



# Sons In Retirement Inc.

## Minutes - State Board Meeting (4 Pages)



Veterans Memorial Building  
420 Admiral Callaghan Lane, Vallejo, California 94591  
Tuesday, June 5, 2012 9:30AM

### Attending State Board Members

President-Jim Stedman  
Vice President-Richard Dettmer  
Secretary-Eckart Sellinger  
Treasurer-Mike Berry  
Assistant Treasurer-Jim Long  
Director, Region 1-Bob Roberts  
Director, Region 2-Ralph Lingis  
Director, Region 3-Maynard Rodland

Director, Region 4-Bobbie Hairston  
Director, Region 5-George Kranen  
Director, Region 6-Dean Steichen  
Director, Region 7-Richard Kabanek  
Director, Region 9-Gale Jeffers  
Director, Region 10-Donald Davis

### Attending Invited Participants

Past President-Mel Augustine  
Insurance-John Thomason

G and M-Walter Schick/Guest-Jerald Milano  
Bowling-Del Locke

### Call to Order

President Stedman called the meeting to order at 9:30AM.

Secretary Sellinger verified there was a Quorum present.

Region 1 Director Roberts led us in the Invocation and Pledge of Allegiance to the Flag.

### Executive Session

A Motion was made, seconded and passed to move into an Executive Board session attended by Board Members only led by President Stedman to discuss the latest on the April 3, 2012 Resolution 2012-1. The person returned \$15,000 of the money, delivered 3 sets of SIR Banners, provided names and addresses of banner suppliers not divulged in the past, and resigned from SIR. President Stedman introduced Resolution 2012-2 stating this and recommending this matter be closed. Motion made, seconded, and unanimously passed to adopt Resolution 2012-2.

### Regular Meeting Resumed

There were no Agenda changes.

Secretary Sellinger asked for approval of April 3, 2012 State Board Minutes – MMSP (Motion made, seconded, and passed).

### Treasurer's Report & 2012 Budget

Mike Berry led the following discussions:

Audit Report – Mike discussed the last Audit report done during the April 3 meeting which had a satisfactory result. Mike proposed several changes to the annual audit process to better surface any similar problems as those found in the 2011 State financial records including Rule 611.2 changes.

Tax Reporting - SIR did not do all the Tax reporting in 2011 we were supposed to do for year 2010. This was discovered when we filed all of the 2011 Electronic Tax Post Cards for each branch and the then started receiving notifications we had not done this for 2010. Mike is still trying to get the tax board to move to a group filing instead of a post card for each branch. It's a bigger issue for the late 2010 filings which require a paper form of 8 pages for each branch (8X144!). Mike is still working on Federal filings at this time.

Financial Reports – Mike covered the highlights of the Balance Sheet where our Assets are back up to \$82K, primarily due to branch assessments being complete for first and second quarter and repayment of most of the 2010 loss. In the May Income & Expense report and YTD report, sales of banners and hardware sales along with foreign travel are doing quite well so far this year. Jim Stedman noted we contract for a years worth of meals for these meetings so that is why that category is so large at this time.

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2012 Budget – Jim commented we haven't had an annual budget approved by the Board in recent years but he has worked with Mike to develop the 2012 budget. It could not be completed until recently due to the issues with the 2011 financials and the effort to clean them up. It's important to understand how this process will help avoid problems similar to those of last year along with Rule changes to tighten up the spending process. Mike referred to the 2012 Budget and mentioned it was built by using the 2011 financials that made sense and conversations with some of the committee chairmen. The first 5 months are actuals and the rest are forecast. Mike pointed out the major expense categories are Insurance and Meeting & Travel. As we are so far into this year, we will not be managing the budget at the committee level. This budget produces close to a zero deficit at the end of the year so we will not be changing the branch assessments for this year. Mike pointed out his comments on the bottom of the budget where he shows Meeting and Travel expenses are 32% of revenue for 2012.

President Stedman asked for approval of the budget as presented. **MMSP.**

### **Remarks**

President Stedman asked we do our best to get all of the Big Sir's and Area Governors to attend our next meeting which is our Annual Meeting on August 6, 2012. It will be held in this location but in the large room. Jim said Past President (1998) Al Walton has passed away.

Vice President Richard Dettmer commented he has been to seven of the State Committee meetings (some more than once) as an Ex-Officio Member and is extremely impressed with the hard work that takes place in them and that it's been a positive learning experience for him.

Assistant Treasurer Jim Long distributed a recap of the response to date for the Branch Audit Reports due to him by February 20<sup>th</sup>. He e-mailed all of the Area Governors the results which reflects 109 out of 142 branches have responded so far. He also indicated F28 responses are generally good but has about 25 branches that are late. Also, there are 5-6 branches who have not submitted a F28. President Stedman suggested he send an email on the 10<sup>th</sup> to the Area Governors of tardy branches. It was pointed out it's a responsibility of the Area Governors to keep track of reporting to the State and they should follow up with the branch as soon as the Branch misses the due date. This report should be a priority for the Big Sir and Area Governor. It was also suggested to put this information on our SIR Web site. It was pointed out there is a check list that can be used by the Area Governors for tracking all reports due to the State like F27, F28, etc. on the SIR Website under the Training Tools location.

### **Membership**

President Stedman indicated he sent the 1<sup>st</sup> Quarter F27 summary report showing we are tracking very well at getting 10% new members. More than half of our branches brought in 10%. The number of branches who lost 10% or less is at 54 for 1<sup>st</sup> quarter vs 36 in 2011, a significant improvement over last year. The number of branches to attract 70% of their members to lunches on average increased from 40 last year to 63 in the first quarter of this year. There are on average 30 to 40 branches who do not submit F27 on time and there are still 5 branches who have not submitted their form as of this time. The most important thing to communicate to our branch leadership is bringing in 10% new members each year is key to a healthy branch.

