



2024 Annual Meeting

Lafayette Veterans Memorial Center
3780 Mount Diablo Blvd.
Lafayette, CA 94549

September 24, 2024

WELCOME, CALL TO ORDER AND PRESIDENT'S REMARKS

Rich Carlston



CALL TO ORDER

- Verification of Quorum
- Pledge of Allegiance
- Invocation
- Welcome Officers and Guests
- Agenda Revisions
- Review Voting Process

DALE DECKER ACKNOWLEDGEMENT AND AWARD

Rick Kindle





PRESENTATION OF
PRESIDENT'S AWARD TO
SIR DALE DECKER

SEPTEMBER 2024



ELECTION OF 2025 STATE OFFICERS

Dave Gonzales



ELECTION OF 2025 STATE OFFICERS

- SIR State Committee Nominees for 2025 State Officers
 - President: Rich Carlston
 - Vice President: Lee Lamp
 - Chief Information Officer: Kevin King
 - State Secretary and Director – State Documents: Jeff Chin
 - State Treasurer: Carl Mason
 - Director – Branch Support: Jim Gragg
 - Director – Marketing & Communications: Andy Danver
 - Area State Representative: Bruce Corwin
 - Area State Representative: Fred Serna
- Call for Nominations from the Floor
- Election of Officers

SIR PAST, PRESENT AND FUTURE

Andy Danver



2024 MAJOR ACCOMPLISHMENTS

Lee Lamp



2024 ACCOMPLISHMENTS

- Challenging start for SIR Inc. Board of Directors
- Principal issues identified by SIR Inc. (attrition and leadership)
- March 15th FTF
 - First in 4+ years done in person
 - Branch-driven discussion
- May 6th Board of Directors Planning Meeting
 - Board of Directors responsible for Strategic Planning

2024 ACCOMPLISHMENTS (CONTINUED)

- June 27th Town Hall Meeting
 - Over 250 members via Zoom
 - Considerable discussion
 - Engagement
- Branch accomplishments
 - Branches 62, 171, 7, 17 (growth)
- Ups and downs but optimistic for a bright future

NAME AND LOGO CONTEST UPDATE AND TRAINING ANNOUNCEMENT

Jim Gragg



UPCOMING TRAINING DATES

- Friday, October 18th 10:00 am – 12:00 noon

*“Growing Your Branch Membership
with Effective Publicity”*

- Friday, November 8th 10:00 am – 12:00 noon

“Running Your Branch - Branch Leaders Training”

