

Sons In Retirement, Incorporated
 Balance Sheet YTD for CY 2019
 As of January 31, 2019

| | <u>Jan 31, 19</u> | <u>Jan 31, 18</u> | <u>\$ Change</u> | <u>% Change</u> |
|---------------------------------------|-------------------------|-------------------------|------------------------|--------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1100 · Citibank Checking | 40,915.17 | 32,625.61 | 8,289.56 | 25.4% |
| 1130 · CitiBank IMMA | 40,290.77 | 40,223.28 | 67.49 | 0.2% |
| 1140 · Citibank Insurance Reserve | 20,485.58 | 20,466.62 | 18.96 | 0.1% |
| Total Checking/Savings | <u>101691.52</u> | <u>93,315.51</u> | <u>8,376.01</u> | <u>9.0%</u> |
| Total Current Assets | <u>101691.52</u> | <u>93,315.51</u> | <u>8,376.01</u> | <u>9.0%</u> |
| TOTAL ASSETS | <u>101691.52</u> | <u>93,315.51</u> | <u>8,376.01</u> | <u>9.0%</u> |
| LIABILITIES & EQUITY | | | | |
| Equity | | | | |
| 3000 · Opening Bal Equity | 70,375.08 | 70,375.08 | | |
| 3200 · Retained Earnings | 15,256.59 | 4,331.23 | 10,925.36 | 252.3% |
| Net Income | 16,059.85 | 18,609.20 | (2,549.35) | (13.7)% |
| Total Equity | <u>101691.52</u> | <u>93,315.51</u> | <u>8,376.01</u> | <u>9.0%</u> |
| TOTAL LIABILITIES & EQUITY | <u>101691.52</u> | <u>93,315.51</u> | <u>8,376.01</u> | <u>9.0%</u> |

Sons In Retirement, Incorporated
Expenses Only for the Regions & State CY 2019
January through December 2019

| | <u>CY 2018</u> | <u>Region 2</u> | <u>State</u> | <u>TOTAL</u> |
|---------------------------------|----------------|-----------------|----------------|----------------|
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6000 · State Administration | | | 550 | 550 |
| 6100 · Insurance | | | 3,442 | 3,442 |
| 6400 · State Meetings | | | 1,272 | 1,272 |
| 6500 · Region & Branch Meetings | 120 | 96 | | 216 |
| Total Expense | <u>120</u> | <u>96</u> | <u>5,264</u> | <u>5,480</u> |
| Net Ordinary Income | <u>(120)</u> | <u>(96)</u> | <u>(5,264)</u> | <u>(5,480)</u> |
| Net Income | <u>(120)</u> | <u>(96)</u> | <u>(5,264)</u> | <u>(5,480)</u> |

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February 1, 2019

Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison
 January through December 2019

| | <u>Jan - Dec 19</u> | <u>Jan - Dec 18</u> | <u>\$ Change</u> |
|--|-------------------------|-------------------------|------------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4000 · Revenue | 20,517.19 | 107,875.03 | (87,357.84) |
| Total Income | 20,517.19 | 107,875.03 | (87,357.84) |
| Cost of Goods Sold | | | |
| 5000 · Cost of Goods Sold | | 2,377.57 | (2,377.57) |
| Total COGS | | 2,377.57 | (2,377.57) |
| Gross Profit | 20,517.19 | 105,497.46 | (84,980.27) |
| Expense | | | |
| 6000 · State Administration | 549.65 | 11,442.98 | (10,893.33) |
| 6100 · Insurance | 3,442.17 | 45,919.66 | (42,477.49) |
| 6200 · State Committees | | 1,959.46 | (1,959.46) |
| 6400 · State Meetings | 1,272.15 | 30,267.25 | (28,995.10) |
| 6500 · Region & Branch Meetings | 216.20 | 5,424.00 | (5,207.80) |
| 6997 · Reconciliation Discrepancies | | (5.00) | 5.00 |
| 6998 · Miscellaneous | | (436.25) | 436.25 |
| Total Expense | 5,480.17 | 94,572.10 | (89,091.93) |
| Net Ordinary Income | 15,037.02 | 10,925.36 | 4,111.66 |
| Net Income | <u>15,037.02</u> | <u>10,925.36</u> | <u>4,111.66</u> |

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February 1, 2019

Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison

January through December 2019

| | <u>% Change</u> |
|-------------------------------------|---------------------|
| Ordinary Income/Expense | |
| Income | |
| 4000 · Revenue | (81.0)% |
| Total Income | (81.0)% |
| Cost of Goods Sold | |
| 5000 · Cost of Goods Sold | (100.0)% |
| Total COGS | (100.0)% |
| Gross Profit | (80.6)% |
| Expense | |
| 6000 · State Administration | (95.2)% |
| 6100 · Insurance | (92.5)% |
| 6200 · State Committees | (100.0)% |
| 6400 · State Meetings | (95.8)% |
| 6500 · Region & Branch Meetings | (96.0)% |
| 6997 · Reconciliation Discrepancies | 100.0% |
| 6998 · Miscellaneous | 100.0% |
| Total Expense | (94.2)% |
| Net Ordinary Income | 37.6% |
| Net Income | <u><u>37.6%</u></u> |

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

Jan - Dec 19

Ordinary Income/Expense

Income

4000 · Revenue

4100 · Pro Rated Assessment

4101 · Q1 Assessment (Inv \$20,061.00)

19,509.00

4102 · Q2 Assessment (Inv \$??,???)

