



COMPULSIVE EATERS ANONYMOUS-H.O.W. - WORLD SERVICE OFFICE
WORLD SERVICE BUSINESS CONFERENCE 2022
TREASURERS REPORT

As you review the financials, keep in mind that comparisons are to 2020, a year steeped in pandemic. Which influenced where funds came from and where they were spent compared to our “usual” course of business. The primary difference being that we didn’t hold the Convention for two years.

P&L 2021 REV vs 2020

For 2021, CEA-HOW, Inc. had gross income of \$157,339 up 20.5% or \$26,759 increase over the same period last year. For 2021, Net income was \$63,333, up 70.8% or \$26,262 for 2020. The primary contributors to the increase in net income was a \$25,759 increase in Contribution’s net income and \$2,367 increase in “Convention” income from the Connected in Gratitude and Connected in Recovery events compared to the single Connected in Place event held in 2020. Also contributing was a reduction in Operating expenses primarily due a decrease in Payroll due to not having the overlapping of Executive Director positions we had in 2020, offset by increased hours approved and implemented in May. The detractor was a decrease of Literature net income of 10.9%.

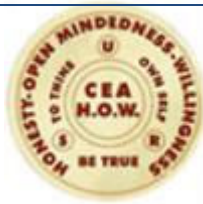
Overall	2021	2020	\$ Change	% Change
Total Income	\$ 157,339	\$ 130,580	\$ 26,759	20.5%
Total Expense (1)	\$ 94,005	\$ 93,508	\$ 498	0.5%
Net Income	\$ 63,333	\$ 37,072	\$ 26,262	70.8%

Gross Income by Class	2021	2020	\$ Change	% Change
Contributions	\$ 118,488	\$ 92,503	\$ 25,985	28.1%
Conference	\$ 4,000	\$ 4,000	\$ -	0.0%
Convention	\$ 9,833	\$ 7,466	\$ 2,367	31.7%
Operations	\$ 13	\$ 28	\$ (15)	-52.6%
Literature	\$ 25,004	\$ 26,582	\$ (1,578)	-5.9%
Total Gross Income	\$ 157,339	\$ 130,580	\$ 26,759	20.5%

Expenses by Class	2021	2020	\$ Change	% Change
Contributions	\$ 1,227	\$ 938	\$ 290	30.9%
Conference	\$ 630	\$ 500	\$ 130	0.0%
Convention	\$ 1,315	\$ 985	\$ 331	33.6%
Literature (1)	\$ 9,158	\$ 8,795	\$ 362	4.1%
Operations	\$ 81,675	\$ 82,290	\$ (615)	-0.7%
Total Expenses	\$ 94,005	\$ 93,508	\$ 498	0.5%

Net Income by Class	2021	2020	\$ Change	% Change
Contributions	\$ 117,261	\$ 91,565	\$ 25,695	28.1%
Conference	\$ 3,370	\$ 3,500	\$ (130)	0.0%
Convention	\$ 8,518	\$ 6,482	\$ 2,036	31.4%
Literature	\$ 15,846	\$ 17,787	\$ (1,941)	-10.9%
Operations	\$ (81,662)	\$ (82,262)	\$ 601	-0.7%
Net Income	\$ 63,333	\$ 37,072	\$ 26,262	70.8%

(1) includes cost of goods sold



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“Convention”

Because we did not hold the Convention in 2020 and 2021, we held online Zoom events under the “Connected in....” theme. The following is a summary of the events held in 2020 and 2021. While these events contributed positively, they fall short of the \$32,000 net income booked for our last in person Convention in 2019.

	<u>Date</u>	<u>Registrants in EventBrite</u>	<u>Income</u>	<u>Expenses (1)</u>	<u>Net Income</u>
Connected in Place	Jul-20	378	\$ 7,466.41	\$ 984.56	\$ 6,481.85
Total 2020			<u>\$ 7,466.41</u>	<u>\$ 984.56</u>	<u>\$ 6,481.85</u>
Connected in Gratitude	Jan-21	182	\$ 3,831.90	\$ 266.52	\$ 3,565.38
Connected in Recovery	Jul-21	245	\$ 6,001.72	\$ 808.96	\$ 5,192.76
PayPal Fees for 2022 Convention				\$ 239.88	\$ (239.88)
Total 2021			<u>\$ 9,833.62</u>	<u>\$ 1,315.36</u>	<u>\$ 8,518.26</u>

