



Minutes

Sons In Retirement State Board Meeting

Veteran's Building



Tuesday, January 18, 2011

Present at the Board Meeting:

Officers

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

State Board Members

1 Alan Harvey
 2 Ralph Lingis
 3 Neil Mayo
 4 Bobbie Hairston
 5 John Mason

Regional Directors

6 Dean Steichen
 7 Richard Kabanek
 8 John Levis
 9 Richard Dettmer
 10 Donald Davis

Other Invited Participants & Representatives of State Committees

Jim Donovan, Buck Kendrick, Dwight Sale - Past Presidents; Bill Short – Chaplin; Dwight Sale – State Advisor & Information Systems; Bill Lewis - Meeting Arrangements; Walter Schick – Publicity & Tools; Gary Pelton – Rules; Gene Drennan – Golf; Larry Garvin – Travel; Buck Kendrick – Nominating; Harry Hubinger – Growth & Membership; John Thomason – Insurance; Mike Berry - 2010 State Treasurer

Call to Order

President Robert Mannell called the meeting to order at 9:33AM.

Chaplain Bill Short led the Invocation

President Bob Mannell led the Pledge of Allegiance

Secretary Eckart Sellinger confirmed there was a Quorum present.

President Bob Mannell covered the few agenda changes; welcomed everyone to the meeting; thanked Bill Lewis for the location and room for this meeting.

President Bob Mannell asked the November 9, 2010 Board meeting minutes be approved. MSP (Motion made, Seconded, and Passed) to approve the minutes from the last Board meeting.

Gus Lopez was installed as 2011 Treasurer for SIR by President Bob Mannell.

Officer Comments

Introductory Comments: President Bob Mannell indicated there will be continued emphasis on membership recruitment and retention this year and on the use of the Monthly Branch Membership Report (Form 27) and the Big SIR Quarterly Membership written report. He wants to encourage more Branch and Area wide activities to make SIR more attractive to current and new members. Bob said management of SIR is a team effort and not up to just one person indicating all 16 Board Members have the combined leadership responsibility. He said he

encourages and will listen to any ideas the Board members have to offer. He is looking for an appropriate “tag line” for SIR for 2011 so please offer your suggestions.

Vice President Jim Stedman indicated his priorities for this year are to support President Bob Mannell, to continue his work as Chairman of the Training Committee, and to continue his effort on recruitment and retention of members.

Secretary Eckart Sellinger thanked those who provided their Board Meeting handouts ahead of time electronically and indicated this will be the norm for future meetings. He also asked the Regional Directors to remind their Branches the 2011 Branch Rosters are to be to him by the end of February and all having to be paper based – no electronic versions.

Treasurer Gus Lopez commented on the quarterly pro-rata process and requested Branches not seal their payment envelopes so tightly as it makes it very difficult when opening 150 plus taped envelopes each quarter.

Past Treasurer (2010) Mike Berry provided a recap of 2010 referring to the handouts he prepared for the meeting. In summary, he indicated the financial data at the State level shows a continuing decline in Revenue due to fewer members, the recession causing Bank Interest to be lower and fewer members traveling overseas reducing the Foreign Travel fee income. The loss in revenue is offset by reductions in Insurance expense due to a lower membership.

Assistant Secretary Charles Moss said he and 2010 Assistant Secretary Hal Stephens will be meeting on the 27th of this month and will complete the transfer of records and processes at that time.

Assistant Treasurer Karl Ryden said he needs the Branch Audit reports by the end of February as he uses them in the branch balancing process. He discussed the Form 28 process and the need for Branches to submit them to him by the 10th of the following month – no exceptions. Remember, they can be submitted prior to BEC review and can be changed later if needed. However, if the information on Form 28 is changed, the Branch must tell Karl of the change. 25 Branches changed their 28's without notifying Karl causing a lot of extra work.

Old Business

Area 21 Probation Status Report - Area Governor Gary Pelton provided a comprehensive report indicating success in a very difficult situation. The six Branches were not meeting SIR Rules & Guidelines and basically doing what they wanted regardless of SIR policies. He said they are all now meeting SIR requirements. He had a good Training Meeting where all the Branches were represented by 14 officers and the training session was led by Training Chairman Jim Stedman focusing on the recruitment and retention processes. At the end of Gary's presentation, Jim Stedman added a few comments on his observations and suggested Directors and Area Governors need to continue to make sure all Branches throughout SIR comply to SIR Rules, etc.

