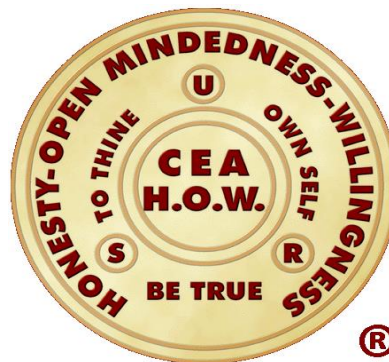


End of Year Financial Statements

PERIOD ENDING

December 31, 2016
1Q16, 2Q16, 3Q16, 4Q16

CEA-HOW Inc.®
World Service Office



CEA-HOW World Service Office

Balance Sheet

As of December 31, 2016

	<u>Dec 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
101 - WF Business Checking A/C...3620	5,061.64
102 - WF Saving HYield-5530-over/sho	
102.1 - Prudent Reserve per Policy	58,014.16
102.2 Convention Fund	9,000.00
102 - WF Saving HYield-5530-over/sho - Other	52.49
Total 102 - WF Saving HYield-5530-over/sho	<u>67,066.65</u>
103 - PayPal Online Savings Account	1,194.06
105 - PayPal Convention Account	21.43
Total Checking/Savings	<u>73,343.78</u>
Accounts Receivable	
130 - Accounts Receivable	(171.24)
Total Accounts Receivable	<u>(171.24)</u>
Other Current Assets	
140 - Literature Inventory	4,674.27
142 - Specialty Items Inventory	20.00
150 - Undeposited Funds	370.55
Total Other Current Assets	<u>5,064.82</u>
Total Current Assets	<u>78,237.36</u>
Other Assets	
120 - Prepaid Rent & Security Deposit	1,600.00
115 - Prepaid Conference & Convention	1,000.00
Total Other Assets	<u>2,600.00</u>
TOTAL ASSETS	<u><u>80,837.36</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 - Accounts Payable	107.36
Total Accounts Payable	<u>107.36</u>
Credit Cards	
220 - Wells Fargo Visa A/C	256.02
226 - - Stamps.com Account	80.94
Total Credit Cards	<u>336.96</u>
Other Current Liabilities	
230 - Federal Payroll Liabilities	1,572.11
235 - State Payroll Liabilities	237.54
237 - Worker's Compensation Insurance	218.03
250 - Sales Tax Payable	381.63
Total Other Current Liabilities	<u>2,409.31</u>
Total Current Liabilities	<u>2,853.63</u>
Total Liabilities	<u>2,853.63</u>
Equity	
302 - Retained Earnings	80,730.67
Net Income	(2,746.94)
Total Equity	<u>77,983.73</u>
TOTAL LIABILITIES & EQUITY	<u><u>80,837.36</u></u>

CEA-HOW World Service Office
Yearly Profit & Loss by Quarter
January through December 2016

	<u>Jan - Mar 16</u>	<u>Apr - Jun 16</u>	<u>Jul - Sep 16</u>	<u>Oct - Dec 16</u>	<u>TOTAL</u>
Income					
400 · Contributions Income					
400.1 · Intergroup	9,106.72	10,757.30	8,972.28	12,442.61	41,278.91
400.2 · Area	0.00	0.00	5,500.00	0.00	5,500.00
400.3 · General Gratitude - Individual	800.12	410.90	627.20	470.00	2,308.22
400.4 · Online Recurring	1,042.00	1,198.65	969.00	928.00	4,137.65
400.5 · Gratitude Month	1,605.78	495.50	0.00	180.00	2,281.28
Total 400 · Contributions Income	<u>12,554.62</u>	<u>12,862.35</u>	<u>16,068.48</u>	<u>14,020.61</u>	<u>55,506.06</u>
402 · Literature					
402.1 · English Literature	6,007.60	6,375.65	6,854.27	5,418.70	24,656.22
402.2 · Spanish Literature	787.00	696.18	969.45	388.58	2,841.21
Total 402 · Literature	<u>6,794.60</u>	<u>7,071.83</u>	<u>7,823.72</u>	<u>5,807.28</u>	<u>27,497.43</u>
406 · Shipping Income	685.56	678.39	550.50	672.61	2,587.06
415 · Convention Income					
415.3 · Convention Registrations	0.00	0.00	13,837.25	0.00	13,837.25
415.1 · Food and Beverage	0.00	0.00	24,128.51	0.00	24,128.51
415.2 · Convention Committee	0.00	0.00	6,173.70	0.00	6,173.70
Total 415 · Convention Income	<u>0.00</u>	<u>0.00</u>	<u>44,139.46</u>	<u>0.00</u>	<u>44,139.46</u>
416 · Conference Income					
416.1 · Delegate Registration	0.00	0.00	4,625.00	0.00	4,625.00
Total 416 · Conference Income	<u>0.00</u>	<u>0.00</u>	<u>4,625.00</u>	<u>0.00</u>	<u>4,625.00</u>
450 · Interest Income	10.08	11.63	10.40	10.18	42.29
Total Income	<u>20,044.86</u>	<u>20,624.20</u>	<u>73,217.56</u>	<u>20,510.68</u>	<u>134,397.30</u>
Cost of Goods Sold					
500 · Purchase of Literature	2,058.98	1,907.76	2,573.97	1,786.78	8,327.49
503 · Discounts & Allowances	30.00	0.00	7.50	9.50	47.00
Total COGS	<u>2,088.98</u>	<u>1,907.76</u>	<u>2,581.47</u>	<u>1,796.28</u>	<u>8,374.49</u>
Gross Profit	<u>17,955.88</u>	<u>18,716.44</u>	<u>70,636.09</u>	<u>18,714.40</u>	<u>126,022.81</u>
Expense					
755 · Areas Assistance	0.00	1,000.00	0.00	0.00	1,000.00
705 · WSO Board Travel/Hotel					
705.1 · Convention Registration / Meals	0.00	2,480.28	0.00	0.00	2,480.28
705.2 · Airfare - Auto Mileage	(90.00)	(90.00)	3,213.35	0.00	3,033.35
705.3 · Hotel	0.00	0.00	2,328.70	0.00	2,328.70
Total 705 · WSO Board Travel/Hotel	<u>(90.00)</u>	<u>2,390.28</u>	<u>5,542.05</u>	<u>0.00</u>	<u>7,842.33</u>
706 · Web Hosting Expenses	15.99	0.00	167.76	0.00	183.75
708 · Convention Expense					
708.1 · Production Cost	0.00	1,713.01	6,615.90	(84.55)	8,244.36
708.2 · Food and Beverage	0.00	0.00	24,039.80	(140.84)	23,898.96
708.3 · Convention Committee	0.00	0.00	2,567.52	0.00	2,567.52
Total 708 · Convention Expense	<u>0.00</u>	<u>1,713.01</u>	<u>33,223.22</u>	<u>(225.39)</u>	<u>34,710.84</u>

