

Sons In Retirement, Incorporated
Balance Sheet YTD for CY 2021
 As of June 30, 2021

| | <u>Jun 30, 21</u> | <u>Jun 30, 20</u> | <u>\$ Change</u> | <u>% Change</u> |
|---------------------------------------|-------------------------|-------------------------|------------------------|--------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1100 · Citibank Checking | 35,873.46 | 29,588.35 | 6,285.11 | 21.2% |
| 1130 · CitiBank IMMA | 40,412.79 | 40,392.27 | 20.52 | 0.1% |
| 1140 · Citibank Insurance Reserve | 20,521.59 | 20,511.35 | 10.24 | 0.1% |
| Total Checking/Savings | 96,807.84 | 90,491.97 | 6,315.87 | 7.0% |
| Accounts Receivable | | | | |
| 1200 · Accounts Receivable | (632.00) | (249.00) | (383.00) | (153.8)% |
| Total Accounts Receivable | (632.00) | (249.00) | (383.00) | (153.8)% |
| Other Current Assets | | | | |
| 1499 · Undeposited Funds | | 2,430.00 | (2,430.00) | (100.0)% |
| Total Other Current Assets | | 2,430.00 | (2,430.00) | (100.0)% |
| Total Current Assets | 96,175.84 | 92,672.97 | 3,502.87 | 3.8% |
| TOTAL ASSETS | <u>96,175.84</u> | <u>92,672.97</u> | <u>3,502.87</u> | <u>3.8%</u> |
| LIABILITIES & EQUITY | | | | |
| Equity | | | | |
| 3000 · Opening Bal Equity | 70,375.08 | 70,375.08 | | |
| 3200 · Retained Earnings | 28,460.58 | 9,963.44 | 18,497.14 | 185.7% |
| Net Income | (2,659.82) | 12,334.45 | (14,994.27) | (121.6)% |
| Total Equity | 96,175.84 | 92,672.97 | 3,502.87 | 3.8% |
| TOTAL LIABILITIES & EQUITY | <u>96,175.84</u> | <u>92,672.97</u> | <u>3,502.87</u> | <u>3.8%</u> |

10:11 AM
 July 1, 2021
 Cash Basis

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison
 January through June 2021

| | <u>Jan - Jun 21</u> | <u>Jan - Jun 20</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|---------------------|---------------------|--------------------|-----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| 4000 · Revenue | 28,682.35 | 54,982.07 | (26,299.72) | (47.8)% |
| Total Income | 28,682.35 | 54,982.07 | (26,299.72) | (47.8)% |
| Cost of Goods Sold | | | | |
| 5000 · Cost of Goods Sold | | 430.45 | (430.45) | (100.0)% |
| Total COGS | | 430.45 | (430.45) | (100.0)% |
| Gross Profit | 28,682.35 | 54,551.62 | (25,869.27) | (47.4)% |
| Expense | | | | |
| 6000 · State Administration | 3,507.99 | 7,868.25 | (4,360.26) | (55.4)% |
| 6100 · Insurance | 26,100.31 | 25,015.82 | 1,084.49 | 4.3% |
| 6200 · State Committees | 1,700.00 | 2,577.02 | (877.02) | (34.0)% |
| 6400 · State Meetings | | 3,976.75 | (3,976.75) | (100.0)% |
| 6500 · Region & Branch Meetings | 33.87 | 2,779.33 | (2,745.46) | (98.8)% |
| Total Expense | 31,342.17 | 42,217.17 | (10,875.00) | (25.8)% |
| Net Ordinary Income | (2,659.82) | 12,334.45 | (14,994.27) | (121.6)% |
| Net Income | <u>(2,659.82)</u> | <u>12,334.45</u> | <u>(14,994.27)</u> | <u>(121.6)%</u> |

