

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

	<u>Dec 31, 18</u>	<u>Dec 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	24,863.90	14,020.50	10,843.40	77.3%
1130 · CitiBank IMMA	40,283.93	40,220.06	63.87	0.2%
1140 · Citibank Insurance Reserve	20,483.84	20,465.75	18.09	0.1%
Total Checking/Savings	<u>85,631.67</u>	<u>74,706.31</u>	<u>10,925.36</u>	<u>14.6%</u>
Total Current Assets	<u>85,631.67</u>	<u>74,706.31</u>	<u>10,925.36</u>	<u>14.6%</u>
TOTAL ASSETS	<u>85,631.67</u>	<u>74,706.31</u>	<u>10,925.36</u>	<u>14.6%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	70,375.08	70,375.08		
3200 · Retained Earnings	4,331.23	1,104.16	3,227.07	292.3%
Net Income	10,925.36	3,227.07	7,698.29	238.6%
Total Equity	<u>85,631.67</u>	<u>74,706.31</u>	<u>10,925.36</u>	<u>14.6%</u>
TOTAL LIABILITIES & EQUITY	<u>85,631.67</u>	<u>74,706.31</u>	<u>10,925.36</u>	<u>14.6%</u>

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 Cash Basis

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

	Region 1	Region 2	Region 3	Region 4	Region 5	State	TOTAL
Ordinary Income/Expense							
Expense							
6000 · State Administration	353	124	35	185	75	10,671	11,443
6100 · Insurance						45,920	45,920
6200 · State Committees		284	76	105		1,495	1,959
6400 · State Meetings	554	1,207	1,549	2,554	1,426	22,978	30,267
6500 · Region & Branch Meetings	1,283	866	253	1,622	1,325	75	5,424
6997 · Reconciliation Discrepancies						(5)	(5)
6998 · Miscellaneous						(436)	(436)
Total Expense	<u>2,190</u>	<u>2,480</u>	<u>1,912</u>	<u>4,466</u>	<u>2,826</u>	<u>80,697</u>	<u>94,572</u>
Net Ordinary Income	<u>(2,190)</u>	<u>(2,480)</u>	<u>(1,912)</u>	<u>(4,466)</u>	<u>(2,826)</u>	<u>(80,697)</u>	<u>(94,572)</u>
Net Income	<u><u>(2,190)</u></u>	<u><u>(2,480)</u></u>	<u><u>(1,912)</u></u>	<u><u>(4,466)</u></u>	<u><u>(2,826)</u></u>	<u><u>(80,697)</u></u>	<u><u>(94,572)</u></u>

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 Cash Basis

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

	<u>Jan - Dec 18</u>	<u>Jan - Dec 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	107,875.03	73,219.52	34,655.51	47.3%
Total Income	107,875.03	89,683.27	18,191.76	20.3%
Cost of Goods Sold				
5000 · Cost of Goods Sold	2,377.57	2,378.36	(0.79)	
Total COGS	2,377.57	2,378.36	(0.79)	
Gross Profit	105,497.46	87,304.91	18,192.55	20.8%
Expense				
6000 · State Administration	11,442.98	6,467.19	4,975.79	76.9%
6100 · Insurance	45,919.66	46,386.34	(466.68)	(1.0)%
6200 · State Committees	1,959.46	13,840.74	(11,881.28)	(85.8)%
6400 · State Meetings	30,267.25	9,569.54	20,697.71	216.3%
6500 · Region & Branch Meetings	5,424.00	6,956.86	(1,532.86)	(22.0)%
6997 · Reconciliation Discrepancies	(5.00)		(5.00)	(100.0)%
6998 · Miscellaneous	(436.25)	857.17	(1,293.42)	(150.9)%
Total Expense	94,572.10	84,077.84	10,494.26	12.5%
Net Ordinary Income	10,925.36	3,227.07	7,698.29	238.6%
Net Income	<u>10,925.36</u>	<u>3,227.07</u>	<u>7,698.29</u>	<u>238.6%</u>