IRS Form 990 & CA Tax Board Form F199 – 2010 Treasurer Mike Berry indicated these forms are to help validate SIR is not using our monies inappropriately. With the great help of the Information Systems Chair, Dwight Sale, he filed a separate IRS 990 for each Branch last September. Now the CA. Franchise Tax Board is requiring the same with FTB 199 starting this year. Mike has asked both the IRS and CA. FTB for a better process rather than filing 150 plus forms to each of them. Main point is the Branches do not have to do anything as the SIR State has/will cover all this type of need.

2011 Meeting Arrangements – Bill Lewis indicated we will use this facility (Veterans Building) for all of our meetings this year as well as the annual Training Session and Annual Corporate meeting.

January 26, 2011 Committee Reports

Nominating Committee – Chairman Buck Kendrick recapped his progress on finding candidates for 2012 State positions. He said it is all of our responsibility to help identify worthy candidates for State jobs and to let him know who to consider. He said if someone doesn't like how things are done to step up and apply for a job. Rule 178 has prerequisites for jobs. He asked incumbents to let him know if they are interested in continuing in their position for 2012 soon as they can.

Information Systems – Chairman Dwight Sale provided a one page status write up for all to have. He needs more help with different aspects of the SIR Data base and asked for volunteers to contact him. One major objective this year is to finish updating the SIR Database Manual which has 30 Chapters and 40 Appendixes. He also commented on the effort to use the Data Base to help file each Branches Form 100 that includes 20+ questions for each Branch. He encouraged the Branches to hold elections for 2012 on time and to make sure the Form 20 is filed soon as possible for the 2012 Branch leaders.

Rules – Chairman Gary Pelton referred to his handout documenting last weeks Rules Committee meeting. He said his intent is to have face to face Rules Committee Meetings and not try to complete their business using e-mail as many of the tasks are complex and need more discussion than can be accomplished via e-mail. He proposed changes to Rules 180 & 181 pertaining to branch secretarial duties: MSP. He proposed changes to RV Rule 585 but based on discussion it was determined it need to be sent back to Rules Committee for further work. Gary presented new Short Bus Trip Forms 46, 47, & 48 (replacing 52, 55, 55A) which required no Rule changes: MSP.

Growth & Membership – Chairman Harry Hubanger said they will be making several presentations during this year on their work to interested SIR groups. He indicated they are focusing on current “Social Networking” Web sites for information and recruiting of SIR like Wikipedia, U-Tube, Face Book, etc.

Publicity & Tools – Chairman Walter Schick is in need of an additional member for his committee who has a professional background in “publicity”. During his presentation he referred to items found in his four page handout to the Board. Walter requested approval to spend \$200 for an ad in the Over 50 Magazine – MSP. He talked about their continued effort enhancing their SIR Website section with proven ways of good practices for Branches to use or follow. He discussed the development and use of Area Contact Roster to improve sharing between Branches.

Insurance – Chairman John Thomason indicated he will be meeting next month with our broker to renew our insurance which starts again March 1st. He discussed our liquor liability and asked the Directors to ascertain if there is any instance of a Branch having a contractor furnishing or selling alcoholic beverages as he believes there are no such cases. John also discussed his committee's belief that caterers should provide Certificates of Insurance to them naming SIR as an additional insured but no action on this was taken at this time.

Certificates – Chairman Jim Donovan recapped 2010 certificate activity as follows: 327 Senior/Super Senior/Century certificates issued; 38 Honorary Lifetime Members; 264 Certificates of Appreciation. He also noted that at this time there are 18 Branches that have NO HLM's and every Branch, regardless of size, has a minimum of two openings for HLM's. There are 36 Branches that have no Senior/Super Senior/Century awards. He emphasized how important member recognition is to our success. He pointed out that lower case “v's” look like “b's” on the certificates so check closely before returning them thinking there is a spelling error in a name.

Training/Membership – Training Chairman Jim Stedman pointed out the significant decline in membership loss last year due to efforts started in 2008 by lifting Branch maximum member limits, continued in 2009 getting a good understanding of the problem, and introduction of basic leadership methods of setting and measuring

goals. The introduction of Form 27 and quarterly Big SIR reporting on membership was also introduced last year. He indicated 88 Branches are reporting using Form 27 and his goal for this year is to get 100% of the Branches reporting using Form 27. If any Branch is having trouble getting started with Form 27, please call him and he will assist in that process.

His Training Committee continues to focus on organizational leadership and administrative management. This years training will be October 18 and will include 2012 Big SIR's, Area Governors, Regional Directors, and State Officers.