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
 January through June 2021

| | Jan - Jun 21 | Jan - Jun 20 |
|---|--------------|--------------|
| Ordinary Income/Expense | | |
| Income | | |
| 4000 · Revenue | | |
| 4100 · Pro Rated Assessment | | |
| 4101 · Q1 Assessment (Inv \$0) | | 22,744.50 |
| 4102 · Q2 Assessment (Inv \$20,014.75) | 19,745.25 | 22,151.00 |
| 4103 · Q3 Assessment (Inv \$19,815.25) | 7,199.00 | 6,060.25 |
| Total 4100 · Pro Rated Assessment | 26,944.25 | 50,955.75 |
| 4200 · Special Donations | | |
| 4202 · Donations to SIR Inc | | 945.00 |
| Total 4200 · Special Donations | | 945.00 |
| 4500 · Interest Inc | 15.11 | 34.72 |
| 4600 · Other | | |
| 4601 · Branch closing | 1,722.99 | 2,546.60 |
| Total 4600 · Other | 1,722.99 | 2,546.60 |
| 4700 · Miscellaneous | | 500.00 |
| Total 4000 · Revenue | 28,682.35 | 54,982.07 |
| Total Income | 28,682.35 | 54,982.07 |
| Cost of Goods Sold | | |
| 5000 · Cost of Goods Sold | | |
| 5100 · Hardware Purchase | | 430.45 |
| Total 5000 · Cost of Goods Sold | | 430.45 |
| Total COGS | | 430.45 |
| Gross Profit | 28,682.35 | 54,551.62 |
| Expense | | |
| 6000 · State Administration | | |
| 6010 · Officer Expenses | | |
| 6011 · President - Travel | | |
| 6011a · MCO Marketing | | 2,500.00 |
| Total 6011 · President - Travel | | 2,500.00 |
| 6013 · Secretary - Travel | 38.00 | |
| 6014 · Assistant Secretary - Travel | | 61.25 |
| 6016 · Assistant Treasurer - Travel | | 87.50 |
| 6018 · State Advisor-Travel | | |
| 6018a · State Parliamentarian - Travel | | 134.40 |
| Total 6018 · State Advisor-Travel | | 134.40 |
| Total 6010 · Officer Expenses | 38.00 | 2,783.15 |
| 6020 · State Office Expenses | | |
| 6021 · Bank Fees | 3.00 | |
| 6022 · Supplies | 495.04 | 388.04 |
| 6023 · Printing and Copies | 78.39 | 32.83 |
| 6024 · Postage | 70.00 | 15.50 |
| 6028 · Software | 1,598.56 | 1,697.13 |
| 6029 · State Taxes | | 20.00 |
| 6030 · California Taxes - SI-100's | 1,200.00 | 360.00 |
| 6030 a · RRF-1 for Attorney General | 25.00 | 25.00 |
| 6031 · Disbursements to Branch | | 2,546.60 |
| Total 6020 · State Office Expenses | 3,469.99 | 5,085.10 |
| Total 6000 · State Administration | 3,507.99 | 7,868.25 |

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
 January through June 2021

| | Jan - Jun 21 | Jan - Jun 20 |
|---|--------------|--------------|
| 6100 · Insurance | | |
| 6110 · Commercial Package | 18,259.82 | 17,480.49 |
| 6111 · Directors and Officers | 1,578.00 | 1,580.00 |
| 6113 · Umbrella | 6,262.49 | 5,955.33 |
| Total 6100 · Insurance | 26,100.31 | 25,015.82 |
| 6200 · State Committees | | |
| 6300 · Growth & Membership Committee | | |
| 6303 · Materials, Supplies and Misc | | |
| 6303a · WeAreSIR mtce | | 215.80 |
| Total 6303 · Materials, Supplies and Misc | | 215.80 |
| 6304 · Doing My Part Campaign | | 1,906.50 |
| 6305 · Zoomer Awards | 300.00 | |
| Total 6300 · Growth & Membership Committee | 300.00 | 2,122.30 |
| 6310 · Training Committee | | |
| 6311 · RD & AG | | |
| 6311 a · Facilities | | 85.00 |
| 6311 b · Lodging & Meals | | 98.25 |
| Total 6311 · RD & AG | | 183.25 |
| Total 6310 · Training Committee | | 183.25 |
| 6350 · State Sports Activities | | |
| 6351 · Lodging and Meals | | 142.67 |
| 6352 · Mileage and Tolls | | 128.80 |
| Total 6350 · State Sports Activities | | 271.47 |
| 6360 · Public Image | 1,400.00 | |
| Total 6200 · State Committees | 1,700.00 | 2,577.02 |
| 6400 · State Meetings | | |
| 6410 · BS-AG-RD Meeting | | |
| 6412 · Lodging & Meals | | 2,460.08 |
| 6414 · Materials/Slides/Handouts | | 290.98 |
| Total 6410 · BS-AG-RD Meeting | | 2,751.06 |
| 6420 · State Board Meeting | | |
| 6421 · Facility Rental | | 85.00 |
| 6422 · Lodging & Meals | | 112.75 |
| 6424 · Materials/Slides/Handouts | | 27.94 |
| Total 6420 · State Board Meeting | | 225.69 |
| 6430 · Annual General Meeting | | |
| 6431 · Facilities | | 1,000.00 |
| Total 6430 · Annual General Meeting | | 1,000.00 |
| Total 6400 · State Meetings | | 3,976.75 |
| 6500 · Region & Branch Meetings | | |
| 6502 · Lodging & Meals | | 745.45 |
| 6503 · Mileage & Tolls | | 1,855.70 |
| 6504 · Copy & Printing | | 11.95 |
| 6505 · Supplies | 33.87 | 78.38 |