LUNCH ACTIVITY



FINANCIAL REPORT

Carl Mason





SIR Annual Meeting

Financial Report
September 24, 2024

Carl Mason, State Treasurer

SIRinc.org for member info
WeAreSir.com for the public



**TIPS ON HOW TO
FALL ASLEEP IN A
LIVING ROOM CHAIR:**

1. BE OLD

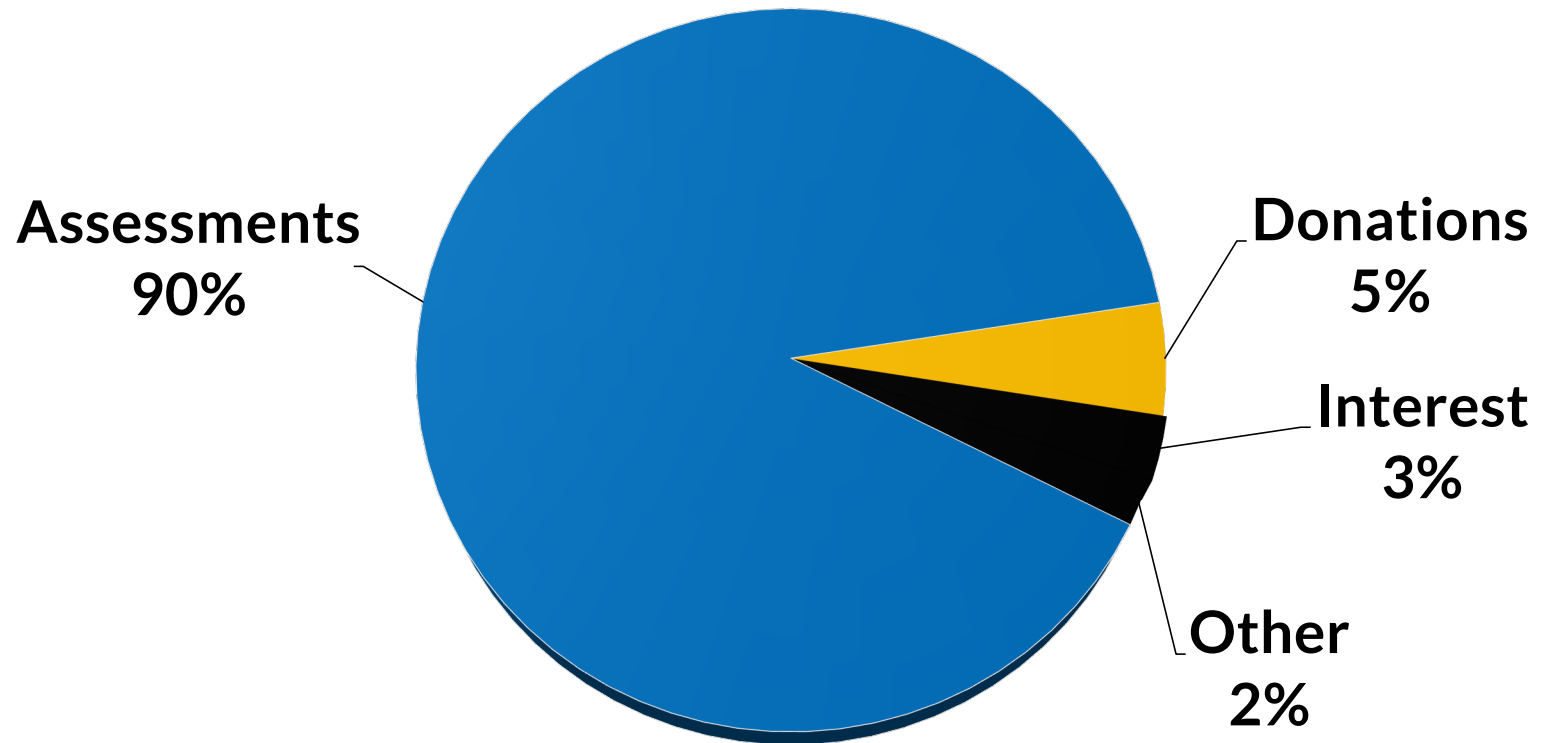
2. SIT IN A CHAIR

SIR FINANCIAL: PROJECTED AT END 2024

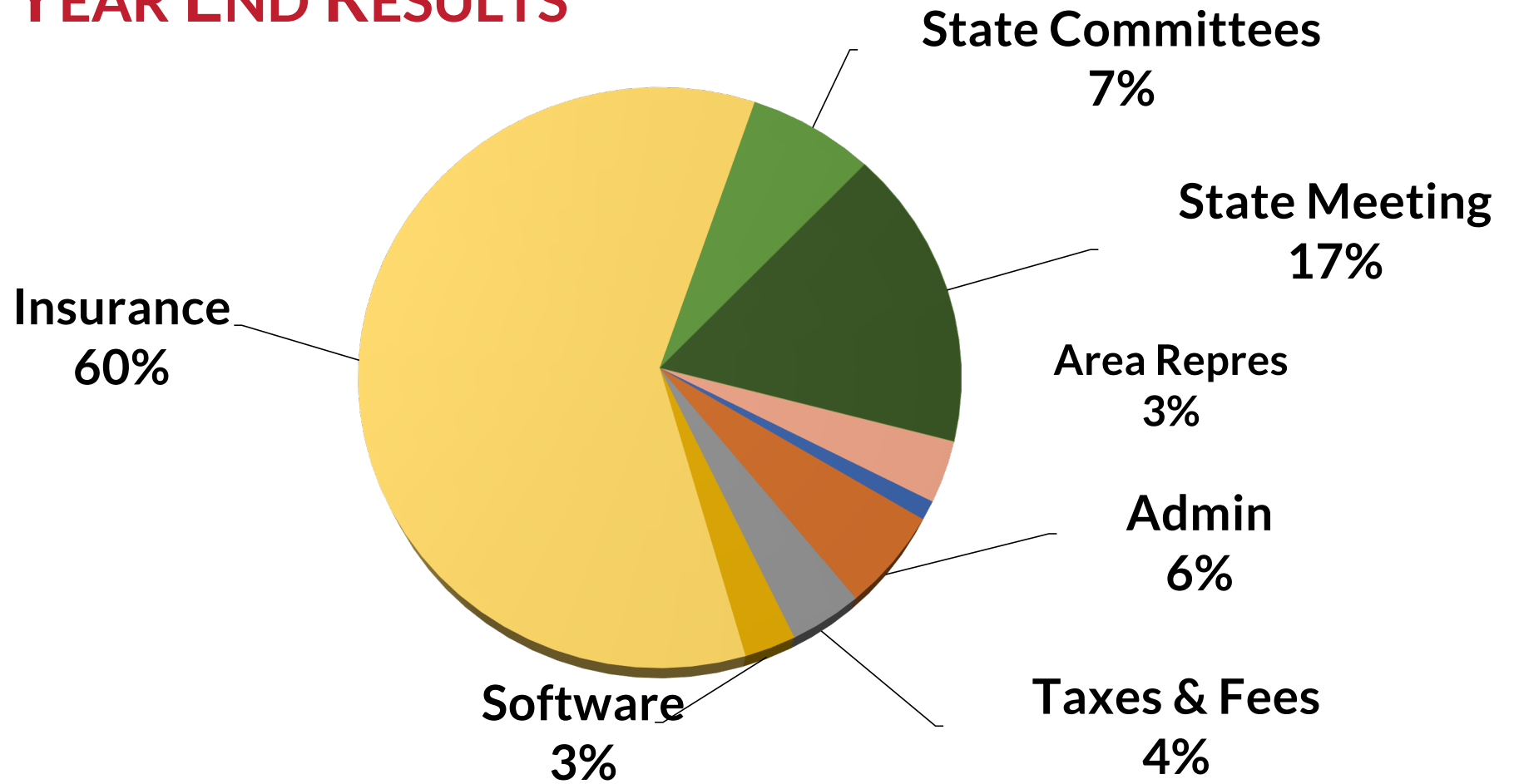
Account	At Aug 24	Proj to Dec	End of Yr
REVENUE			
Cash Forward*			
Assessments	\$65,193	\$20,100	\$85,293
Donations	\$4,747	\$0	\$4,747
Other	\$1,982	\$2,733	\$4,715
Total Revenue	\$71,922	\$22,833	\$94,755
EXPENSE			
Administration	\$4,342	\$4,458	\$8,800
Insurance	\$33,302	\$18,474	\$51,776
Committees**	\$300	\$5,840	\$6,140
State Mtgs	\$9,860	\$10,000	\$19,860
Area Representatives	\$511	\$400	\$911
Other	\$258		\$258
Total Expense	\$48,573	\$39,172	\$87,745
2024 Surplus YTD	\$23,349	(\$16,339)	\$7,010



