

End of Year Financial Statements

PERIOD ENDING

July 2010 ~ June 2011

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



CONFIDENTIAL

CEA-HOW World Service Office

Balance Sheet

As of June 30, 2011

Jun 30, 11

ASSETS	Jun 30, 11
Current Assets	
Checking/Savings	
101 · Wells Fargo Business Checking	38,187.01
102 · Wells Fargo - Money Market	43,441.64
103 · PayPal Online Savings Account	24,703.71
104 · Wells Fargo Convention Account	9,412.18
105 · PayPal Convention Account	29,337.62
Total Checking/Savings	145,082.16
Other Current Assets	
140 · Literature Inventory	5,160.50
142 · Specialty Items Inventory	722.71
144 · Support Structures Inventory	131.89
150 · Undeposited Funds	234.00
Total Other Current Assets	6,249.10
Total Current Assets	151,331.26
Fixed Assets	
164 · Brother MFC-997 OCDW All in one	
165 · Depreciation Brother MFC-997	-89.01
164 · Brother MFC-997 OCDW All in one - Other	1,068.04
Total 164 · Brother MFC-997 OCDW All in one	979.03
162 · Equipment - Computer System	
163 · Depreciation - Computer System	-216.72
162 · Equipment - Computer System - Other	650.29
Total 162 · Equipment - Computer System	433.57
Total Fixed Assets	1,412.60
TOTAL ASSETS	152,743.86
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	187.78
Total Accounts Payable	187.78
Other Current Liabilities	
230 · Federal Payroll Liabilities	894.93
235 · State Payroll Liabilities	174.14
250 · Sales Tax Payable	183.23
255 · Area Assistance Donations	2,248.50
315 · Conference&Convention Accrued	32,325.06
Total Other Current Liabilities	35,825.86
Total Current Liabilities	36,013.64
Total Liabilities	36,013.64
Equity	
302 · Retained Earnings	99,276.14
Net Income	17,454.08
Total Equity	116,730.22
TOTAL LIABILITIES & EQUITY	152,743.86

CEA-HOW World Service Office
Profit & Loss
July 2010 through June 2011

	<u>Jul '10 - Jun 11</u>	<u>% of Income</u>
Income		
400 · Contributions Income	54,854.08	45.83%
401 · Contributions Gratitude Month	1,673.08	1.4%
402 · Literature	15,308.84	12.79%
403 · Cassette/CDs Sales	-91.00	-0.08%
404 · Spanish Literature Sales	1,975.25	1.65%
406 · Shipping Income	2,712.27	2.27%
410 · Support Structures	50.00	0.04%
412 · Cookbooks	2,082.00	1.74%
415 · Convention Income	36,997.51	30.91%
416 · Conference Income	4,085.00	3.41%
450 · Interest Income	50.36	0.04%
Total Income	<u>119,697.39</u>	<u>100.0%</u>
Cost of Goods Sold		
500 · Purchase of Literature	5,755.55	4.81%
503 · Discounts & Allowances	114.00	0.1%
516 · Conference Accrued	4,467.34	3.73%
515 · Convention Accrued	15,272.11	12.76%
Total COGS	<u>25,609.00</u>	<u>21.4%</u>
Gross Profit	94,088.39	78.61%
Expense		
705 · WSO Board Travel/Hotel	5,992.03	5.01%
708 · Convention Expense	8,932.12	7.46%
709 · Conference Expense	2,861.69	2.39%
802 · Shipping Expense	1,681.22	1.41%
902 · Rent	8,388.00	7.01%
904 · Bank Service Charges	161.41	0.14%
905 · Merchant Fees (PayPal)	254.81	0.21%
906 · Payroll Expenses	25,190.03	21.05%
907 · P/R tax Expense	2,525.55	2.11%
908 · Office Supplies & Expenses	3,384.77	2.83%
910 · Insurance	2,347.00	1.96%
915 · Telephone	1,605.95	1.34%
917 · Tax Filing Fees	-20.00	-0.02%
930 · Accounting Fees	500.00	0.42%
935 · Professional and Legal Fees	11,687.81	9.76%
940 · Postage	303.19	0.25%
942 · Worker's Compensation Insuran	533.00	0.45%
945 · Depreciation Expense	305.73	0.26%
Total Expense	<u>76,634.31</u>	<u>64.02%</u>
Net Income	<u><u>17,454.08</u></u>	<u><u>14.58%</u></u>

