



SIR STATE BOARD OF DIRECTORS MEETING

Conducted via Electronic Video Conference (Zoom)
The Meeting Was Recorded
3:00 p.m. Thursday, July 27, 2023

Board Members Present:

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

Others Present:

Derek Southern – Advisor
Stu Williams – Parliamentarian
Jack Reefer – Area 4 Rep.
Dick Watson – Area 5 Rep.
Bob Nadell – Area 10 Rep.
Phil Thomas – Area 11 Rep.
Foster Kinney – Area 13 Rep.
Fred Serena - Area 15 Rep.
Ed Toews – Big Sir, Sonora Branch 136

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

Opening & Verification of Quorum: Quorum confirmed, and Dave Gonzales called the meeting to order.

Installation of Richard Provost:

Dale Decker installed Richard Provost as Area Representative 18, becoming a member of the Board of Directors.

Consent Calendar:

Motion by Rich Carlston, seconded by Dale Decker, to approve the Consent Calendar and the motions contained therein. Motion passed unanimously. The motions included were:

1. "It is moved that the Minutes of the June 22, 2023, Board of Directors Meeting are approved." See, Exhibit A.
2. "It is moved that the June Financial Reports are approved." See, Exhibit B.

Announcements:

1. Dave announced that the Annual Meeting will be held on August 31, 2023, at 1 pm via Zoom. He noted that the Area Representatives will be asked to follow up with each of the Big Sirs and Little Sirs in their area to ensure attendance.
2. Dave reminded everyone of the importance of Founders Day, July 23, 2023. It was the 65th Anniversary of the creation of SIR.

New Business:

1. New Report Program for Form 27 Data. Dale, Derek and Andy presented the Proposed Report that is intended to replace current Form 27. The new report is yet to be named but it was suggested that it may be called the "Membership Status Report."

Derek presented a current draft of the report which will include (i) Branch number, (ii) area number, (iii) membership at the start of the quarter, (iv) the number of new members, (v) the number of members that left, and (vi) how many new potential new members attended an event. This is the information required by State SIR.

Derek demonstrated how the data, once input, will be uploaded into a searchable Google Sheet, which could be accessed by Area Representatives and other leaders.

There followed a substantial discussion about (i) the proposed draft, (ii) what additional, if any, should be included and (iii) how the system will work.

Derek explained that Form 27 will not be eliminated because Branches may wish to continue to use the form for their own management purposes.

Andy led a discussion on the objectives of the new report to minimize the workload for branches. He further suggested consideration of graphing the data over an extended period to better identify trends.

Dale will be setting up a meeting with the Area Representatives and other relevant people, to discuss the proposed report and what, if any, additional information should be included to assist the ARs.

While no vote was taken relative to the new report, those present supported its finalization. Derek suggested an announcement be made at the Annual Meeting.

2. New Report Program for Form 28.

During the discussion on the replacement of replace Form 27, Roy suggested the possibility of replacing Form 28 through a similar approach. Significant discussion followed about the benefit to the branches as well as the feasibility of such a new report.

Dave will appoint members to a select committee to consider the feasibility of a new such report. Roy will be appointed to lead that committee, which will prepare a report for a future meeting of the Board of Directors.

3. Revision and Updating of the State SIR Website.

Andy discussed the new revisions that have been made to the State SIR Website. He explained that one of the reasons for the changes was to create a Public Website that would be more inviting and provide more information about SIR to members of the public who may reach the website. For the information pertinent to members, they can find it by clicking on a member's page tab on the new home page.

Andy also discussed a location intended to include all of the marketing materials for SIR.

A copy of the PowerPoint used by Andy during his discussion is attached as Exhibit C.

4. Golden Gate Fields Activity.

Stu announced that Lee Moy is putting together a day at Golden Gate Fields. To secure the program, a \$1,000 deposit is required by Golden Gate Fields, which corresponds to 50 attendees. Included within the program will be parking, a special seating section, and a buffet. It was discussed that members and their spouses should attend.

