

11:37 AM
October 1, 2018
Cash Basis

Sons In Retirement, Incorporated
Balance Sheet YTD for CY 2018
As of September 30, 2018

	<u>Sep 30, 18</u>	<u>Sep 30, 17</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	25,904.70	17,126.61	8,778.09	51.3%
1130 · CitiBank IMMA	40,263.59	40,203.06	60.53	0.2%
1140 · Citibank Insurance Reserve	20,478.68	20,463.17	15.51	0.1%
Total Checking/Savings	<u>86,646.97</u>	<u>77,792.84</u>	<u>8,854.13</u>	<u>11.4%</u>
Total Current Assets	<u>86,646.97</u>	<u>77,792.84</u>	<u>8,854.13</u>	<u>11.4%</u>
TOTAL ASSETS	<u>86,646.97</u>	<u>77,792.84</u>	<u>8,854.13</u>	<u>11.4%</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	12,163.20	6,508.43	5,654.77	86.9%
Total Equity	<u>86,646.97</u>	<u>77,792.84</u>	<u>8,854.13</u>	<u>11.4%</u>
TOTAL LIABILITIES & EQUITY	<u>86,646.97</u>	<u>77,792.84</u>	<u>8,854.13</u>	<u>11.4%</u>

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

	Region 1	Region 2	Region 3	Region 4	Region 5	State	TOTAL
Ordinary Income/Expense							
Expense							
6000 · State Administration	353			28		7,429	7,810
6100 · Insurance						35,593	35,593
6200 · State Committees			76	46		835	956
6400 · State Meetings	426	260	864	1,555	424	21,376	24,906
6500 · Region & Branch Meetings	795	681	56	1,143	938	75	3,688
6997 · Reconciliation Discrepancies						(5)	(5)
6998 · Miscellaneous						(436)	(436)
Total Expense	<u>1,575</u>	<u>941</u>	<u>996</u>	<u>2,772</u>	<u>1,362</u>	<u>64,867</u>	<u>72,513</u>
Net Ordinary Income	<u>(1,575)</u>	<u>(941)</u>	<u>(996)</u>	<u>(2,772)</u>	<u>(1,362)</u>	<u>(64,867)</u>	<u>(72,513)</u>
Net Income	<u><u>(1,575)</u></u>	<u><u>(941)</u></u>	<u><u>(996)</u></u>	<u><u>(2,772)</u></u>	<u><u>(1,362)</u></u>	<u><u>(64,867)</u></u>	<u><u>(72,513)</u></u>

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 Cash Basis

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

	<u>Jan - Sep 18</u>	<u>Jan - Sep 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	86,984.57	49,905.56	37,079.01	74.3%
Total Income	86,984.57	66,369.31	20,615.26	31.1%
Cost of Goods Sold				
5000 · Cost of Goods Sold	2,308.66	1,990.61	318.05	16.0%
Total COGS	2,308.66	1,990.61	318.05	16.0%
Gross Profit	84,675.91	64,378.70	20,297.21	31.5%
Expense				
6000 · State Administration	7,810.34	5,564.06	2,246.28	40.4%
6100 · Insurance	35,593.15	35,718.34	(125.19)	(0.4)%
6200 · State Committees	956.23	4,410.24	(3,454.01)	(78.3)%
6400 · State Meetings	24,905.84	7,845.00	17,060.84	217.5%
6500 · Region & Branch Meetings	3,688.40	3,820.55	(132.15)	(3.5)%
6997 · Reconciliation Discrepancies	(5.00)		(5.00)	(100.0)%
6998 · Miscellaneous	(436.25)	512.08	(948.33)	(185.2)%
Total Expense	72,512.71	57,870.27	14,642.44	25.3%
Net Ordinary Income	12,163.20	6,508.43	5,654.77	86.9%
Net Income	<u>12,163.20</u>	<u>6,508.43</u>	<u>5,654.77</u>	<u>86.9%</u>

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

	Jan - Sep 18	Jan - Sep 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)	2,819.00	1,081.00
4400 · Hardware Sales	1,750.50	1,424.00
4500 · Interest Inc	57.25	37.81
4600 · Other		
4601 · Branch closing	5,384.82	
Total 4600 · Other	5,384.82	
4700 · Miscellaneous	960.00	
Total 4000 · Revenue	86,984.57	49,905.56
Total Income	86,984.57	66,369.31