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through June 2021

| | <u>Jan - Jun 21</u> | <u>Jan - Jun 20</u> |
|---------------------------------------|---------------------|---------------------|
| 6510 · Branch Officer Training | | |
| 6513 · Mileage and Tolls | | 87.85 |
| Total 6510 · Branch Officer Training | | 87.85 |
| Total 6500 · Region & Branch Meetings | 33.87 | 2,779.33 |
| Total Expense | 31,342.17 | 42,217.17 |
| Net Ordinary Income | (2,659.82) | 12,334.45 |
| Net Income | <u>(2,659.82)</u> | <u>12,334.45</u> |

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2021
 January through June 2021

| | Jan - Jun 21 | Budget | \$ Over Budget |
|--|--------------|-----------|----------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4000 · Revenue | | | |
| 4100 · Pro Rated Assessment | | | |
| 4102 · Q2 Assessment (Inv \$20,014.75) | 19,745.25 | 17,325.00 | 2,420.25 |
| 4103 · Q3 Assessment (Inv \$19,815.25) | 7,199.00 | | 7,199.00 |
| Total 4100 · Pro Rated Assessment | 26,944.25 | 17,325.00 | 9,619.25 |
| 4500 · Interest Inc | 15.11 | 30.00 | (14.89) |
| 4600 · Other | | | |
| 4601 · Branch closing | 1,722.99 | 2,502.00 | (779.01) |
| Total 4600 · Other | 1,722.99 | 2,502.00 | (779.01) |
| Total 4000 · Revenue | 28,682.35 | 19,857.00 | 8,825.35 |
| Total Income | 28,682.35 | 19,857.00 | 8,825.35 |
| Gross Profit | 28,682.35 | 19,857.00 | 8,825.35 |
| Expense | | | |
| 6000 · State Administration | | | |
| 6010 · Officer Expenses | | | |
| 6013 · Secretary - Travel | 38.00 | | 38.00 |
| 6010 · Officer Expenses - Other | | 1,848.00 | (1,848.00) |
| Total 6010 · Officer Expenses | 38.00 | 1,848.00 | (1,810.00) |
| 6020 · State Office Expenses | | | |
| 6021 · Bank Fees | 3.00 | | 3.00 |
| 6022 · Supplies | 495.04 | | |
| 6023 · Printing and Copies | 78.39 | | 78.39 |
| 6024 · Postage | 70.00 | | 70.00 |
| 6028 · Software | 1,598.56 | | 1,598.56 |
| 6030 · California Taxes - SI-100's | 1,200.00 | | 1,200.00 |
| 6030 a · RRF-1 for Attorney General | 25.00 | | 25.00 |
| 6020 · State Office Expenses - Other | | 3,648.00 | (3,648.00) |
| Total 6020 · State Office Expenses | 3,469.99 | 3,648.00 | (178.01) |
| Total 6000 · State Administration | 3,507.99 | 5,496.00 | (1,988.01) |
| 6100 · Insurance | | | |
| 6110 · Commercial Package | 18,259.82 | | 18,259.82 |
| 6111 · Directors and Officers | 1,578.00 | | 1,578.00 |
| 6113 · Umbrella | 6,262.49 | | 6,262.49 |
| 6100 · Insurance - Other | | 25,500.00 | (25,500.00) |
| Total 6100 · Insurance | 26,100.31 | 25,500.00 | 600.31 |

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2021
 January through June 2021

| | Jan - Jun 21 | Budget | \$ Over Budget |
|---|--------------|-------------|----------------|
| 6200 · State Committees | | | |
| 6300 · Growth & Membership Committee | | | |
| 6305 · Zoomer Awards | 300.00 | | |
| Total 6300 · Growth & Membership Com... | 300.00 | | 300.00 |
| 6360 · Public Image | 1,400.00 | | |
| 6200 · State Committees - Other | | 7,272.00 | (7,272.00) |
| Total 6200 · State Committees | 1,700.00 | 7,272.00 | (5,572.00) |
| 6400 · State Meetings | | | |
| 6410 · BS-AG-RD Meeting | | 500.00 | (500.00) |
| 6420 · State Board Meeting | | 900.00 | (900.00) |
| Total 6400 · State Meetings | | 1,400.00 | (1,400.00) |
| 6500 · Region & Branch Meetings | | | |
| 6505 · Supplies | 33.87 | | |
| 6500 · Region & Branch Meetings - Other | | 2,520.00 | (2,520.00) |
| Total 6500 · Region & Branch Meetings | 33.87 | 2,520.00 | (2,486.13) |
| Total Expense | 31,342.17 | 42,188.00 | (10,845.83) |
| Net Ordinary Income | (2,659.82) | (22,331.00) | 19,671.18 |
| Net Income | (2,659.82) | (22,331.00) | 19,671.18 |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through June 2021

