

Quarterly Financial Statements

PERIOD ENDING

March 31, 2012

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



CONFIDENTIAL

CEA-HOW World Service Office

Balance Sheet

As of March 31, 2012

Mar 31, 12

ASSETS

Current Assets

Checking/Savings

101 · Wells Fargo Business Ck 3620	16,249.46
102 · Wells Fargo Saving HYield-5530	26,471.09
102.1 · Prudent Reserved	57,475.73
103 · PayPal Online Savings Account	7,441.43
105 · PayPal Convention Account	216.04

Total Checking/Savings 107,853.75 ▶ Total cash on hand

Other Current Assets

140 · Literature Inventory	4,844.01
142 · Specialty Items Inventory	643.04
144 · Support Structures Inventory	120.87

Total Other Current Assets 5,607.92 ▶ Total to-date inventory

Total Current Assets

113,461.67

Fixed Assets

164 · Brother MFC-997 OCDW All in one	
165 · Depreciation Brother MFC-997	-356.04
164 · Brother MFC-997 OCDW All in one - Other	1,068.04
Total 164 · Brother MFC-997 OCDW All in one	712.00

162 · Equipment - Computer System

163 · Depreciation - Computer System	-379.26
162 · Equipment - Computer System - Other	650.29

Total 162 · Equipment - Computer System 271.03

160 · Equipment - Computer

Total 160 · Equipment - Computer 0.00

Total Fixed Assets 983.03 ▶ Total equipment worth

Other Assets

120 · Prepaid Rent & Security Deposit 1,600.00

Total Other Assets 1,600.00

TOTAL ASSETS

116,044.70

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

226 · - Stamps.com Account 15.60

Total Credit Cards 15.60

Other Current Liabilities

255 · Area Assistance Donations 1,839.17

235 · State Payroll Liabilities 681.64

230 · Federal Payroll Liabilities 1,047.33

250 · Sales Tax Payable 622.78

Total Other Current Liabilities 4,190.92

Total Current Liabilities 4,206.52

Total Liabilities 4,206.52 ▶ Total amount owing

Equity

302 · Retained Earnings 116,516.77

Net Income -4,678.59 ▶ Total Loss for the Yr.

Total Equity 111,838.18

TOTAL LIABILITIES & EQUITY

116,044.70 ▶ Total Company's worth

CEA-HOW World Service Office
Contributions and Purchases by Intergroup
January through March 2012

