

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2022
 January through November 2022

	Jan - Nov 22	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Revenue			
4100 · Pro Rated Assessment			
4101 · Q1 Assessment (\$19,054.00)	18,793.25	17,500.00	1,293.25
4102 · Q2 Assessment (\$18,095)	17,752.91	17,325.00	427.91
4103 · Q3 Assessment (\$17,134.25)	17,134.25	17,152.00	(17.75)
4104 · Q4 Assessment (\$16,826.25)	16,826.25	16,980.00	(153.75)
Total 4100 · Pro Rated Assessment	70,506.66	68,957.00	1,549.66
4300 · Foreign Travel Fees (Rule 369)	1,026.00		
4400 · Hardware Sales	795.50	275.00	520.50
4500 · Interest Inc	27.25	27.50	(0.25)
4600 · Other			
4601 · Branch closing	6,864.58	462.00	6,402.58
4603 · Deposit Error	1.00		
Total 4600 · Other	6,865.58	462.00	6,403.58
4700 · Miscellaneous	39.25		
Total 4000 · Revenue	79,260.24	69,721.50	9,538.74
Total Income	79,260.24	69,721.50	9,538.74
Cost of Goods Sold			
5000 · Cost of Goods Sold			
5100 · Hardware Purchase	5,136.44		

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5104 · Postage for Sales Deliveries	30.70		
5000 · Cost of Goods Sold - Other		275.00	(275.00)
Total 5000 · Cost of Goods Sold	5,167.14	275.00	4,892.14
Total COGS	5,167.14	275.00	4,892.14
Gross Profit	74,093.10	69,446.50	4,646.60
Expense			
6000 · State Administration			
6010 · Officer Expenses			
6011 · President - Travel	603.75	638.00	(34.25)
6012 · Vice President - Travel		638.00	(638.00)
6013 · Secretary - Travel		412.50	(412.50)
6015 · Treasurer - Travel		412.50	(412.50)
6016 · Assistant Treasurer - Travel		253.00	(253.00)
6017 · Chief Admin Officer - Travel		385.00	(385.00)
6018 · State Advisor-Travel			
6018a · State Parliamentarian - Travel	138.60		
6018 · State Advisor-Travel - Other		385.00	(385.00)
Total 6018 · State Advisor-Travel	138.60	385.00	(246.40)
Total 6010 · Officer Expenses	742.35	3,124.00	(2,381.65)
6020 · State Office Expenses			
6021 · Bank Fees	3.00	20.00	(17.00)
6022 · Supplies	894.31	737.00	157.31
6023 · Printing and Copies	13.05	363.00	(349.95)
6024 · Postage	586.44	363.00	223.44
6026 · Mileage	48.60	187.00	(138.40)
6027 · Web site/Server		1,243.00	(1,243.00)
6028 · Software	1,576.94	1,837.00	(260.06)

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	Jan - Nov 22	Budget	\$ Over Budget
6030 · California Taxes - SI-100's	55.00	1,287.00	(1,232.00)
6030 a · Attorney General - RCT Filings	6,575.00	6,500.00	75.00
Total 6020 · State Office Expenses	9,752.34	12,537.00	(2,784.66)
Total 6000 · State Administration	10,494.69	15,661.00	(5,166.31)
6100 · Insurance			
6110 · Commercial Package	33,835.00		
6111 · Directors and Officers	1,602.00		
6112 · Foreign Travel Liability	2,505.00		
6113 · Umbrella	11,914.83		
6100 · Insurance - Other		50,400.00	(50,400.00)
Total 6100 · Insurance	49,856.83	50,400.00	(543.17)
6200 · State Committees			
6220 · Infosys Committee		88.00	(88.00)
6290 · Policy and Procedure Committee		231.00	(231.00)
6300 · Growth & Membership Committee			
6303 · Materials, Supplies and Misc		462.00	(462.00)
Total 6300 · Growth & Membership Commit...		462.00	(462.00)
6309 · Insurance Committee		88.00	(88.00)
6350 · State Sports Activities			
6351 · Lodging and Meals		88.00	(88.00)
6352 · Mileage and Tolls		88.00	(88.00)
Total 6350 · State Sports Activities		176.00	(176.00)