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

	Jan - Dec 18	Jan - Dec 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 \$20,515.50)	20,512.50	
410333 · Q3 Assessment (Inv \$21,804.00)		21,819.00
4104 · Q4 Assessment Inv (\$20,352.00)	20,352.00	
410444 · Q4 Assessment (Inv 21,621.00)		21,621.00
4105 · Annual Meeting Assessment 4,640	4,700.00	
Total 4100 · Pro Rated Assessment	87,074.50	67,108.75
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	1,788.00
4400 · Hardware Sales	2,263.50	1,984.50
4500 · Interest Inc	82.71	57.43
4600 · Other		
4601 · Branch closing	5,384.82	405.84
Total 4600 · Other	5,384.82	405.84

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

	Jan - Dec 18	Jan - Dec 17
4700 · Miscellaneous	960.00	
Total 4000 · Revenue	107,875.03	73,219.52
Total Income	107,875.03	89,683.27
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5100 · Hardware Purchase	716.73	
5101 · Hardware Item cost		1,683.43
5102 · Shipping and handling	5.60	153.33
5103 · Sales Tax		108.19
5104 · Postage for Sales Deliveries	234.38	183.70
5105 · Mileage For Shipping	58.80	67.20
5106 · Supplies	1,362.06	160.61
5107 · Refund Out of Stock		21.90
Total 5000 · Cost of Goods Sold	2,377.57	2,378.36
Total COGS	2,377.57	2,378.36
Gross Profit	105,497.46	87,304.91
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	116.20	
6017 · Chief Admin Officer - Travel	38.50	
6018 · State Advisor-Travel	301.25	
Total 6010 · Officer Expenses	1,505.08	

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

	Jan - Dec 18	Jan - Dec 17
6020 · State Office Expenses		
6021 · Bank Fees	0.75	0.04
6022 · Supplies	1,449.21	659.28
6023 · Printing and Copies	161.38	418.27
6024 · Postage	589.57	479.02
6026 · Mileage		341.60
6027 · Web site/Server	2,189.39	818.37
6028 · Software	1,480.94	739.21
6029 · State Taxes	20.00	20.00
6030 · California Taxes - SI-100's	680.00	2,080.00
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		911.40
Total 6020 · State Office Expenses	9,937.90	6,467.19
Total 6000 · State Administration	11,442.98	6,467.19
6100 · Insurance		
6110 · Commercial Package	31,148.00	31,573.00
6111 · Directors and Officers	1,627.00	1,627.00
6112 · Foreign Travel Liability	2,774.00	2,774.00
6113 · Umbrella	10,370.66	10,412.34
Total 6100 · Insurance	45,919.66	46,386.34
6200 · State Committees		
6210 · State Audit Committee		
6212 · Mileage & Tolls	142.20	93.20
Total 6210 · State Audit Committee	142.20	93.20

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

	<u>Jan - Dec 18</u>	<u>Jan - Dec 17</u>
6220 · Infosys Committee		
6221 · Lodging & Meals	209.36	122.27
6222 · Mileage & Tolls	36.50	79.70
Total 6220 · Infosys Committee	245.86	201.97
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		109.65
Total 6250 · Nominating Committee		131.68
6260 · Golf Committee		
6262 · Mileage & Tolls	79.10	
Total 6260 · Golf Committee	79.10	
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	