SOURCES OF INCOME PROJECTION FOR 2024



2024 PROJECTED YEAR END RESULTS



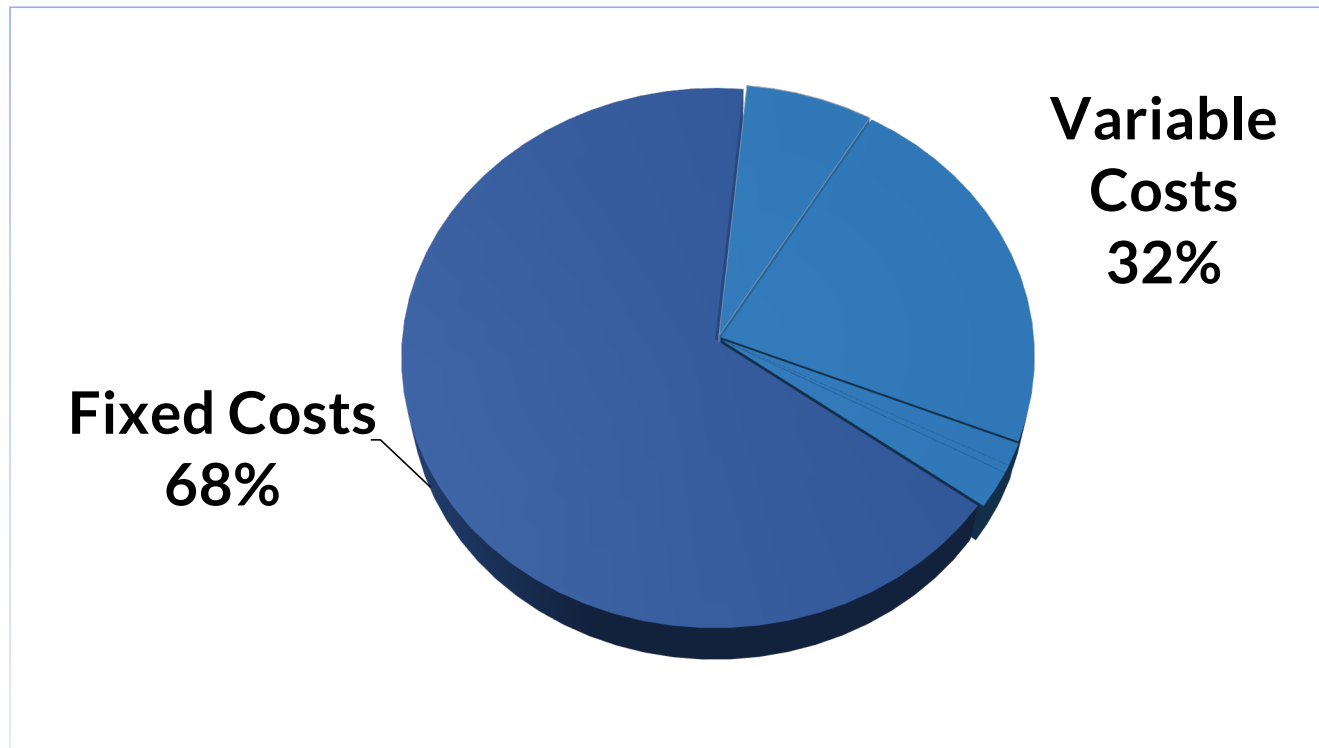
FIXED COSTS 2024 EQUALS 68%

<u>Fixed Cost</u>	<u>Amount</u>	
Insurance	\$ 55,260	
Software	5,000	
State Fee	1,600	
AG Fees	<u>2,400</u>	
Total Fixed Costs	\$ 64,260	Percent of Budget 68%
Total Revenue	\$ 94,755	