Contributions Income: CEA-HOW, Inc. ended the 2021 with total contributions of \$118,488, up \$25,985 or 28% over 2020. Leading the increase was Intergroup Contributions led primarily by the LA Intergroup with Contributions up over \$13,000 compared to 2020. This was offset by a \$2,097 decrease in Phone Bridge Intergroup contributions. All Intergroups in the 3,4,5 Area showed a reduction in contributions. For the remainder of the Intergroup contributions, there was no defined pattern: some were up and some were down. See the Contributions by Intergroup report. In addition to the increase in Intergroup contributions, Gratitude Contributions were up \$8,748 or 46.2% from 2020. And, Online recurring contributions were up 15.8% in 2021.

Contribution Income	TOTAL			
	2021	2020	\$ Change	% Change
In Memory of/Honor of	\$ -	\$ 25	\$ (25)	-100.0%
Intergroup	\$ 51,191	\$ 38,100	\$ 13,091	34.4%
Area	\$ 20,250	\$ 18,725	\$ 1,525	8.1%
Online Recurring	\$ 19,345	\$ 16,699	\$ 2,646	15.8%
Gratitude & 7th Trad Contr	\$ 27,703	\$ 18,954	\$ 8,748	46.2%
Total Contributions Income	<u>\$ 118,488</u>	<u>\$ 92,503</u>	<u>\$ 25,985</u>	<u>28.1%</u>
Total Direct Giving (online + gi)	\$ 47,047	\$ 35,653	\$ 11,394	32.0%

Literature: Literature net income was down 11.0% for 2021 compared to 2020. This was after a 16% reduction in literature purchases in 2020 compared to 2019. The primary decrease was in English literature



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coupled with an increase in shipping costs as purchases were significantly more on the retail side than wholesale (IG sales). Spanish literature purchases were about the same for 2021 as for 2020.

	Electronic Literature			Printed Literature			Total Literature			
	2021	2020	\$ Change	2021	2020	\$ Change	2021	2020	\$ Change	\$ Change
Literature										
English Literature	\$ 3,346	\$ 4,705	\$ (1,359)	\$ 16,226	\$ 17,084	\$ (858)	\$ 19,573	\$ 21,790	\$ (2,217)	-10.2%
Spanish Literature	\$ -	\$ 8	\$ (8)	\$ 2,005	\$ 1,965	\$ 40	\$ 2,005	\$ 1,973	\$ 32	1.6%
Total Literature	\$ 3,346	\$ 4,713	\$ (1,367)	\$ 18,231	\$ 19,050	\$ (818)	\$ 21,578	\$ 23,763	\$ (2,185)	-9.2%
Shipping Income	\$ 9	\$ 7	\$ 2	\$ 3,417	\$ 2,812	\$ 606	\$ 3,426	\$ 2,819	\$ 607	21.5%
Total Income	\$ 3,355	\$ 4,721	\$ (1,366)	\$ 21,649	\$ 21,861	\$ (213)	\$ 25,004	\$ 26,582	\$ (1,578)	-5.9%
COGS	\$ 166	\$ 285	\$ (119)	\$ 4,637	\$ 4,926	\$ (289)	\$ 4,803	\$ 5,211	\$ (408)	-7.8%
Gross Profit										
Expenses										
Shipping Expense	\$ -	\$ -	\$ -	\$ 2,655	\$ 1,746	\$ 909	\$ 2,655	\$ 1,746	\$ 909	52.1%
PayPal Fees	\$ 178	\$ 224	\$ (46)	\$ 674	\$ 646	\$ 29	\$ 852	\$ 870	\$ (17)	-2.0%
Office Supplies	\$ -	\$ -	\$ -	\$ 847	\$ 969	\$ (122)	\$ 847	\$ 969	\$ (122)	-12.5%
Total Expense	\$ 178	\$ 224	\$ (46)	\$ 4,176	\$ 3,360	\$ 816	\$ 4,354	\$ 3,584	\$ 770	21.5%
Net Income	\$ 3,011	\$ 4,212	\$ (1,201)	\$ 12,836	\$ 13,575	\$ (739)	\$ 15,846	\$ 17,787	\$ (1,941)	-10.9%
% of Gross	13.4%	17.8%		86.6%	82.2%		100.0%	100.0%		
Margin %	89.7%	89.2%		59.3%	62.1%		63.4%	66.9%		
% of Net	19.0%	23.7%		81.0%	76.3%		100.0%	100.0%		

