

Sons In Retirement, Incorporated
Balance Sheet YTD for CY 2020
 As of September 30, 2020

	<u>Sep 30, 20</u>	<u>Sep 30, 19</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
1100 · Citibank Checking	37,905.58	19,395.45	18,510.13	95.4%
1130 · CitiBank IMMA	40,397.68	40,344.24	53.44	0.1%
1140 · Citibank Insurance Reserve	20,513.93	20,499.15	14.78	0.1%
Total Checking/Savings	<u>98,817.19</u>	<u>80,238.84</u>	<u>18,578.35</u>	<u>23.2%</u>
Accounts Receivable				
1200 · Accounts Receivable	(285.75)	(75.00)	(210.75)	(281.0)%
Total Accounts Receivable	<u>(285.75)</u>	<u>(75.00)</u>	<u>(210.75)</u>	<u>(281.0)%</u>
Other Current Assets				
1499 · Undeposited Funds	530.25		530.25	100.0%
Total Other Current Assets	<u>530.25</u>		<u>530.25</u>	<u>100.0%</u>
Total Current Assets	<u>99,061.69</u>	<u>80,163.84</u>	<u>18,897.85</u>	<u>23.6%</u>
TOTAL ASSETS	<u>99,061.69</u>	<u>80,163.84</u>	<u>18,897.85</u>	<u>23.6%</u>
LIABILITIES & EQUITY				
Equity				
3000 · Opening Bal Equity	70,375.08	70,375.08		
3200 · Retained Earnings	9,963.64	15,256.59	(5,292.95)	(34.7)%
Net Income	18,722.97	(5,467.83)	24,190.80	442.4%
Total Equity	<u>99,061.69</u>	<u>80,163.84</u>	<u>18,897.85</u>	<u>23.6%</u>
TOTAL LIABILITIES & EQUITY	<u>99,061.69</u>	<u>80,163.84</u>	<u>18,897.85</u>	<u>23.6%</u>

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October 1, 2020

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Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison
 January through September 2020

	<u>Jan - Sep 20</u>	<u>Jan - Sep 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Revenue	80,738.91	73,558.23	7,180.68	9.8%
Total Income	80,738.91	73,558.23	7,180.68	9.8%
Cost of Goods Sold				
5000 · Cost of Goods Sold	430.45	806.71	(376.26)	(46.6)%
Total COGS	430.45	806.71	(376.26)	(46.6)%
Gross Profit	80,308.46	72,751.52	7,556.94	10.4%
Expense				
6000 · State Administration	15,964.61	6,084.35	9,880.26	162.4%
6100 · Insurance	36,652.84	35,941.62	711.22	2.0%
6200 · State Committees	2,851.63	2,685.98	165.65	6.2%
6400 · State Meetings	2,976.75	19,486.36	(16,509.61)	(84.7)%
6500 · Region & Branch Meetings	3,139.66	14,012.04	(10,872.38)	(77.6)%
6998 · Miscellaneous		9.00	(9.00)	(100.0)%
Total Expense	61,585.49	78,219.35	(16,633.86)	(21.3)%
Net Ordinary Income	18,722.97	(5,467.83)	24,190.80	442.4%
Net Income	<u>18,722.97</u>	<u>(5,467.83)</u>	<u>24,190.80</u>	<u>442.4%</u>

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
 January through September 2020

