal satisfaction as independents. Now, with the SIR Branch Community Outreach Program we may join with other members in SIR sanctioned events with many benefits:**

- **Helping the community as a whole**
- **Recognition from other non-profit organizations**
- **Presenting our SIR Brand to the public in general**

- **Boosting physical & mental health**
- **Achieving vital social connections and engagement**
- **Achieving SIR Branch recognition in the community**
- **Public recognition and appreciation of our efforts**
- **Greater enjoyment working with SIR Branch friends**

**Solicitation for volunteers is permissible and highly encouraged. Examples; In Branch Bulletins, at luncheons and other meetings of the Branch or State, displays or graphic material highlighting successes of the Branch Community Outreach Program in said events or documents including SIR Happenings.**

**Requirements:**

- **Identify a member as a chairman and one as a co-chairman of the program.**
- **Be prepared to wear a mask if required (the chair for the event should bring a box of masks).**
- **Be in compliance with local County Health Departments requirements.**
- **Require wearing a red color Branch T-shirt with the following:**

**I am a SIR Volunteer, Branch name and #, and our SIR logo on the front.**

**Note: Shop online at the SIR Pro-shop, Sirinc.Com.**

**Contact Tony de Losada at 925-945-1730 or eMail: tonydelosada@gmail.com for further information.**

- **Volunteers will not Paint, Climb Ladders, Sweep or Mop, Lift over 50 lbs or work in unsanitary or unhealthy conditions.**
- **Volunteers must only assemble as identified Covid-19 cleared Branch Volunteers until such time as our health officials declare the pandemic over and rescind all restrictions and requirements.**

## Restrictions:

The following activities are not authorized by SIR and members shall not participate directly or indirectly in any of them:

- Winter sports including, but not limited to, ice skating, snow skiing, or sledding.
- Water activities in or on houseboats.
- Participation in sports, including but not limited to, football, basketball, soccer, hockey, and the like, in which participation normally involves bodily contact.
- Air travel on any air-supported device other than a regularly scheduled airline or air charter company.
- Operating or learning to operate any aircraft, as pilot or crew.
- Mountain climbing.
- Riding or driving in any motor competition.
- Activities involving firearms.

(New 12/30/2021)

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### ADDENDUM 5- PROPOSED POLICY 10 REVISION

Comments in *Italics*  
~~Deletions with Strike Through~~  
New Wording in **Bold**

Proposal: Revise Policy 10 to clarify that a member of SIR can hold both an HLM awarded to him by his Branch and one awarded by the State.

Additionally, that if the member is awarded a State HLM while also holding a Branch HLM the State Database shall be changed from "BR" to "SB" which supersedes the Branch HLM and it no longer counts against the Branches HLM limit.

The above statements were originally stated as a procedure but are actually a Policy so it is being moved. A State Honorees Committee to review and recommend candidates for a State HLM has been added to this revision in the Procedures to be followed by the State.

Action: The Policy & Procedures Committee recommends that the revisions to Policy 10 be approved.



## Revised Policy 10:

### Policy 10. SIR AWARDS/CERTIFICATES

SIR, Incorporated, through its State Certificates Chairman, issues the State awards and certificates shown in items a-d below. A Certificate of Appreciation is also available for a Branch to issue as stated in e following.

- a. Honorary Life Membership (HLM) - (use Form 45) The purpose of the HLM is to recognize exceptional and extraordinary service by a member to SIR. It is not to be treated lightly or awarded merely on the basis of good fellowship. The award will be meaningful if bestowed only to those who, upon careful review and scrutiny, are found to have clearly earned it through faithful and outstanding service to the organization for five years or more. Failure to meet these strict requirements and high standards will destroy the purpose and meaning of the honor and will cause the request for HLM to be rejected. See Procedure for Policy 10 for specific details and requirements.

#### **Notes:**

**A member of SIR can receive an HLM award for exceptional and extraordinary service:**

- **within his branch, which is initiated by his Branch BEC and approved by the President, and/or**
- **at the State level, which is initiated by a member of the State Board, reviewed by the State Honorees Committee and recommended by them to the State Board and approved with a 2/3rds vote.**

**Should the recipient of a State awarded HLM have been awarded a Branch HLM previously, the Authority code in the State Database shall be changed from “BR” to “PP” (Past Presidents) or “SB” (State Board). ~~and the State HLM shall supersede and replace~~ The previously awarded Branch HLM shall no longer count against the Branch’s HLM limit.**

- b. Branch Charter Certificates – See Policy 44 - The State Board, **paragraph 'e'** and Bylaw 203.

