

# Quarterly Financial Statements

PERIOD ENDING  
September 30, 2016  
3Q16

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



## CEA-HOW World Service Office

## Balance Sheet

As of September 30, 2016

Sep 30, 16

|  |                         |
|--|-------------------------|
| <b>ASSETS</b>                                |                         |
| Current Assets                               |                         |
| Checking/Savings                             |                         |
| 101 · WF Business Checking A/C...3620        | 5,876.18                |
| 102 · Wells Fargo Saving HYield-5530         |                         |
| 102.1 · Prudent Reserve per Policy           | 58,014.16               |
| 102.2 Convention Fund                        | 8,892.98                |
| 102 · Wells Fargo Saving HYield-5530 - Other | 42.31                   |
| Total 102 · Wells Fargo Saving HYield-5530   | <u>66,949.45</u>        |
| 103 · PayPal Online Savings Account          | 4,127.87                |
| 105 · PayPal Convention Account              | (203.96)                |
| Total Checking/Savings                       | <u>76,749.54</u>        |
| Accounts Receivable                          |                         |
| 130 · Accounts Receivable                    | (102.87)                |
| Total Accounts Receivable                    | <u>(102.87)</u>         |
| Other Current Assets                         |                         |
| 140 · Literature Inventory                   | 4,326.84                |
| 142 · Specialty Items Inventory              | 20.00                   |
| Total Other Current Assets                   | <u>4,346.84</u>         |
| Total Current Assets                         | <u>80,993.51</u>        |
| Other Assets                                 |                         |
| 120 · Prepaid Rent & Security Deposit        | 1,600.00                |
| Total Other Assets                           | <u>1,600.00</u>         |
| <b>TOTAL ASSETS</b>                          | <u><u>82,593.51</u></u> |
| <b>LIABILITIES &amp; EQUITY</b>              |                         |
| Liabilities                                  |                         |
| Current Liabilities                          |                         |
| Accounts Payable                             |                         |
| 200 · Accounts Payable                       | 107.36                  |
| Total Accounts Payable                       | <u>107.36</u>           |
| Credit Cards                                 |                         |
| 226 · - Stamps.com Account                   | 167.11                  |
| Total Credit Cards                           | <u>167.11</u>           |
| Other Current Liabilities                    |                         |
| 230 · Federal Payroll Liabilities            | 1,298.11                |
| 235 · State Payroll Liabilities              | 221.92                  |
| 237 · Worker's Compensation Insurance        | 150.96                  |
| 250 · Sales Tax Payable                      | 203.98                  |
| Total Other Current Liabilities              | <u>1,874.97</u>         |
| Total Current Liabilities                    | <u>2,149.44</u>         |
| Total Liabilities                            | 2,149.44                |
| Equity                                       |                         |
| 302 · Retained Earnings                      | 80,746.67               |
| Net Income                                   | (302.60)                |
| Total Equity                                 | <u>80,444.07</u>        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>        | <u><u>82,593.51</u></u> |