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	Jan - Nov 22	Budget	\$ Over Budget
6360 · Public Image	11,925.00	8,800.00	3,125.00
Total 6200 · State Committees	11,925.00	9,845.00	2,080.00
6400 · State Meetings			
6410 · BS-AG-RD Meeting		913.00	(913.00)
6420 · State Board Meeting		1,375.00	(1,375.00)
6430 · Annual General Meeting			
6435 · Branch Awards		913.00	(913.00)
Total 6430 · Annual General Meeting		913.00	(913.00)
Total 6400 · State Meetings		3,201.00	(3,201.00)
6500 · Region & Branch Meetings			
6502 · Lodging & Meals	257.14		
6503 · Mileage & Tolls	929.91		
6505 · Postage and Supplies	339.04		
6506 · Miscellaneous	100.00		
6510 · Branch Officer Training			
6511 · Facilities	200.00		
6512 · Lodging and Meals	180.31		
6513 · Mileage and Tolls	89.95		
6515 · Supplies	178.61		
Total 6510 · Branch Officer Training	648.87		
6500 · Region & Branch Meetings - Other		3,465.00	(3,465.00)
Total 6500 · Region & Branch Meetings	2,274.96	3,465.00	(1,190.04)

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	Jan - Nov 22	Budget	\$ Over Budget
66010 · Bank Service Charges	12.00		
Total Expense	74,563.48	82,572.00	(8,008.52)
Net Ordinary Income	(470.38)	(13,125.50)	12,655.12
Net Income	<u>(470.38)</u>	<u>(13,125.50)</u>	<u>12,655.12</u>

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through November 2022

	Region 1			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	160.19			
6503 · Mileage & Tolls	145.27			
6505 · Postage and Supplies	136.48			
6506 · Miscellaneous	100.00			
6510 · Branch Officer Training				
6511 · Facilities				
6512 · Lodging and Meals				
6513 · Mileage and Tolls				
6515 · Supplies	51.07			
Total 6510 · Branch Officer Training	51.07			
6500 · Region & Branch Meetings - Other		693.00	(693.00)	
Total 6500 · Region & Branch Meetings	593.01	693.00	(99.99)	85.6%
Total Expense	593.01	693.00	(99.99)	85.6%
Net Ordinary Income	(593.01)	(693.00)	99.99	85.6%
Net Income	(593.01)	(693.00)	99.99	85.6%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through November 2022

	Region 2			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	69.95			
6503 · Mileage & Tolls	603.89			
6505 · Postage and Supplies	30.39			
6506 · Miscellaneous				
6510 · Branch Officer Training				
6511 · Facilities				
6512 · Lodging and Meals	180.31			
6513 · Mileage and Tolls	89.95			
6515 · Supplies	20.63			
Total 6510 · Branch Officer Training	290.89			
6500 · Region & Branch Meetings - Other		693.00	(693.00)	
Total 6500 · Region & Branch Meetings	995.12	693.00	302.12	143.6%
Total Expense	995.12	693.00	302.12	143.6%
Net Ordinary Income	(995.12)	(693.00)	(302.12)	143.6%
Net Income	(995.12)	(693.00)	(302.12)	143.6%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through November 2022

	Region 3			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls	78.75			
6505 · Postage and Supplies	82.05			
6506 · Miscellaneous				
6510 · Branch Officer Training				
6511 · Facilities				
6512 · Lodging and Meals				
6513 · Mileage and Tolls				
6515 · Supplies	106.91			
Total 6510 · Branch Officer Training	106.91			
6500 · Region & Branch Meetings - Other		693.00	(693.00)	
Total 6500 · Region & Branch Meetings	267.71	693.00	(425.29)	38.6%
Total Expense	267.71	693.00	(425.29)	38.6%
Net Ordinary Income	(267.71)	(693.00)	425.29	38.6%
Net Income	(267.71)	(693.00)	425.29	38.6%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through November 2022

	Region 4			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	27.00			
6503 · Mileage & Tolls	65.60			
6505 · Postage and Supplies	80.12			
6506 · Miscellaneous				
6510 · Branch Officer Training				
6511 · Facilities				
6512 · Lodging and Meals				
6513 · Mileage and Tolls				
6515 · Supplies				
Total 6510 · Branch Officer Training				
6500 · Region & Branch Meetings - Other		693.00	(693.00)	
Total 6500 · Region & Branch Meetings	172.72	693.00	(520.28)	24.9%
Total Expense	172.72	693.00	(520.28)	24.9%
Net Ordinary Income	(172.72)	(693.00)	520.28	24.9%
Net Income	<u>(172.72)</u>	<u>(693.00)</u>	<u>520.28</u>	<u>24.9%</u>