Stu requested the Board to authorize a payment of the \$1,000 deposit from SIR funds with the understanding that it would be repaid from the ticket sales to the event.

Dale moved, seconded by Andy, as follows:

Motion: “It is moved that \$1,000 be advanced by State SIR to pay the deposit for the Golden Gate Fields activity.” Motion passed.

5. Dave continued the following to the next Board Meeting, requesting that reports be prepared and distributed before then:

From New Business: The State HLM Award Process – Derek and Stu

From New Business: The Recipe Card Status Report

From Old Business: The Organizational Chart Update – Andy

Old Business:

1. Annual Meeting Agenda and Needed Support.

Dave and Dale will meet next week to finalize the agenda for the Annual Meeting. Next year’s officers and directors will be elected. The slate of proposed changes to the By-Laws and Policies and Procedures will be voted on. Dale has a tentative list of speakers and presentations.

The Agenda will need to be distributed by August 1, 2023, 30 days before the Annual Meeting.

Dave summarized several milestones which have been reached this year:

- The development of the Member Status Report
- The update of the State SIR website
- The conclusion of the question of whether SIR will allow women to become members.

A brief review of the goals from the beginning of the year was discussed with the belief that they have been accomplished. Roy expressed it as follows: We have tried to accomplish the goals and it is up to the Branches to determine if we have succeeded.

Roy inquired whether Dale needs some assistance with the zoom presentation or any other aspect. After discussion, Dale asked Andy, who has previous experience, to manage the presentation.

Derek raised the desire to have certain changes made to the number of HLM awards and DSA awards that can be issued. It was suggested that the increase in the number of HLM and DSA awards that was approved in this meeting be mentioned at the Annual Meeting. He presented a chart designed to provide clarity on the number of HLM awards available to a branch based on the number of branch members, which increases the number of awards. His second chart related to DSAs. It also provides clarity as to the number of awards that a branch can award based on membership size. It also increases the number of awards that will be available.

After significant discussion of the need to increase the awards and how it could be done, Lee Lamp made the following motion, which was seconded by Dale:

Motion: “It is hereby moved that the two new tables regarding the award of the State HLM Award (Exhibit D) and the DSA award (Exhibit E) are approved and adopted, and that the language of Policy 10 be updated and revised by the charts as well as any other necessary language in the SIR Policy and Procedures required to implement the same.”

The motion passed.

It was suggested that the Agenda for the Annual Report be discussed with the Ars at their August meeting. The ARs want to have a in-person meeting in Manteca. It may need to be hybrid for ARs who don't want to travel that distance.

Meeting Adjourned

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.¹

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.

¹ 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.

EXHIBIT B

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

Total Income

Cost of Goods Sold

5000 - Cost of Goods Sold

Gross Profit

	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
	37	150	187
	39,160	38,374	77,461

Expense

6000 - State Administration

6010 - Officer Expenses

6020 - State Office Expenses

6033 - Donations

Total 6000 - State Administration

6100 - Insurance

6200 - State Committees

6210 - State Audit Committee

6220 - Infosys Committee

6260 - Golf Committee

6300 - Growth & Membership Com

6309 - Insurance Committee

6350 - State Sports Activities

6200 - State Committees

6400 - State Meetings

6500 - Area Representative Exp

6998 - Miscellaneous

Total Expense

	290	1,466	1,756
	4,821	5,291	10,112
	1,200		1,200
	6,311	6,757	13,068
	24,312	26,055	50,368
	-		
	-		
	-	100	100
	-	900	900
	368	1,140	1,508
	-		
	0	200	200
	368	2,340	2,708
	1,175	-	1,175
	952	1,980	2,932
	939	-	939
	34,057	37,132	71,189

Net Income (Loss)

	5,103	(442)	4,661
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EXHIBIT B

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)
79,198	(1,737)

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)
79,620	(45)