- c. Presidential Awards - (use Form 6) Senior SIR, Super Senior Sir, Century Sir Certificates.

- d. President’s Appreciation Certificate - Past State Officers, Past State Committee Chairmen and Past Big Sirs are each presented with the President’s Appreciation Certificate for their service to SIR. The presentations to the State Officers and

Chairmen are done by the State President or his designee, and the presentations to the Past Big Sirs are done by the Area Governors. This Certificate is prepared by the State Certificates Chairman at the request of the President. The President may also contact the State Certificates Chairman to obtain any special certificate that he deems appropriate.

e. Certificate of Appreciation – A Branch Executive Committee may obtain a Certificate of Appreciation (Form 7) from the SIR Website and issue it to guest speakers, entertainers, or Branch members as he deems appropriate.

#### Procedure for Policy 10:

#### How to Process an HLM Award

#### PROCEDURES TO BE FOLLOWED BY THE BRANCHES:

- a. HLMs requested by a Branch are first recommended by a two-thirds vote of the Branch Executive Committee (BEC)
- b. Form 45 - Application for Honorary Life Membership and supporting documentation are then forwarded to the Area Governor and Regional Director for their approval **along with a formal letter describing the member's contribution and why this award is merited.**

**After receiving these approvals the application and supporting documentation is forwarded and a copy to the Chairman of the State Certificates Committee, who will monitor the progress of the approval process, before the form is presented to the State President for the final approval. Once this is complete the application is forwarded by the President to the Certificates Chairman for processing.**

#### **Notes:**

**The facts related in the formal letter describing the member's contribution should only concern SIR Branch service. Non-SIR activities and achievements are immaterial and will not be considered in determining the worthiness of an application.**

**If there is a vacant position in either the Area Governor or Regional Director position the officer filling the non vacant position shall approve both lines and then forward the application and supporting documentation to the President.**

- c. Upon completion of the processing the Certificates Chairman will mail the certificate along with Form 23A (HLM Badge Order Form) to the person named on the application form 'Mail To Line'.

**The Branch shall frame the certificate appropriately matted and order an official badge indicating that he is the recipient of the honor.**

- d. Approval of the Form 45 shall not result in the number of HLMs in a Branch with less than 100 members being more than two, or more than two percent of the total membership for a Branch with 100 or more active members, on the date of application.
- e. When an HLM is conferred upon a Branch member, he shall be presented with an appropriate **Honorary Life Member** certificate, provided by the **Certificates Chairman State Board**, which sets forth the facts on which the honor has been bestowed.

**Notes:**

**The Branch shall prepare the certificate appropriately matted and framed and order an official badge indicating that he is the recipient of the honor using the Official Badge Order Form 23A (provided by the Certificates Chairman with the HLM certificate).**

**The award ceremony should be at a Branch Luncheon, a Ladies Day event or another special Branch occasion. It adds a lot if the HLM is unaware that he is being honored, so keep this quiet. You should make every attempt to have the recipient's wife or partner present the badge to him; hiding in the wings and springing on him is great fun.**

**A picture of the event should be taken and included in the Branches monthly newsletter or bulletin.**

- e. The President or a present/past State Officer designated by the President **should be present for the presentation ceremony if possible.** shall present this ~~certificate and badge~~, although the Big Sir may recommend a person that meets ~~these qualifications~~ to the President.
- f. ~~The Branch shall provide the member with an official badge indicating he is a recipient of the honor and the certificate shall be appropriately matted and framed.~~

- f. In situations where the Branch has determined that the HLM can no longer attend or participate in branch functions, the BEC with two-thirds approval may request that the Area Governor approve assigning that member HLM Emeritus status so that he would no longer count toward the Branch's HLM limit. This Branch request shall be initiated by letter to the Area Governor over the Big Sir's signature outlining the circumstances that prompt the requested action including steps taken to contact the HLM. The Area Governor shall approve or disapprove the request by return correspondence with a copy to the State Certificates Chairman. If approved, the individual shall remain a member of that Branch and be reflected as HLM Emeritus in that Branch's and State Roster membership records.
- g. An HLM shall remain a member of his Branch until death, transfer, resignation or permanent relocation, but shall not be subject to attendance requirements.
- h. When a Branch-initiated HLM has been an HLM for at least 10 years he will automatically be elevated to Senior HLM in the Corporate HLM records and the State Roster, and he **will** no longer count toward ~~any~~ **the** Branch's HLM limit.