	Jan - Sep 20	Jan - Sep 19
Ordinary Income/Expense		
Income		
4000 · Revenue		
4100 · Pro Rated Assessment		
4101 · Q1 Assessment (Inv \$22,823.50)	22,744.50	20,061.00
4102 · Q2 Assessment (Inv \$22,190.00)	22,151.00	19,711.50
4103 · Q3 Assessment (Inv \$22,172.50)	22,030.25	19,770.13
4104 · Q4 Assessment (Inv \$21,612.50)	6,653.50	
4105 · Annual Meeting Assess't \$40/Br		4,512.87
Total 4100 · Pro Rated Assessment	73,579.25	64,055.50
4110 · Annual Mtg Custodial		5,593.26
4200 · Special Donations		
4202 · Donations to SIR Inc	945.00	
Total 4200 · Special Donations	945.00	
4300 · Foreign Travel Fees (Rule 369)		2,650.50
4500 · Interest Inc	42.71	75.72
4600 · Other		
4601 · Branch closing	5,668.95	671.25
4603 · Deposit Error		12.00
Total 4600 · Other	5,668.95	683.25
4700 · Miscellaneous	500.00	500.00
4999 · Uncategorized Income	3.00	
Total 4000 · Revenue	80,738.91	73,558.23
Total Income	80,738.91	73,558.23
Cost of Goods Sold		
5000 · Cost of Goods Sold		
5100 · Hardware Purchase	430.45	806.71
Total 5000 · Cost of Goods Sold	430.45	806.71
Total COGS	430.45	806.71
Gross Profit	80,308.46	72,751.52
Expense		
6000 · State Administration		
6010 · Officer Expenses		
6011 · President - Travel		
6011a · MCO Marketing	10,000.00	
6011 · President - Travel - Other		514.65
Total 6011 · President - Travel	10,000.00	514.65
6012 · Vice President - Travel		591.80
6013 · Secretary - Travel		425.53
6014 · Assistant Secretary - Travel	61.25	205.30
6015 · Treasurer - Travel		399.25
6016 · Assistant Treasurer - Travel	87.50	212.10
6017 · Chief Admin Officer - Travel		278.20
6018 · State Advisor-Travel		
6018a · State Parliamentarian - Travel	134.40	
6018 · State Advisor-Travel - Other		245.01
Total 6018 · State Advisor-Travel	134.40	245.01
6019 · Legal Advisor-Travel		231.19
Total 6010 · Officer Expenses	10,283.15	3,103.03

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
 January through September 2020

	Jan - Sep 20	Jan - Sep 19
6020 · State Office Expenses		
6021 · Bank Fees		12.00
6022 · Supplies	456.42	345.63
6023 · Printing and Copies	32.83	261.53
6024 · Postage	15.50	164.00
6026 · Mileage		85.40
6027 · Web site/Server		179.88
6028 · Software	1,785.11	527.88
6029 · State Taxes	20.00	20.00
6030 · California Taxes - SI-100's	800.00	1,360.00
6030 a · RRF-1 for Attorney General	25.00	25.00
6031 · Disbursements to Branch	2,546.60	
Total 6020 · State Office Expenses	5,681.46	2,981.32
Total 6000 · State Administration	15,964.61	6,084.35
6100 · Insurance		
6110 · Commercial Package	26,011.25	24,693.61
6111 · Directors and Officers	1,580.00	1,577.00
6112 · Foreign Travel Liability		2,500.00
6113 · Umbrella	9,061.59	7,171.01
Total 6100 · Insurance	36,652.84	35,941.62
6200 · State Committees		
6220 · Infosys Committee		
6221 · Lodging & Meals		111.72
6222 · Mileage & Tolls		75.00
6224 · Printing	197.57	35.00
Total 6220 · Infosys Committee	197.57	221.72
6290 · Policy and Procedure Committee		
6293 · Copies & Printing		87.58
Total 6290 · Policy and Procedure Committee		87.58
6300 · Growth & Membership Committee		
6303 · Materials, Supplies and Misc		
6303a · WeAreSIR mtce	215.80	
6303 · Materials, Supplies and Misc - Other		375.83
Total 6303 · Materials, Supplies and Misc	215.80	375.83
6304 · Doing My Part Campaign	1,906.50	
6305 · Zoomer Awards	77.04	
Total 6300 · Growth & Membership Committee	2,199.34	375.83
6309 · Insurance Committee		
b. · Mileage & Tolls		128.15
Total 6309 · Insurance Committee		128.15
6310 · Training Committee		
6311 · RD & AG		
6311 a. · Facilities	85.00	40.00
6311 b. · Lodging & Meals	98.25	521.19
6311 c. · Mileage & Tolls		169.50
Total 6311 · RD & AG	183.25	730.69
Total 6310 · Training Committee	183.25	730.69

Sons In Retirement, Incorporated
Income & Expenditures Prev Year Comparison Detail
 January through September 2020