(522)	5,183
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EXHIBIT B

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				
Income							
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)
Total 4100 · Pro Rated Assessment	36,631	35,372	72,003	74,868			(2,865)
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)
Total 4600 · Other	2,493	2,002	3,542	4,000			(458)
Total 4000 · Revenue	39,123	38,524	77,647	79,498			(1,851)
Total Income	39,123	38,524	77,647				
Cost of Goods Sold							
5000 · Cost of Goods Sold							
5104 · Postage for Sales Deliveries	37	0	37				
5000 · Cost of Goods Sold - Other		150	150	300			(150)
Total 5000 · Cost of Goods Sold	37	150	187	300			(113)
Total COGS	37	150	187	300			(113)
Gross Profit	39,160	38,374	77,461	79,198			(1,737)
Expense							
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
Total 6010 · Officer Expenses	290	1,466	1,756	2,950			1,194
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)
Total 6020 · State Office Expenses	6,021	5,311	11,332	10,870			(462)
Total 6000 · State Administration	6,311	6,777	13,088	13,820			732
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				
Total 6100 · Insurance	24,312	26,055	50,368	57,000			6,632

EXHIBIT B

6200 · State Committees					
6210 · State Audit Committee					
6212 · Mileage & Tolls	-	-	-		
Total 6210 · State Audit Committee	-	-	-	100	100
6220 · Infosys Committee	-	100	100	100	0
6260 · Golf Committee	-	900	900	2,000	1,100
6300 · Growth & Membership Committee					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
Total 6300 · Growth & Membership Committee	368	1,140	1,508	1,500	(8)
6309 · Insurance Committee					
6350 · State Sports Activities					
6351 · Lodging and Meals	-	100	100	100	-
6352 · Mileage and Tolls	-	100	100	100	-
Total 6350 · State Sports Activities	-	200	200	200	-
Total 6200 · State Committees	368	2,512	2,708	3,900	1,192
6400 · State Meetings					
6410 · BS-AG-RD Meeting	1,175	-	1,175	1,000	(175)
Total 6400 · State Meetings	1,175	-	1,175	1,000	(175)
6500 · Area Representative Expense					
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
Total 6500 · Area Representative Expense	952	1,980	2,932	4,000	1,068
6998 · Miscellaneous	939	-	939		939
Total Expense	34,057	38,816	72,717	79,720	(6,847)
Net Income	5,103	(442)	4,661	(522)	5,183

EXHIBIT 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

	@ Jun '23	@ Jun '22	Change
1100 - Citibank Checking	7,609.27	13,925.56	(6,316.29)
1130 - CitiBank IMMA		40,423.08	(40,423.08)
1140 - Citibank Insurance Reserve		20,526.80	(20,526.80)
1170 - BofW Checking	4,672.37		4,672.37
1175 - BofW Money Market	60,998.99		60,998.99
Total Checking/Savings	73,280.63	74,875.44	(1,594.81)
Accounts Receivable			
1200 - Accounts Receivable	230.94	0.00	230.94
Total Accounts Receivable	230.94	0.00	230.94
Other Current Assets			
1499 - Undeposited Funds		2,749.25	(2,749.25)
Total Current Assets	73,511.57	77,624.69	(1,363.87)
TOTAL ASSETS	73,511.57	77,624.69	(1,363.87)

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

2000 - Accounts Payable	1,293.84	1,037.80	256.04
Total Current Liabilities	1,293.84	1,037.80	256.04
Total Liabilities	1,293.84	1,037.80	256.04
Equity			
3000 - Opening Bal Equity	70,375.08	70,375.08	
3200 - Retained Earnings	(2,070.23)	7,147.87	(9,218.10)
Net Income	3,912.88	(936.06)	4,848.94
Total Equity	72,217.73	76,586.89	(4,369.16)
TOTAL LIABILITIES & EQUITY	73,511.57	77,624.69	(4,113.12)

