

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

| | <u>Aug 31, 18</u> | <u>Aug 31, 17</u> | <u>\$ Change</u> | <u>% Change</u> |
|---------------------------------------|-------------------------|-------------------------|------------------------|--------------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 1100 · Citibank Checking | 30,572.60 | 22,811.80 | 7,760.80 | 34.0% |
| 1130 · CitiBank IMMA | 40,256.97 | 40,199.76 | 57.21 | 0.1% |
| 1140 · Citibank Insurance Reserve | 20,477.00 | 20,462.33 | 14.67 | 0.1% |
| Total Checking/Savings | <u>91,306.57</u> | <u>83,473.89</u> | <u>7,832.68</u> | <u>9.4%</u> |
| Total Current Assets | <u>91,306.57</u> | <u>83,473.89</u> | <u>7,832.68</u> | <u>9.4%</u> |
| TOTAL ASSETS | <u>91,306.57</u> | <u>83,473.89</u> | <u>7,832.68</u> | <u>9.4%</u> |
| LIABILITIES & EQUITY | | | | |
| Equity | | | | |
| 3000 · Opening Bal Equity | 70,375.08 | 70,375.08 | | |
| 3200 · Retained Earnings | 4,108.69 | 909.33 | 3,199.36 | 351.8% |
| Net Income | 16,822.80 | 12,189.48 | 4,633.32 | 38.0% |
| Total Equity | <u>91,306.57</u> | <u>83,473.89</u> | <u>7,832.68</u> | <u>9.4%</u> |
| TOTAL LIABILITIES & EQUITY | <u>91,306.57</u> | <u>83,473.89</u> | <u>7,832.68</u> | <u>9.4%</u> |

Sons In Retirement, Incorporated
 Expenses Only for the Regions & State CY 2018
 January through August 2018

| | Region 1 | Region 2 | Region 3 | Region 4 | Region 5 | State | TOTAL |
|-------------------------------------|-----------------------|---------------------|---------------------|-----------------------|-----------------------|------------------------|------------------------|
| Ordinary Income/Expense | | | | | | | |
| Expense | | | | | | | |
| 6000 · State Administration | 353 | | | 28 | | 7,020 | 7,401 |
| 6100 · Insurance | | | | | | 32,151 | 32,151 |
| 6200 · State Committees | | | 76 | 46 | | 607 | 729 |
| 6400 · State Meetings | 426 | 211 | 792 | 1,448 | 424 | 20,640 | 23,942 |
| 6500 · Region & Branch Meetings | 795 | 681 | 56 | 1,132 | 938 | 75 | 3,677 |
| 6997 · Reconciliation Discrepancies | | | | | | (5) | (5) |
| 6998 · Miscellaneous | | | | | | (436) | (436) |
| Total Expense | <u>1,575</u> | <u>892</u> | <u>924</u> | <u>2,653</u> | <u>1,362</u> | <u>60,052</u> | <u>67,458</u> |
| Net Ordinary Income | <u>(1,575)</u> | <u>(892)</u> | <u>(924)</u> | <u>(2,653)</u> | <u>(1,362)</u> | <u>(60,052)</u> | <u>(67,458)</u> |
| Net Income | <u><u>(1,575)</u></u> | <u><u>(892)</u></u> | <u><u>(924)</u></u> | <u><u>(2,653)</u></u> | <u><u>(1,362)</u></u> | <u><u>(60,052)</u></u> | <u><u>(67,458)</u></u> |

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

| | <u>Jan - Aug 18</u> | <u>Jan - Aug 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 | 86,564.27 | 49,411.92 | 37,152.35 | 75.2% |
| Total Income | 86,564.27 | 65,875.67 | 20,688.60 | 31.4% |
| Cost of Goods Sold | | | | |
| 5000 · Cost of Goods Sold | 2,283.70 | 1,975.06 | 308.64 | 15.6% |
| Total COGS | 2,283.70 | 1,975.06 | 308.64 | 15.6% |
| Gross Profit | 84,280.57 | 63,900.61 | 20,379.96 | 31.9% |
| Expense | | | | |
| 6000 · State Administration | 7,401.30 | 4,855.18 | 2,546.12 | 52.4% |
| 6100 · Insurance | 32,150.98 | 32,162.34 | (11.36) | |
| 6200 · State Committees | 728.62 | 2,920.33 | (2,191.71) | (75.1)% |
| 6400 · State Meetings | 23,941.62 | 7,606.55 | 16,335.07 | 214.8% |
| 6500 · Region & Branch Meetings | 3,676.50 | 3,689.65 | (13.15) | (0.4)% |
| 6997 · Reconciliation Discrepancies | (5.00) | | (5.00) | (100.0)% |
| 6998 · Miscellaneous | (436.25) | 477.08 | (913.33) | (191.4)% |
| Total Expense | 67,457.77 | 51,711.13 | 15,746.64 | 30.5% |
| Net Ordinary Income | 16,822.80 | 12,189.48 | 4,633.32 | 38.0% |
| Net Income | <u><u>16,822.80</u></u> | <u><u>12,189.48</u></u> | <u><u>4,633.32</u></u> | <u><u>38.0%</u></u> |