**CEA-HOW World Service Office**  
**Quarterly Profit & Loss**  
**July through September 2016**

|   | <u>Jul 16</u>    | <u>Aug 16</u>    | <u>Sep 16</u>   | <u>TOTAL</u>     |
|---|------------------|------------------|-----------------|------------------|
| <b>Income</b>                           |                  |                  |                 |                  |
| <b>400 · Contributions Income</b>       |                  |                  |                 |                  |
| 400.1 · Intergroup                      | 2,073.64         | 5,379.52         | 1,519.12        | 8,972.28         |
| 400.2 · Area                            | 0.00             | 5,500.00         | 0.00            | 5,500.00         |
| 400.3 · General Gratitude - Individual  | 192.20           | 285.00           | 150.00          | 627.20           |
| 400.4 · Online Recurring                | 363.00           | 298.00           | 308.00          | 969.00           |
| <b>Total 400 · Contributions Income</b> | <u>2,628.84</u>  | <u>11,462.52</u> | <u>1,977.12</u> | <u>16,068.48</u> |
| <b>402 · Literature</b>                 |                  |                  |                 |                  |
| 402.1 · English Literature              | 2,906.40         | 2,272.12         | 1,675.75        | 6,854.27         |
| 402.2 · Spanish Literature              | 333.45           | 624.50           | 11.50           | 969.45           |
| <b>Total 402 · Literature</b>           | <u>3,239.85</u>  | <u>2,896.62</u>  | <u>1,687.25</u> | <u>7,823.72</u>  |
| <b>406 · Shipping Income</b>            | 101.16           | 229.80           | 219.54          | 550.50           |
| <b>415 · Convention Income</b>          |                  |                  |                 |                  |
| 415.3 · Convention Registrations        | 13,837.25        | 0.00             | 0.00            | 13,837.25        |
| 415.1 · Food and Beverage               | 24,128.51        | 0.00             | 0.00            | 24,128.51        |
| 415.2 · Convention Committee            | 5,928.70         | 245.00           | 0.00            | 6,173.70         |
| <b>Total 415 · Convention Income</b>    | <u>43,894.46</u> | <u>245.00</u>    | <u>0.00</u>     | <u>44,139.46</u> |
| <b>416 · Conference Income</b>          |                  |                  |                 |                  |
| 416.1 · Delegate Registration           | 4,750.00         | 0.00             | (125.00)        | 4,625.00         |
| <b>Total 416 · Conference Income</b>    | <u>4,750.00</u>  | <u>0.00</u>      | <u>(125.00)</u> | <u>4,625.00</u>  |
| <b>450 · Interest Income</b>            | 3.72             | 3.38             | 3.30            | 10.40            |
| <b>Total Income</b>                     | <u>54,618.03</u> | <u>14,837.32</u> | <u>3,762.21</u> | <u>73,217.56</u> |
| <b>Cost of Goods Sold</b>               |                  |                  |                 |                  |
| 500 · Purchase of Literature            | 853.74           | 1,246.58         | 473.65          | 2,573.97         |
| 503 · Discounts & Allowances            | 0.00             | 0.00             | 7.50            | 7.50             |
| <b>Total COGS</b>                       | <u>853.74</u>    | <u>1,246.58</u>  | <u>481.15</u>   | <u>2,581.47</u>  |
| <b>Gross Profit</b>                     | <u>53,764.29</u> | <u>13,590.74</u> | <u>3,281.06</u> | <u>70,636.09</u> |

**CEA-HOW World Service Office**  
**Quarterly Profit & Loss**  
**July through September 2016**

|   | <u>Jul 16</u>    | <u>Aug 16</u>   | <u>Sep 16</u>     | <u>TOTAL</u>     |
|---|------------------|-----------------|-------------------|------------------|
| <b>Expense</b>                              |                  |                 |                   |                  |
| <b>705 · WSO Board Travel/Hotel</b>         |                  |                 |                   |                  |
| 705.2 · Airfare - Auto Mileage              | (30.00)          | 3,100.55        | 142.80            | 3,213.35         |
| 705.3 · Hotel                               | 2,827.10         | (436.80)        | (61.60)           | 2,328.70         |
| <b>Total 705 · WSO Board Travel/Hotel</b>   | <u>2,797.10</u>  | <u>2,663.75</u> | <u>81.20</u>      | <u>5,542.05</u>  |
| <b>706 · Web Hosting Expenses</b>           | 0.00             | 167.76          | 0.00              | 167.76           |
| <b>708 · Convention Expense</b>             |                  |                 |                   |                  |
| 708.1 · Production Cost                     | 6,031.43         | 126.23          | 458.24            | 6,615.90         |
| 708.2 · Food and Beverage                   | 23,501.06        | 0.00            | 538.74            | 24,039.80        |
| 708.3 · Convention Committee                | 2,279.95         | 287.57          | 0.00              | 2,567.52         |
| <b>Total 708 · Convention Expense</b>       | <u>31,812.44</u> | <u>413.80</u>   | <u>996.98</u>     | <u>33,223.22</u> |
| <b>709 · Conference Expense</b>             | 7,104.36         | 476.36          | 0.00              | 7,580.72         |
| <b>802 · Shipping Expense</b>               |                  |                 |                   |                  |
| 802.1 · Intergroup                          | 100.01           | 168.38          | 132.26            | 400.65           |
| <b>Total 802 · Shipping Expense</b>         | <u>100.01</u>    | <u>168.38</u>   | <u>132.26</u>     | <u>400.65</u>    |
| <b>902 · Rent</b>                           | 840.00           | 840.00          | 1,092.00          | 2,772.00         |
| <b>903 · Janitorial Services</b>            | 50.00            | 50.00           | 50.00             | 150.00           |
| <b>904 · Bank Service Charges</b>           | 18.40            | 16.00           | 16.00             | 50.40            |
| <b>905 · Merchant Fees (PayPal)</b>         | 40.64            | 60.44           | 55.48             | 156.56           |
| <b>906 · Employee Expenses</b>              |                  |                 |                   |                  |
| 906.1 · Payroll Expenses                    | 4,606.67         | 4,281.67        | 3,966.67          | 12,855.01        |
| 906.2 · P/R tax Expense                     | 352.40           | 327.55          | 303.45            | 983.40           |
| 906.8 · Worker's Compensation Insuran       | 26.71            | 20.69           | 21.21             | 68.61            |
| <b>Total 906 · Employee Expenses</b>        | <u>4,985.78</u>  | <u>4,629.91</u> | <u>4,291.33</u>   | <u>13,907.02</u> |
| <b>908 · Office Supplies &amp; Expenses</b> | 197.28           | 15.99           | 114.99            | 328.26           |
| <b>915 · Telephone</b>                      | 158.14           | 196.81          | 196.68            | 551.63           |
| <b>917 · Tax and Filing Fees</b>            | 0.00             | 0.00            | (15.00)           | (15.00)          |
| <b>935 · Professional and Legal Fees</b>    | 100.00           | 100.00          | 100.00            | 300.00           |
| <b>940 · Postage</b>                        | 0.94             | 6.86            | 4.65              | 12.45            |
| <b>Total Expense</b>                        | <u>48,205.09</u> | <u>9,806.06</u> | <u>7,116.57</u>   | <u>65,127.72</u> |
| <b>Net Income</b>                           | <u>5,559.20</u>  | <u>3,784.68</u> | <u>(3,835.51)</u> | <u>5,508.37</u>  |