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

	<u>Jan - Dec 18</u>	<u>Jan - Dec 17</u>
6290 · Rules Committee		
6291 · Lodging & Meals	48.38	
6292 · Mileage & Tolls	104.75	
6293 · Copies & Printing	179.26	
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Total 6290 · Rules Committee	332.39	
6300 · Growth & Membership Committee		
6303 · Materials, Supplies and Misc	108.95	
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Total 6300 · Growth & Membership Committee	108.95	
6305 · Insurance Committee		
b. · Mileage & Tolls	265.50	
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Total 6305 · Insurance Committee	265.50	
6310 · Training Committee		
6311 · RD & AG		
6311 b. · Lodging & Meals	164.75	
6311 c. · Mileage & Tolls	242.10	
	<hr/>	<hr/>
Total 6311 · RD & AG	406.85	
6312 · State Annual		
6312 a. · Facilities		2,880.02
6312 b. · Lodging & Meals	12.00	4,224.95
6312 c. · Mileage & Tolls	42.00	2,320.21
6312 d. · Materials/Slides/Handouts	257.40	3,370.34
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Total 6312 · State Annual	311.40	12,795.52
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Total 6310 · Training Committee	718.25	12,795.52

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

	Jan - Dec 18	Jan - Dec 17
6320 · G&M Committee		
63200 · Project 2016		
63201 · Mileage and Tolls		59.60
63203 · Meals		295.48
		<hr/>
Total 63200 · Project 2016		355.08
63714 · Branch visits (SAT)		
63718 · Facilities and materials		12.89
		<hr/>
Total 63714 · Branch visits (SAT)		12.89
		<hr/>
Total 6320 · G&M Committee		367.97
6321 · Lodging & Meals		89.00
6322 · Mileage and Tolls		101.50
		<hr/>
Total 6200 · State Committees	1,959.46	13,840.74
6400 · State Meetings		
6410 · BS-AG-RD Meeting		
6411 · Facility Rental	611.43	
6412 · Lodging & Meals	3,448.48	
6413 · Mileage & Tolls	652.80	
6414 · Materials/Slides/Handouts	265.07	
		<hr/>
Total 6410 · BS-AG-RD Meeting	4,977.78	
6420 · State Board Meeting		
6421 · Facility Rental	789.52	22.00
6422 · Lodging & Meals	3,102.68	1,761.78
6423 · Mileage & Tolls	2,894.45	1,694.78
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Total 6420 · State Board Meeting	6,786.65	3,478.56

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

	Jan - Dec 18	Jan - Dec 17
6430 · Annual General Meeting		
6431 · Facilities	12,725.00	4,556.55
6432 · Lodging & Meals	4,401.18	335.63
6433 · Mileage & Tolls	1,218.60	1,110.50
6434 · Materials/Slides/Handouts	48.04	88.30
Total 6430 · Annual General Meeting	18,392.82	6,090.98
6435 · Reimbursement	110.00	
Total 6400 · State Meetings	30,267.25	9,569.54
6500 · Region & Branch Meetings		
6501 · Facilities	145.00	
6502 · Lodging & Meals	1,662.68	2,086.40
6503 · Mileage & Tolls	2,517.55	3,537.54
6504 · Copy & Printing	53.99	
6505 · Supplies	858.14	1,156.17
6506 · Miscellaneous	186.64	176.75
Total 6500 · Region & Branch Meetings	5,424.00	6,956.86
6997 · Reconciliation Discrepancies	(5.00)	
6998 · Miscellaneous	(436.25)	857.17
Total Expense	94,572.10	84,077.84
Net Ordinary Income	10,925.36	3,227.07
Net Income	10,925.36	3,227.07

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

	Jan - Dec 18	Budget	\$ Over Budget
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 \$20,515.50)	20,512.50	20,515.50	(3.00)
4104 · Q4 Assessment Inv (\$20,352.00)	20,352.00	20,377.50	(25.50)
4105 · Annual Meeting Assessment 4,640	4,700.00	4,700.00	
Total 4100 · Pro Rated Assessment	87,074.50	87,103.00	(28.50)
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	2,774.00	45.00
4400 · Hardware Sales	2,263.50	1,500.00	763.50
4500 · Interest Inc	82.71	59.00	23.71
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	1,300.00	(340.00)
Total 4000 · Revenue	107,875.03	108,116.55	(241.52)
Total Income	107,875.03	108,116.55	(241.52)