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September 2, 2018
Cash Basis

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

| | Jan - Aug 18 | Jan - Aug 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) | | 1,670.00 |
| 4102 · Q2 Assessment (inv \$20,624.50) | 20,624.50 | |
| 410222 · Q2 Assessment (Inv \$21,998.75) | | 21,998.75 |
| 4103 · Q3 Assessment Inv \$20,374.50) | 20,512.50 | |
| 410333 · Q3 Assessment (Inv \$21,804.00) | | 21,819.00 |
| 4105 · Annual Meeting Assessment 4,640 | 4,700.00 | |
| Total 4100 · Pro Rated Assessment | 66,722.50 | 45,487.75 |
| 4200 · Special Donations | | |
| 4201 · Special Assessment & Donations | | 15.00 |
| 4203 · AGM Assessment | | 1,860.00 |
| 4200 · Special Donations - Other | 9,290.50 | |
| Total 4200 · Special Donations | 9,290.50 | 1,875.00 |
| 4300 · Foreign Travel Fees (Rule 369) | 2,657.00 | 693.00 |
| 4400 · Hardware Sales | 1,500.50 | 1,322.50 |
| 4500 · Interest Inc | 48.95 | 33.67 |
| 4600 · Other | | |
| 4601 · Branch closing | 5,384.82 | |
| Total 4600 · Other | 5,384.82 | |
| 4700 · Miscellaneous | 960.00 | |
| Total 4000 · Revenue | 86,564.27 | 49,411.92 |
| Total Income | 86,564.27 | 65,875.67 |

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Cash Basis

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

| | Jan - Aug 18 | Jan - Aug 17 |
|--|--------------|--------------|
| Cost of Goods Sold | | |
| 5000 · Cost of Goods Sold | | |
| 5100 · Hardware Purchase | 716.73 | |
| 5101 · Hardware Item cost | | 1,413.43 |
| 5102 · Shipping and handling | 5.60 | 122.69 |
| 5103 · Sales Tax | | 85.25 |
| 5104 · Postage for Sales Deliveries | 161.51 | 136.08 |
| 5105 · Mileage For Shipping | 37.80 | 56.00 |
| 5106 · Supplies | 1,362.06 | 139.71 |
| 5107 · Refund Out of Stock | | 21.90 |
| | <hr/> | <hr/> |
| Total 5000 · Cost of Goods Sold | 2,283.70 | 1,975.06 |
| | <hr/> | <hr/> |
| Total COGS | 2,283.70 | 1,975.06 |
| | <hr/> | <hr/> |
| Gross Profit | 84,280.57 | 63,900.61 |
| Expense | | |
| 6000 · State Administration | | |
| 6010 · Officer Expenses | | |
| 6011 · President - Travel | 445.54 | |
| 6012 · Vice President - Travel | 237.40 | |
| 6013 · Secretary - Travel | 50.40 | |
| 6015 · Treasurer - Travel | 68.95 | |
| 6018 · State Advisor-Travel | 148.00 | |
| | <hr/> | <hr/> |
| Total 6010 · Officer Expenses | 950.29 | |
| | | |
| 6020 · State Office Expenses | | |
| 6021 · Bank Fees | 0.75 | |
| 6022 · Supplies | 560.46 | 477.81 |
| 6023 · Printing and Copies | 75.38 | 219.53 |
| 6024 · Postage | 316.93 | 231.47 |
| 6026 · Mileage | | 196.00 |
| 6027 · Web site/Server | 179.88 | 359.76 |