#### PROCEDURES TO BE FOLLOWED BY THE STATE **BOARD**

- i. A State HLM shall be awarded to each Past-State President **at the completion of his term.**
- ~~i. In addition, the State Board may, on its own initiative, with a two thirds vote of the State Board, award an HLM to other members, based on outstanding or exceptional service performed by a member at the corporate level of SIR.~~
- j. **The State Board may award a State HLM to a member based on outstanding or exceptional service performed at or for the State level of SIR. The State Honorees Committee shall review and recommend candidates to the State Board for a State HLM. A State Board member also may recommend a candidate to the committee. The State Board shall award a State HLM with a two-thirds vote.**
- ~~k. Should the recipient of the State awarded HLM have been awarded a Branch HLM previously, the Authority code shall be changed from "BR" to "PP"(Past Presidents) or "SB" (State Board) and the State HLM shall supersede and~~

~~replace the previously awarded Branch HLM and shall no longer count against the Branch's 2% maximum~~

I. The conferring of the **all HLMs** is reserved to the State Board.

**m. An HLM shall be permitted to transfer from one Branch to another. The HLM shall no longer be counted by either Branch in determining the number of HLMs authorized.**

#### ~~PROCEDURES TO BE FOLLOWED BY ALL~~

~~m. The recipient shall be presented the certificate specifying the facts upon which the honor has been bestowed in a matted and framed holder. The State shall also provide a distinctive lapel pin indicating the recipient has received the honor.~~

~~n. A member of SIR can only receive one HLM, either through his Branch or as a State-initiated action.~~

~~o. An HLM shall be permitted to transfer from one Branch to another. The HLM shall no longer be counted by either Branch in determining the number of HLMs authorized for it and shall not be counted in determining the number of HLMs authorized for each Branch.~~

~~Forms provided through the State are controlled by the INFOSYS SIR Forms Subcommittee. No creation or elimination of, or amendment to, such a form should be effected without it being first reviewed by the State SIR Forms Subcommittee.~~

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~~In case of disagreement, The State SIR Forms Subcommittee shall then submit the proposed form with its recommendations regarding the form to the State Executive Committee for approval.~~

~~The State SIR Forms Subcommittee is responsible for notifying form users when new forms are created or revised.~~

~~The user who completes a form is responsible for its distribution, in accordance with form instructions.~~

**(Revised 12/30/2021)**



#	Category Name	Action Items	SIR State Planning Action List	Priority
1	Member Growth	Increase the visibility of State and Branch volunteers with meaningful awards (Pin)		0
2	Org. Structure	Review, update and post on the website in SIR Leaders Guide how run a successful luncheon		0
3	Org. Structure	Change policy and bylaws on BEC staffing requirements		0
4	Org. Structure	Lengthen 'Term Limits' for branch leadership		0
5	Measures	Review and update "Building our Branches" list of categories which can be used by branch to measure branch success		1
6	Measures	Encourage State and branches to promote clear goals and develop 3 to 5 year plans		1
7	Member Growth	Encourage branches to reach out and recover lost members due to Covid-19		1
8	Member Growth	Encourage branches to restart all branch activities to attract new members		1
9	Member Growth	Encourage branches to restart all branch activities to give renewed meaning to members		1
10	Communications	Review success of Constant Contact emailings and suggest ways to improve it		1
11	Communications	Ask branch leadership to determine their preference for communication to all their members		1
12	Marketing	At the State level use Branding Guide to improve consistency, image and impact		1
13	Marketing	Help branches implement SIR Branding Guide to improve consistency, image and impact		1
14	Org. Structure	Review AG & RD reporting structure and forms for efficiency (requirements and workload)		1
15	Org. Structure	Review AG & RDs workload, requirements and redundancy		1
16	Org. Structure	Review forms currently required by state for legal requirements, importance and redundancy		1
17	Member Growth	Increase the visibility of State and branch volunteers with meaningful rewards, review Certificate programs for RD,AG, Big Sir		1
18	Marketing	Update Worthy Causes policy		1
19	Member Growth	Seek scientific research on interest of men age 50 to 70 and determine how to attract them		1
20	Org. Structure	Establish Chief Communication Officer (Feedback and survey indicate that both State and Branches need to improve Communications)		1
21	Org. Structure	Conduct an anonymous State Board self-assessment (meeting topics, frequency, efficiency)		1
22	Org. Structure	Establish Chief Marketing Officer (Branding and Marketing appear to be a full time job and more than volunteers can do)		1
23	Training	Develop an organization abuse program (policy, training, reporting) (Will clarify on 1/12)		1
24	Marketing	Train branches how to develop and maintain personal contacts with local leaders and editors		1
25	Marketing	Create SIR awareness through personal contacts at state and local levels		1
26	Marketing	Fully implement Public Image Project at State and local branches		1
27	Marketing	Encourage State and branches to publicize all branch activities in local media, newsletters and web.		1
28	Marketing	Encourage SIR members to wear SIR branded apparel in public		1
29	Marketing	Use social media (Facebook, Instagram, Nextdoor) to promote branch, area and region activities		1
30	Training	Develop annual training plan		1
31	Org. Structure	Encourage branches to clean their roster databases and submit regularly to State		2
32	Training	Review and Organize Training material on State Website to reduce redundancy		2
33	Communications	Ask branch leadership to determine their communication/training preferences from State		2
34	Communications	Ask branch leadership to determine clearness and relevance of State communications		2
35	Org. Structure	Review branch leaders job description for appropriateness and workload		2
36	Training	Suggest branches explore speaker training programs		3