Operations: Operations experienced a 1.6% reduction or -\$1,335 in expenses from 2020 to 2021. The primary reason for the decrease was employee expenses (e.g. payroll) down 5%, or -\$2,972. This amount is offset by a \$1,175 increase in Office Supplies which included the purchase of the new WSO printer and related toner and software purchased to support the Meeting Finder project. And new this year, is depreciation. We began to depreciate the cost of website development and eLiterature. Also, a reminder that we will see a \$17,000 + increase in payroll due to the increase in Office Manager hours and compensation. ED hours were increased in 2021. Pay rate increase may occur in 2022, for a total increase in compensation of \$27,000+.



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	2021	2020	\$ Change	% Change
755 - Areas Assistance			\$ -	---
Total 705 - WSO Board Travel/H	\$ 250	\$ -	\$ 250	---
706 - Web Hosting Expenses	\$ 196	\$ 215	\$ (19)	-9%
730 - Other	\$ -	\$ -	\$ -	---
902 - Rent	\$ 12,096	\$ 11,523	\$ 573	5%
903 - Janitorial Services	\$ 600	\$ 600	\$ -	0%
904 - Bank Service Charges	\$ 214	\$ 189	\$ 26	14%
905 - Merchant Fees (PayPal)	\$ -	\$ -	\$ -	0%
Total 906 - Employee Expenses	\$ 57,925	\$ 60,896	\$ (2,972)	-5%
908 - Office Supplies & Expenses	\$ 3,338	\$ 2,164	\$ 1,175	54%
910 - Insurance	\$ 2,289	\$ 2,179	\$ 110	---
915 - Telephone	\$ 1,601	\$ 1,500	\$ 101	7%
917 - Tax and Filing Fees	\$ 65	\$ 35	\$ 30	0%
930 - Accounting Fees	\$ 1,834	\$ 1,925	\$ (91)	0%
935 - Webmaster	\$ 500	\$ 500	\$ -	0%
Other Professional	\$ -	\$ 500	\$ (500)	
940 - Postage	\$ 48	\$ 65	\$ (17)	-26%
945 - Depreciation Expense	\$ 720			
Total Operations	<u>\$ 81,675</u>	<u>\$ 82,290</u>	<u>\$ (1,335)</u>	<u>-1.6%</u>

Balance Sheet:

CEA-HOW, Inc. had \$253,361 in Assets as of December 31, 2021, a \$69,618 increase in assets year over year. The primary driver of the increase was the Convention gross income that we keep on the balance sheet until the Convention is held as well as the \$26,000 increase in Net Income from 2020 to 2021. Of the \$253,361, \$169,000 is committed including the Prudent Reserve, Convention Registrations that will pay for Convention Expenses, website projects, cash flow management and prepaid expenses.

Respectfully submitted,

Carolyn Parsons

Treasurer

CEA-HOW World Service Office
Contributions by Intergroup Year over Year
January through December 2021