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

	Jan - Dec 18	Budget	\$ Over Budget
Cost of Goods Sold			
5000 · Cost of Goods Sold			
5100 · Hardware Purchase	716.73	2,000.04	(1,283.31)
Total 5000 · Cost of Goods Sold	2,377.57	2,000.04	377.53
Total COGS	2,377.57	2,000.04	377.53
Gross Profit	105,497.46	106,116.51	(619.05)
Expense			
6000 · State Administration			
6010 · Officer Expenses			
6011 · President - Travel	445.54	2,000.00	(1,554.46)
6012 · Vice President - Travel	237.40	750.00	(512.60)
6013 · Secretary - Travel	366.19	500.00	(133.81)
6014 · Assistant Secretary - Travel		300.00	(300.00)
6015 · Treasurer - Travel	116.20	500.00	(383.80)
6016 · Assistant Treasurer - Travel		300.00	(300.00)
6017 · Chief Admin Officer - Travel	38.50	500.00	(461.50)
Total 6010 · Officer Expenses	1,505.08	4,850.00	(3,344.92)
6020 · State Office Expenses			
6021 · Bank Fees	0.75	100.00	(99.25)
6022 · Supplies	1,449.21	1,200.00	249.21
6023 · Printing and Copies	161.38	400.00	(238.62)
6024 · Postage	589.57	900.00	(310.43)
6026 · Mileage		300.00	(300.00)
6030 · California Taxes - SI-100's	680.00	2,000.00	(1,320.00)

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

	Jan - Dec 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	9,937.90	8,266.66	1,671.24
Total 6000 · State Administration	11,442.98	13,116.66	(1,673.68)
6100 · Insurance			
6110 · Commercial Package	31,148.00	31,157.82	(9.82)
6111 · Directors and Officers	1,627.00	1,627.00	
6112 · Foreign Travel Liability	2,774.00	2,774.00	
6113 · Umbrella	10,370.66	10,360.66	10.00
6100 · Insurance - Other		45,919.48	(45,919.48)
Total 6100 · Insurance	45,919.66	91,838.96	(45,919.30)
6200 · State Committees			
6210 · State Audit Committee	142.20	100.00	42.20
6220 · Infosys Committee	245.86	600.00	(354.14)
6240 · Travel Committee	3.50	250.00	(246.50)
6250 · Nominating Committee		200.00	(200.00)
6270 · Bowling Committee		400.00	(400.00)
6280 · Bocce Committee	63.71	200.00	(136.29)
6290 · Rules Committee	332.39	200.00	132.39
6300 · Growth & Membership Committee	108.95	600.00	(491.05)

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

	<u>Jan - Dec 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>
6310 · Training Committee			
6311 · RD & AG	406.85	700.00	(293.15)
6312 · State Annual	311.40	7,600.00	(7,288.60)
Total 6310 · Training Committee	<u>718.25</u>	<u>8,300.00</u>	<u>(7,581.75)</u>
Total 6200 · State Committees	1,959.46	10,850.00	(8,890.54)
6400 · State Meetings			
6410 · BS-AG-RD Meeting	4,977.78	1,300.00	3,677.78
6420 · State Board Meeting	6,786.65	2,500.00	4,286.65
6430 · Annual General Meeting	18,392.82	7,000.00	11,392.82
Total 6400 · State Meetings	<u>30,267.25</u>	<u>10,800.00</u>	<u>19,467.25</u>
6500 · Region & Branch Meetings	5,424.00	12,500.00	(7,076.00)
6997 · Reconciliation Discrepancies	(5.00)	(5.00)	
Total Expense	<u>94,572.10</u>	<u>139,100.62</u>	<u>(44,528.52)</u>
Net Ordinary Income	<u>10,925.36</u>	<u>(32,984.11)</u>	<u>43,909.47</u>
Net Income	<u>10,925.36</u>	<u>(32,984.11)</u>	<u>43,909.47</u>