### **Committee Reports**

Nominating Committee - Dean Steichen reported there is a candidate for each State position and they will be put forth for election at the Annual Meeting in August. Candidates are: President – Rich Dettmer; Vice President – Maynard Rodland; Secretary – Dick DeVoe; Assistant Secretary – Ron Flagel; Treasurer – Mike Berry; Assistant Treasurer – Jim Long.

Training Committee - Rich Dettmer reported they did a survey of this years Big Sir's and found the Halo effect is waning and they are now have a more realistic view of their job. We surveyed the 2011 Big SIR's which revealed the major issues were member complacency and getting volunteers. The Training Committee is developing this years curriculum around addressing those issues and emphasizing the continued success of the F27 objectives.

INFOSYS Committee - Dean Steichen reported they have two new members to help with data base activities. And on the web side of the committee, they have been keeping the information current and added a branch website model for branches to build their own website. They have added the ability to order SIR apparel items directly form the vendors. Dwight Sale is still leading the Data Base activities keeping current with changes and working on an enterprise solution for the SIR data base. Two SIR Happenings have been published this year and support for the Treasurer reporting is ongoing. They also fixed an interface problem with Google needing a SIR Webmaster change requiring additional code on our side. He also commented on recent SIR Website usage statistics.

G & M Committee - Walter Schick reported on the continued success of combining Publicity & Tools with Growth and Membership activities. They are working with the training committee to develop an operations manual and then the training

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committee will support it which will allow his committee to focus on leadership and management support for the branches. They are working on creating action plans to support some of the F27 goals to be used by the branches.

Rules Committee - Maynard Rodland led us through the recommended rule changes: Rule 1a (new – “Bylaw takes precedence over Standing Rule in case of conflict”) **MMSP**; Rule 13 (added “or any political preference, affiliation, group, or organization other than SIR”) **MMSP**; Rule 36 ( new – the proposed rule addition establishes acceptability for submittal of expense reports electronically as electronic transmittals decrease processing time and save postage expense) **MMSP**; Rule 38a.1 (eliminates the specific mileage reimbursement rate from the Rule as its found on the form) **MMSP**; Rule 606 (G&M Responsibilities adds “test and promote Branch and Area tools that work including four key Branch & Area Functions: Publicity, Recruitment, Activities, and Retention) **MMSP**; Rule 805 (clarifies installation process for State officers) **MMSP**; Rule 869 and Rule 870 changes will be covered at a later Board Meeting; 611.2 (additional specific procedures for the Audit process) **MMSP**; Rule 791 (change wording from “increase the number of Areas” to “change the number of Areas”) **MMSP**.

### Lunch

#### Committee Reports Continued

Insurance Committee - John Thomason reported he is stopping work on the insurance claim for the losses last year based on today’s passing of Resolution 2012-2.

Bowling Committee - Del Locke said Bowling activities are doing very well. The State Team Championships had 21 teams in each of the A and B Divisions held at Pinole Valley Lanes. The 2012 schedule has added another tournament at Lake Tahoe. Del has been requested to look at organizing a State Bocce activity along the lines of the State Bowling activity. Motion made to approve the revised Bowling Schedule including the addition of Sonora – **MMSP**.

### Old Business

Branch Luncheon Expense for visitations by State Officers (Regional Directors & Area Governors) originally raised at the April Board Meeting where it was suggested the Branch pay for these visits vs. the State which includes this expense as part of the State Assessment Fee charged each of the branches. Motion was made but the overall result of the discussions did not favor this approach. Most felt if the visit is part of the State process (routine visits/awarding Presidential Certificates/etc) the State will pay and if the visit is at the request of the Branch, the Branch pays for the lunch. **MMS and NOT Passed**.

### New Business

Branch 148 Surrender of Charter and Merger with Branch 2 is informational and does not require Board action.

Area 7 merger into Area 8 and Area 8 will now include 5 branches. **MMSP**

A concern was raised over the State not having a Legal Advisor but we have not been able to find one in the past with the correct credentials. This subject was not acted on.

### Regional Director Round Table

Each Director was requested to come up with two characteristics of branches that meet the 10% New Member Goal and two characteristics of those who do not meet this goal. The following is the consolidated roundtable result.

#### **Able to Meet 10% New Members**

Members are willing to serve  
Branches have many activities  
Outreach efforts (Antique Fairs, Retirement Facilities, etc.)  
Big Sir leadership  
Quality Activity Chairmen  
Ladies activities  
Members are outgoing and enthusiastic  
Branch Leader Roundtable to address getting new members  
Welcome attitude – few cliques  
Good meetings  
Friendly faces  
Good food

#### **Unable to Meet 10% New Members**

No involvement by members  
Too few activities  
Staid leadership  
No focus/no goals  
Poor venue  
Average Branch age is older  
Complacency  
No volunteers  
Cliquish  
Focus on only 1 activity (ie Golf)  
Unfriendly faces  
Viewed as a Luncheon club only

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### **Regional Director Round Table Continued**

#### **Able to Meet 10% New Members Continued**

Lots of energy  
Well organized  
They embrace technology  
Officers circulate at luncheons/activities  
Understanding of what makes a healthy branch (10% new members)

#### **Close**

President Stedman closed the meeting.

Next meeting is August 6, 2012

Respectfully Submitted

Eckart Sellinger

Secretary

June 9, 2012