

Quarterly Financial Statements

PERIOD ENDING

September 30, 2012

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



CONFIDENTIAL

CEA-HOW World Service Office

Balance Sheet

As of September 30, 2012

	<u>Sep 30, 12</u>	
ASSETS		
Current Assets		
Checking/Savings		
102 · Wells Fargo Saving HYield-5530		
102.1 · Prudent Reserved	67,496.21	
102 · Wells Fargo Saving HYield-5530 - Other	11,033.54	
Total 102 · Wells Fargo Saving HYield-5530	<u>78,529.75</u>	
105 · PayPal Convention Account	253.01	
103 · PayPal Online Savings Account	506.48	
101 · Wells Fargo Business Ck 3620	3,262.45	
Total Checking/Savings	<u>82,551.69</u>	▶ Total cash on hand
Other Current Assets		
140 · Literature Inventory	4,334.79	
142 · Specialty Items Inventory	643.04	
144 · Support Structures Inventory	120.10	
150 · Undeposited Funds	2,002.33	
Total Other Current Assets	<u>7,100.26</u>	▶ Total to-date inventory
Total Current Assets	<u>89,651.95</u>	
Fixed Assets		
164 · Brother MFC-997 OCDW All in one		
165 · Depreciation Brother MFC-997	-534.06	
164 · Brother MFC-997 OCDW All in one - Other	1,068.04	
Total 164 · Brother MFC-997 OCDW All in one	<u>533.98</u>	
162 · Equipment - Computer System		
163 · Depreciation - Computer System	-487.62	
162 · Equipment - Computer System - Other	650.29	
Total 162 · Equipment - Computer System	<u>162.67</u>	
160 · Equipment - Computer		
161 · Depreciation Computer/Equipment	-5,880.84	
160 · Equipment - Computer - Other	5,880.84	
Total 160 · Equipment - Computer	<u>0.00</u>	
Total Fixed Assets	<u>696.65</u>	▶ Total equipment worth
Other Assets		
120 · Prepaid Rent & Security Deposit	1,600.00	
Total Other Assets	<u>1,600.00</u>	
TOTAL ASSETS	<u><u>91,948.60</u></u>	
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Credit Cards		
226 · - Stamps.com Account	3.62	
220 · Wells Fargo Visa A/C	517.52	
Total Credit Cards	<u>521.14</u>	
Other Current Liabilities		
235 · State Payroll Liabilities	673.92	
230 · Federal Payroll Liabilities	1,728.06	
250 · Sales Tax Payable	75.80	
Total Other Current Liabilities	<u>2,477.78</u>	
Total Current Liabilities	<u>2,998.92</u>	▶ Total amount owing
Total Liabilities	<u>2,998.92</u>	
Equity		
302 · Retained Earnings	101,767.76	
Net Income	-12,818.08	▶ Total Loss for the Yr.
Total Equity	<u>88,949.68</u>	
TOTAL LIABILITIES & EQUITY	<u><u>91,948.60</u></u>	▶ Total Company's worth

CEA-HOW World Service Office
Contributions by Intergroup Summary
July through September 2012