	Jan - Sep 20	Jan - Sep 19
6350 · State Sports Activities		
6351 · Lodging and Meals	142.67	568.21
6352 · Mileage and Tolls	128.80	567.00
6353 · Printing		6.80
Total 6350 · State Sports Activities	<u>271.47</u>	<u>1,142.01</u>
Total 6200 · State Committees	2,851.63	2,685.98
6400 · State Meetings		
6410 · BS-AG-RD Meeting		
6411 · Facility Rental		80.00
6412 · Lodging & Meals	2,460.08	
6414 · Materials/Slides/Handouts	290.98	38.94
6410 · BS-AG-RD Meeting - Other		567.51
Total 6410 · BS-AG-RD Meeting	<u>2,751.06</u>	<u>686.45</u>
6420 · State Board Meeting		
6421 · Facility Rental	85.00	525.00
6422 · Lodging & Meals	112.75	4,514.70
6424 · Materials/Slides/Handouts	27.94	33.80
Total 6420 · State Board Meeting	<u>225.69</u>	<u>5,073.50</u>
6430 · Annual General Meeting		
6431 · Facilities		1,232.80
6432 · Lodging & Meals		4,830.20
6434 · Materials/Slides/Handouts		1,174.54
6435 · Branch Awards		5,570.58
Total 6430 · Annual General Meeting		<u>12,808.12</u>
6440 · Leadership Workshop		
6441 · Facility Rental		60.00
6442 · Lodging and Meals		460.86
6443 · Mileage and Tolls		111.00
6444 · Materials/Slides/ Handouts		286.43
Total 6440 · Leadership Workshop		<u>918.29</u>
Total 6400 · State Meetings	2,976.75	19,486.36
6500 · Region & Branch Meetings		
6501 · Facilities		300.00
6502 · Lodging & Meals	795.45	7,699.82
6503 · Mileage & Tolls	2,104.00	5,186.66
6504 · Copy & Printing	11.95	646.42
6505 · Supplies	86.01	179.14
6510 · Branch Officer Training		
6513 · Mileage and Tolls	142.25	
Total 6510 · Branch Officer Training	<u>142.25</u>	
Total 6500 · Region & Branch Meetings	3,139.66	14,012.04
6998 · Miscellaneous		9.00
Total Expense	<u>61,585.49</u>	<u>78,219.35</u>
Net Ordinary Income	<u>18,722.97</u>	<u>(5,467.83)</u>
Net Income	<u>18,722.97</u>	<u>(5,467.83)</u>

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2020
 January through September 2020

	Jan - Sep 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
4000 · Revenue			
4100 · Pro Rated Assessment			
4101 · Q1 Assessment (Inv \$22,823.50)	22,744.50	22,757.00	(12.50)
4102 · Q2 Assessment (Inv \$22,190.00)	21,795.75	22,529.00	(733.25)
4103 · Q3 Assessment (Inv \$22,172.50)	22,030.25	22,304.00	(273.75)
4104 · Q4 Assessment (Inv \$21,612.50)	6,653.50		6,653.50
Total 4100 · Pro Rated Assessment	73,224.00	67,590.00	5,634.00
4200 · Special Donations			
4202 · Donations to SIR Inc	945.00		
Total 4200 · Special Donations	945.00		
4500 · Interest Inc	42.71	56.25	(13.54)
4600 · Other			
4601 · Branch closing	5,668.95		
Total 4600 · Other	5,668.95		
4700 · Miscellaneous	500.00		
Total 4000 · Revenue	80,380.66	67,646.25	12,734.41
Total Income	80,380.66	67,646.25	12,734.41
Cost of Goods Sold			
5000 · Cost of Goods Sold			
5100 · Hardware Purchase	430.45		
Total 5000 · Cost of Goods Sold	430.45		430.45
Total COGS	430.45		430.45
Gross Profit	79,950.21	67,646.25	12,303.96
Expense			
6000 · State Administration			
6010 · Officer Expenses			
6011 · President - Travel			
6011a · MCO Marketing	10,000.00	5,000.00	5,000.00
6011 · President - Travel - Other		522.00	(522.00)
Total 6011 · President - Travel	10,000.00	5,522.00	4,478.00
6012 · Vice President - Travel		522.00	(522.00)
6013 · Secretary - Travel		337.50	(337.50)
6014 · Assistant Secretary - Travel	61.25	207.00	(145.75)
6015 · Treasurer - Travel		337.50	(337.50)
6016 · Assistant Treasurer - Travel	87.50	207.00	(119.50)
6017 · Chief Admin Officer - Travel		319.50	(319.50)
6018 · State Advisor-Travel			
6018a · State Parliamentarian - Travel	134.40		
6018 · State Advisor-Travel - Other		319.50	(319.50)
Total 6018 · State Advisor-Travel	134.40	319.50	(185.10)
Total 6010 · Officer Expenses	10,283.15	7,772.00	2,511.15

Sons In Retirement, Incorporated
 Income & Expense Budget vs. Actual - 2020
 January through September 2020