	AFFILIATED GROUPS	% OF GROUPS	CONTRIBUTIONS		PURCHASES	
			Jan - Mar 12	% of Total	Jan - Mar 12	% of Total
UNAFFILIATED GROUPS	25	4.35%	0.00	0.0%	85.00	1.85%
PayPal	0	0.0%	615.34	5.9%	580.70	12.64%
Convention	0	0.0%	0.00	0.0%	0.00	0.0%
99999 - Anonymous	0	0.0%	0.00	0.0%	0.00	0.0%
90099 - SOUTHERN CALIFORNIA INTERGROUP	125	21.74%	2,866.31	27.48%	798.00	17.36%
90101 - CEA-HOW OF SAN DIEGO	21	3.65%	0.00	0.0%	116.75	2.54%
90102 - NW CEA VANCOUVER, WA	8	1.39%	0.00	0.0%	14.00	0.31%
90104 - LAS VEGAS INTERGROUP	45	7.83%	619.85	5.94%	542.25	11.8%
90106 - FLORIDA INTERGROUP	14	2.44%	0.00	0.0%	0.00	0.0%
90108 - ISRAEL INTERGROUP	6	1.04%	0.00	0.0%	0.00	0.0%
90110 - MEXICO INTERGROUP	77	13.39%	0.00	0.0%	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%	50.30	0.48%	99.50	2.17%
90117 - AAA SEATTLE INTERGROUP	1	0.17%	0.00	0.0%	0.00	0.0%
90119 - DALLAS FORT WORTH INTERGROUP	12	2.09%	283.48	2.72%	0.00	0.0%
90122 - MICHIANA INTERGROUP	8	1.39%	176.30	1.69%	253.00	5.51%
90123 - SAN FERNANDO VALLEY INTERGROUP	44	7.65%	754.05	7.23%	682.00	14.84%
90124 - MONTEREY BAY AREA INTERGROUP	3	0.52%	0.00	0.0%	0.00	0.0%
90125 - NORTH TEXAS INTERGROUP	6	1.04%	43.00	0.41%	14.25	0.31%
90126 - OKLAHOMA INTERGROUP	5	0.87%	0.00	0.0%	0.00	0.0%
90130 - RIO RECOVERY OF NM INTERGROUP	7	1.22%	221.82	2.13%	195.00	4.24%
90131 - INTERMOUNTAIN INTERGROUP	5	0.87%	82.50	0.79%	175.75	3.82%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIE	15	2.61%	0.00	0.0%	97.50	2.12%
90135 - PENNSYLVANIA INTERGROUP	9	1.57%	58.20	0.56%	0.00	0.0%
90136 - VIRGINIA INTERGROUP	3	0.52%	0.00	0.0%	113.75	2.48%
90137 - KERN COUNTY INTERGROUP	16	2.78%	70.00	0.67%	133.75	2.91%
90139 - LOS ANGELES INTERGROUP	12	2.09%	2,780.09	26.65%	449.00	9.77%
90140 - PHONE BRIDGE INTERGROUP	64	11.13%	1,512.42	14.5%	0.00	0.0%
90141 - GREAT LAKES CEA-HOW	20	3.48%	61.15	0.59%	0.00	0.0%
90142 - CEA-HOW NORTHERN COLORADO IG	12	0.0%	236.06	0.0%	97.00	0.0%
90143 - SPANISH PHONE BRIDGE IG		0.0%	0.00	0.0%	148.84	3.24%
TOTAL	575	100.0%	10,430.87	97.74%	4,596.04	100.0%