Travel – Chairman Larry Garvin said they have finished updating the Travel Agency documents and sent their Travel Newsletter to Branch Travel Chairmen. They intend to post approved travel agencies on the SIR Website soon.

Golf – Chairman Gene Drennan presented the 2011 Statewide Golf Schedule for Board approval of activities with dates on or about those shown on the schedule he distributed. – MSP. He discussed some of the concerns with having Corporate Sponsors for local golf outings and will submit his suggestions to the Rules Committee relating to Rule 13 for consideration.

Bowling – President Bob Mannell presented the 2011 State Bowling Tournament schedule and requested approval for the activities on or about the dates shown on the schedule - MSP. He indicated the Committee is still looking for a tournament location and sponsor for the May 16-18 Annual State Tournament.

New Business

Branch 40 – President Mannell described the situation with the actions of the Treasurer of a Branch not following SIR Rules. He indicated the need for the State to further investigate this situation and take action based on Rules 105-108 (termination, expulsion, suspension). He asked for the Board to show a “Vote of Confidence” relating to this situation and received the Boards support. He asked the Executive Committee to stay after this meeting for further discussion.

Regional Directors Reports

Region 1 – Alan Harvey provided a handout for his presentation and said one of nine Branches showed positive growth last year. He feels the number of inactive members is very high in the Branches. Much time was spent promoting State goals. He indicated the Branches are unclear as to the role of the State and the State is perceived as a problem vs. helper to the Branches. Branch training is complete. He is having trouble finding an Area Governor for Area 26.

Area 2 – Ralph Lingis recapped each of his Branch membership results for last year. He is concerned with the loss of members in the Placerville area and believes it's because the location isn't attractive to seniors locating to this area. He believes one of the Branches with 23 members and the same Big SIR for the last 5 years will close or merge this year.

Region 3 – Neil Mayo said his Region spans a large area (Yosemite to Stockton) with 26 Branches and about 3,100 members. He indicated they face a myriad of problems such as “reserved seating” related issues and Branches not being aware of the value the State has to offer them.

Region 4 – Bobbie Hairston said his Region has 9 Branches in 3 Areas from Napa to Lake County. Branch training is over with all Branches being trained at the same time. He had a very upbeat training meeting with good response. He tries to make all the Branch BEC meetings to stay visible and involved.

Region 5 – John Mason provided a brief look at his Region made up 2 Areas, 11 Branches and about 1,403 members from San Jose to Mountain View. His biggest challenge is to find an Area Governor for Area 16.

Region 6 – Dean Steichen reported his Region has 4 Areas and 20 Branches with 3 new Area Governors. His 2011 goals include more growth and fewer losses, timelier reporting, adding 1 new activity for Branches with less than 5 activities, and more recognition for Branch members doing the work. Training in his Region ranged from groups at the Area level to individual Branch training. A major concern is seniors are not retiring in the Richmond corridor areas.

Region 7 – Richard Kabanek has 4 Areas (3 new Area Governors), 22 Branches ranging in size from 63 to 205 members in the San Jose, Santa Cruz, and Monterey area. Last year they lost 84 members but 8 Branches reflected increased membership. 6 Branches are the key to the Regions losses. His goal for this year is to reduce the losses to zero.

Region 8 – John Levis Region covers Modesto to Fresno to Bakersfield (very long distance from one end to the other). He has 3 excellent Area Governors with good experience who are holding their own on membership. He indicated the change in Bus rules for one day trips really helped his Branches offer more trips.

Region 9 – Richard Dettmer Region is the Yuba City/Auburn area consisting of 2 Areas, 10 Branches, and about 1,500 members. 8 Branches achieved 10% new members.

Region 10 – Don Davis has 7 Branches from South Marin to Sonoma counties with about 525 members. Branches range in size from 60 to 140 members. He indicated they had excellent Branch training done at the Area level and continue their focus on increasing membership and better Form 27 reporting.

Concluding Remarks and Closing

President Bob Mannell indicated the results of the current audit of SIR Treasury and Bowling will be available tomorrow. He is very pleased with the consistency of goals in the Regions such as the 10% Membership goal. He asked we keep in mind that we should do what we do in our jobs for the overall benefit of SIR at all times. He wants to keep the 10% Membership goal for this year and not raise it even though reality is 13%. He thanked everyone for attending and their continued support.

President Bob Mannell then closed this SIR Board meeting.

Respectfully submitted,

Eckart Sellinger, Secretary