EXHIBIT B

Percent
(45.36%)
(100.0%)
(100.0%)
100.0%
100.0%
(2.13%)
100.0%
100.0%
(100.0%)
0.98
0.98

24.67%
24.67%
24.67%
(128.96%)
518.02%
(5.71%)
(5.3%)

0.00

EXHIBIT B

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

	Actual	Projected		Original Budet	Projected Variance
	Jan to Jun	Jul to Dec	End of Yr		
Income					
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
Total Income	39,123	38,524	77,647	79,498	(1,851)
Cost of Goods Sold					
5000 - Cost of Goods Sold	37	150	187	300	(113)
Gross Profit	39,160	38,374	77,461	79,198	(1,737)
Expense					
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)
Total 6000 - State Administration	6,311	6,757	13,068	13,820	752
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
Total 6200 - State Committees	368	2,340	2,708	3,800	1,092
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)
Total Expense	34,057	37,132	71,189	79,620	(45)
Net Income (Loss)	5,103	(442)	4,661	(522)	5,183

EXHIBIT B

Sons In Retirement, Incorporated

Income & Expense Budget vs. Actual - 2023

January through December 2023

9:34 AM
July 5, 2023
Cash Basis

	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

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

	Jan - Jun 23	Budget	\$ Over Budget
Expense			
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		

EXHIBIT B

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

9:34 AM
July 5, 2023
Cash Basis

	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)
Total 6100 · Insurance	24,312.17	27,930.00	(3,617.83)
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)
Total 6300 · Growth & Membership Committee	367.96	744.00	(376.04)
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)
Total 6350 · State Sports Activities		200.00	(200.00)
Total 6200 · State Committees	367.96	2,154.00	(1,786.04)
6400 · State Meetings			
6410 · BS-AG-RD Meeting	1,174.74	1,000.00	174.74
Total 6400 · State Meetings	1,174.74	1,000.00	174.74

EXHIBIT B

Sons In Retirement, Incorporated

Income & Expense Budget vs. Actual - 2023

January through December 2023

9:34 AM

July 5, 2023

Cash Basis

	<u>Jan - Jun 23</u>	<u>Budget</u>	<u>\$ Over Budget</u>
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)
	<u>952.10</u>	<u>2,020.00</u>	<u>(1,067.90)</u>
Total 6500 · Area Representative Expense			
6998 · Miscellaneous	938.63		
	<u>34,057.04</u>	<u>40,167.00</u>	<u>(6,109.96)</u>
Total Expense			
Net Ordinary Income	5,029.71	5,715.37	(685.66)
Net Income	<u>5,029.71</u>	<u>5,715.37</u>	<u>(685.66)</u>

EXHIBIT B

Sons In Retirement, Incorporated

Income & Expenditures Prev Year Comparison Detail

January through December 2023

9:32 AM
July 5, 2023
Cash Basis

	Jan - Jun 23	Jan - Jun 22
Ordinary Income/Expense		
Income		
4000 · Revenue		
4100 · Pro Rated Assessment		
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
	36,626.00	41,867.91
Total 4100 · Pro Rated Assessment		
4300 · Foreign Travel Fees (Rule 369)	648.00	
4400 · Hardware Sales	290.00	375.50
4500 · Interest Inc	19.90	3.21
4600 · Other		
4601 · Branch closing	1,539.56	6,864.58
4603 · Deposit Error		1.00
	1,539.56	6,865.58
Total 4600 · Other		
Total 4000 · Revenue	39,123.46	49,112.20
Total Income	39,123.46	49,112.20
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5100 · Hardware Purchase		4,610.00
5104 · Postage for Sales Deliveries	36.71	
	36.71	4,610.00
Total 5000 · Cost of Goods Sold		
Total COGS	36.71	4,610.00
Gross Profit	39,086.75	44,502.20