| | Region 1 | | | % of Budget |
|--|--------------|-----------------|----------------|-------------|
| | Jan - Jun 21 | Budget | \$ Over Budget | |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6505 · Supplies | | | | |
| 6500 · Region & Branch Meetings - Other | | 504.00 | (504.00) | |
| Total 6500 · Region & Branch Meetings | | 504.00 | (504.00) | |
| Total Expense | | 504.00 | (504.00) | |
| Net Ordinary Income | | (504.00) | 504.00 | |
| Net Income | | (504.00) | 504.00 | |

Sons In Retirement, Incorporated
 Regions Budget vs. Actual
 January through June 2021

| | Region 2 | | | |
|--|-----------------------|------------------------|----------------------|--------------------|
| | Jan - Jun 21 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6505 · Supplies | 33.87 | | | |
| 6500 · Region & Branch Meetings - Other | | 504.00 | (504.00) | |
| Total 6500 · Region & Branch Meetings | <u>33.87</u> | <u>504.00</u> | <u>(470.13)</u> | <u>6.7%</u> |
| Total Expense | <u>33.87</u> | <u>504.00</u> | <u>(470.13)</u> | <u>6.7%</u> |
| Net Ordinary Income | <u>(33.87)</u> | <u>(504.00)</u> | <u>470.13</u> | <u>6.7%</u> |
| Net Income | <u>(33.87)</u> | <u>(504.00)</u> | <u>470.13</u> | <u>6.7%</u> |

Sons In Retirement, Incorporated
 Regions Budget vs. Actual
 January through June 2021

| | Region 3 | | | % of Budget |
|--|--------------|-----------------|----------------|-------------|
| | Jan - Jun 21 | Budget | \$ Over Budget | |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6505 · Supplies | | | | |
| 6500 · Region & Branch Meetings - Other | | 504.00 | (504.00) | |
| Total 6500 · Region & Branch Meetings | | 504.00 | (504.00) | |
| Total Expense | | 504.00 | (504.00) | |
| Net Ordinary Income | | (504.00) | 504.00 | |
| Net Income | | (504.00) | 504.00 | |

Sons In Retirement, Incorporated
Regions Budget vs. Actual
January through June 2021

| | Region 4 | | | |
|--|--------------|-----------------|----------------|-------------|
| | Jan - Jun 21 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6505 · Supplies | | | | |
| 6500 · Region & Branch Meetings - Other | | 504.00 | (504.00) | |
| Total 6500 · Region & Branch Meetings | | 504.00 | (504.00) | |
| Total Expense | | 504.00 | (504.00) | |
| Net Ordinary Income | | (504.00) | 504.00 | |
| Net Income | | (504.00) | 504.00 | |

Sons In Retirement, Incorporated
 Regions Budget vs. Actual
 January through June 2021

| | Region 5 | | | % of Budget |
|---|--------------|-----------------|----------------|-------------|
| | Jan - Jun 21 | Budget | \$ Over Budget | |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6505 · Supplies | | | | |
| 6500 · Region & Branch Meetings - Other | | 504.00 | (504.00) | |
| Total 6500 · Region & Branch Meetings | | 504.00 | (504.00) | |
| Total Expense | | 504.00 | (504.00) | |
| Net Ordinary Income | | (504.00) | 504.00 | |
| Net Income | | (504.00) | 504.00 | |

Sons In Retirement, Incorporated
 Regions Budget vs. Actual
 January through June 2021

| | TOTAL | | | |
|--|----------------|-------------------|-------------------|-------------|
| | Jan - Jun 21 | Budget | \$ Over Budget | % of Budget |
| Ordinary Income/Expense | | | | |
| Expense | | | | |
| 6500 · Region & Branch Meetings | | | | |
| 6505 · Supplies | 33.87 | | 33.87 | 100.0% |
| 6500 · Region & Branch Meetings - Other | | 2,520.00 | (2,520.00) | |
| Total 6500 · Region & Branch Meetings | 33.87 | 2,520.00 | (2,486.13) | 1.3% |
| Total Expense | 33.87 | 2,520.00 | (2,486.13) | 1.3% |
| Net Ordinary Income | (33.87) | (2,520.00) | 2,486.13 | 1.3% |
| Net Income | (33.87) | (2,520.00) | 2,486.13 | 1.3% |