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December 1, 2021

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

	<u>Jan - Nov 21</u>	<u>Jan - Nov 20</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Revenue	41,624.67	95,648.74	(54,024.07)	(56.5)%
Total Income	41,624.67	95,648.74	(54,024.07)	(56.5)%
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	41,624.67	95,218.29	(53,593.62)	(56.3)%
Expense				
6000 · State Administration	5,194.94	17,070.11	(11,875.17)	(69.6)%
6100 · Insurance	46,578.66	44,807.52	1,771.14	4.0%
6200 · State Committees	5,550.00	4,048.10	1,501.90	37.1%
6400 · State Meetings		2,976.75	(2,976.75)	(100.0)%
6500 · Region & Branch Meetings	317.13	3,139.66	(2,822.53)	(89.9)%
Total Expense	57,640.73	72,042.14	(14,401.41)	(20.0)%
Net Ordinary Income	(16,016.06)	23,176.15	(39,192.21)	(169.1)%
Net Income	<u>(16,016.06)</u>	<u>23,176.15</u>	<u>(39,192.21)</u>	<u>(169.1)%</u>

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

	Jan - Nov 21	Jan - Nov 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)	19,883.50	22,154.50
4103 · Q3 Assessment (Inv \$19,815.25)	19,611.75	22,029.00
4104 · Q4 Assessment (Inv \$16,980.00)		21,556.00
Total 4100 · Pro Rated Assessment	39,495.25	88,484.00
4200 · Special Donations		
4202 · Donations to SIR Inc		945.00
Total 4200 · Special Donations		945.00
4400 · Hardware Sales	418.00	
4500 · Interest Inc	27.76	47.79
4600 · Other		
4601 · Branch closing	1,678.16	5,668.95
Total 4600 · Other	1,678.16	5,668.95
4700 · Miscellaneous	5.50	500.00
4999 · Uncategorized Income		3.00
Total 4000 · Revenue	41,624.67	95,648.74
Total Income	41,624.67	95,648.74
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	41,624.67	95,218.29
Expense		
6000 · State Administration		
6010 · Officer Expenses		
6011 · President - Travel		
6011a · MCO Marketing		10,000.00
Total 6011 · President - Travel		10,000.00
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	10,283.15
6020 · State Office Expenses		
6021 · Bank Fees	3.00	
6022 · Supplies	834.96	456.42
6023 · Printing and Copies	283.96	32.83
6024 · Postage	454.44	15.50
6028 · Software	1,640.56	2,710.61
6029 · State Taxes		20.00
6030 · California Taxes - SI-100's	1,560.00	980.00
6030 a · Attorney General - RCT Filings	25.00	25.00
6031 · Disbursements to Branch		2,546.60

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

	Jan - Nov 21	Jan - Nov 20
6032 · SIR External Promotional		
6032 c. · Banners	355.02	
Total 6032 · SIR External Promotional	<u>355.02</u>	
Total 6020 · State Office Expenses	<u>5,156.94</u>	<u>6,786.96</u>
Total 6000 · State Administration	5,194.94	17,070.11
6100 · Insurance		
6110 · Commercial Package	33,479.82	32,095.09
6111 · Directors and Officers	1,578.00	1,580.00
6113 · Umbrella	11,520.84	11,132.43
Total 6100 · Insurance	<u>46,578.66</u>	<u>44,807.52</u>
6200 · State Committees		
6220 · Infosys Committee		
6224 · Printing		197.57
Total 6220 · Infosys Committee		197.57
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	273.51
Total 6300 · Growth & Membership Committee	300.00	2,395.81
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	5,250.00	1,000.00
Total 6200 · State Committees	5,550.00	4,048.10
6400 · State Meetings		
6410 · BS-AG-RD Meeting		
6411 · Facility Rental		
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

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

	Jan - Nov 21	Jan - Nov 20
6430 · Annual General Meeting		
6431 · Facilities		
Total 6430 · Annual General Meeting		
Total 6400 · State Meetings		2,976.75
6500 · Region & Branch Meetings		
6502 · Lodging & Meals	59.00	795.45
6503 · Mileage & Tolls	146.00	2,104.00
6504 · Copy & Printing		11.95
6505 · Supplies	112.13	86.01
6510 · Branch Officer Training		
6513 · Mileage and Tolls		142.25
Total 6510 · Branch Officer Training		142.25
Total 6500 · Region & Branch Meetings	317.13	3,139.66
Total Expense	57,640.73	72,042.14
Net Ordinary Income	(16,016.06)	23,176.15
Net Income	(16,016.06)	23,176.15

