

End of Year Financial Statements

PERIOD ENDING

June 30, 2012

CEA-H.O.W. Inc.
World Service Office



CONFIDENTIAL

CEA-HOW World Service Office

Balance Sheet

As of June 30, 2012

Jun 30, 12

ASSETS

Current Assets

Checking/Savings

102 · Wells Fargo Saving HYield-5530

102.1 · Prudent Reserved

102 · Wells Fargo Saving HYield-5530 - Other

Total 102 · Wells Fargo Saving HYield-5530

105 · PayPal Convention Account

103 · PayPal Online Savings Account

101 · Wells Fargo Business Ck 3620

Total Checking/Savings

Other Current Assets

140 · Literature Inventory

142 · Specialty Items Inventory

144 · Support Structures Inventory

Total Other Current Assets

Total Current Assets

Fixed Assets

164 · Brother MFC-997 OCDW All in one

165 · Depreciation Brother MFC-997

164 · Brother MFC-997 OCDW All in one - Other

Total 164 · Brother MFC-997 OCDW All in one

162 · Equipment - Computer System

163 · Depreciation - Computer System

162 · Equipment - Computer System - Other

Total 162 · Equipment - Computer System

Total Fixed Assets

Other Assets

120 · Prepaid Rent & Security Deposit

Total Other Assets

TOTAL ASSETS

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

226 · - Stamps.com Account

220 · Wells Fargo Visa A/C

Total Credit Cards

Other Current Liabilities

235 · State Payroll Liabilities

230 · Federal Payroll Liabilities

250 · Sales Tax Payable

315 · Conference&Convention Accrued

Total Other Current Liabilities

Total Current Liabilities

Total Liabilities

Equity

302 · Retained Earnings

Net Income

Total Equity

TOTAL LIABILITIES & EQUITY

57,475.73

26,512.96

83,988.69

26,867.75

9,592.78

9,883.98

130,333.20 ▶ Total cash on hand

3,736.73

643.04

120.86

4,500.63 ▶ Total to-date inventory

134,833.83

-445.05

1,068.04

622.99

-433.44

650.29

216.85

839.84 ▶ Total equipment worth

1,600.00

1,600.00

137,273.67

87.91

115.88

203.79

624.38

1,765.85

693.89

31,080.00

34,164.12

34,367.91

34,367.91 ▶ Total amount owing

116,516.77

-13,611.01 ▶ Total Loss for the Yr.

102,905.76

137,273.67 ▶ Total Company's worth

CEA-HOW World Service Office

Profit & Loss

July 2011 through June 2012

	<u>Jul '11 - Jun 12</u>	<u>% of Income</u>
Income		
400 · Contributions Income	34,760.41	31.77%
401 · Contributions Gratitude Month	2,702.91	2.47%
402 · Literature	21,300.61	19.47%
403 · Cassette/CDs Sales	-49.00	-0.05%
404 · Spanish Literature Sales	1,901.50	1.74%
406 · Shipping Income	2,658.23	2.43%
410 · Support Structures	60.80	0.06%
412 · Cookbooks	2,374.00	2.17%
415 · Convention Income	39,129.71	35.76%
416 · Conference Income	4,421.70	4.04%
450 · Interest Income	163.26	0.15%
Total Income	<u>109,424.13</u>	<u>100.0%</u>
Cost of Goods Sold		
516 · Conference Accrued	4,072.39	3.72%
515 · Convention Accrued	18,108.76	16.55%
500 · Purchase of Literature	10,689.79	9.77%
503 · Discounts & Allowances	169.25	0.16%
Total COGS	<u>33,040.19</u>	<u>30.2%</u>
Gross Profit	76,383.94	69.81%
Expense		
709 · Conference Expense	2,379.95	2.18%
705 · WSO Board Travel/Hotel	6,561.32	6.0%
708 · Convention Expense	7,105.04	6.49%
802 · Shipping Expense	1,239.30	1.13%
902 · Rent	9,040.50	8.26%
903 · Janitorial Services	50.00	0.05%
904 · Bank Service Charges	181.68	0.17%
905 · Merchant Fees (PayPal)	305.05	0.28%
906 · Payroll Expenses	42,912.03	39.22%
907 · P/R tax Expense	4,408.40	4.03%
908 · Office Supplies & Expenses	5,775.05	5.28%
910 · Insurance	3,016.00	2.76%
915 · Telephone	1,859.63	1.7%
917 · Tax Filing Fees	50.00	0.05%
930 · Accounting Fees	500.00	0.46%
935 · Professional and Legal Fees	3,150.00	2.88%
940 · Postage	358.24	0.33%
942 · Worker's Compensation Insuran	530.00	0.48%
945 · Depreciation Expense	572.76	0.52%
Total Expense	<u>89,994.95</u>	<u>82.24%</u>
Net Income	<u><u>-13,611.01</u></u>	<u><u>-12.44%</u></u>