**2022 DRAFT Budget - December 3, 2021**

Income		Proposed Budget	2021 Budget	2021 Actual + Expected	2020 VS. 2019	
					\$	%
<b>1100 Cash on Hand</b> (excess > \$14,000)		<b>\$4,000</b>	<b>\$18,823</b>	<b>\$18,823</b>		
<b>4000 Revenue</b>						
<b>4100 Pro Rated Assessments</b>	(assume 10,000 members on 1/1/2022)					
(reduce by 1% per Quarter) 1Q	<b>10000</b>	\$1.75	\$17,500	\$0.00	\$0	
4102 2Q	9900	\$1.75	\$17,325	\$17,325.00	\$19,884	
4103 3Q	9801	\$1.75	\$17,152	\$17,152.00	\$19,612	
4104 4Q	9703	\$1.75	\$16,980	\$0.00	\$0	
<b>Total</b>		<b>\$68,957</b>	<b>\$34,477</b>	<b>\$39,495</b>	<b>\$29,462</b>	<b>74.6%</b>
<b>4105 Annual Meeting Assessment</b>						
Branches (est. mid-2020)	100	\$0	\$0	\$0	\$0	
<b>4200 Special Donations - Other</b>		\$0	\$0	\$0		
<b>4300 Foreign Travel Receipts</b>		\$0	\$0	\$0	\$0	
<b>4400 Hardware Sales</b>		\$300	\$0	\$308	-\$8	
<b>4500 Interest</b>		\$30	\$60	\$30	\$0	<b>0.0%</b>
<b>4600 Other</b>						
4601 Branch Closing		\$500	\$5,000	\$1,678	-\$1,178	
<b>4700 Miscellaneous</b>					\$0	
<b>Total Income (budget)</b>		<b>\$73,787</b>	<b>\$58,360</b>	<b>\$60,334</b>	<b>\$13,453</b>	<b>22.3%</b>
<b>5000 Cost of Goods Sold</b>		<b>-\$300</b>	<b>\$0</b>	<b>\$0</b>	<b>-\$300</b>	
<b>Gross Income</b>		<b>\$73,487</b>	<b>\$58,360</b>	<b>\$60,334</b>	<b>\$13,153</b>	<b>21.8%</b>

