

11:43 AM
 April 2, 2018
 Cash Basis

Sons In Retirement, Incorporated
Balance Sheet YTD for CY 2018
 As of March 31, 2018

	<u>Mar 31, 18</u>	<u>Mar 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	27,759.26	15,330.96	12,428.30	81.1%
1130 · CitiBank IMMA	40,664.49	40,621.27	43.22	0.1%
1140 · Citibank Insurance Reserve	20,478.26	20,458.04	20.22	0.1%
Total Checking/Savings	<u>88,902.01</u>	<u>76,410.27</u>	<u>12,491.74</u>	<u>16.4%</u>
Accounts Receivable				
1200 · Accounts Receivable		(21.25)	21.25	100.0%
Total Accounts Receivable		<u>(21.25)</u>	<u>21.25</u>	<u>100.0%</u>
Total Current Assets	<u>88,902.01</u>	<u>76,389.02</u>	<u>12,512.99</u>	<u>16.4%</u>
TOTAL ASSETS	<u>88,902.01</u>	<u>76,389.02</u>	<u>12,512.99</u>	<u>16.4%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	70,375.08	70,375.08		
3200 · Retained Earnings	4,559.78	909.33	3,650.45	401.4%
Net Income	13,967.15	5,104.61	8,862.54	173.6%
Total Equity	<u>88,902.01</u>	<u>76,389.02</u>	<u>12,512.99</u>	<u>16.4%</u>
TOTAL LIABILITIES & EQUITY	<u>88,902.01</u>	<u>76,389.02</u>	<u>12,512.99</u>	<u>16.4%</u>

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Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison
 January through March 2018

	<u>Jan - Mar 18</u>	<u>Jan - Mar 17</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
17Q1 · Q1 Assessment for 2017		16,463.75	(16,463.75)	(100.0)%
4000 · Revenue	28,447.01	2,943.30	25,503.71	866.5%
Total Income	28,447.01	19,407.05	9,039.96	46.6%
Cost of Goods Sold				
5000 · Cost of Goods Sold	63.22	1,171.29	(1,108.07)	(94.6)%
Total COGS	63.22	1,171.29	(1,108.07)	(94.6)%
Gross Profit	28,383.79	18,235.76	10,148.03	55.7%
Expense				
6000 · State Administration	4,416.80	2,450.99	1,965.81	80.2%
6100 · Insurance	7,112.00	6,425.34	686.66	10.7%
6200 · State Committees	372.13	1,093.12	(720.99)	(66.0)%
6400 · State Meetings	1,308.81	960.00	348.81	36.3%
6500 · Region & Branch Meetings	1,211.90	2,161.25	(949.35)	(43.9)%
6997 · Reconciliation Discrepancies	(5.00)	2.91	(7.91)	(271.8)%
6998 · Miscellaneous		37.54	(37.54)	(100.0)%
Total Expense	14,416.64	13,131.15	1,285.49	9.8%
Net Ordinary Income	13,967.15	5,104.61	8,862.54	173.6%
Net Income	<u><u>13,967.15</u></u>	<u><u>5,104.61</u></u>	<u><u>8,862.54</u></u>	<u><u>173.6%</u></u>

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Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through March 2018

	Jan - Mar 18	Jan - Mar 17
Ordinary Income/Expense		
Income		
17Q1 · Q1 Assessment for 2017		16,463.75
4000 · Revenue		
4100 · Pro Rated Assessment		
4101 · Q1 Assessment (Inv \$20,885.50)	20,885.50	
410111 · Q1 Assessment (inv \$18,580.00)		2,111.25
Total 4100 · Pro Rated Assessment	20,885.50	2,111.25
4300 · Foreign Travel Fees (Rule 369)	1,183.00	364.00
4400 · Hardware Sales	519.50	455.50
4500 · Interest Inc	6.64	12.55
4600 · Other		
4601 · Branch closing	4,892.37	
Total 4600 · Other	4,892.37	
4700 · Miscellaneous	960.00	
Total 4000 · Revenue	28,447.01	2,943.30
Total Income	28,447.01	19,407.05
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5101 · Hardware Item cost		870.00
5102 · Shipping and handling		96.16
5103 · Sales Tax		73.70
5104 · Postage for Sales Deliveries	50.62	45.90
5105 · Mileage For Shipping	12.60	16.80

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Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through March 2018