**CEA-HOW World Service Office**  
**Quarterly and Year-to-date Contributions by Intergroup**  
**July through September 2016**

|   | <u>Jul - Sep 16</u>     | <u>Jan - Sep 16</u>     |
|---|-------------------------|-------------------------|
| 10001 - UNAFFILIATED GROUPS               | 10.00                   | 160.00                  |
| 70000 - GRATITUDE MONTH PAYPAL            | 0.00                    | 252.57                  |
| 70010 - GRATITUDE MONTH CHECK             | 0.00                    | 1,622.43                |
| 70015 - PAYPAL INDIVIDUAL RECURRING DONA  | 1,026.00                | 3,200.00                |
| 70020 - PAYPAL GENERAL GRATITUDE DONATION | 267.20                  | 694.34                  |
| 70030 - INDIVIDUAL DONATIONS CHECK        | 320.00                  | 1,027.16                |
| 80001 - AREA 1                            | 5,500.00                | 5,500.00                |
| 90099 - SOUTHERN CALIFORNIA INTERGROUP    | 1,281.33                | 4,230.04                |
| 90101 - CEA-HOW SAN DIEGO COUNTY IG       | 150.76                  | 688.61                  |
| 90102 - NW CEA HOW INTERGROUP             | 0.00                    | 0.00                    |
| 90104 - CEA-HOW LAS VEGAS INTERGROUP      | 250.74                  | 985.49                  |
| 90106 - S. FLORIDA INTERGROUP CEA-HOW     | 0.00                    | 0.00                    |
| 90108 - CEA HOW ISRAEL INTERGROUP         | 0.00                    | 0.00                    |
| 90110 - CEA HOW MEXICO INTERGROUP         | 563.04                  | 563.04                  |
| 90115 - CEA HOW OF GREATER NEW YORK IG    | 10.00                   | 171.88                  |
| 90117 - PUGET SOUND CEA-HOW               | 0.00                    | 120.00                  |
| 90117 - PUGET SOUND CEA-HOW INTERGROUP    | 0.00                    | 0.00                    |
| 90119 - DALLAS FORT WORTH IG CEA HOW      | 124.20                  | 433.26                  |
| 90122 - MICHIANA INTERGROUP               | 54.00                   | 239.07                  |
| 90123 - CEA HOW SAN FERNANDO VALLEY IG    | 1,260.38                | 3,484.59                |
| 90125 - NORTH TEXAS INTERGROUP            | 0.00                    | 0.00                    |
| 90126 - CEA HOW OKLAHOMA INTERGROUP       | 73.87                   | 231.44                  |
| 90130 - RIO RECOVERY OF NEW MEXICO IG     | 79.15                   | 220.09                  |
| 90134 - SAN BERNARDINO/RIVERSIDE COUNTIES | 52.59                   | 647.97                  |
| 90135 - PENNSYLVANIA INTERGROUP           | 0.00                    | 25.00                   |
| 90136 - TIDEWATER VIRGINIA INTERGROUP     | 14.00                   | 111.00                  |
| 90137 - NO. CA CENTRAL COASTAL INTERGROUP | 63.50                   | 153.20                  |
| 90139 - CEA HOW LOS ANGELES INTERGROUP    | 984.25                  | 4,912.71                |
| 90140 - CEA HOW PHONE BRIDGE INTERGROUP   | 3,359.44                | 9,653.90                |
| 90141 - GREAT LAKES CEA-HOW INTERGROUP    | 0.00                    | 186.00                  |
| 90142 - CEA-HOW NORTHERN COLORADO IG      | 106.14                  | 276.15                  |
| 90143 - CEA HOW 1st IG HISPANIC OFARIZONA | 0.00                    | 250.79                  |
| 90144 - SPANISH PHONE BRIDGE INTERGROUP   | 96.31                   | 378.11                  |
| 90145 - UTAH CEA-HOW INTERGROUP           | 0.00                    | 398.06                  |
| 90146 - BUGAMBILIAS GUANAJUATO            | 265.00                  | 450.00                  |
| 90147 - GREATER KANSAS CITY AREA IG       | 156.58                  | 218.55                  |
| <b>TOTAL</b>                              | <b><u>16,068.48</u></b> | <b><u>41,485.45</u></b> |