	Jan - Dec 21	Jan - Dec 20	\$ Change	% Change	% of Column
60000 - RETAIL LITERATURE FROM PAYPAL	0.00	24.97	-24.97	-100%	0.0%
60050 - RETAIL E-LITERATURE FROM PAYPAL	3.17	0.00	3.17	----	0.0%
Literature misclassified Total	3.17	24.97	-21.80		0.0%
70000 - GRATITUDE MONTH PAYPAL	6,543.72	2,835.00	3,708.72	131%	5.52%
70010 - GRATITUDE MONTH CHECK	9,390.51	5,828.40	3,562.11	61%	7.92%
70020 - PAYPAL GENERAL GRATITUDE DONATION	6,285.71	5,789.89	495.82	9%	5.3%
70030 - INDIVIDUAL DONATIONS CHECK	5,939.22	4,362.35	1,576.87	36%	5.01%
Gratitude and general Contributions (1)	28,159.16	18,815.64	9,343.52	49.7%	23.8%
70015 - PAYPAL INDIVIDUAL RECURRING DONA	19,399.52	16,635.08	2,764.44	17%	16.37%
Recurring Contributions	19,399.52	16,635.08	2,764.44	16.6%	16.4%
Total Direct to WSO from Members	47,561.85	35,475.69	12,086.16	34.1%	40.12%
80001 - AREA 1	250.00	0.00	250.00	----	0.21%
80002 - AREA 2	10,000.00	14,725.00	-4,725.00	-32%	8.44%
80010 - AREA 10	10,000.00	4,000.00	6,000.00	150%	8.44%
Total Direct from Areas	20,250.00	18,725.00	1,525.00	8.1%	17.08%
90099 - SOUTHERN CALIFORNIA INTERGROUP	2,693.57	2,619.96	73.61	3%	2.27%
90101 - CEA-HOW SAN DIEGO COUNTY IG	3,766.67	2,847.64	919.03	32%	3.18%
90102 - NW CEA HOW INTERGROUP	0.00	77.00	-77.00	-100%	0.0%
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	----	0.0%
90123 - CEA HOW SAN FERNANDO VALLEY IG	4,353.66	3,305.12	1,048.54	32%	3.67%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	262.80	1,199.35	-936.55	-78%	0.22%
90137 - NO. CA CENTRAL COASTAL INTERGROUP	513.57	712.25	-198.68	-28%	0.43%
90139 - CEA HOW LOS ANGELES INTERGROUP	16,033.79	2,807.00	13,226.79	471%	13.53%
Intergroups Area 1	27,624.06	13,568.32	14,055.74	103.6%	23.3%
90104 - CEA-HOW LAS VEGAS INTERGROUP	2,126.75	1,157.39	969.36	84%	1.79%
90119 - DALLAS FORT WORTH IG CEA HOW	378.16	864.77	-486.61	-56%	0.32%
90125 - NORTH TEXAS INTERGROUP	50.00	30.00	20.00	67%	0.04%
90126 - CEA HOW OKLAHOMA INTERGROUP	157.50	272.78	-115.28	-42%	0.13%
90130 - RIO RECOVERY OF NEW MEXICO IG	1,120.82	1,164.81	-43.99	-4%	0.95%
90142 - CEA-HOW NORTHERN COLORADO IG	785.88	604.66	181.22	30%	0.66%
90145 - UTAH CEA-HOW INTERGROUP	1,598.00	1,357.62	240.38	18%	1.35%
90148 - ARIZONA CEA-HOW INTERGROUP	136.63	191.74	-55.11	-29%	0.12%
90149 - SIERRA NEVADA INTERGORUP	62.40	1.00	61.40	6140%	0.05%
Intergroups Area 2	6,416.14	5,644.77	771.37	13.7%	5.4%
90110 - CEA HOW MEXICO INTERGROUP	150.00	350.00	-200.00	-57%	0.13%
90143 - CEA HOW 1st IG HISPANIC OF ARIZONA	0.00	0.00	0.00	----	0.0%
90146 - BUGAMBILIAS GUANAJUATO	410.00	300.25	109.75	37%	0.35%
Intergroups Area 6	560.00	650.25	-90.25	-13.9%	0.5%
90152 - UK AND EUROPE INTERGROUP	0.00	0.00	0.00	----	0.0%
Intergroups Area 7	0.00	0.00	0.00	----	0.0%
90140 - CEA HOW PHONE BRIDGE INTERGROUP	14,126.11	16,223.99	-2,097.88	-13%	11.92%
90144 - SPANISH PHONE BRIDGE INTERGROUP	1,005.65	625.60	380.05	61%	0.85%
90150 - IG ELECTRONICO EN ESPANOL	108.00	0.00	108.00	----	0.09%
90151 - ELECTRONIC IG ENGLISH	623.08	0.00	623.08	----	0.53%
Intergroups Area 10	15,862.84	16,849.59	-986.75	-5.9%	13.4%
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	229.66	-229.66	-100%	0.0%
90115 - CEA HOW OF GREATER NEW YORK IG	80.00	235.00	-155.00	-66%	0.07%
90122 - MICHIANA INTERGROUP	83.30	783.05	-699.75	-89%	0.07%
90135 - PENNSYLVANIA INTERGROUP	100.00	290.90	-190.90	-66%	0.08%
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	----	0.0%
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	51.00	-51.00	-100%	0.0%
Intergroups Area 345	263.30	1,589.61	-1,326.31	-83.4%	0.2%
Total from Intergroups (1)	50,726.34	38,302.54	12,423.80	32.4%	42.79%
Grand Total	118,538.19	92,503.23	26,034.96	28.1%	100.0%