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

	Jan - Nov 21	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Revenue			
4100 · Pro Rated Assessment			
4102 · Q2 Assessment (Inv \$20,014.75)	19,883.50	17,325.00	2,558.50
4103 · Q3 Assessment (Inv \$19,815.25)	19,611.75	17,152.00	2,459.75
4104 · Q4 Assessment (Inv \$16,980.00)		16,980.00	(16,980.00)
Total 4100 · Pro Rated Assessment	39,495.25	51,457.00	(11,961.75)
4400 · Hardware Sales	418.00		
4500 · Interest Inc	27.76	55.00	(27.24)
4600 · Other			
4601 · Branch closing	1,678.16	4,587.00	(2,908.84)
Total 4600 · Other	1,678.16	4,587.00	(2,908.84)
4700 · Miscellaneous	5.50		
Total 4000 · Revenue	41,624.67	56,099.00	(14,474.33)
Total Income	41,624.67	56,099.00	(14,474.33)
Gross Profit	41,624.67	56,099.00	(14,474.33)
Expense			
6000 · State Administration			
6010 · Officer Expenses			
6013 · Secretary - Travel	38.00		38.00
6010 · Officer Expenses - Other		3,388.00	(3,388.00)
Total 6010 · Officer Expenses	38.00	3,388.00	(3,350.00)
6020 · State Office Expenses			
6021 · Bank Fees	3.00		3.00
6022 · Supplies	834.96		
6023 · Printing and Copies	283.96		283.96
6024 · Postage	454.44		454.44
6028 · Software	1,640.56		1,640.56
6030 · California Taxes - SI-100's	1,560.00		1,560.00
6030 a · Attorney General - RCT Filings	25.00		25.00
6032 · SIR External Promotional			
6032 c · Banners	355.02		
Total 6032 · SIR External Promotional	355.02		
6020 · State Office Expenses - Other		6,688.00	(6,688.00)
Total 6020 · State Office Expenses	5,156.94	6,688.00	(1,531.06)
Total 6000 · State Administration	5,194.94	10,076.00	(4,881.06)

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

	Jan - Nov 21	Budget	\$ Over Budget
6100 · Insurance			
6110 · Commercial Package	33,479.82		33,479.82
6111 · Directors and Officers	1,578.00		1,578.00
6113 · Umbrella	11,520.84		11,520.84
6100 · Insurance - Other		46,750.00	(46,750.00)
Total 6100 · Insurance	46,578.66	46,750.00	(171.34)
6200 · State Committees			
6300 · Growth & Membership Committee			
6305 · Zoomer Awards	300.00		
Total 6300 · Growth & Membership Com...	300.00		300.00
6360 · Public Image	5,250.00		
6200 · State Committees - Other		13,332.00	(13,332.00)
Total 6200 · State Committees	5,550.00	13,332.00	(7,782.00)
6400 · State Meetings			
6410 · BS-AG-RD Meeting			
6411 · Facility Rental	2,500.00		2,500.00
6410 · BS-AG-RD Meeting - Other		1,000.00	(1,000.00)
Total 6410 · BS-AG-RD Meeting	2,500.00	1,000.00	1,500.00
6420 · State Board Meeting		1,500.00	(1,500.00)
6430 · Annual General Meeting			
6435 · Branch Awards		1,000.00	(1,000.00)
Total 6430 · Annual General Meeting		1,000.00	(1,000.00)
Total 6400 · State Meetings	2,500.00	3,500.00	(1,000.00)
6500 · Region & Branch Meetings			
6502 · Lodging & Meals	59.00		
6503 · Mileage & Tolls	146.00		
6505 · Supplies	112.13		
6500 · Region & Branch Meetings - Other		4,620.00	(4,620.00)
Total 6500 · Region & Branch Meetings	317.13	4,620.00	(4,302.87)
Total Expense	60,140.73	78,278.00	(18,137.27)
Net Ordinary Income	(18,516.06)	(22,179.00)	3,662.94
Net Income	(18,516.06)	(22,179.00)	3,662.94