CEA-HOW World Service Office
Yearly Profit & Loss by Quarter
January through December 2016

	<u>Jan - Mar 16</u>	<u>Apr - Jun 16</u>	<u>Jul - Sep 16</u>	<u>Oct - Dec 16</u>	<u>TOTAL</u>
709 · Conference Expense	0.00	236.51	7,580.72	0.00	7,817.23
802 · Shipping Expense					
802.1 · Intergroup	440.77	410.80	400.65	399.40	1,651.62
Total 802 · Shipping Expense	<u>440.77</u>	<u>410.80</u>	<u>400.65</u>	<u>399.40</u>	<u>1,651.62</u>
902 · Rent	2,520.00	2,520.00	2,772.00	2,646.00	10,458.00
903 · Janitorial Services	150.00	150.00	150.00	150.00	600.00
904 · Bank Service Charges	47.50	48.99	50.40	42.10	188.99
905 · Merchant Fees (PayPal)	195.49	174.04	156.56	182.88	708.97
906 · Employee Expenses					
906.1 · Payroll Expenses	12,075.01	11,385.01	12,855.01	13,275.01	49,590.04
906.2 · P/R tax Expense	1,470.00	968.70	983.40	1,015.54	4,437.64
906.3 · Bonuses	0.00	0.00	0.00	700.00	700.00
906.8 · Worker's Compensation Insuran	414.19	55.98	68.61	67.07	605.85
Total 906 · Employee Expenses	<u>13,959.20</u>	<u>12,409.69</u>	<u>13,907.02</u>	<u>15,057.62</u>	<u>55,333.53</u>
908 · Office Supplies & Expenses	117.97	296.09	328.26	745.56	1,487.88
910 · Insurance	0.00	1,393.00	0.00	1,295.00	2,688.00
915 · Telephone	605.35	546.28	551.63	551.14	2,254.40
917 · Tax and Filing Fees	20.00	75.00	(15.00)	0.00	80.00
930 · Professional and Legal Fees					
934 · Webmaster Developer	300.00	300.00	300.00	300.00	1,200.00
932 · Accounting Fees	0.00	500.00	0.00	0.00	500.00
Total 930 · Professional and Legal Fees	<u>300.00</u>	<u>800.00</u>	<u>300.00</u>	<u>300.00</u>	<u>1,700.00</u>
940 · Postage	18.13	19.20	12.45	14.43	64.21
Total Expense	<u>18,300.40</u>	<u>24,182.89</u>	<u>65,127.72</u>	<u>21,158.74</u>	<u>128,769.75</u>
Net Income	<u>(344.52)</u>	<u>(5,466.45)</u>	<u>5,508.37</u>	<u>(2,444.34)</u>	<u>(2,746.94)</u>

CEA-HOW World Service Office
Yearly Contributions by Intergroup
January through December 2016