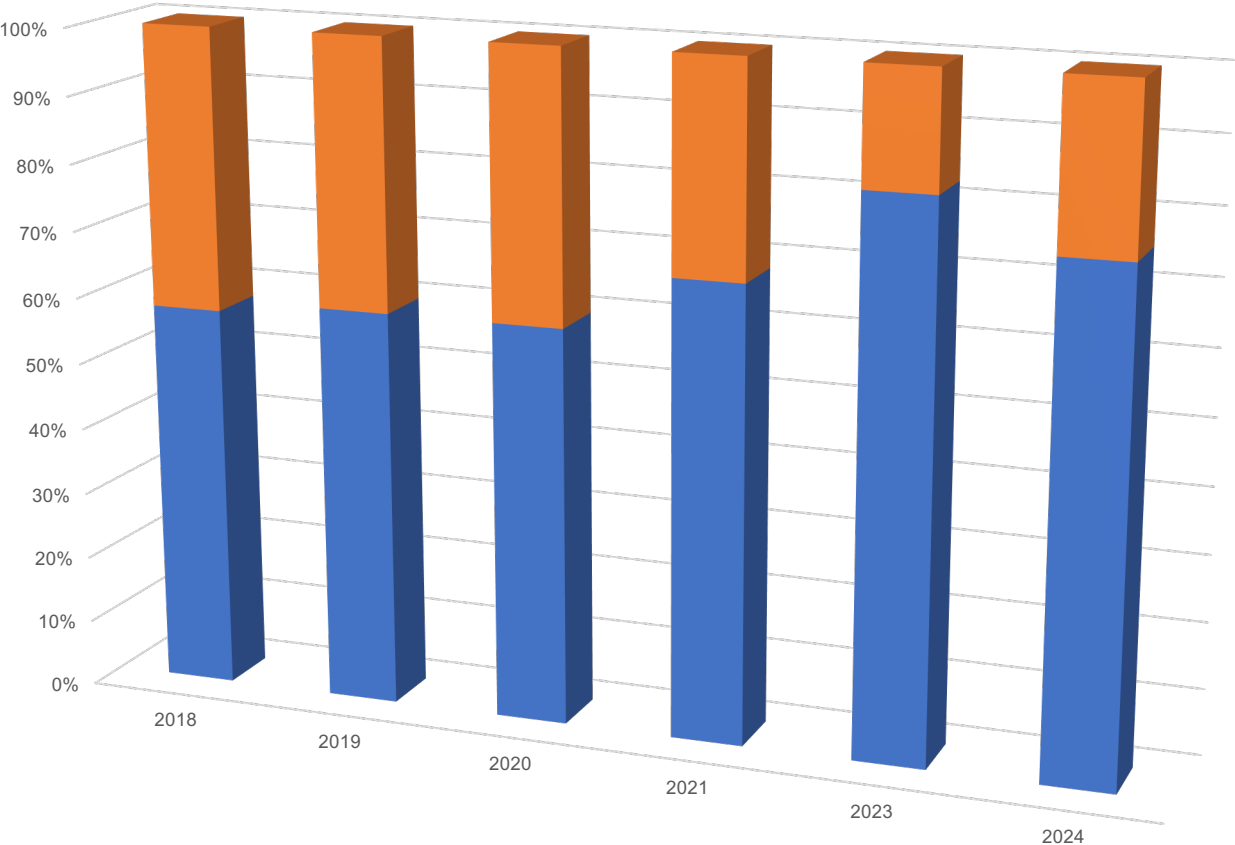
VARIABLE COSTS 2024 EQUALS 32%

<u>Variable Cost</u>	<u>Amount</u>	
Officer Expense	\$ 394	
Admin	1,899	
State Committees	6,140	
State Meetings	19,860	
Area		Percent of Budget
Representative	<u>911</u>	32%
Total Variable Costs	\$ 29,462	

