

Quarterly Financial Statements

PERIOD ENDING

December 31, 2012

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



CONFIDENTIAL

CEA-HOW World Service Office

Balance Sheet

As of December 31, 2012

	<u>Dec 31, 12</u>
ASSETS	
Current Assets	
Checking/Savings	
102 · Wells Fargo Saving HYield-5530	
102.1 · Prudent Reserve	67,496.21
102 · Wells Fargo Saving HYield-5530 - Other	<u>-1,265.83</u>
Total 102 · Wells Fargo Saving HYield-5530	66,230.38
105 · PayPal Convention Account	253.01
103 · PayPal Online Savings Account	2,954.12
101 · WF Business Checking A/C...3620	<u>5,088.10</u>
Total Checking/Savings	74,525.61
Other Current Assets	
140 · Literature Inventory	6,203.78
142 · Specialty Items Inventory	643.04
144 · Support Structures Inventory	<u>119.96</u>
Total Other Current Assets	<u>6,966.78</u>
Total Current Assets	81,492.39
Fixed Assets	
164 · Brother MFC-997 OCDW All in one	
165 · Depreciation Brother MFC-997	-623.07
164 · Brother MFC-997 OCDW All in one - Other	<u>1,068.04</u>
Total 164 · Brother MFC-997 OCDW All in one	444.97
162 · Equipment - Computer System	
163 · Depreciation - Computer System	-541.80
162 · Equipment - Computer System - Other	<u>650.29</u>
Total 162 · Equipment - Computer System	108.49
Total Fixed Assets	553.46
Other Assets	
120 · Prepaid Rent & Security Deposit	<u>1,600.00</u>
Total Other Assets	<u>1,600.00</u>
TOTAL ASSETS	<u><u>83,645.85</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
226 · - Stamps.com Account	296.22
220 · Wells Fargo Visa A/C	<u>-39.16</u>
Total Credit Cards	257.06
Other Current Liabilities	
235 · State Payroll Liabilities	411.05
230 · Federal Payroll Liabilities	1,234.06
250 · Sales Tax Payable	<u>173.44</u>
Total Other Current Liabilities	<u>1,818.55</u>
Total Current Liabilities	<u>2,075.61</u>
Total Liabilities	2,075.61
Equity	
302 · Retained Earnings	101,767.76
Net Income	<u>-20,197.52</u>
Total Equity	<u>81,570.24</u>
TOTAL LIABILITIES & EQUITY	<u><u>83,645.85</u></u>