Expenses		Proposed Budget	2021 Budget	2021 Actual + Expected	2020 VS. 2019	
					\$	%
<b>6000 - State Administration</b>						
<b>6010 Officer Expenses</b>						
6011 President Travel		\$700	\$700			
6012 Vice President Travel		\$700	\$700			
6013 Secretary Travel		\$450	\$450	\$38		
6014 Asst. Secty.		<b>\$0</b>	\$275			
6015 Treasurer Travel		\$450	\$450			
6016 Asst. Treas.		\$275	\$275			
6017 Ch Admin Off		\$425	\$425			
6018 State Advisor Travel		\$425	\$425			
<b>Total Officer Expense</b>		<b>\$3,425</b>	<b>\$3,700</b>	<b>\$538</b>	<b>\$2,887</b>	<b>84.3%</b>
<b>6020 State Office Expense</b>						
6021 Bank Fees		\$20	\$100	\$3		
6022 Supplies		\$800	\$800	\$1,000		
6023 Printing and Copies		\$400	\$400	\$400		
6024 Postage		\$400	\$400	\$400		
6026 Mileage		\$200	\$200	\$0		
6027 Web Site / Server		<b>\$1,350</b>	\$900	\$0		
6028 Software		<b>\$2,000</b>	\$3,500	\$1,641		
6029 State Taxes						
6030 CA Taxes (SI 100's)		\$1,400	\$1,000	\$1,340		
6030a RRF-1 for Attorney General						
6031 Disbursements to Branch						
<b>Total State Office Expense</b>		<b>\$6,570</b>	<b>\$7,300</b>	<b>\$5,000</b>	<b>\$1,570</b>	<b>23.9%</b>
<b>6100 Insurance</b>						
6110 Commercial						
6111 Directors and Officers						
6112 Foreign Travel Liability						
6113 Umbrella						
<b>Total Insurance</b>		<b>\$55,000</b>	<b>\$51,000</b>	<b>\$52,962</b>	<b>\$2,038</b>	<b>3.7%</b>
<b>6200 State Committees</b>						
6210 Audit		\$0	\$175			
6220 InfoSys		\$100	\$100			
6250 Nominating		\$0	\$200			
6260 Golf						
6270 Bowling						
6280 Bocce		\$0	\$250			
6290 Policies and Procedures		\$250	\$250			
6300 G&M		<b>\$0</b>	\$550			
6303 Mktg Collateral		\$500	\$500			
6303a WeAreSIR.com		<b>\$0</b>	\$1,000			
6304 "Doing My Part"		\$0	\$0			
6305 Zoomer Awards		\$0	\$700	300		
6309 Insurance		<b>\$100</b>	\$300			
6310 Training		<b>\$0</b>	\$425			
6311 RD/AG		<b>\$0</b>	\$200			
6330 (restart in 2020) RV		\$0	\$0			
6340 Travel		<b>\$0</b>	\$200			
6350 State Sports						
6351 Lodging and Meals		\$100	\$100			
6352 Mileage and Tolls		\$100	\$100			
6360 Public Image		<b>\$9,500</b>	\$9,500	\$5,250		
<b>Total Committee Expense</b>		<b>\$10,650</b>	<b>\$14,550</b>	<b>\$5,550</b>	<b>\$5,100</b>	<b>47.9%</b>
<b>6400 State Meeting Expense</b>						
6410 BS/AG/RD		<b>\$1,000</b>	\$1,000			
6411 Facility Rental						
6412 Lodging and Meals						
6413 Mileage and Tolls						
6414 Materials/Slides/Handouts					\$1,000	
6420 Board		<b>\$1,500</b>	\$1,500			
6421 Facility Rental						
6422 Lodging and Meals						
6423 Mileage and Tolls						
6424 Materials/Slides/Handouts					\$1,500	
6430 Annual		<b>\$0</b>	<b>\$0</b>			
6431 Facility Rental						
6432 Lodging and Meals						
6433 Mileage and Tolls						
6434 Materials/Slides/Handouts						
6435 Branch Awards		<b>\$1,000</b>	\$1,000		\$0	
<b>Total State Meeting Exp</b>		<b>\$3,500</b>	<b>\$3,500</b>	<b>\$0</b>	<b>\$3,500</b>	
<b>6500 Region Expenses</b>						
Region 1		<b>\$750</b>	\$1,000	\$0		
6501 Facilities						
6502 Lodging & Meals						
6503 Mileage & Tolls						
6504 Copy & Printing						
6505 Supplies						
6506 Miscellaneous						
Region 2		<b>\$750</b>	\$1,000	\$197		
6501 Facilities						
6502 Lodging & Meals						
6503 Mileage & Tolls						
6504 Copy & Printing						
6505 Supplies						
6506 Miscellaneous						
Region 3		<b>\$750</b>	\$1,000	\$42		
6501 Facilities						
6502 Lodging & Meals						
6503 Mileage & Tolls						
6504 Copy & Printing						
6505 Supplies						
6506 Miscellaneous						
Region 4		<b>\$750</b>	\$1,000	\$78		
6501 Facilities						
6502 Lodging & Meals						
6503 Mileage & Tolls						
6504 Copy & Printing						
6505 Supplies						
6506 Miscellaneous						
Region 5		<b>\$750</b>	\$1,000	\$0		
6501 Facilities						
6502 Lodging & Meals						
6503 Mileage & Tolls						
6504 Copy & Printing						
6505 Supplies						
6506 Miscellaneous						
<b>Total Region Expenses</b>		<b>\$3,750</b>	<b>\$5,000</b>	<b>\$317</b>	<b>\$3,433</b>	
<b>Contingency</b>		<b>\$0</b>				
<b>Total Expenses (budget)</b>		<b>\$82,895</b>	<b>\$85,050</b>	<b>\$64,367</b>	<b>\$18,528</b>	<b>22.4%</b>