	<u>Jan - Mar 18</u>	<u>Jan - Mar 17</u>
5106 · Supplies		69.83
5107 · Refund Out of Stock		(1.10)
Total 5000 · Cost of Goods Sold	<u>63.22</u>	<u>1,171.29</u>
Total COGS	<u>63.22</u>	<u>1,171.29</u>
Gross Profit	28,383.79	18,235.76
Expense		
6000 · State Administration		
6020 · State Office Expenses		
6021 · Bank Fees	0.75	
6022 · Supplies	193.30	144.12
6023 · Printing and Copies	46.50	88.90
6024 · Postage	209.30	86.69
6026 · Mileage		50.40
6027 · Web site/Server	179.88	
6028 · Software	387.95	179.88
6030 · California Taxes - SI-100's	380.00	1,040.00
6031 · Disbursements to Branch	3,019.12	
6032 · SIR External Promotional		
6032 a. · Advertising		861.00
Total 6032 · SIR External Promotional		<u>861.00</u>
Total 6020 · State Office Expenses	<u>4,416.80</u>	<u>2,450.99</u>
Total 6000 · State Administration	4,416.80	2,450.99
6100 · Insurance		
6110 · Commercial Package	5,351.34	4,816.34
6113 · Umbrella	1,760.66	1,609.00
Total 6100 · Insurance	<u>7,112.00</u>	<u>6,425.34</u>

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Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
January through March 2018

	<u>Jan - Mar 18</u>	<u>Jan - Mar 17</u>
6200 · State Committees		
6210 · State Audit Committee		
6212 · Mileage & Tolls	142.20	93.20
Total 6210 · State Audit Committee	142.20	93.20
6220 · Infosys Committee		
6221 · Lodging & Meals	98.43	
6222 · Mileage & Tolls		43.20
Total 6220 · Infosys Committee	98.43	43.20
6270 · Bowling Committee		
6272 · Mileage & Tolls		59.90
Total 6270 · Bowling Committee		59.90
6310 · Training Committee		
6311 · RD & AG		
6311 c. · Mileage & Tolls	89.50	
Total 6311 · RD & AG	89.50	
6312 · State Annual		
6312 b. · Lodging & Meals		36.91
6312 c. · Mileage & Tolls	42.00	71.10
6312 d. · Materials/Slides/Handouts		558.72
Total 6312 · State Annual	42.00	666.73
Total 6310 · Training Committee	131.50	666.73

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Income & Expenditures Prev Year Comparison Detail
January through March 2018

	<u>Jan - Mar 18</u>	<u>Jan - Mar 17</u>
6320 · G&M Committee		
63200 · Project 2016		
63201 · Mileage and Tolls		33.70
Total 63200 · Project 2016		33.70
63714 · Branch visits (SAT)		
63718 · Facilities and materials		12.89
Total 63714 · Branch visits (SAT)		12.89
Total 6320 · G&M Committee		46.59
6321 · Lodging & Meals		89.00
6322 · Mileage and Tolls		94.50
Total 6200 · State Committees	372.13	1,093.12
6400 · State Meetings		
6420 · State Board Meeting		
6421 · Facility Rental	39.00	
6422 · Lodging & Meals	769.96	318.85
6423 · Mileage & Tolls	499.85	555.95
Total 6420 · State Board Meeting	1,308.81	874.80
6430 · Annual General Meeting		
6433 · Mileage & Tolls		85.20
Total 6430 · Annual General Meeting		85.20
Total 6400 · State Meetings	1,308.81	960.00

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Income & Expenditures Prev Year Comparison Detail
January through March 2018

	Jan - Mar 18	Jan - Mar 17
6500 · Region & Branch Meetings		
6502 · Lodging & Meals	227.60	938.85
6503 · Mileage & Tolls	625.45	640.70
6505 · Supplies	267.21	563.72
6506 · Miscellaneous	91.64	17.98
Total 6500 · Region & Branch Meetings	1,211.90	2,161.25
6997 · Reconciliation Discrepancies	(5.00)	2.91
6998 · Miscellaneous		37.54
Total Expense	14,416.64	13,131.15
Net Ordinary Income	13,967.15	5,104.61
Net Income	13,967.15	5,104.61

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Sons In Retirement, Incorporated
 Income & Expenditures- CY 2018 Year to Date
 January through March 2018

	Region 1	Region 2	Region 3	Region 4	State	Unclassified	TOTAL
Ordinary Income/Expense							
Income							
4000 · Revenue					28,323	124	28,447
Total Income					28,323	124	28,447
Cost of Goods Sold							
5000 · Cost of Goods Sold					63		63
Total COGS					63		63
Gross Profit					28,260	124	28,384
Expense							
6000 · State Administration	353			28	4,036		4,417
6100 · Insurance					7,112		7,112
6200 · State Committees				42	330		372
6400 · State Meetings	59	52	76	428	694		1,309
6500 · Region & Branch Meetings	293	124	56	738			1,212
6997 · Reconciliation Discrepancies					(5)		(5)
Total Expense	706	176	132	1,236	12,167		14,417
Net Ordinary Income	(706)	(176)	(132)	(1,236)	16,093	124	13,967
Net Income	(706)	(176)	(132)	(1,236)	16,093	124	13,967