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through November 2022

	Region 5			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls	36.40			
6505 · Postage and Supplies	10.00			
6506 · Miscellaneous				
6510 · Branch Officer Training				
6511 · Facilities	200.00			
6512 · Lodging and Meals				
6513 · Mileage and Tolls				
6515 · Supplies				
Total 6510 · Branch Officer Training	200.00			
6500 · Region & Branch Meetings - Other		693.00	(693.00)	
Total 6500 · Region & Branch Meetings	246.40	693.00	(446.60)	35.6%
Total Expense	246.40	693.00	(446.60)	35.6%
Net Ordinary Income	(246.40)	(693.00)	446.60	35.6%
Net Income	(246.40)	(693.00)	446.60	35.6%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through November 2022

	TOTAL			
	Jan - Nov 22	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	257.14		257.14	100.0%
6503 · Mileage & Tolls	929.91		929.91	100.0%
6505 · Postage and Supplies	339.04		339.04	100.0%
6506 · Miscellaneous	100.00		100.00	100.0%
6510 · Branch Officer Training				
6511 · Facilities	200.00		200.00	100.0%
6512 · Lodging and Meals	180.31		180.31	100.0%
6513 · Mileage and Tolls	89.95		89.95	100.0%
6515 · Supplies	178.61		178.61	100.0%
Total 6510 · Branch Officer Training	648.87		648.87	100.0%
6500 · Region & Branch Meetings - Other		3,465.00	(3,465.00)	
Total 6500 · Region & Branch Meetings	2,274.96	3,465.00	(1,190.04)	65.7%
Total Expense	2,274.96	3,465.00	(1,190.04)	65.7%
Net Ordinary Income	(2,274.96)	(3,465.00)	1,190.04	65.7%
Net Income	(2,274.96)	(3,465.00)	1,190.04	65.7%

Sons In Retirement, Incorporated
Balance Sheet YTD for CY 2022
 As of November 30, 2022

	<u>Nov 30, 22</u>	<u>Nov 30, 21</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	17,167.36	22,599.07	(5,431.71)	(24.0)%
1130 · CitiBank IMMA	40,439.02	40,420.61	18.41	0.1%
1140 · Citibank Insurance Reserve	20,534.90	20,525.55	9.35	0.1%
Total Checking/Savings	78,141.28	83,545.23	(5,403.95)	(6.5)%
Accounts Receivable				
1200 · Accounts Receivable	(1,088.70)	(726.50)	(362.20)	(49.9)%
Total Accounts Receivable	(1,088.70)	(726.50)	(362.20)	(49.9)%
Total Current Assets	77,052.58	82,818.73	(5,766.15)	(7.0)%
TOTAL ASSETS	<u>77,052.58</u>	<u>82,818.73</u>	<u>(5,766.15)</u>	<u>(7.0)%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	70,375.08	70,375.08		
3200 · Retained Earnings	7,147.88	28,460.58	(21,312.70)	(74.9)%
Net Income	(470.38)	(16,016.93)	15,546.55	97.1%
Total Equity	77,052.58	82,818.73	(5,766.15)	(7.0)%
TOTAL LIABILITIES & EQUITY	<u>77,052.58</u>	<u>82,818.73</u>	<u>(5,766.15)</u>	<u>(7.0)%</u>

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Income & Expenditures Prev Year Comparison
January through November 2022

	<u>Jan - Nov 22</u>	<u>Jan - Nov 21</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Revenue	79,260.24	41,623.80	37,636.44	90.4%
Total Income	79,260.24	41,623.80	37,636.44	90.4%
Cost of Goods Sold				
5000 · Cost of Goods Sold	5,167.14		5,167.14	100.0%
Total COGS	5,167.14		5,167.14	100.0%
Gross Profit	74,093.10	41,623.80	32,469.30	78.0%
Expense				
6000 · State Administration	10,494.69	5,194.94	5,299.75	102.0%
6100 · Insurance	49,856.83	46,578.66	3,278.17	7.0%
6200 · State Committees	11,925.00	5,550.00	6,375.00	114.9%
6400 · State Meetings				
6500 · Region & Branch Meetings	2,274.96	317.13	1,957.83	617.4%
66010 · Bank Service Charges	12.00		12.00	100.0%
Total Expense	74,563.48	57,640.73	16,922.75	29.4%
Net Ordinary Income	(470.38)	(16,016.93)	15,546.55	97.1%
Net Income	<u>(470.38)</u>	<u>(16,016.93)</u>	<u>15,546.55</u>	<u>97.1%</u>