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

	Jan - Sep 18	Jan - Sep 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	182.27	147.43
5105 · Mileage For Shipping	42.00	60.20
5106 · Supplies	1,362.06	139.71
5107 · Refund Out of Stock		21.90
Total 5000 · Cost of Goods Sold	2,308.66	1,990.61
Total COGS	2,308.66	1,990.61
Gross Profit	84,675.91	64,378.70
Expense		
6000 · State Administration		
6010 · Officer Expenses		
6011 · President - Travel	445.54	
6012 · Vice President - Travel	237.40	
6013 · Secretary - Travel	366.19	
6015 · Treasurer - Travel	68.95	
6018 · State Advisor-Travel	148.00	
Total 6010 · Officer Expenses	1,266.08	
6020 · State Office Expenses		
6021 · Bank Fees	0.75	
6022 · Supplies	624.71	596.48
6023 · Printing and Copies	104.38	281.13
6024 · Postage	316.93	301.47
6026 · Mileage		196.00
6027 · Web site/Server	179.88	818.37

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

	<u>Jan - Sep 18</u>	<u>Jan - Sep 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>6,544.26</u>	<u>5,564.06</u>
Total 6000 · State Administration	7,810.34	5,564.06
6100 · Insurance		
6110 · Commercial Package	23,411.49	23,545.99
6111 · Directors and Officers	1,627.00	1,627.00
6112 · Foreign Travel Liability	2,774.00	2,774.00
6113 · Umbrella	7,780.66	7,771.35
Total 6100 · Insurance	<u>35,593.15</u>	<u>35,718.34</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	122.27
6222 · Mileage & Tolls		43.20
Total 6220 · Infosys Committee	<u>98.43</u>	<u>165.47</u>

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

	<u>Jan - Sep 18</u>	<u>Jan - Sep 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
6280 · Bocce Committee		
6283 · Materials, Supplies and Misc.	63.71	
Total 6280 · Bocce Committee	63.71	
6300 · Growth & Membership Committee		
6303 · Materials, Supplies and Misc	108.95	
Total 6300 · Growth & Membership Committee	108.95	
6305 · Insurance Committee		
b. · Mileage & Tolls	265.50	
Total 6305 · Insurance Committee	265.50	

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Income & Expenditures Prev Year Comparison Detail
January through September 2018

	<u>Jan - Sep 18</u>	<u>Jan - Sep 17</u>
6310 · Training Committee		
6311 · RD & AG		
6311 b. · Lodging & Meals	54.59	
6311 c. · Mileage & Tolls	110.85	
	<hr/>	<hr/>
Total 6311 · RD & AG	165.44	
6312 · State Annual		
6312 b. · Lodging & Meals		1,229.13
6312 c. · Mileage & Tolls	42.00	418.85
6312 d. · Materials/Slides/Handouts		2,105.47
	<hr/>	<hr/>
Total 6312 · State Annual	42.00	3,753.45
	<hr/>	<hr/>
Total 6310 · Training Committee	207.44	3,753.45
6320 · G&M Committee		
63200 · Project 2016		
63201 · Mileage and Tolls		59.60
	<hr/>	<hr/>
Total 63200 · Project 2016		59.60
63714 · Branch visits (SAT)		
63718 · Facilities and materials		12.89
	<hr/>	<hr/>
Total 63714 · Branch visits (SAT)		12.89
	<hr/>	<hr/>
Total 6320 · G&M Committee		72.49
6321 · Lodging & Meals		89.00
6322 · Mileage and Tolls		101.50
	<hr/>	<hr/>
Total 6200 · State Committees	956.23	4,410.24

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Income & Expenditures Prev Year Comparison Detail
 January through September 2018

	Jan - Sep 18	Jan - Sep 17
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	
Total 6410 · BS-AG-RD Meeting	4,047.70	
6420 · State Board Meeting		
6421 · Facility Rental	679.52	22.00
6422 · Lodging & Meals	1,233.00	1,233.53
6423 · Mileage & Tolls	1,374.55	1,219.38
Total 6420 · State Board Meeting	3,287.07	2,474.91
6430 · Annual General Meeting		
6431 · Facilities	12,725.00	4,556.55
6432 · Lodging & Meals	3,877.93	246.54
6433 · Mileage & Tolls	849.90	554.40
6434 · Materials/Slides/Handouts	8.24	12.60
Total 6430 · Annual General Meeting	17,461.07	5,370.09
6435 · Reimbursement	110.00	
Total 6400 · State Meetings	24,905.84	7,845.00
6500 · Region & Branch Meetings		
6501 · Facilities	145.00	
6502 · Lodging & Meals	1,291.33	1,543.75
6503 · Mileage & Tolls	1,539.35	1,667.15
6504 · Copy & Printing	53.99	

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Income & Expenditures Prev Year Comparison Detail
January through September 2018