4103 · Q3 Assessment (Inv \$??,???)

4104 · Q4 Assessment (Inv \$??,???)

4105 · Annual Meeting Assess't \$40/Br

Total 4100 · Pro Rated Assessment

19,509.00

4200 · Special Donations

4300 · Foreign Travel Fees (Rule 369)

783.00

4400 · Hardware Sales

4500 · Interest Inc

8.68

4600 · Other

4601 · Branch closing

216.51

Total 4600 · Other

216.51

4700 · Miscellaneous

Total 4000 · Revenue

20,517.19

Total Income

20,517.19

Cost of Goods Sold

5000 · Cost of Goods Sold

5100 · Hardware Purchase

5102 · Shipping and handling

5104 · Postage for Sales Deliveries

5105 · Mileage For Shipping

5106 · Supplies

Total 5000 · Cost of Goods Sold

Total COGS

Gross Profit

20,517.19

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | <u>Jan - Dec 19</u> |
|---|---------------------|
| Expense | |
| 6000 · State Administration | |
| 6010 · Officer Expenses | |
| 6011 · President - Travel | 514.65 |
| 6012 · Vice President - Travel | |
| 6013 · Secretary - Travel | |
| 6015 · Treasurer - Travel | |
| 6017 · Chief Admin Officer - Travel | |
| 6018 · State Advisor-Travel | |
| | <hr/> |
| Total 6010 · Officer Expenses | 514.65 |
| 6020 · State Office Expenses | |
| 6021 · Bank Fees | |
| 6022 · Supplies | 35.00 |
| 6023 · Printing and Copies | |
| 6024 · Postage | |
| 6027 · Web site/Server | |
| 6028 · Software | |
| 6029 · State Taxes | |
| 6030 · California Taxes - SI-100's | |
| 6030 a · RRF-1 for Attorney General | |
| 6031 · Disbursements to Branch | |
| | <hr/> |
| Total 6020 · State Office Expenses | 35.00 |
| | <hr/> |
| Total 6000 · State Administration | 549.65 |
| 6100 · Insurance | |
| 6110 · Commercial Package | |
| 6111 · Directors and Officers | |
| 6112 · Foreign Travel Liability | |
| 6113 · Umbrella | 3,442.17 |
| | <hr/> |
| Total 6100 · Insurance | 3,442.17 |
| 6200 · State Committees | |
| 6210 · State Audit Committee | |
| 6212 · Mileage & Tolls | |
| | <hr/> |
| Total 6210 · State Audit Committee | |
| 6220 · Infosys Committee | |
| 6221 · Lodging & Meals | |
| 6222 · Mileage & Tolls | |
| | <hr/> |
| Total 6220 · Infosys Committee | |

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

Jan - Dec 19

6240 · Travel Committee

6242 · Mileage & Tolls

Total 6240 · Travel Committee

6260 · Golf Committee

6262 · Mileage & Tolls

Total 6260 · Golf Committee

6280 · Bocce Committee

6283 · Materials, Supplies and Misc.