**CEA-HOW World Service Office**  
**Quarterly and Year-to-date Purchases by Intergroup**  
 July through September 2016

|   | <u>Jul - Sep 16</u>    | <u>Jan - Sep 16</u>     |
|---|------------------------|-------------------------|
| 10001 - UNAFFILIATED GROUPS               | 33.25                  | 110.25                  |
| 60000 - RETAIL LITERATURE FROM PAYPAL     | 1,005.24               | 3,167.84                |
| 60060 - RETAIL LITERATURE FROM CONVENTION | 2,188.95               | 2,188.95                |
| 90099 - SOUTHERN CALIFORNIA INTERGROUP    | 453.35                 | 1,977.25                |
| 90101 - CEA-HOW SAN DIEGO COUNTY IG       | 191.50                 | 633.50                  |
| 90102 - NW CEA HOW INTERGROUP             | 0.00                   | 0.00                    |
| 90104 - CEA-HOW LAS VEGAS INTERGROUP      | 238.25                 | 617.75                  |
| 90106 - S. FLORIDA INTERGROUP CEA-HOW     | 0.00                   | 0.00                    |
| 90108 - CEA HOW ISRAEL INTERGROUP         | 0.00                   | 0.00                    |
| 90110 - CEA HOW MEXICO INTERGROUP         | 203.28                 | 203.28                  |
| 90115 - CEA HOW OF GREATER NEW YORK IG    | 125.75                 | 219.00                  |
| 90117 - PUGET SOUND CEA-HOW               | 24.75                  | 24.75                   |
| 90117 - PUGET SOUND CEA-HOW INTERGROUP    | 0.00                   | 0.00                    |
| 90119 - DALLAS FORT WORTH IG CEA HOW      | 0.00                   | 350.50                  |
| 90122 - MICHIANA INTERGROUP               | 441.50                 | 441.50                  |
| 90123 - CEA HOW SAN FERNANDO VALLEY IG    | 1,093.75               | 3,084.50                |
| 90125 - NORTH TEXAS INTERGROUP            | 140.00                 | 140.00                  |
| 90126 - CEA HOW OKLAHOMA INTERGROUP       | 0.00                   | 0.00                    |
| 90130 - RIO RECOVERY OF NEW MEXICO IG     | 39.00                  | 143.25                  |
| 90134 - SAN BERNARDINO/RIVERSIDE COUNTIES | 0.00                   | 160.25                  |
| 90135 - PENNSYLVANIA INTERGROUP           | 74.50                  | 74.50                   |
| 90136 - TIDEWATER VIRGINIA INTERGROUP     | 0.00                   | 668.40                  |
| 90137 - NO. CA CENTRAL COASTAL INTERGROUP | 32.50                  | 133.25                  |
| 90139 - CEA HOW LOS ANGELES INTERGROUP    | 452.15                 | 1,755.40                |
| 90140 - CEA HOW PHONE BRIDGE INTERGROUP   | 546.00                 | 1,959.25                |
| 90141 - GREAT LAKES CEA-HOW INTERGROUP    | 0.00                   | 26.50                   |
| 90142 - CEA-HOW NORTHERN COLORADO IG      | 0.00                   | 290.75                  |
| 90143 - CEA HOW 1st IG HISPANIC OFARIZONA | 0.00                   | 0.00                    |
| 90144 - SPANISH PHONE BRIDGE INTERGROUP   | 0.00                   | 403.65                  |
| 90145 - UTAH CEA-HOW INTERGROUP           | 540.00                 | 2,689.50                |
| 90146 - BUGAMBILIAS GUANAJUATO            | 0.00                   | 226.38                  |
| 90147 - GREATER KANSAS CITY AREA IG       | 0.00                   | 0.00                    |
| <b>TOTAL</b>                              | <b><u>7,823.72</u></b> | <b><u>21,690.15</u></b> |