	AFFILIATED GROUPS	% OF GROUPS	CONTRIBUTIONS		PURCHASES	
			Jul - Sep 12	% of Total	Jul - Sep 12	% of Total
UNAFFILIATED GROUPS	25	4.6%		0.0%		0.0%
PayPal	0	0.0%	609.50	6.7%	1,005.00	16.94%
Convention	0	0.0%	0.00	0.0%	1,298.61	21.9%
99999 - Anonymous	0	0.0%	0.00	0.0%	0.00	0.0%
90099 - SOUTHERN CALIFORNIA INTERGROUP	93	17.13%	2,002.33	22.01%	588.25	9.92%
90101 - CEA-HOW OF SAN DIEGO	21	3.87%	349.44	3.84%	0.00	0.0%
90102 - NW CEA VANCOUVER, WA	8	1.47%	0.00	0.0%	0.00	0.0%
90104 - LAS VEGAS INTERGROUP	45	8.29%	594.10	6.53%	564.00	9.51%
90106 - FLORIDA INTERGROUP	14	2.58%	0.00	0.0%	0.00	0.0%
90108 - ISRAEL INTERGROUP	6	1.11%	0.00	0.0%	0.00	0.0%
90110 - MEXICO INTERGROUP	77	14.18%	500.00	5.5%	820.70	13.84%
90113 - AUSTRALIA INTERGROUP	2	0.37%	0.00	0.0%	0.00	0.0%
90115 - NEW YORK INTERGROUP	10	1.84%	54.20	0.6%	0.00	0.0%
90117 - AAA SEATTLE INTERGROUP	1	0.18%	0.00	0.0%	0.00	0.0%
90119 - DALLAS FORT WORTH INTERGROUP	12	2.21%	305.38	3.36%	0.00	0.0%
90122 - MICHIANA INTERGROUP	8	1.47%	79.79	0.88%	245.75	4.14%
90123 - SAN FERNANDO VALLEY INTERGROUP	44	8.1%	498.29	5.48%	161.25	2.72%
90124 - MONTEREY BAY AREA INTERGROUP	3	0.55%	0.00	0.0%	0.00	0.0%
90125 - NORTH TEXAS INTERGROUP	6	1.11%	17.00	0.19%	13.50	0.23%
90126 - OKLAHOMA INTERGROUP	5	0.92%	0.00	0.0%	0.00	0.0%
90130 - RIO RECOVERY OF NM INTERGROUP	7	1.29%	124.45	1.37%	119.25	2.01%
90131 - INTERMOUNTAIN INTERGROUP	5	0.92%	105.00	1.15%	160.05	2.7%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIE	15	2.76%	0.00	0.0%	0.00	0.0%
90135 - PENNSYLVANIA INTERGROUP	9	1.66%	69.90	0.77%	151.00	2.55%
90136 - VIRGINIA INTERGROUP	3	0.55%	0.00	0.0%	0.00	0.0%
90137 - KERN COUNTY INTERGROUP	16	2.95%	49.19	0.54%	207.30	3.5%
90139 - LOS ANGELES INTERGROUP	12	2.21%	751.54	8.26%	416.25	7.02%
90140 - PHONE BRIDGE INTERGROUP	64	11.79%	1,509.03	16.58%	81.25	1.37%
90141 - GREAT LAKES CEA-HOW	20	3.68%	1,223.54	13.45%	0.00	0.0%
90142 - CEA-HOW NORTHERN COLORADO IG	12	0.0%	206.90	2.27%	68.00	0.0%
90143 - SPANISH PHONE BRIDGE IG		0.0%	50.00	0.55%	31.00	0.52%
TOTAL	543	100.0%	9,099.58	100.0%	5,931.16	100.0%