(1) If gratitude month contributions come through the IG, on this report they are classified as IG. On the P&L they are classified as direct to WSO

CEA-HOW World Service Office
Purchases by Intergroup, Year over Year
 January through December 2021

	Jan - Dec 21	Jan - Dec 20	\$ Change	% of Column
10001 - UNAFFILIATED GROUPS	0.00	5.00	-5.00	0.0%
60000 - RETAIL LITERATURE FROM PAYPAL	11,656.71	9,580.13	2,076.58	54.5%
60050 - RETAIL E-LITERATURE FROM PAYPAL	3,098.89	4,265.23	-1,166.34	14.5%
Retail	14,755.60	13,850.36	905.24	69.0%
90099 - SOUTHERN CALIFORNIA INTERGROUP	0.00	447.25	-447.25	0.0%
90101 - CEA-HOW SAN DIEGO COUNTY IG	323.75	553.75	-230.00	1.5%
90102 - NW CEA HOW INTERGROUP	0.00	34.25	-34.25	0.0%
90117 - PUGET SOUND CEA-HOW	23.00	70.50	-47.50	0.1%
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.0%
90123 - CEA HOW SAN FERNANDO VALLEY IG	627.75	691.75	-64.00	2.9%
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	464.58	403.75	60.83	2.2%
90137 - NO. CA CENTRAL COASTAL INTERGROUP	338.75	195.50	143.25	1.6%
90139 - CEA HOW LOS ANGELES INTERGROUP	329.75	1,320.38	-990.63	1.5%
Area 1	2,107.58	3,717.13	-1,609.55	9.9%
80002 - AREA 2	0.00	805.50	-805.50	0.0%
90104 - CEA-HOW LAS VEGAS INTERGROUP	502.25	176.00	326.25	2.3%
90119 - DALLAS FORT WORTH IG CEA HOW	0.00	332.75	-332.75	0.0%
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	0.0%
90126 - CEA HOW OKLAHOMA INTERGROUP	0.00	268.00	-268.00	0.0%
90130 - RIO RECOVERY OF NEW MEXICO IG	27.00	161.50	-134.50	0.1%
90142 - CEA-HOW NORTHERN COLORADO IG	0.00	0.00	0.00	0.0%
90143 - CEA HOW 1st IG HISPANIC OF ARIZONA	0.00	0.00	0.00	0.0%
90145 - UTAH CEA-HOW INTERGROUP	362.75	427.25	-64.50	1.7%
90148 - ARIZONA CEA-HOW INTERGROUP	54.75	54.00	0.75	0.3%
90149 - SIERRA NEVADA INTERGROUP	0.00	89.00	-89.00	0.0%
Area 2	946.75	2,314.00	-1,367.25	4.4%
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.0%
90115 - CEA HOW OF GREATER NEW YORK IG	15.00	36.00	-21.00	0.1%
90122 - MICHIANA INTERGROUP	0.00	0.00	0.00	0.0%
90135 - PENNSYLVANIA INTERGROUP	0.00	175.50	-175.50	0.0%
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.0%
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	0.00	0.00	0.0%
Area 3,4,5	15.00	211.50	-196.50	0.1%
90110 - CEA HOW MEXICO INTERGROUP	190.00	340.00	-150.00	0.9%
90146 - BUGAMBILIAS GUANAJUATO	449.25	363.14	86.11	2.1%
Area 6	639.25	703.14	-63.89	3.0%
90108 - CEA HOW ISRAEL INTERGROUP	0.00	0.00	0.00	0.0%
90152 - UK AND EUROPE INTERGROUP	265.25	403.75	-138.50	1.2%
Area 7	265.25	403.75	-138.50	1.2%
90140 - CEA HOW PHONE BRIDGE INTERGROUP	1,482.75	2,128.50	-645.75	6.9%
90144 - SPANISH PHONE BRIDGE INTERGROUP	804.75	239.75	565.00	3.8%
90150 - IG ELECTRONICO EN ESPANOL	360.75	206.90	153.85	1.7%
90151 - ELECTRONIC IG ENGLISH	0.00	0.00	0.00	0.0%
Area 10	2,648.25	2,575.15	73.10	12.4%
Areas	6,622.08	9,924.67	-3,302.59	31.0%
Grand Total	21,377.68	23,775.03	-2,397.35	100.0%