	Jan - Sep 20	Budget	\$ Over Budget
6020 · State Office Expenses			
6021 · Bank Fees		72.00	(72.00)
6022 · Supplies	156.44	603.00	(446.56)
6023 · Printing and Copies	32.83	297.00	(264.17)
6024 · Postage	15.50	297.00	(281.50)
6026 · Mileage		153.00	(153.00)
6027 · Web site/Server		675.00	(675.00)
6028 · Software	1,785.11	675.00	1,110.11
6029 · State Taxes	20.00		
6030 · California Taxes - SI-100's	800.00	747.00	53.00
6030 a · RRF-1 for Attorney General	25.00		
6031 · Disbursements to Branch	2,546.60		
Total 6020 · State Office Expenses	5,381.48	3,519.00	1,862.48
Total 6000 · State Administration	15,664.63	11,291.00	4,373.63
6100 · Insurance			
6110 · Commercial Package	26,011.25		
6111 · Directors and Officers	1,580.00		
6113 · Umbrella	9,061.59		
6100 · Insurance - Other		38,250.00	(38,250.00)
Total 6100 · Insurance	36,652.84	38,250.00	(1,597.16)
6200 · State Committees			
6220 · Infosys Committee			
6224 · Printing	197.57		
6220 · Infosys Committee - Other		414.00	(414.00)
Total 6220 · Infosys Committee	197.57	414.00	(216.43)
6250 · Nominating Committee		153.00	(153.00)
6280 · Bocce Committee		189.00	(189.00)
6290 · Policy and Procedure Committee		189.00	(189.00)
6300 · Growth & Membership Committee			
6303 · Materials, Supplies and Misc			
6303a · WeAreSIR mtce	215.80	747.00	(531.20)
6303 · Materials, Supplies and Misc - Other		378.00	(378.00)
Total 6303 · Materials, Supplies and Misc	215.80	1,125.00	(909.20)
6304 · Doing My Part Campaign	1,906.50	3,000.00	(1,093.50)
6305 · Zoomer Awards	77.04	1,000.00	(922.96)
6300 · Growth & Membership Committee - Oth...		414.00	(414.00)
Total 6300 · Growth & Membership Committee	2,199.34	5,539.00	(3,339.66)
6309 · Insurance Committee		300.00	(300.00)
6310 · Training Committee			
6311 · RD & AG			
6311 a · Facilities	85.00		
6311 b · Lodging & Meals	98.25		
6311 · RD & AG - Other		350.00	(350.00)
Total 6311 · RD & AG	183.25	350.00	(166.75)

Sons In Retirement, Incorporated
Income & Expense Budget vs. Actual - 2020
 January through September 2020

	Jan - Sep 20	Budget	\$ Over Budget
6310 · Training Committee - Other		319.50	(319.50)
Total 6310 · Training Committee	183.25	669.50	(486.25)
6340 · Travel Committee		153.00	(153.00)
6350 · State Sports Activities			
6351 · Lodging and Meals	142.67	279.00	(136.33)
6352 · Mileage and Tolls	128.80	279.00	(150.20)
Total 6350 · State Sports Activities	271.47	558.00	(286.53)
Total 6200 · State Committees	2,851.63	8,164.50	(5,312.87)
6400 · State Meetings			
6410 · BS-AG-RD Meeting			
6412 · Lodging & Meals	2,460.08		
6414 · Materials/Slides/Handouts	290.98		
6410 · BS-AG-RD Meeting - Other		4,000.00	(4,000.00)
Total 6410 · BS-AG-RD Meeting	2,751.06	4,000.00	(1,248.94)
6420 · State Board Meeting			
6421 · Facility Rental	85.00		
6422 · Lodging & Meals	112.75		
6424 · Materials/Slides/Handouts	27.94		
6420 · State Board Meeting - Other		3,600.00	(3,600.00)
Total 6420 · State Board Meeting	225.69	3,600.00	(3,374.31)
Total 6400 · State Meetings	2,976.75	7,600.00	(4,623.25)
6500 · Region & Branch Meetings			
6502 · Lodging & Meals	795.45		
6503 · Mileage & Tolls	2,104.00		
6504 · Copy & Printing	11.95		
6505 · Supplies	86.01		
6510 · Branch Officer Training			
6513 · Mileage and Tolls	142.25		
Total 6510 · Branch Officer Training	142.25		
6500 · Region & Branch Meetings - Other		17,810.00	(17,810.00)
Total 6500 · Region & Branch Meetings	3,139.66	17,810.00	(14,670.34)
Total Expense	61,285.51	83,115.50	(21,829.99)
Net Ordinary Income	18,664.70	(15,469.25)	34,133.95
Net Income	18,664.70	(15,469.25)	34,133.95