Total 6280 · Bocce Committee

6290 · Rules Committee

6291 · Lodging & Meals

6292 · Mileage & Tolls

6293 · Copies & Printing

Total 6290 · Rules Committee

6300 · Growth & Membership Committee

6303 · Materials, Supplies and Misc

Total 6300 · Growth & Membership Committee

6305 · Insurance Committee

b. · Mileage & Tolls

Total 6305 · Insurance Committee

6310 · Training Committee

6311 · RD & AG

6311 b. · Lodging & Meals

6311 c. · Mileage & Tolls

Total 6311 · RD & AG

6312 · State Annual

6312 b. · Lodging & Meals

6312 c. · Mileage & Tolls

6312 d. · Materials/Slides/Handouts

Total 6312 · State Annual

Total 6310 · Training Committee

Total 6200 · State Committees

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | Jan - Dec 19 |
|--|--------------|
| 6400 · State Meetings | |
| 6410 · BS-AG-RD Meeting | |
| 6411 · Facility Rental | |
| 6412 · Lodging & Meals | |
| 6413 · Mileage & Tolls | |
| 6414 · Materials/Slides/Handouts | |
| Total 6410 · BS-AG-RD Meeting | |
| 6420 · State Board Meeting | |
| 6421 · Facility Rental | |
| 6422 · Lodging & Meals | 625.28 |
| 6423 · Mileage & Tolls | 441.40 |
| Total 6420 · State Board Meeting | 1,066.68 |
| 6430 · Annual General Meeting | |
| 6431 · Facilities | |
| 6432 · Lodging & Meals | |
| 6433 · Mileage & Tolls | |
| 6434 · Materials/Slides/Handouts | |
| Total 6430 · Annual General Meeting | |
| 6440 · Leadership Workshop | |
| 6442 · Lodging and Meals | 94.47 |
| 6443 · Mileage and Tolls | 111.00 |
| Total 6440 · Leadership Workshop | 205.47 |
| Total 6400 · State Meetings | 1,272.15 |
| 6500 · Region & Branch Meetings | |
| 6501 · Facilities | 120.00 |
| 6502 · Lodging & Meals | |
| 6503 · Mileage & Tolls | 40.25 |
| 6504 · Copy & Printing | |
| 6505 · Supplies | 55.95 |
| 6506 · Miscellaneous | |
| Total 6500 · Region & Branch Meetings | 216.20 |

9:46 AM

Sons In Retirement, Incorporated

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | Jan - Dec 19 |
|-------------------------------------|------------------|
| 6997 · Reconciliation Discrepancies | |
| 6998 · Miscellaneous | |
| Total Expense | 5,480.17 |
| Net Ordinary Income | 15,037.02 |
| Net Income | 15,037.02 |

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | <u>Jan - Dec 18</u> |
|--|---------------------|
| Ordinary Income/Expense | |
| Income | |
| 4000 · Revenue | |
| 4100 · Pro Rated Assessment | |
| 4101 · Q1 Assessment (Inv \$20,061.00) | 20,885.50 |
| 4102 · Q2 Assessment (Inv \$??,???) | 20,624.50 |
| 4103 · Q3 Assessment (Inv \$??,???) | 20,512.50 |
| 4104 · Q4 Assessment (Inv \$??,???) | 20,352.00 |
| 4105 · Annual Meeting Assess't \$40/Br | 4,700.00 |
| Total 4100 · Pro Rated Assessment | <u>87,074.50</u> |
| 4200 · Special Donations | 9,290.50 |
| 4300 · Foreign Travel Fees (Rule 369) | 2,819.00 |
| 4400 · Hardware Sales | 2,263.50 |
| 4500 · Interest Inc | 82.71 |
| 4600 · Other | |
| 4601 · Branch closing | 5,384.82 |
| Total 4600 · Other | <u>5,384.82</u> |
| 4700 · Miscellaneous | 960.00 |
| Total 4000 · Revenue | <u>107,875.03</u> |
| Total Income | 107,875.03 |
| Cost of Goods Sold | |
| 5000 · Cost of Goods Sold | |
| 5100 · Hardware Purchase | 716.73 |
| 5102 · Shipping and handling | 5.60 |
| 5104 · Postage for Sales Deliveries | 234.38 |
| 5105 · Mileage For Shipping | 58.80 |
| 5106 · Supplies | 1,362.06 |
| Total 5000 · Cost of Goods Sold | <u>2,377.57</u> |
| Total COGS | <u>2,377.57</u> |
| Gross Profit | 105,497.46 |

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | Jan - Dec 18 |
|---|--------------|
| Expense | |
| 6000 · State Administration | |
| 6010 · Officer Expenses | |
| 6011 · President - Travel | 445.54 |
| 6012 · Vice President - Travel | 237.40 |
| 6013 · Secretary - Travel | 366.19 |
| 6015 · Treasurer - Travel | 116.20 |
| 6017 · Chief Admin Officer - Travel | 38.50 |
| 6018 · State Advisor-Travel | 301.25 |
| Total 6010 · Officer Expenses | 1,505.08 |
| 6020 · State Office Expenses | |
| 6021 · Bank Fees | 0.75 |
| 6022 · Supplies | 1,449.21 |
| 6023 · Printing and Copies | 161.38 |
| 6024 · Postage | 589.57 |
| 6027 · Web site/Server | 2,189.39 |
| 6028 · Software | 1,480.94 |
| 6029 · State Taxes | 20.00 |
| 6030 · California Taxes - SI-100's | 680.00 |
| 6030 a · RRF-1 for Attorney General | 50.00 |
| 6031 · Disbursements to Branch | 3,316.66 |
| Total 6020 · State Office Expenses | 9,937.90 |
| Total 6000 · State Administration | 11,442.98 |
| 6100 · Insurance | |
| 6110 · Commercial Package | 31,148.00 |
| 6111 · Directors and Officers | 1,627.00 |
| 6112 · Foreign Travel Liability | 2,774.00 |
| 6113 · Umbrella | 10,370.66 |
| Total 6100 · Insurance | 45,919.66 |
| 6200 · State Committees | |
| 6210 · State Audit Committee | |
| 6212 · Mileage & Tolls | 142.20 |
| Total 6210 · State Audit Committee | 142.20 |
| 6220 · Infosys Committee | |
| 6221 · Lodging & Meals | 209.36 |
| 6222 · Mileage & Tolls | 36.50 |
| Total 6220 · Infosys Committee | 245.86 |