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

	Actual <u>1st Qrt '12</u>	Total <u>Jul '12-Sep '12</u>	2011/2012 Jul - Sep	% of Actual to Projected	Budget <u>Jul 12-Jun 13</u>	over/(short) of Projected <u>Jul'12-Sep'12</u>
<u>INCOME</u>						
400 · Contributions Income	9,085.28	9,085.28	8,397.82	23.91%	38,000.00	(414.72)
402 · Contributions Gratitude month	579.80	579.80	20.00	28.99%	2,000.00	79.80
402 · Literature	4,843.80	4,843.80	10,130.77	28.49%	17,000.00	593.80
404 · Spanish Literature Sales	1,043.15	1,043.15	730.75	34.77%	3,000.00	293.15
406 · Shipping Income	571.22	571.22	850.30	22.85%	2,500.00	(53.78)
410 · Support Structures	11.75	11.75	6.00	23.50%	50.00	(0.75)
412 · Cookbooks	506.00	506.00	910.00	25.30%	2,000.00	6.00
415 · Convention Income	48,990.65	48,990.65	39,032.76	132.41%	37,000.00	11,990.65
416 · Conference Income	4,727.00	4,727.00	3,990.00	107.43%	4,400.00	327.00
450 · Interest Income	41.06	41.06	26.06	82.12%	50.00	28.56
Total Income	<u>70,399.71</u>	<u>70,399.71</u>	<u>64,045.46</u>	<u>66.41%</u>	<u>106,000.00</u>	<u>12,849.71</u>
<u>COST OF GOODS SOLD</u>						
500 · Purchase of Literature	2,651.20	2,651.20	4,501.36	33.14%	8,000.00	651.20
503 · Discounts & Allowances	10.00	10.00	159.25	5.00%	200.00	(40.00)
515 · Convention Accrued	31,252.92	31,252.92	18,108.76	178.59%	17,500.00	13,752.92
516 · Conference Accrued	6,260.23	6,260.23	4,072.39	139.12%	4,500.00	1,760.23
Total COGS	<u>40,174.35</u>	<u>40,174.35</u>	<u>26,841.76</u>	<u>133.03%</u>	<u>30,200.00</u>	<u>16,124.35</u>
Gross Profit	30,225.36	30,225.36	37,203.70	39.88%	75,800.00	-3,274.64
<u>EXPENSES</u>						
705 · WSO Board Travel/Hotel	6,378.54	6,378.54	5,962.82	106.31%	6,000.00	378.54
706 · Web Hosting Expense	118.87	118.87	0.00	0.00%	0.00	118.87
708 · Convention Expense	10,051.91	10,051.91	5,501.75	95.73%	10,500.00	(448.09)
709 · Conference Expense	4,503.03	4,503.03	2,379.95	150.10%	3,000.00	1,503.03
802 · Shipping Expense	282.49	282.49	385.23	18.83%	1,500.00	(92.51)
902 · Rent	2,400.00	2,400.00	2,097.00	25.00%	9,600.00	0.00
903 · Janitorial Services	150.00	150.00	0.00	0.00%	600.00	0.00
904 · Bank Service Charges	49.60	49.60	70.68	24.80%	200.00	(0.40)
905 · Merchant Fees (PayPal)	69.63	69.63	60.61	23.21%	300.00	(5.37)
906 · Payroll Expenses	16,245.01	16,245.01	8,282.50	27.10%	59,950.00	1,257.51
907 · P/R tax Expense	1,484.34	1,484.34	996.87	22.82%	6,504.58	(141.81)
908 · Office Supplies & Expenses	843.08	843.08	1,095.30	28.10%	3,000.00	93.08
910 · Insurance	0.00	0.00	0.00	0.00%	3,000.00	(750.00)
915 · Telephone	250.58	250.58	359.04	13.92%	1,800.00	(199.42)
917 · Tax Filing fees	0.00	0.00	0.00	0.00%	50.00	(12.50)
930 · Accounting Fees	0.00	0.00	0.00	0.00%	500.00	(125.00)
931 · Professional and Legal Fees	0.00	0.00	3150.00	0.00%	750.00	(187.50)
940 · Postage	73.17	73.17	112.14	14.63%	500.00	(51.83)
942 · Worker's Comp. Ins.	0.00	0.00	0.00	0.00%	530.00	(132.50)
945 · Depreciation Expense	143.19	143.19	143.19	24.99%	572.89	(0.03)
Total Expenses	<u>43,043.44</u>	<u>43,043.44</u>	<u>30,597.08</u>	<u>39.54%</u>	<u>108,857.47</u>	<u>1,204.07</u>
Net Proceeds	<u>-12,818.08</u>	<u>-12,818.08</u>	<u>6,606.62</u>	<u>38.78%</u>	<u>-33,057.47</u>	<u>-4,478.71</u>