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

| | <u>Jan - Aug 18</u> | <u>Jan - Aug 17</u> |
|--|---------------------|---------------------|
| 6028 · Software | 1,410.95 | 739.21 |
| 6029 · State Taxes | 20.00 | 20.00 |
| 6030 · California Taxes - SI-100's | 520.00 | 1,700.00 |
| 6030 a · RRF-1 for Attorney General | 50.00 | |
| 6031 · Disbursements to Branch | 3,316.66 | |
| 6032 · SIR External Promotional | | |
| 6032 a · Advertising | | 861.00 |
| 6032 d · Presidents Vidio Message | | 50.40 |
| Total 6032 · SIR External Promotional | | <u>911.40</u> |
| Total 6020 · State Office Expenses | <u>6,451.01</u> | <u>4,855.18</u> |
| Total 6000 · State Administration | 7,401.30 | 4,855.18 |
| 6100 · Insurance | | |
| 6110 · Commercial Package | 20,829.32 | 20,870.32 |
| 6111 · Directors and Officers | 1,627.00 | 1,627.00 |
| 6112 · Foreign Travel Liability | 2,774.00 | 2,774.00 |
| 6113 · Umbrella | 6,920.66 | 6,891.02 |
| Total 6100 · Insurance | 32,150.98 | 32,162.34 |
| 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 | 62.05 |
| 6222 · Mileage & Tolls | | 43.20 |
| Total 6220 · Infosys Committee | 98.43 | 105.25 |

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

| | <u>Jan - Aug 18</u> | <u>Jan - Aug 17</u> |
|--|---------------------|---------------------|
| 6240 · Travel Committee | | |
| 6242 · Mileage & Tolls | 3.50 | |
| Total 6240 · Travel Committee | 3.50 | |
| 6250 · Nominating Committee | | |
| 6251 · Lodging & Meals | | 22.03 |
| 6252 · Mileage & Tolls | | 53.20 |
| Total 6250 · Nominating Committee | | 75.23 |
| 6260 · Golf Committee | | |
| 6262 · Mileage & Tolls | 66.50 | |
| Total 6260 · Golf Committee | 66.50 | |
| 6270 · Bowling Committee | | |
| 6272 · Mileage & Tolls | | 59.90 |
| Total 6270 · Bowling Committee | | 59.90 |
| 6305 · Insurance Committee | | |
| b. · Mileage & Tolls | 210.55 | |
| Total 6305 · Insurance Committee | 210.55 | |
| 6310 · Training Committee | | |
| 6311 · RD & AG | | |
| 6311 b. · Lodging & Meals | 54.59 | |
| 6311 c. · Mileage & Tolls | 110.85 | |
| Total 6311 · RD & AG | 165.44 | |

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

| | <u>Jan - Aug 18</u> | <u>Jan - Aug 17</u> |
|--|---------------------|---------------------|
| 6312 · State Annual | | |
| 6312 b. · Lodging & Meals | | 1,041.33 |
| 6312 c. · Mileage & Tolls | 42.00 | 363.55 |
| 6312 d. · Materials/Slides/Handouts | | 918.88 |
| | <hr/> | <hr/> |
| Total 6312 · State Annual | 42.00 | 2,323.76 |
| Total 6310 · Training Committee | 207.44 | 2,323.76 |
| 6320 · G&M Committee | | |
| 63200 · Project 2016 | | |
| 63201 · Mileage and Tolls | | 59.60 |
| | | <hr/> |
| Total 63200 · Project 2016 | | 59.60 |
| 63714 · Branch visits (SAT) | | |
| 63718 · Facilities and materials | | 12.89 |
| | | <hr/> |
| Total 63714 · Branch visits (SAT) | | 12.89 |
| Total 6320 · G&M Committee | | 72.49 |
| 6321 · Lodging & Meals | | 89.00 |
| 6322 · Mileage and Tolls | | 101.50 |
| | | <hr/> |
| Total 6200 · State Committees | 728.62 | 2,920.33 |
| 6400 · State Meetings | | |
| 6410 · BS-AG-RD Meeting | | |
| 6411 · Facility Rental | 80.00 | |
| 6412 · Lodging & Meals | 3,354.77 | |
| 6413 · Mileage & Tolls | 489.35 | |
| 6414 · Materials/Slides/Handouts | 123.58 | |
| | <hr/> | <hr/> |
| Total 6410 · BS-AG-RD Meeting | 4,047.70 | |