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Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2018
January through March 2018

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Ordinary Income/Expense			
Income			
4000 · Revenue			
4100 · Pro Rated Assessment			
4101 · Q1 Assessment (Inv \$20,885.5...	<u>20,885.50</u>	<u>20,885.50</u>	
Total 4100 · Pro Rated Assessment	20,885.50	20,885.50	
4300 · Foreign Travel Fees (Rule 369)	1,183.00	498.75	684.25
4400 · Hardware Sales	519.50	375.00	144.50
4500 · Interest Inc	6.64	14.72	(8.08)
4600 · Other			
4601 · Branch closing	<u>4,892.37</u>	<u>5,807.60</u>	<u>(915.23)</u>
Total 4600 · Other	4,892.37	5,807.60	(915.23)
4700 · Miscellaneous	<u>960.00</u>	<u>325.03</u>	<u>634.97</u>
Total 4000 · Revenue	<u>28,447.01</u>	<u>27,906.60</u>	<u>540.41</u>
Total Income	28,447.01	27,906.60	540.41
Cost of Goods Sold			
5000 · Cost of Goods Sold			
5100 · Hardware Purchase		<u>(500.01)</u>	<u>500.01</u>
Total 5000 · Cost of Goods Sold	<u>63.22</u>	<u>(500.01)</u>	<u>563.23</u>
Total COGS	<u>63.22</u>	<u>(500.01)</u>	<u>563.23</u>
Gross Profit	28,383.79	28,406.61	(22.82)

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Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2018
January through March 2018

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
Expense			
6000 · State Administration			
6010 · Officer Expenses			
6011 · President - Travel		500.01	(500.01)
6012 · Vice President - Travel		187.50	(187.50)
6013 · Secretary - Travel		125.01	(125.01)
6014 · Assistant Secretary - Travel		75.00	(75.00)
6015 · Treasurer - Travel		125.01	(125.01)
6016 · Assistant Treasurer - Travel		75.00	(75.00)
6017 · Chief Admin Officer - Travel		125.01	(125.01)
Total 6010 · Officer Expenses		1,212.54	(1,212.54)
6020 · State Office Expenses			
6021 · Bank Fees	0.75	24.99	(24.24)
6022 · Supplies	193.30	300.00	(106.70)
6023 · Printing and Copies	46.50	99.99	(53.49)
6024 · Postage	209.30	225.00	(15.70)
6026 · Mileage		75.00	(75.00)
6030 · California Taxes - SI-100's	380.00	499.98	(119.98)
Total 6020 · State Office Expenses	4,416.80	1,224.96	3,191.84
Total 6000 · State Administration	4,416.80	2,437.50	1,979.30
6100 · Insurance			
6110 · Commercial Package	5,351.34	5,351.34	
6113 · Umbrella	1,760.66	1,760.66	
6100 · Insurance - Other		4,000.00	(4,000.00)
Total 6100 · Insurance	7,112.00	11,112.00	(4,000.00)

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Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2018
January through March 2018

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6200 · State Committees			
6210 · State Audit Committee	142.20	24.99	117.21
6220 · Infosys Committee	98.43	150.00	(51.57)
6240 · Travel Committee		62.49	(62.49)
6250 · Nominating Committee		49.98	(49.98)
6270 · Bowling Committee		99.99	(99.99)
6280 · Bocce Committee		49.98	(49.98)
6290 · Rules Committee		49.98	(49.98)
6300 · Growth & Membership Commit...		150.00	(150.00)
6310 · Training Committee			
6311 · RD & AG	89.50	174.99	(85.49)
6312 · State Annual	42.00	1,899.99	(1,857.99)
Total 6310 · Training Committee	<u>131.50</u>	<u>2,074.98</u>	<u>(1,943.48)</u>
Total 6200 · State Committees	372.13	2,712.39	(2,340.26)
6400 · State Meetings			
6410 · BS-AG-RD Meeting		324.99	(324.99)
6420 · State Board Meeting	1,308.81	624.99	683.82
6430 · Annual General Meeting		1,749.99	(1,749.99)
Total 6400 · State Meetings	1,308.81	2,699.97	(1,391.16)
6500 · Region & Branch Meetings	1,211.90	3,124.98	(1,913.08)

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Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2018
January through March 2018

	<u>Jan - Mar 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6997 · Reconciliation Discrepancies	<u>(5.00)</u>	<u>(5.00)</u>	
Total Expense	<u>14,416.64</u>	<u>22,081.84</u>	<u>(7,665.20)</u>
Net Ordinary Income	<u>13,967.15</u>	<u>6,324.77</u>	<u>7,642.38</u>
Net Income	<u>13,967.15</u>	<u>6,324.77</u>	<u>7,642.38</u>