FIXED COSTS PROJECTED FOR 2024

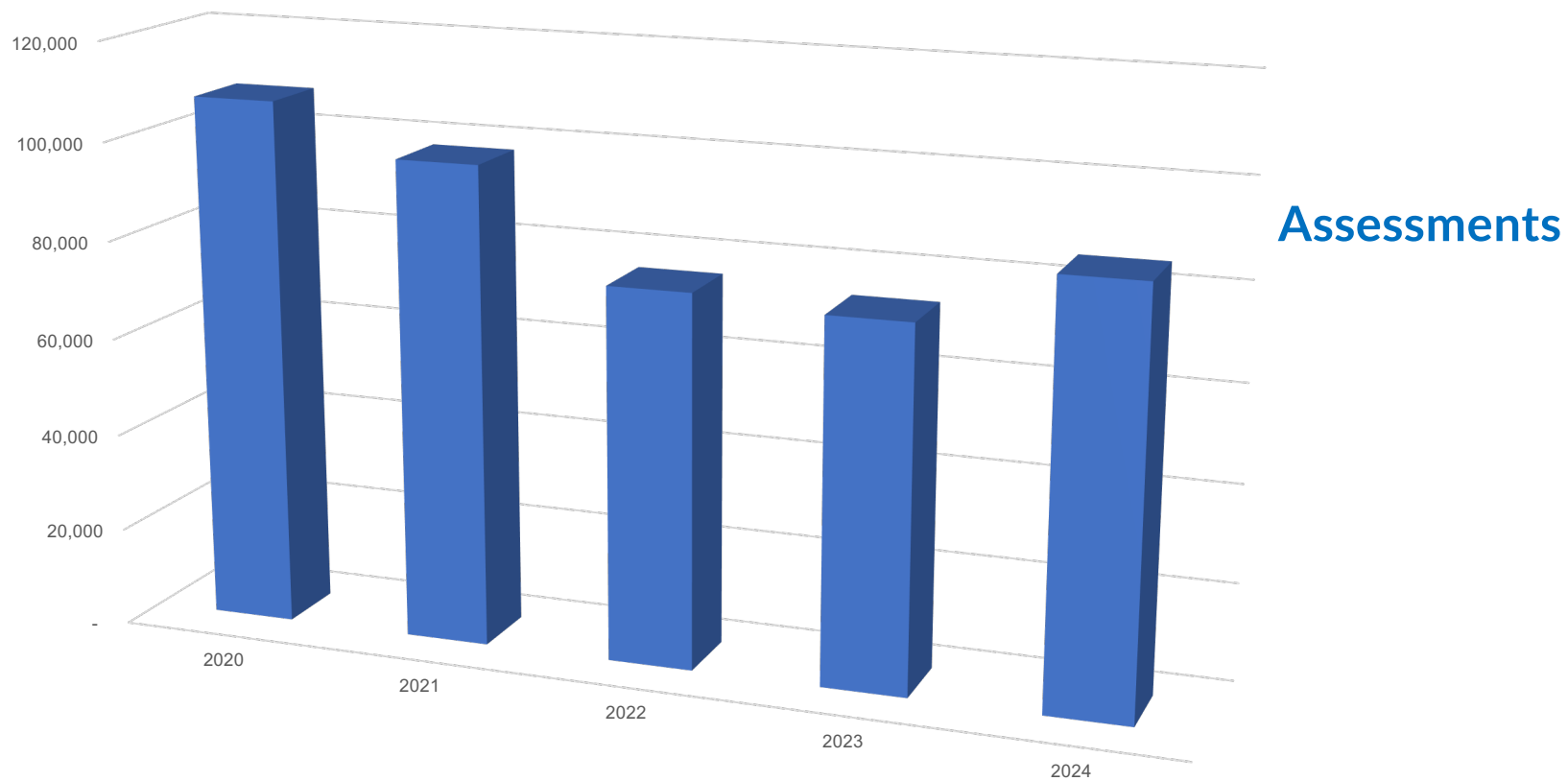


FIXED COST 2018 THROUGH 2024



Discretionary
Fixed Costs

ASSESSMENTS 2020 THROUGH 2024

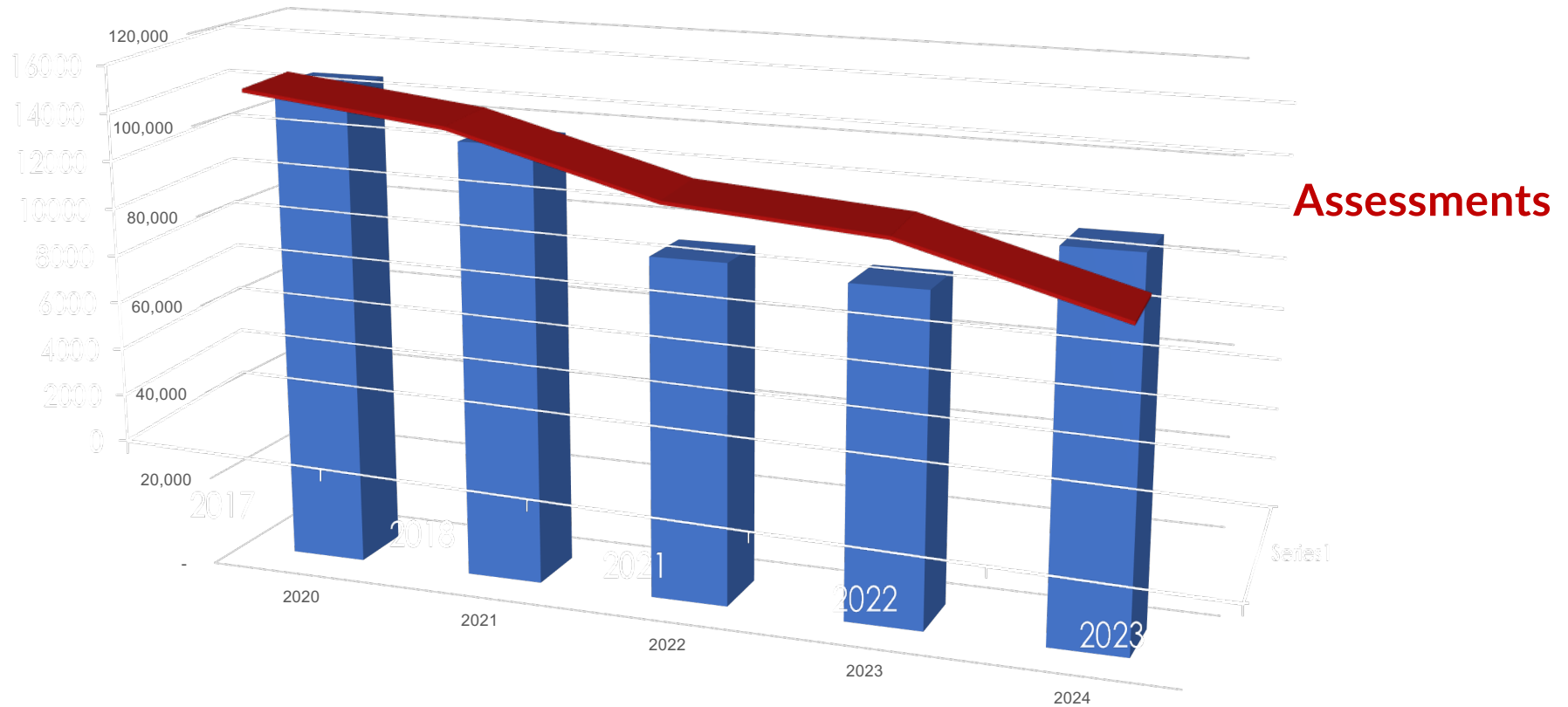




**“All those in favor of blaming accounting,
raise your hands.”**

ASSESSMENTS 2020 THROUGH 2024

Number of Member's 2014 to 2023



CONCLUSION

Our Mission is Important

Money = Resources

Resources are Needed for Success

Questions?



SCHEDULE OF BRANCH OPERATIONS

Jeff Chin



PRESIDENT'S VISION FOR 2025

Rich Carlston



FEEDBACK FROM THE FLOOR

Rich Carlston &
Lee Lamp



ADJOURNMENT