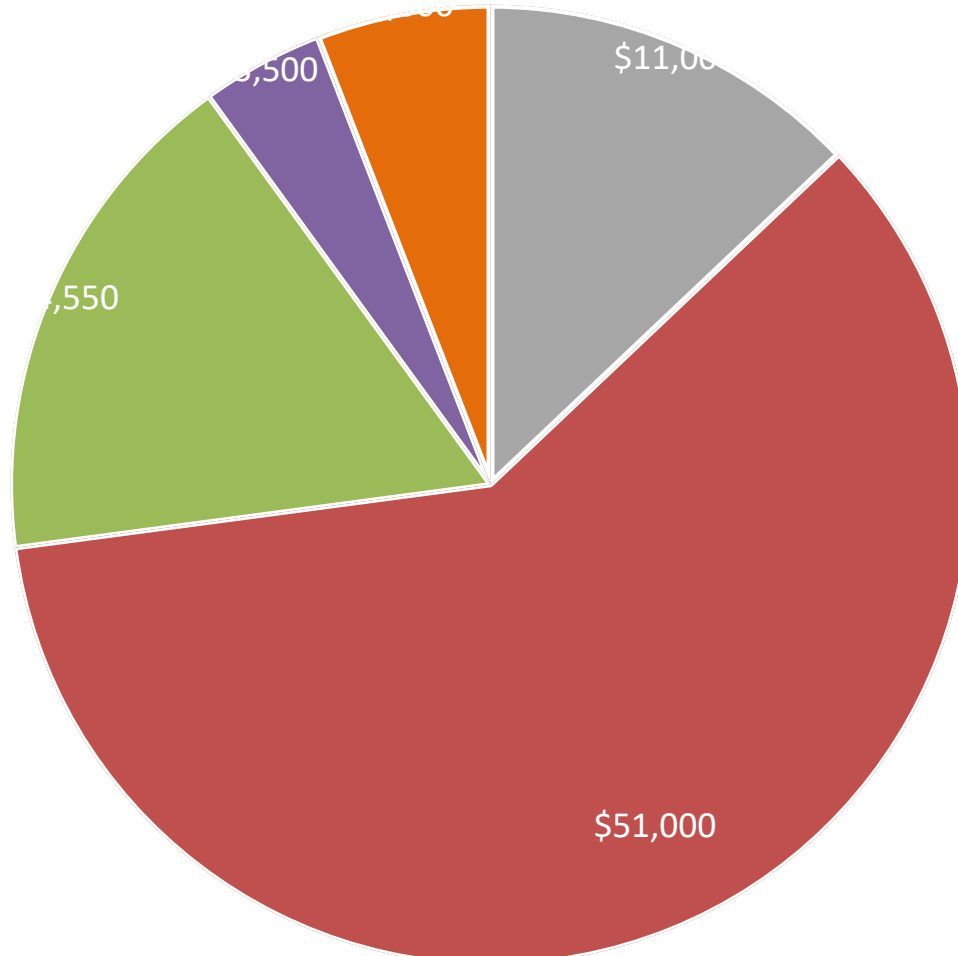
<b>Net Income / Deficit</b>		<b>-\$9,408</b>		<b>-\$4,033</b>		
<b>Projected Bank Balance 12/31/2022</b>		<b>\$4,592</b>				





Expenses	\$85,050
Admin	\$11,000
Insurance	\$51,000
Committees	\$14,550
State Mtgs	\$3,500
Regions	\$5,000

# 2021 Budget Allocation



- Admin
- Insurance
- Committees
- State Mtgs
- Regions