CEA-HOW World Service Office
Contributions and Purchases by Intergroup
July 2011 through June 2012

	AFFILIATED GROUPS	% OF GROUPS	CONTRIBUTIONS		PURCHASES	
			Jul 11 - Jun 12	% of Total	Jul 11 - Jun 12	% of Total
UNAFFILIATED GROUPS	25	4.35%	0.00	0.0%	130.00	0.51%
PayPal	0	0.0%	3,089.56	8.31%	2,516.20	9.82%
Convention	0	0.0%	160.00	0.43%	4,249.23	16.58%
99999 - Anonymous	0	0.0%	105.00	0.28%	35.54	0.14%
90099 - SOUTHERN CALIFORNIA INTERGROUP	125	21.74%	10,866.97	29.24%	4,330.35	16.89%
90101 - CEA-HOW OF SAN DIEGO	21	3.65%	0.00	0.0%	553.25	2.16%
90102 - NW CEA VANCOUVER, WA	8	1.39%	0.00	0.0%	14.00	0.06%
90104 - LAS VEGAS INTERGROUP	45	7.83%	2,397.13	6.45%	2,608.75	10.18%
90106 - FLORIDA INTERGROUP	14	2.44%	30.00	0.08%	658.75	2.57%
90108 - ISRAEL INTERGROUP	6	1.04%	0.00	0.0%	277.50	1.08%
90110 - MEXICO INTERGROUP	77	13.39%	200.00	0.54%	0.00	0.0%
90113 - AUSTRALIA INTERGROUP	2	0.35%	0.00	0.0%	0.00	0.0%
90115 - NEW YORK INTERGROUP	10	1.74%	393.89	1.06%	522.50	2.04%
90117 - AAA SEATTLE INTERGROUP	1	0.17%	0.00	0.0%	0.00	0.0%
90119 - DALLAS FORT WORTH INTERGROUP	12	2.09%	1,354.11	3.64%	691.25	2.7%
90122 - MICHIANA INTERGROUP	8	1.39%	246.30	0.66%	475.50	1.86%
90123 - SAN FERNANDO VALLEY INTERGROUP	44	7.65%	3,870.47	10.42%	2,063.50	8.05%
90124 - MONTEREY BAY AREA INTERGROUP	3	0.52%	0.00	0.0%	0.00	0.0%
90125 - NORTH TEXAS INTERGROUP	6	1.04%	64.00	0.17%	219.25	0.86%
90126 - OKLAHOMA INTERGROUP	5	0.87%	145.13	0.39%	475.50	1.86%
90130 - RIO RECOVERY OF NM INTERGROUP	7	1.22%	513.81	1.38%	423.00	1.65%
90131 - INTERMOUNTAIN INTERGROUP	5	0.87%	195.00	0.53%	294.00	1.15%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIE	15	2.61%	0.00	0.0%	517.50	2.02%
90135 - PENNSYLVANIA INTERGROUP	9	1.57%	329.31	0.89%	248.25	0.97%
90136 - VIRGINIA INTERGROUP	3	0.52%	500.00	1.35%	113.75	0.44%
90137 - KERN COUNTY INTERGROUP	16	2.78%	469.25	1.26%	417.20	1.63%
90139 - LOS ANGELES INTERGROUP	12	2.09%	3,509.71	9.44%	1,705.25	6.65%
90140 - PHONE BRIDGE INTERGROUP	64	11.13%	7,213.74	19.41%	752.25	2.93%
90141 - GREAT LAKES CEA-HOW	20	3.48%	678.97	1.83%	934.30	3.64%
90142 - CEA-HOW NORTHERN COLORADO IG	12	0.0%	781.07	2.1%	261.50	0.0%
90143 - Primera Intergruppal Hispana de Phoenix		0.0%	50.00	0.14%	148.84	0.58%
TOTAL	575	100.0%	37,163.42	100.0%	25,636.91	100.0%