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Income & Expenditures Prev Year Comparison Detail
January through August 2018

| | <u>Jan - Aug 18</u> | <u>Jan - Aug 17</u> |
|--|---------------------|---------------------|
| 6420 · State Board Meeting | | |
| 6421 · Facility Rental | 510.77 | 22.00 |
| 6422 · Lodging & Meals | 1,233.00 | 1,233.53 |
| 6423 · Mileage & Tolls | 1,325.55 | 1,177.38 |
| | <hr/> | <hr/> |
| Total 6420 · State Board Meeting | 3,069.32 | 2,432.91 |
| | | |
| 6430 · Annual General Meeting | | |
| 6431 · Facilities | 12,725.00 | 4,556.55 |
| 6432 · Lodging & Meals | 3,311.01 | 246.54 |
| 6433 · Mileage & Tolls | 670.35 | 357.95 |
| 6434 · Materials/Slides/Handouts | 8.24 | 12.60 |
| | <hr/> | <hr/> |
| Total 6430 · Annual General Meeting | 16,714.60 | 5,173.64 |
| | | |
| 6435 · Reimbursement | 110.00 | |
| | <hr/> | <hr/> |
| Total 6400 · State Meetings | 23,941.62 | 7,606.55 |
| | | |
| 6500 · Region & Branch Meetings | | |
| 6501 · Facilities | 145.00 | |
| 6502 · Lodging & Meals | 1,291.33 | 1,543.75 |
| 6503 · Mileage & Tolls | 1,527.45 | 1,536.25 |
| 6504 · Copy & Printing | 53.99 | |
| 6505 · Supplies | 472.09 | 581.82 |
| 6506 · Miscellaneous | 186.64 | 27.83 |
| | <hr/> | <hr/> |
| Total 6500 · Region & Branch Meetings | 3,676.50 | 3,689.65 |

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

| | Jan - Aug 18 | Jan - Aug 17 |
|-------------------------------------|------------------|------------------|
| 6997 · Reconciliation Discrepancies | (5.00) | |
| 6998 · Miscellaneous | (436.25) | 477.08 |
| Total Expense | 67,457.77 | 51,711.13 |
| Net Ordinary Income | 16,822.80 | 12,189.48 |
| Net Income | 16,822.80 | 12,189.48 |

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Cash Basis

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

| | <u>Jan - Aug 18</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|--|---------------------|---------------|-----------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4000 · Revenue | | | |
| 4100 · Pro Rated Assessment | | | |
| 4101 · Q1 Assessment (Inv \$20,885.50) | 20,885.50 | 20,885.50 | |
| 4102 · Q2 Assessment (inv \$20,624.50) | 20,624.50 | 20,624.50 | |
| 4103 · Q3 Assessment Inv \$20,374.50) | 20,512.50 | 20,515.50 | (3.00) |
| 4105 · Annual Meeting Assessment 4,640 | 4,700.00 | 4,700.00 | |
| Total 4100 · Pro Rated Assessment | 66,722.50 | 66,725.50 | (3.00) |
| 4200 · Special Donations | | | |
| 4203 · AGM Assessment | | 9,080.50 | (9,080.50) |
| Total 4200 · Special Donations | 9,290.50 | 9,080.50 | 210.00 |
| 4300 · Foreign Travel Fees (Rule 369) | 2,657.00 | 1,849.36 | 807.64 |
| 4400 · Hardware Sales | 1,500.50 | 1,000.00 | 500.50 |
| 4500 · Interest Inc | 48.95 | 39.32 | 9.63 |
| 4600 · Other | | | |
| 4601 · Branch closing | 5,384.82 | 6,300.05 | (915.23) |
| Total 4600 · Other | 5,384.82 | 6,300.05 | (915.23) |
| 4700 · Miscellaneous | 960.00 | 866.68 | 93.32 |
| Total 4000 · Revenue | 86,564.27 | 85,861.41 | 702.86 |
| Total Income | 86,564.27 | 85,861.41 | 702.86 |

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 September 2, 2018
 Cash Basis