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2020

	Region 1			
	Jan - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	42.51			
6503 · Mileage & Tolls	122.85			
6504 · Copy & Printing				
6505 · Supplies	20.24			
6510 · Branch Officer Training				
6513 · Mileage and Tolls				
Total 6510 · Branch Officer Training				
6500 · Region & Branch Meetings - Other		3,562.00	(3,562.00)	
Total 6500 · Region & Branch Meetings	185.60	3,562.00	(3,376.40)	5.2%
Total Expense	185.60	3,562.00	(3,376.40)	5.2%
Net Ordinary Income	(185.60)	(3,562.00)	3,376.40	5.2%
Net Income	(185.60)	(3,562.00)	3,376.40	5.2%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2020

	Region 2			
	Jan - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	425.85			
6503 · Mileage & Tolls	1,232.70			
6504 · Copy & Printing	11.95			
6505 · Supplies	18.15			
6510 · Branch Officer Training				
6513 · Mileage and Tolls	87.85			
Total 6510 · Branch Officer Training	87.85			
6500 · Region & Branch Meetings - Other		3,562.00	(3,562.00)	
Total 6500 · Region & Branch Meetings	1,776.50	3,562.00	(1,785.50)	49.9%
Total Expense	1,776.50	3,562.00	(1,785.50)	49.9%
Net Ordinary Income	(1,776.50)	(3,562.00)	1,785.50	49.9%
Net Income	(1,776.50)	(3,562.00)	1,785.50	49.9%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2020

	Region 3			
	Jan - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls	248.85			
6504 · Copy & Printing				
6505 · Supplies				
6510 · Branch Officer Training				
6513 · Mileage and Tolls				
Total 6510 · Branch Officer Training				
6500 · Region & Branch Meetings - Other		3,562.00	(3,562.00)	
Total 6500 · Region & Branch Meetings	248.85	3,562.00	(3,313.15)	7.0%
Total Expense	248.85	3,562.00	(3,313.15)	7.0%
Net Ordinary Income	(248.85)	(3,562.00)	3,313.15	7.0%
Net Income	(248.85)	(3,562.00)	3,313.15	7.0%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2020

	Region 4			
	Jan - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	327.09			
6503 · Mileage & Tolls	499.60			
6504 · Copy & Printing				
6505 · Supplies	47.62			
6510 · Branch Officer Training				
6513 · Mileage and Tolls				
Total 6510 · Branch Officer Training				
6500 · Region & Branch Meetings - Other		3,562.00	(3,562.00)	
Total 6500 · Region & Branch Meetings	874.31	3,562.00	(2,687.69)	24.5%
Total Expense	874.31	3,562.00	(2,687.69)	24.5%
Net Ordinary Income	(874.31)	(3,562.00)	2,687.69	24.5%
Net Income	(874.31)	(3,562.00)	2,687.69	24.5%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2020

	Region 5			
	Jan - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals				
6503 · Mileage & Tolls				
6504 · Copy & Printing				
6505 · Supplies				
6510 · Branch Officer Training				
6513 · Mileage and Tolls	54.40			
Total 6510 · Branch Officer Training	54.40			
6500 · Region & Branch Meetings - Other		3,562.00	(3,562.00)	
Total 6500 · Region & Branch Meetings	54.40	3,562.00	(3,507.60)	1.5%
Total Expense	54.40	3,562.00	(3,507.60)	1.5%
Net Ordinary Income	(54.40)	(3,562.00)	3,507.60	1.5%
Net Income	(54.40)	(3,562.00)	3,507.60	1.5%

Sons In Retirement, Incorporated
Regions Budget vs. Actual
 January through September 2020

	TOTAL			
	Jan - Sep 20	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
6500 · Region & Branch Meetings				
6502 · Lodging & Meals	795.45		795.45	100.0%
6503 · Mileage & Tolls	2,104.00		2,104.00	100.0%
6504 · Copy & Printing	11.95		11.95	100.0%
6505 · Supplies	86.01		86.01	100.0%
6510 · Branch Officer Training				
6513 · Mileage and Tolls	142.25		142.25	100.0%
Total 6510 · Branch Officer Training	142.25		142.25	100.0%
6500 · Region & Branch Meetings - Other		17,810.00	(17,810.00)	
Total 6500 · Region & Branch Meetings	3,139.66	17,810.00	(14,670.34)	17.6%
Total Expense	3,139.66	17,810.00	(14,670.34)	17.6%
Net Ordinary Income	(3,139.66)	(17,810.00)	14,670.34	17.6%
Net Income	(3,139.66)	(17,810.00)	14,670.34	17.6%