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | <u>Jan - Dec 18</u> |
|---|---------------------|
| 6240 · Travel Committee | |
| 6242 · Mileage & Tolls | 3.50 |
| Total 6240 · Travel Committee | 3.50 |
| 6260 · Golf Committee | |
| 6262 · Mileage & Tolls | 79.10 |
| Total 6260 · Golf Committee | 79.10 |
| 6280 · Bocce Committee | |
| 6283 · Materials, Supplies and Misc. | 63.71 |
| Total 6280 · Bocce Committee | 63.71 |
| 6290 · Rules Committee | |
| 6291 · Lodging & Meals | 48.38 |
| 6292 · Mileage & Tolls | 104.75 |
| 6293 · Copies & Printing | 179.26 |
| Total 6290 · Rules Committee | 332.39 |
| 6300 · Growth & Membership Committee | |
| 6303 · Materials, Supplies and Misc | 108.95 |
| Total 6300 · Growth & Membership Committee | 108.95 |
| 6305 · Insurance Committee | |
| b. · Mileage & Tolls | 265.50 |
| Total 6305 · Insurance Committee | 265.50 |
| 6310 · Training Committee | |
| 6311 · RD & AG | |
| 6311 b. · Lodging & Meals | 164.75 |
| 6311 c. · Mileage & Tolls | 242.10 |
| Total 6311 · RD & AG | 406.85 |
| 6312 · State Annual | |
| 6312 b. · Lodging & Meals | 12.00 |
| 6312 c. · Mileage & Tolls | 42.00 |
| 6312 d. · Materials/Slides/Handouts | 257.40 |
| Total 6312 · State Annual | 311.40 |
| Total 6310 · Training Committee | 718.25 |
| Total 6200 · State Committees | 1,959.46 |

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | <u>Jan - Dec 18</u> |
|--|---------------------|
| 6400 · State Meetings | |
| 6410 · BS-AG-RD Meeting | |
| 6411 · Facility Rental | 611.43 |
| 6412 · Lodging & Meals | 3,448.48 |
| 6413 · Mileage & Tolls | 652.80 |
| 6414 · Materials/Slides/Handouts | 265.07 |
| | <hr/> |
| Total 6410 · BS-AG-RD Meeting | 4,977.78 |
| 6420 · State Board Meeting | |
| 6421 · Facility Rental | 789.52 |
| 6422 · Lodging & Meals | 3,102.68 |
| 6423 · Mileage & Tolls | 2,894.45 |
| | <hr/> |
| Total 6420 · State Board Meeting | 6,786.65 |
| 6430 · Annual General Meeting | |
| 6431 · Facilities | 12,725.00 |
| 6432 · Lodging & Meals | 4,401.18 |
| 6433 · Mileage & Tolls | 1,218.60 |
| 6434 · Materials/Slides/Handouts | 48.04 |
| | <hr/> |
| Total 6430 · Annual General Meeting | 18,392.82 |
| 6435 · Reimbursement | 110.00 |
| 6440 · Leadership Workshop | |
| 6442 · Lodging and Meals | |
| 6443 · Mileage and Tolls | |
| | <hr/> |
| Total 6440 · Leadership Workshop | |
| | <hr/> |
| Total 6400 · State Meetings | 30,267.25 |
| 6500 · Region & Branch Meetings | |
| 6501 · Facilities | 145.00 |
| 6502 · Lodging & Meals | 1,662.68 |
| 6503 · Mileage & Tolls | 2,517.55 |
| 6504 · Copy & Printing | 53.99 |
| 6505 · Supplies | 858.14 |
| 6506 · Miscellaneous | 186.64 |
| | <hr/> |
| Total 6500 · Region & Branch Meetings | 5,424.00 |

9:46 AM

Sons In Retirement, Incorporated

February 2, 2019 Income & Expenditures Prev Year Comparison Detail

Cash Basis

January through December 2019

| | <u>Jan - Dec 18</u> |
|-------------------------------------|-------------------------|
| 6997 · Reconciliation Discrepancies | (5.00) |
| 6998 · Miscellaneous | (436.25) |
| Total Expense | <u>94,572.10</u> |
| Net Ordinary Income | <u>10,925.36</u> |
| Net Income | <u><u>10,925.36</u></u> |