**CEA-HOW World Service Office
Contributions and Purchases by Intergroup
October through December 2012**

	AFFILIATED GROUPS	% OF GROUPS	CONTRIBUTIONS		PURCHASES	
			Oct - Dec 12	% of Total	Oct - Dec 12	% of Total
UNAFFILIATED GROUPS	22	4.14%	0.00	0.0%		0.0%
PayPal	0	0.0%	1,337.46	12.91%	804.50	13.21%
Convention	0	0.0%	0.00	0.0%	0.00	0.0%
99999 - Anonymous	0	0.0%	11.10	0.11%	0.00	0.0%
90099 - SOUTHERN CALIFORNIA INTERGROUP	84	15.82%	2,343.52	22.63%	982.10	16.12%
90101 - CEA-HOW OF SAN DIEGO	16	3.01%	10.00	0.1%	280.25	4.6%
90102 - NW CEA VANCOUVER, WA	2	0.38%	0.00	0.0%	0.00	0.0%
90104 - LAS VEGAS INTERGROUP	31	5.84%	253.10	2.44%	734.75	12.06%
90106 - FLORIDA INTERGROUP	12	2.26%	175.00	1.69%	100.00	1.64%
90108 - ISRAEL INTERGROUP	13	2.45%	0.00	0.0%	0.00	0.0%
90110 - MEXICO INTERGROUP	71	13.37%	0.00	0.0%	0.00	0.0%
90113 - AUSTRALIA INTERGROUP	3	0.57%	0.00	0.0%	0.00	0.0%
90115 - NEW YORK INTERGROUP	7	1.32%	37.20	0.36%	59.75	0.98%
90117 - AAA SEATTLE INTERGROUP	1	0.19%	0.00	0.0%	0.00	0.0%
90119 - DALLAS FORT WORTH INTERGROUP	14	2.64%	418.95	4.05%	595.00	9.77%
90122 - MICHIANA INTERGROUP	7	1.32%	44.70	0.43%	134.50	2.21%
90123 - SAN FERNANDO VALLEY INTERGROUP	46	8.66%	1,122.97	10.84%	952.00	15.63%
90125 - NORTH TEXAS INTERGROUP	6	1.13%	0.00	0.0%	266.75	4.38%
90126 - OKLAHOMA INTERGROUP	5	0.94%	277.26	2.68%	0.00	0.0%
90130 - RIO RECOVERY OF NM INTERGROUP	8	1.51%	85.42	0.83%	0.00	0.0%
90131 - INTERMOUNTAIN INTERGROUP	5	0.94%	77.00	0.74%	12.00	0.2%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIE	12	2.26%	0.00	0.0%	0.00	0.0%
90135 - PENNSYLVANIA INTERGROUP	12	2.26%	0.00	0.0%	0.00	0.0%
90136 - VIRGINIA INTERGROUP	2	0.38%	0.00	0.0%	0.00	0.0%
90137 - NORTHERN CA CENTRAL COASTAL IG	20	3.77%	11.40	0.11%	300.95	4.94%
90139 - LOS ANGELES INTERGROUP	19	3.58%	593.20	5.73%	440.25	7.23%
90140 - PHONE BRIDGE INTERGROUP	52	9.79%	3,161.91	30.53%	32.50	0.53%
90141 - GREAT LAKES CEA-HOW	14	2.64%	79.15	0.76%	142.50	2.34%
90142 - CEA-HOW NORTHERN COLORADO IG	11	2.07%	137.56	1.33%	254.50	0.0%
90143 - CEA HOW INTERGRUPAL DE ARIZONA	6	0.0%	100.00	0.0%	0.00	0.0%
90144 - SPANISH PHONE BRIDGE IG	20	0.0%	0.00	0.0%	0.00	0.0%
90145 - UTAH CEA-HOW INTERGROUP	10	0.0%	80.31	0.0%	0.00	0.0%
TOTAL	531	100.0%	10,357.21	98.26%	6,092.30	100.0%

CEA - HOW World Service Office
Profit & Loss Projection Report
July through December 2012