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January through November 2022

	Jan - Nov 22	Jan - Nov 21
Ordinary Income/Expense		
Income		
4000 · Revenue		
4100 · Pro Rated Assessment		
4101 · Q1 Assessment (\$19,054.00)	18,793.25	
4102 · Q2 Assessment (\$18,095)	17,752.91	19,883.50
4103 · Q3 Assessment (\$17,134.25)	17,134.25	19,611.75
4104 · Q4 Assessment (\$16,826.25)	16,826.25	
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4300 · Foreign Travel Fees (Rule 369)	1,026.00	
4400 · Hardware Sales	795.50	418.00
4500 · Interest Inc	27.25	26.89
4600 · Other		
4601 · Branch closing	6,864.58	1,678.16
4603 · Deposit Error	1.00	
Total 4600 · Other	6,865.58	1,678.16
4700 · Miscellaneous	39.25	5.50
Total 4000 · Revenue	79,260.24	41,623.80
Total Income	79,260.24	41,623.80
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5100 · Hardware Purchase	5,136.44	

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5104 · Postage for Sales Deliveries	30.70	
Total 5000 · Cost of Goods Sold	5,167.14	
Total COGS	5,167.14	
Gross Profit	74,093.10	41,623.80
Expense		
6000 · State Administration		
6010 · Officer Expenses		
6011 · President - Travel	603.75	
6013 · Secretary - Travel		38.00
6018 · State Advisor-Travel		
6018a · State Parliamentarian - Travel	138.60	
Total 6018 · State Advisor-Travel	138.60	
Total 6010 · Officer Expenses	742.35	38.00
6020 · State Office Expenses		
6021 · Bank Fees	3.00	3.00
6022 · Supplies	894.31	834.96
6023 · Printing and Copies	13.05	283.96
6024 · Postage	586.44	454.44
6026 · Mileage	48.60	
6028 · Software	1,576.94	1,640.56
6030 · California Taxes - SI-100's	55.00	1,560.00
6030 a · Attorney General - RCT Filings	6,575.00	25.00

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6032 · SIR External Promotional		
6032 c. · Banners		355.02
Total 6032 · SIR External Promotional		355.02
Total 6020 · State Office Expenses	9,752.34	5,156.94
Total 6000 · State Administration	10,494.69	5,194.94
6100 · Insurance		
6110 · Commercial Package	33,835.00	33,479.82
6111 · Directors and Officers	1,602.00	1,578.00
6112 · Foreign Travel Liability	2,505.00	
6113 · Umbrella	11,914.83	11,520.84
Total 6100 · Insurance	49,856.83	46,578.66
6200 · State Committees		
6300 · Growth & Membership Committee		
6305 · Zoomer Awards		300.00
Total 6300 · Growth & Membership Committee		300.00
6360 · Public Image	11,925.00	5,250.00
Total 6200 · State Committees	11,925.00	5,550.00
6400 · State Meetings		
6410 · BS-AG-RD Meeting		
6411 · Facility Rental		
Total 6410 · BS-AG-RD Meeting		
Total 6400 · State Meetings		

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6500 · Region & Branch Meetings		
6502 · Lodging & Meals	257.14	59.00
6503 · Mileage & Tolls	929.91	146.00
6505 · Postage and Supplies	339.04	112.13
6506 · Miscellaneous	100.00	
6510 · Branch Officer Training		
6511 · Facilities	200.00	
6512 · Lodging and Meals	180.31	
6513 · Mileage and Tolls	89.95	
6515 · Supplies	178.61	
Total 6510 · Branch Officer Training	648.87	
Total 6500 · Region & Branch Meetings	2,274.96	317.13
66010 · Bank Service Charges	12.00	
Total Expense	74,563.48	57,640.73
Net Ordinary Income	(470.38)	(16,016.93)
Net Income	(470.38)	(16,016.93)