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

	Region 1			% of Budget
	Jan - Nov 21	Budget	\$ Over Budget	
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6505 · Supplies				
6500 · Region & Branch Meetings - Other		924.00	(924.00)	
Total 6500 · Region & Branch Meetings		924.00	(924.00)	
Total Expense		924.00	(924.00)	
Net Ordinary Income		(924.00)	924.00	
Net Income		(924.00)	924.00	

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

	Region 2			
	Jan - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	59.00			
6503 · Mileage & Tolls	104.40			
6505 · Supplies	33.87			
6500 · Region & Branch Meetings - Other		924.00	(924.00)	
Total 6500 · Region & Branch Meetings	<u>197.27</u>	<u>924.00</u>	<u>(726.73)</u>	<u>21.3%</u>
Total Expense	<u>197.27</u>	<u>924.00</u>	<u>(726.73)</u>	<u>21.3%</u>
Net Ordinary Income	<u>(197.27)</u>	<u>(924.00)</u>	<u>726.73</u>	<u>21.3%</u>
Net Income	<u>(197.27)</u>	<u>(924.00)</u>	<u>726.73</u>	<u>21.3%</u>

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

	Region 3			
	Jan - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls	41.60			
6505 · Supplies				
6500 · Region & Branch Meetings - Other		924.00	(924.00)	
Total 6500 · Region & Branch Meetings	41.60	924.00	(882.40)	4.5%
Total Expense	41.60	924.00	(882.40)	4.5%
Net Ordinary Income	(41.60)	(924.00)	882.40	4.5%
Net Income	(41.60)	(924.00)	882.40	4.5%

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

	Region 4			
	Jan - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6505 · Supplies	78.26			
6500 · Region & Branch Meetings - Other		924.00	(924.00)	
Total 6500 · Region & Branch Meetings	78.26	924.00	(845.74)	8.5%
Total Expense	78.26	924.00	(845.74)	8.5%
Net Ordinary Income	(78.26)	(924.00)	845.74	8.5%
Net Income	(78.26)	(924.00)	845.74	8.5%

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

	Region 5			
	Jan - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6505 · Supplies				
6500 · Region & Branch Meetings - Other		924.00	(924.00)	
Total 6500 · Region & Branch Meetings		924.00	(924.00)	
Total Expense		924.00	(924.00)	
Net Ordinary Income		(924.00)	924.00	
Net Income		(924.00)	924.00	

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

	TOTAL			
	Jan - Nov 21	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	59.00		59.00	100.0%
6503 · Mileage & Tolls	146.00		146.00	100.0%
6505 · Supplies	112.13		112.13	100.0%
6500 · Region & Branch Meetings - Other		4,620.00	(4,620.00)	
Total 6500 · Region & Branch Meetings	<u>317.13</u>	<u>4,620.00</u>	<u>(4,302.87)</u>	<u>6.9%</u>
Total Expense	<u>317.13</u>	<u>4,620.00</u>	<u>(4,302.87)</u>	<u>6.9%</u>
Net Ordinary Income	<u>(317.13)</u>	<u>(4,620.00)</u>	<u>4,302.87</u>	<u>6.9%</u>
Net Income	<u>(317.13)</u>	<u>(4,620.00)</u>	<u>4,302.87</u>	<u>6.9%</u>

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

	<u>Nov 30, 21</u>	<u>Nov 30, 20</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	22,599.07	43,084.98	(20,485.91)	(47.6)%
1130 · CitiBank IMMA	40,420.61	40,401.05	19.56	0.1%
1140 · Citibank Insurance Reserve	20,526.42	20,515.64	10.78	0.1%
Total Checking/Savings	83,546.10	104001.67	(20,455.57)	(19.7)%
Accounts Receivable				
1200 · Accounts Receivable	(726.50)	(487.00)	(239.50)	(49.2)%
Total Accounts Receivable	(726.50)	(487.00)	(239.50)	(49.2)%
Total Current Assets	82,819.60	103514.67	(20,695.07)	(20.0)%
TOTAL ASSETS	<u>82,819.60</u>	<u>103514.67</u>	<u>(20,695.07)</u>	<u>(20.0)%</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	(16,016.06)	23,176.15	(39,192.21)	(169.1)%
Total Equity	82,819.60	103514.67	(20,695.07)	(20.0)%
TOTAL LIABILITIES & EQUITY	<u>82,819.60</u>	<u>103514.67</u>	<u>(20,695.07)</u>	<u>(20.0)%</u>