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

| | Jan - Aug 18 | Budget | \$ Over Budget |
|-------------------------------------|--------------|-----------|----------------|
| Cost of Goods Sold | | | |
| 5000 · Cost of Goods Sold | | | |
| 5100 · Hardware Purchase | 716.73 | 1,333.36 | (616.63) |
| Total 5000 · Cost of Goods Sold | 2,283.70 | 1,333.36 | 950.34 |
| Total COGS | 2,283.70 | 1,333.36 | 950.34 |
| Gross Profit | 84,280.57 | 84,528.05 | (247.48) |
| Expense | | | |
| 6000 · State Administration | | | |
| 6010 · Officer Expenses | | | |
| 6011 · President - Travel | 445.54 | 1,333.36 | (887.82) |
| 6012 · Vice President - Travel | 237.40 | 500.00 | (262.60) |
| 6013 · Secretary - Travel | 50.40 | 333.36 | (282.96) |
| 6014 · Assistant Secretary - Travel | | 200.00 | (200.00) |
| 6015 · Treasurer - Travel | 68.95 | 333.36 | (264.41) |
| 6016 · Assistant Treasurer - Travel | | 200.00 | (200.00) |
| 6017 · Chief Admin Officer - Travel | | 333.36 | (333.36) |
| Total 6010 · Officer Expenses | 950.29 | 3,233.44 | (2,283.15) |
| 6020 · State Office Expenses | | | |
| 6021 · Bank Fees | 0.75 | 66.64 | (65.89) |
| 6022 · Supplies | 560.46 | 800.00 | (239.54) |
| 6023 · Printing and Copies | 75.38 | 266.64 | (191.26) |
| 6024 · Postage | 316.93 | 600.00 | (283.07) |
| 6026 · Mileage | | 200.00 | (200.00) |
| 6030 · California Taxes - SI-100's | 520.00 | 1,333.28 | (813.28) |

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 September 2, 2018
 Cash Basis

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

| | Jan - Aug 18 | Budget | \$ Over Budget |
|---|------------------|------------------|--------------------|
| 6030 a · RRF-1 for Attorney General | 50.00 | 50.00 | |
| 6031 · Disbursements to Branch | 3,316.66 | 3,316.66 | |
| Total 6020 · State Office Expenses | 6,451.01 | 6,633.22 | (182.21) |
| Total 6000 · State Administration | 7,401.30 | 9,866.66 | (2,465.36) |
| 6100 · Insurance | | | |
| 6110 · Commercial Package | 20,829.32 | 20,829.26 | 0.06 |
| 6111 · Directors and Officers | 1,627.00 | 1,627.00 | |
| 6112 · Foreign Travel Liability | 2,774.00 | 2,774.00 | |
| 6113 · Umbrella | 6,920.66 | 6,920.66 | |
| 6100 · Insurance - Other | | 32,150.92 | (32,150.92) |
| Total 6100 · Insurance | 32,150.98 | 64,301.84 | (32,150.86) |
| 6200 · State Committees | | | |
| 6210 · State Audit Committee | 142.20 | 66.64 | 75.56 |
| 6220 · Infosys Committee | 98.43 | 400.00 | (301.57) |
| 6240 · Travel Committee | 3.50 | 166.64 | (163.14) |
| 6250 · Nominating Committee | | 133.28 | (133.28) |
| 6270 · Bowling Committee | | 266.64 | (266.64) |
| 6280 · Bocce Committee | | 133.28 | (133.28) |
| 6290 · Rules Committee | | 133.28 | (133.28) |
| 6300 · Growth & Membership Committee | | 400.00 | (400.00) |

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September 2, 2018
Cash Basis

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

| | <u>Jan - Aug 18</u> | <u>Budget</u> | <u>\$ Over Budget</u> |
|-------------------------------------|---------------------|--------------------|-----------------------|
| 6310 · Training Committee | | | |
| 6311 · RD & AG | 165.44 | 466.64 | (301.20) |
| 6312 · State Annual | 42.00 | 7,600.00 | (7,558.00) |
| Total 6310 · Training Committee | <u>207.44</u> | <u>8,066.64</u> | <u>(7,859.20)</u> |
| Total 6200 · State Committees | 728.62 | 9,766.40 | (9,037.78) |
| 6400 · State Meetings | | | |
| 6410 · BS-AG-RD Meeting | 4,047.70 | 866.64 | 3,181.06 |
| 6420 · State Board Meeting | 3,069.32 | 1,666.64 | 1,402.68 |
| 6430 · Annual General Meeting | 16,714.60 | 7,000.00 | 9,714.60 |
| Total 6400 · State Meetings | <u>23,941.62</u> | <u>9,533.28</u> | <u>14,408.34</u> |
| 6500 · Region & Branch Meetings | 3,676.50 | 8,333.28 | (4,656.78) |
| 6997 · Reconciliation Discrepancies | (5.00) | (5.00) | |
| Total Expense | <u>67,457.77</u> | <u>101,796.46</u> | <u>(34,338.69)</u> |
| Net Ordinary Income | <u>16,822.80</u> | <u>(17,268.41)</u> | <u>34,091.21</u> |
| Net Income | <u>16,822.80</u> | <u>(17,268.41)</u> | <u>34,091.21</u> |