	Jan - Sep 18	Jan - Sep 17
6505 · Supplies	472.09	581.82
6506 · Miscellaneous	186.64	27.83
Total 6500 · Region & Branch Meetings	3,688.40	3,820.55
6997 · Reconciliation Discrepancies	(5.00)	
6998 · Miscellaneous	(436.25)	512.08
Total Expense	72,512.71	57,870.27
Net Ordinary Income	12,163.20	6,508.43
Net Income	12,163.20	6,508.43

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

	<u>Jan - Sep 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)	2,819.00	2,080.53	738.47
4400 · Hardware Sales	1,750.50	1,125.00	625.50
4500 · Interest Inc	57.25	44.24	13.01
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	975.01	(15.01)
Total 4000 · Revenue	86,984.57	86,330.83	653.74
Total Income	86,984.57	86,330.83	653.74

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

	Jan - Sep 18	Budget	\$ Over Budget
Cost of Goods Sold			
5000 · Cost of Goods Sold			
5100 · Hardware Purchase	716.73	1,500.03	(783.30)
Total 5000 · Cost of Goods Sold	2,308.66	1,500.03	808.63
Total COGS	2,308.66	1,500.03	808.63
Gross Profit	84,675.91	84,830.80	(154.89)
Expense			
6000 · State Administration			
6010 · Officer Expenses			
6011 · President - Travel	445.54	1,500.03	(1,054.49)
6012 · Vice President - Travel	237.40	562.50	(325.10)
6013 · Secretary - Travel	366.19	375.03	(8.84)
6014 · Assistant Secretary - Travel		225.00	(225.00)
6015 · Treasurer - Travel	68.95	375.03	(306.08)
6016 · Assistant Treasurer - Travel		225.00	(225.00)
6017 · Chief Admin Officer - Travel		375.03	(375.03)
Total 6010 · Officer Expenses	1,266.08	3,637.62	(2,371.54)
6020 · State Office Expenses			
6021 · Bank Fees	0.75	74.97	(74.22)
6022 · Supplies	624.71	900.00	(275.29)
6023 · Printing and Copies	104.38	299.97	(195.59)
6024 · Postage	316.93	675.00	(358.07)
6026 · Mileage		225.00	(225.00)
6030 · California Taxes - SI-100's	520.00	1,499.94	(979.94)

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

	Jan - Sep 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	6,544.26	7,041.54	(497.28)
Total 6000 · State Administration	7,810.34	10,679.16	(2,868.82)
6100 · Insurance			
6110 · Commercial Package	23,411.49	23,411.40	0.09
6111 · Directors and Officers	1,627.00	1,627.00	
6112 · Foreign Travel Liability	2,774.00	2,774.00	
6113 · Umbrella	7,780.66	7,780.66	
6100 · Insurance - Other		35,593.06	(35,593.06)
Total 6100 · Insurance	35,593.15	71,186.12	(35,592.97)
6200 · State Committees			
6210 · State Audit Committee	142.20	74.97	67.23
6220 · Infosys Committee	98.43	450.00	(351.57)
6240 · Travel Committee	3.50	187.47	(183.97)
6250 · Nominating Committee		149.94	(149.94)
6270 · Bowling Committee		299.97	(299.97)
6280 · Bocce Committee	63.71	149.94	(86.23)
6290 · Rules Committee		149.94	(149.94)
6300 · Growth & Membership Committee	108.95	450.00	(341.05)

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

	<u>Jan - Sep 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6310 · Training Committee			
6311 · RD & AG	165.44	524.97	(359.53)
6312 · State Annual	42.00	7,600.00	(7,558.00)
Total 6310 · Training Committee	<u>207.44</u>	<u>8,124.97</u>	<u>(7,917.53)</u>
Total 6200 · State Committees	956.23	10,037.20	(9,080.97)
6400 · State Meetings			
6410 · BS-AG-RD Meeting	4,047.70	974.97	3,072.73
6420 · State Board Meeting	3,287.07	1,874.97	1,412.10
6430 · Annual General Meeting	17,461.07	7,000.00	10,461.07
Total 6400 · State Meetings	<u>24,905.84</u>	<u>9,849.94</u>	<u>15,055.90</u>
6500 · Region & Branch Meetings	3,688.40	9,374.94	(5,686.54)
6997 · Reconciliation Discrepancies	(5.00)	(5.00)	
Total Expense	<u>72,512.71</u>	<u>111,122.36</u>	<u>(38,609.65)</u>
Net Ordinary Income	<u>12,163.20</u>	<u>(26,291.56)</u>	<u>38,454.76</u>
Net Income	<u>12,163.20</u>	<u>(26,291.56)</u>	<u>38,454.76</u>