**CEA-HOW World Service Office
Profit and Loss Projection Report
January through March 2012**

	Actual <u>1st Qrt '11</u>	Actual <u>2nd Qrt '11</u>	Actual <u>3rd Qrt '12</u>	Total <u>Jul '11 - Mar '12</u>	2010/2011 <u>July - Mar</u>	% of Actual <u>to Projected</u>	Budget <u>Jul 11-Jun 12</u>	over/(short) <u>to Projected</u>
								<u>Jul'11-Mar'12</u>
<u>INCOME</u>								
400 · Contributions Income	8,397.82	8,184.70	7,833.96	24,416.48	41,723.58	53.08%	46,000.00	(10,083.52)
402 · Contributions Gratitude month	20.00	61.00	2,621.91	2,702.91	1,143.72	158.99%	1,700.00	1,427.91
402 · Literature	10,130.77	3,997.75	3,548.09	17,676.61	12,492.16	103.98%	17,000.00	4,926.61
403 · Cassette Sales	-49.00	0.00	0.00	-49.00	15.00	0.00%	0.00	(49.00)
404 · Spanish Literature Sales	730.75	257.50	411.75	1,400.00	1,634.75	70.00%	2,000.00	(100.00)
406 · Shipping Income	850.30	601.88	636.86	2,089.04	2,088.15	83.56%	2,500.00	214.04
410 · Support Structures	6.00	14.00	38.20	58.20	40.40	116.40%	50.00	20.70
412 · Cookbooks	910.00	578.00	598.00	2,086.00	1,610.00	104.30%	2,000.00	586.00
415 · Convention Income	39,032.76	96.95	0.00	39,129.71	36,997.51	105.76%	37,000.00	2,129.71
416 · Conference Income	3,990.00	0.00	0.00	3,990.00	4,085.00	99.75%	4,000.00	(10.00)
450 · Interest Income	26.06	53.48	41.85	121.39	39.72	303.48%	40.00	91.39
Total Income	64,045.46	13,845.26	15,730.62	93,621.34	101,869.99	83.37%	112,290.00	9,403.84
<u>COST OF GOODS SOLD</u>								
500 · Purchase of Literature	4,501.36	2,615.14	1,862.00	8,978.50	4,530.13	128.26%	7,000.00	3,728.50
503 · Discounts & Allowances	159.25	0.00	10.00	169.25	111.00	84.63%	200.00	19.25
515 · Convention Accrued	18,108.76	0.00	0.00	18,108.76	15,272.11	103.48%	17,500.00	608.76
516 · Conference Accrued	4,072.39	0.00	0.00	4,072.39	4,467.34	90.50%	4,500.00	(427.61)
Total COGS	26,841.76	2,615.14	1,872.00	31,328.90	24,380.58	107.29%	29,200.00	9,428.90
Gross Profit	37,203.70	11,230.12	13,858.62	62,292.44	77,489.41	74.97%	83,090.00	(25.06)
<u>EXPENSES</u>								
705 · WSO Board Travel/Hotel	5,962.82	0.00	0.00	5,962.82	5,915.54	99.38%	6,000.00	(37.18)
708 · Convention Expense	5,501.75	0.00	0.00	5,501.75	7,176.75	73.36%	7,500.00	(1,998.25)
709 · Conference Expense	2,379.95	0.00	0.00	2,379.95	2,861.69	158.66%	1,500.00	879.95
802 · Shipping Expense	385.23	304.42	297.87	987.52	1,185.69	54.86%	1,800.00	(362.48)
902 · Rent	2,097.00	2,097.00	2,897.00	7,091.00	6,990.00	70.91%	10,000.00	(409.00)
904 · Bank Service Charges	70.68	32.00	34.00	136.68	125.91	62.13%	220.00	(28.32)
905 · Merchant Fees (PayPal)	60.61	67.68	72.69	200.98	175.78	66.99%	300.00	(24.02)
906 · Payroll Expenses	8,282.50	10,620.51	10,614.01	29,517.02	22,590.03	49.24%	59,950.00	(15,445.48)
907 · P/R tax Expense	996.87	993.45	1,225.93	3,216.25	2,201.85	49.45%	6,504.58	(1,662.19)
908 · Office Supplies & Expenses	1,095.30	2,281.91	430.85	3,808.06	2,428.25	126.94%	3,000.00	1,558.06
910 · Insurance	0.00	800.00	2,015.00	2,815.00	1,266.00	112.60%	2,500.00	940.00
915 · Telephone	359.04	240.18	362.67	961.89	1,251.59	64.13%	1,500.00	(163.11)
917 · Tax Filing fees	0.00	0.00	0.00	0.00	0.00	0.00%	50.00	(37.50)
925 · Utilities	0.00	0.00	0.00	0.00	0.00	0.00%	500.00	(375.00)
930 · Accounting Fees	0.00	0.00	0.00	0.00	500.00	0.00%	500.00	(375.00)
931 · Professional and Legal Fees	3150.00	0.00	0.00	3,150.00	6,647.81	63.00%	5,000.00	(600.00)
940 · Postage	112.14	61.89	108.51	282.54	164.31	56.51%	500.00	(92.46)
942 · Worker's Comp. Ins.	0.00	0.00	530.00	530.00	533.00	99.44%	533.00	(3.00)
945 · Depreciation Expense	143.19	143.19	143.19	429.57	162.54	75.00%	572.76	0.00
Total Expenses	30,597.08	17,642.23	18,731.72	66,971.03	62,176.74	61.76%	108,430.34	(14,351.73)
Net Proceeds	6,606.62	-6,412.11	-4,873.10	-4,678.59	15,312.67	18.46%	-25,340.34	14,326.67