	Actual	Actual	Total	2011	% of Actual	Budget	Budget	over/(short)
	1 st Qrt '12	2 nd Qrt '12	Jul '12-Dec '12	Jul - Dec	to Projected	Jul 12-Dec 12	Jul 12-Jun 13	of Projected
	<u>Jul'12-Sep'12</u>							
INCOME								
400 · Contributions Income	9,085.28	10,236.91	19,322.19	16,456.02	101.70%	19,000.00	38,000.00	322.19
402 · Contributions Gratitude month	579.80	490.05	1,069.85	81.00	106.99%	1,000.00	2,000.00	69.85
402 · Literature	4,843.80	5,416.00	10,259.80	14,243.52	120.70%	8,500.00	17,000.00	1,759.80
404 · Spanish Literature Sales	1,043.15	361.50	1,404.65	988.25	93.64%	1,500.00	3,000.00	(95.35)
406 · Shipping Income	571.22	715.04	1,286.26	1,463.68	102.90%	1,250.00	2,500.00	36.26
410 · Support Structures	11.75	13.80	25.55	20.00	102.20%	25.00	50.00	0.55
412 · Cookbooks	506.00	354.00	860.00	1,488.00	86.00%	1,000.00	2,000.00	(140.00)
415 · Convention Income	48,990.65	0.00	48,990.65	39,129.71	264.81%	18,500.00	37,000.00	11,990.65
416 · Conference Income	4,727.00	0.00	4,727.00	3,990.00	214.86%	2,200.00	4,400.00	327.00
450 · Interest Income	41.06	29.02	70.08	79.54	280.32%	25.00	50.00	45.08
Total Income	70,399.71	17,616.32	88,016.03	77,890.72	166.07%	53,000.00	106,000.00	14,316.03
COST OF GOODS SOLD								
500 · Purchase of Literature	2,651.20	2,581.15	5,232.35	7,116.50	130.81%	4,000.00	8,000.00	1,232.35
503 · Discounts & Allowances	10.00	44.00	54.00	159.25	54.00%	100.00	200.00	(46.00)
515 · Convention Accrued	31,252.92	0.00	31,252.92	18,108.76	357.18%	8,750.00	17,500.00	13,752.92
516 · Conference Accrued	6,260.23	0.00	6,260.23	4,072.39	278.23%	2,250.00	4,500.00	1,760.23
Total COGS	40,174.35	2,625.15	42,799.50	29,456.90	283.44%	15,100.00	30,200.00	16,699.50
Gross Profit	30,225.36	14,991.17	45,216.53	48,433.82	119.30%	37,900.00	75,800.00	-2,383.47
EXPENSES								
705 · WSO Board Travel/Hotel	6,378.54	0.00	6,378.54	5,962.82	212.62%	3,000.00	6,000.00	378.54
706 · Web Hosting Expense	118.87	0.00	118.87	0.00	0.00%	0.00	0.00	118.87
708 · Convention Expense	10,051.91	0.00	10,051.91	5,501.75	191.46%	5,250.00	10,500.00	(448.09)
709 · Conference Expense	4,503.03	0.00	4,503.03	2,379.95	300.20%	1,500.00	3,000.00	1,503.03
802 · Shipping Expense	282.49	308.92	591.41	689.65	78.85%	750.00	1,500.00	(158.59)
902 · Rent	2,400.00	2,400.00	4,800.00	4,194.00	100.00%	4,800.00	9,600.00	0.00
903 · Janitorial Services	150.00	150.00	300.00	0.00	0.00%	300.00	600.00	0.00
904 · Bank Service Charges	49.60	59.00	108.60	102.68	108.60%	100.00	200.00	8.60
905 · Merchant Fees (PayPal)	69.63	104.94	174.57	128.29	116.38%	150.00	300.00	24.57
906 · Payroll Expenses	16,245.01	14,050.01	30,295.02	18,903.01	101.07%	29,975.00	59,950.00	320.02
907 · P/R tax Expense	1,484.34	1,132.55	2,616.89	1,990.32	80.46%	3,252.29	6,504.58	(635.40)
908 · Office Supplies & Expenses	843.08	1,379.82	2,222.90	3,377.21	148.19%	1,500.00	3,000.00	722.90
910 · Insurance	0.00	893.00	893.00	800.00	59.53%	1,500.00	3,000.00	(607.00)
914 · Bonuses	0.00	200.00	200.00	0.00	0.00%	0.00	0.00	200.00
915 · Telephone	250.58	461.28	711.86	599.22	79.10%	900.00	1,800.00	(188.14)
917 · Tax Filing fees	0.00	125.00	125.00	0.00	500.00%	25.00	50.00	75.00
930 · Accounting Fees	0.00	500.00	500.00	0.00	200.00%	250.00	500.00	0.00
931 · Professional and Legal Fees	0.00	0.00	0.00	3150.00	0.00%	375.00	750.00	(375.00)
940 · Postage	73.17	98.23	171.40	174.03	68.56%	250.00	500.00	(78.60)
942 · Worker's Comp. Ins.	0.00	0.00	0.00	0.00	0.00%	265.00	530.00	(265.00)
945 · Depreciation Expense	143.19	143.19	286.38	286.38	99.98%	286.45	572.89	(0.06)
Total Expenses	43,043.44	22,005.94	65,049.38	48,239.31	119.51%	54,428.74	108,857.47	595.65
Net Proceeds	-12,818.08	-7,014.77	-19,832.85	194.51	119.99%	-16,528.74	-33,057.47	-2,979.12