

CEA-HOW World Service Office
Profit & Loss by Year
 July 2009 through June 2013

	<u>Jul '09 - Jun 10</u>	<u>Jul '10 - Jun 11</u>	<u>Jul '11 - Jun 12</u>	<u>Jul '12 - Jun 13</u>
Income				
401 · Contributions Gratitude Month	0.00	1,673.08	2,702.91	5,376.28
416 · Conference Income	5,342.10	4,085.00	3,990.00	4,727.00
435 · CDs Fund Raiser	40.00	0.00	0.00	0.00
400 · Contributions Income	53,424.78	54,549.71	34,793.91	43,547.96
402 · Literature	20,236.55	17,227.84	23,725.41	18,210.53
403 · Cassette/CDs Sales	210.00	15.00	-49.00	0.00
404 · Spanish Literature Sales	1,729.83	1,975.25	1,901.50	2,344.65
406 · Shipping Income	2,930.85	2,691.27	2,652.18	2,461.36
415 · Convention Income	23,456.77	37,067.19	39,129.71	48,990.65
450 · Interest Income	37.08	50.36	163.26	109.12
Total Income	<u>107,407.96</u>	<u>119,334.70</u>	<u>109,009.88</u>	<u>125,767.55</u>
Cost of Goods Sold				
516 · Conference Accrued	3,199.20	4,467.34	4,072.39	6,010.23
504 · Cost of CDs Fund Raisers	20.00	0.00	0.00	0.00
515 · Convention Accrued	12,459.21	15,272.11	18,108.76	31,502.92
500 · Purchase of Literature	6,031.44	5,680.73	10,686.29	8,547.63
502 · Purchase of Specialty Items	0.00	0.00	0.00	513.04
503 · Discounts & Allowances	289.00	114.00	169.25	62.34
Total COGS	<u>21,998.85</u>	<u>25,534.18</u>	<u>33,036.69</u>	<u>46,636.16</u>
Gross Profit	85,409.11	93,800.52	75,973.19	79,131.39
Expense				
711 · Board Administrative Expense	0.00	0.00	0.00	80.40
914 · Bonuses	0.00	0.00	0.00	200.00
903 · Janitorial Services	0.00	0.00	50.00	600.00
942 · Worker's Compensation Insuran	0.00	533.00	530.00	530.00
935 · Professional and Legal Fees	1,855.00	11,687.81	3,150.00	500.00
709 · Conference Expense	1,872.18	2,861.69	2,379.95	4,503.03
704 · WSO Board/Staff Meeting Meals	779.92	0.00	0.00	0.00
705 · WSO Board Travel/Hotel	7,189.64	5,992.03	6,561.32	6,378.54
706 · Web Hosting Expenses	253.85	0.00	0.00	13.99
708 · Convention Expense	2,862.57	8,932.09	7,831.90	11,520.19
802 · Shipping Expense	1,754.71	1,681.22	1,239.30	1,191.44
902 · Rent	8,388.00	8,388.00	9,040.50	9,600.00
904 · Bank Service Charges	136.00	172.91	181.68	210.05
905 · Merchant Fees (PayPal)	255.51	254.81	305.44	399.30
906 · Payroll Expenses	28,850.04	25,190.03	42,912.03	57,045.04
907 · P/R tax Expense	3,020.43	2,525.55	4,408.40	5,412.07
908 · Office Supplies & Expenses	2,852.96	3,384.77	5,775.05	3,133.32
910 · Insurance	2,209.00	2,347.00	3,016.00	2,031.00
915 · Telephone	1,104.86	1,605.95	1,859.63	1,801.36
917 · Tax and Filing Fees	530.00	-20.00	50.00	921.00
930 · Accounting Fees	0.00	500.00	500.00	500.00
940 · Postage	331.47	303.19	358.24	335.74
945 · Depreciation Expense	0.00	305.73	572.76	572.89
Total Expense	<u>64,246.14</u>	<u>76,645.78</u>	<u>90,722.20</u>	<u>107,479.36</u>
Net Income	<u><u>21,162.97</u></u>	<u><u>17,154.74</u></u>	<u><u>-14,749.01</u></u>	<u><u>-28,347.97</u></u>