EXHIBIT B

Sons In Retirement, Incorporated

Income & Expenditures Prev Year Comparison Detail

January through December 2023

9:32 AM
July 5, 2023
Cash Basis

	Jan - Jun 23	Jan - Jun 22
Expense		
6000 · State Administration		
6010 · Officer Expenses		
6011 · President - Travel	235.02	
6012 · Vice President - Travel	55.12	
6018 · State Advisor-Travel		
6018a · State Parliamentarian - Travel		138.60
Total 6018 · State Advisor-Travel		138.60
Total 6010 · Officer Expenses	290.14	138.60
6020 · State Office Expenses		
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
Total 6020 · State Office Expenses	4,846.30	9,361.17
Total 6000 · State Administration	5,136.44	9,499.77
6033 · Donations	1,200.00	
6100 · Insurance		
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
Total 6100 · Insurance	25,404.00	26,477.66

EXHIBIT B

Sons In Retirement, Incorporated

Income & Expenditures Prev Year Comparison Detail

January through December 2023

9:32 AM

July 5, 2023

Cash Basis

	Jan - Jun 23	Jan - Jun 22
6200 · State Committees		
6300 · Growth & Membership Committee		
6301 · Lodging & Meals	251.76	
6302 · Mileage & Tolls	116.20	
	<hr/>	<hr/>
Total 6300 · Growth & Membership Committee	367.96	
6360 · Public Image		8,075.00
	<hr/>	<hr/>
Total 6200 · State Committees	367.96	8,075.00
6400 · State Meetings		
6410 · BS-AG-RD Meeting	1,174.74	
	<hr/>	<hr/>
Total 6400 · State Meetings	1,174.74	
6500 · Area Representative Expense		
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/>
Total 6510 · Branch Officer Training		251.07
6500 · Area Representative Expense - Other	488.78	
	<hr/>	<hr/>
Total 6500 · Area Representative Expense	952.10	1,373.83

EXHIBIT B

Sons In Retirement, Incorporated

Income & Expenditures Prev Year Comparison Detail

January through December 2023

9:32 AM
July 5, 2023
Cash Basis

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

EXHIBIT C

SIR Marketing

Website Work in Progress

- Create Public Website (wearesir.org now sirinc.org)
 - Improve “Global Search Hit” probability
 - Promote SIR’s Marketing Message
- Reorganize Member Website (sirinc.org/member)
 - Highlight key messages to branch members
- Create Marketing Page for marketing material
 - All branch available marketing material



EXHIBIT D

HLM Award proposal

Branch membership	Midpoint membership	Current HLM Policy	Current % at midpoint	Proposed HLM policy	Proposed % at midpoint	
0-49	25	2	8.0%	1	4.0%	
50-99	75	2	2.7%	2	2.7%	
100-149	125	2	1.6%	3	2.4%	
150-199	175	3	1.7%	4	2.3%	15% of all branches
200-249	225	4	1.8%	5	2.2%	
250-299	275	5	1.8%	6	2.2%	
300-349	325	6	1.8%	7	2.2%	
350+	375	7	1.9%	8	2.1%	

Note: Current Policy limits HLMs to 2% of Membership for Branches with 100 or more members

EXHIBIT E

DSA Award proposal

Branch membership	Midpoint membership	Current DSA Policy	Current % at midpoint	Proposed DSA policy	Proposed % at midpoint
	0-49	37	2	5.4%	2
				5.4%	
50-74	62	3	4.8%	4	6.5%
75-99	87	4	4.6%	6	6.9%
100-125	112	5	4.5%	8	7.1%
125-149	137	6	4.4%	10	7.3%
150-174	162	7	4.3%	12	7.4%
174-199	186	8	4.3%	14	7.5%
200-224	212	9	4.2%	16	7.5%
225-249	237	10	4.2%	18	7.6%
250-274	262	11	4.2%	20	7.6%
275-299	286	12	4.2%	22	7.7%
300-325	312	13	4.2%	24	7.7%
325+	337	14	4.2%	26	7.7%

15% of all branches

Note: Current Policy limits DSAs to 4% of Membership for Branches with 100 or more members