**CEA-HOW World Service Office
Contributions and Purchases by Intergroup
July 2010 through June 2011**

	AFFILIATED GROUPS	% OF GROUPS	CONTRIBUTIONS		PURCHASES	
			Jul '10 - Jun 11	% of Column	Jul '10 - Jun 11	% of Column
PayPal			478.42	0.85%	3,360.66	17.05%
Convention			0.00	0.0%	1,794.20	9.1%
Area 1			17,500.00	0.0%	0.00	0.0%
UNAFFILIATED GROUPS	24	4.23%	0.00	0.0%	3.00	0.02%
90099 - SOUTHERN CALIFORNIA INTERGROUP	127	22.36%	13,954.60	24.89%	4,275.00	21.69%
90101 - CEA-HOW OF SAN DIEGO	22	3.87%	738.00	1.32%	267.50	1.36%
90102 - NW CEA VANCOUVER, WA	8	1.41%	35.25	0.06%	39.60	0.2%
90103 - CEA-HOW HAWAII IG	0	0.0%	20.00	0.04%	0.00	0.0%
90104 - LAS VEGAS INTERGROUP	41	7.22%	2,172.40	3.87%	2,426.95	12.32%
90106 - FLORIDA INTERGROUP	14	2.47%	283.03	0.51%	212.50	1.08%
90107 - HOW IT WORKS OF CENTREAL COST	0	0.0%	0.00	0.0%	0.00	0.0%
90108 - ISRAEL INTERGROUP	6	1.06%	0.00	0.0%	0.00	0.0%
90110 - MEXICO INTERGROUP	77	13.56%	310.00	0.55%	60.50	0.31%
90111 - VENTURA TRI COUNTIES INTERGROUP	0	0.0%	0.00	0.0%	0.00	0.0%
90113 - AUSTRALIA INTERGROUP	1	0.18%	0.00	0.0%	0.00	0.0%
90114 - GREATER SACRAMENTO INTERGROUP	0	0.0%	0.00	0.0%	0.00	0.0%
90115 - NEW YORK INTERGROUP	11	1.94%	630.99	1.13%	407.65	2.07%
90117 - AAA SEATTLE IG PUGET SOUND	1	0.18%	300.00	0.54%	0.00	0.0%
90119 - DALLAS FORT WORTH INTERGROUP	10	1.76%	1,329.72	2.37%	380.00	1.93%
90122 - MICHIANA INTERGROUP	8	1.41%	119.78	0.21%	0.00	0.0%
90123 - SAN FERNANDO VALLEY INTERGROUP	45	7.92%	3,943.73	7.03%	1,785.80	9.06%
90124 - MONTEREY BAY AREA IG - SALINAS	3	0.53%	0.00	0.0%	0.00	0.0%
90125 - NORTH TEXAS INTERGROUP	6	1.06%	183.00	0.33%	571.75	2.9%
90126 - OKLAHOMA INTERGROUP	5	0.88%	400.69	0.72%	21.00	0.11%
90127 - NETHERLANDS INTERGROUP	0	0.0%	0.00	0.0%	0.00	0.0%
90129 - PERT WESTERN AUSTRALIA INTERGROUP	0	0.0%	0.00	0.0%	0.00	0.0%
90130 - RIO RECOVERY OF NM INTERGROUP	6	1.06%	674.94	1.2%	681.25	3.46%
90131 - INTERMOUNTAIN INTERGROUP	5	0.88%	216.50	0.39%	231.75	1.18%
90132 - UNITED KINDOM (UK) INTERGROUP	0	0.0%	0.00	0.0%	0.00	0.0%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	17	2.99%	222.53	0.4%	70.25	0.36%
90135 - PENNSYLVANIA INTERGROUP	9	1.59%	265.17	0.47%	166.50	0.85%
90136 - TIDEWATER VIRGINIA INTERGROUP	3	0.53%	84.03	0.15%	0.00	0.0%
90137 - KERN COUNTY IG - N CA CENTRAL COAST	15	2.64%	85.30	0.15%	264.50	1.34%
90139 - LOS ANGELES INTERGROUP	13	2.29%	2,201.94	3.93%	656.10	3.33%
90140 - PHONE BRIDGE INTERGROUP	60	10.56%	7,063.69	12.6%	885.00	4.49%
90141 - GREAT LAKES CEA-HOW	19	3.35%	1,806.42	3.22%	452.50	2.3%
90142 - CEA-HOW NORTHERN COLORADO IG	12	2.11%	1,052.23	1.88%	693.63	3.52%
TOTAL	568	100.0%	56,072.36	100.0%	19,707.59	100.0%