	<u>Jan - Mar 16</u>	<u>Apr - Jun 16</u>	<u>Jul - Sep 16</u>	<u>Oct - Dec 16</u>	<u>TOTAL</u>
10001 - UNAFFILIATED GROUPS	50.00	100.00	10.00	0.00	160.00
70000 - GRATITUDE MONTH PAYPAL	246.07	6.50	0.00	180.00	432.57
70010 - GRATITUDE MONTH CHECK	1,199.43	423.00	0.00	0.00	1,622.43
70015 - PAYPAL INDIVIDUAL RECURRING DONA	1,042.00	1,132.00	1,026.00	809.00	4,009.00
70020 - PAYPAL GENERAL GRATITUDE DONATION	284.24	142.90	267.20	444.00	1,138.34
70030 - INDIVIDUAL DONATIONS CHECK	404.16	303.00	320.00	145.00	1,172.16
80001 - AREA 1	0.00	0.00	5,500.00	0.00	5,500.00
90099 - SOUTHERN CALIFORNIA INTERGROUP	1,634.87	1,313.84	1,281.33	1,250.99	5,481.03
90101 - CEA-HOW SAN DIEGO COUNTY IG	415.76	122.09	150.76	72.50	761.11
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	304.01	430.74	250.74	262.88	1,248.37
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	0.00	563.04	0.00	563.04
90115 - CEA HOW OF GREATER NEW YORK IG	6.38	155.50	10.00	38.70	210.58
90117 - PUGET SOUND CEA-HOW	120.00	0.00	0.00	30.00	150.00
90119 - DALLAS FORT WORTH IG CEA HOW	0.00	309.06	124.20	436.18	869.44
90122 - MICHIANA INTERGROUP	80.07	105.00	54.00	60.00	299.07
90123 - CEA HOW SAN FERNANDO VALLEY IG	1,097.07	1,127.14	1,260.38	435.43	3,920.02
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	0.00	0.00
90126 - CEA HOW OKLAHOMA INTERGROUP	135.37	22.20	73.87	89.70	321.14
90130 - RIO RECOVERY OF NEW MEXICO IG	90.24	50.70	79.15	0.75	220.84
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	465.30	130.08	52.59	42.00	689.97
90135 - PENNSYLVANIA INTERGROUP	25.00	0.00	0.00	0.00	25.00
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	97.00	14.00	25.00	136.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	65.70	24.00	63.50	75.00	228.20
90139 - CEA HOW LOS ANGELES INTERGROUP	2,054.89	1,873.57	984.25	2,715.37	7,628.08
90140 - CEA HOW PHONE BRIDGE INTERGROUP	2,308.04	3,986.42	3,359.44	4,596.73	14,250.63
90141 - GREAT LAKES CEA-HOW INTERGROUP	75.00	111.00	0.00	564.00	750.00
90142 - CEA-HOW NORTHERN COLORADO IG	76.01	94.00	106.14	1,070.43	1,346.58
90143 - CEA HOW 1st IG HISPANIC OFARIZONA	0.00	250.79	0.00	0.00	250.79
90144 - SPANISH PHONE BRIDGE INTERGROUP	203.04	78.76	96.31	153.33	531.44
90145 - UTAH CEA-HOW INTERGROUP	0.00	398.06	0.00	423.62	821.68
90146 - BUGAMBILIAS GUANAJUATO	110.00	75.00	265.00	100.00	550.00
90147 - GREATER KANSAS CITY AREA IG	61.97	0.00	156.58	0.00	218.55
90148 - ARIZONA CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
TOTAL	<u><u>12,554.62</u></u>	<u><u>12,862.35</u></u>	<u><u>16,068.48</u></u>	<u><u>14,020.61</u></u>	<u><u>55,506.06</u></u>

CEA-HOW World Service Office
Yearly Purchases by Intergroup
 January through December 2016

	<u>Jan - Mar 16</u>	<u>Apr - Jun 16</u>	<u>Jul - Sep 16</u>	<u>Oct - Dec 16</u>	<u>TOTAL</u>
10001 - UNAFFILIATED GROUPS	44.75	32.25	33.25	17.00	127.25
60000 - RETAIL LITERATURE FROM PAYPAL	1,034.20	1,128.40	1,005.24	1,027.36	4,195.20
60060 - RETAIL LITERATURE FROM CONVENTION	0.00	0.00	2,188.95	0.00	2,188.95
90099 - SOUTHERN CALIFORNIA INTERGROUP	437.65	1,086.25	453.35	229.75	2,207.00
90101 - CEA-HOW SAN DIEGO COUNTY IG	273.50	168.50	191.50	237.50	871.00
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	58.00	58.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	207.00	172.50	238.25	0.00	617.75
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	79.00	79.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	0.00	203.28	0.00	203.28
90115 - CEA HOW OF GREATER NEW YORK IG	48.25	45.00	125.75	151.75	370.75
90117 - PUGET SOUND CEA-HOW	0.00	0.00	24.75	40.50	65.25
90119 - DALLAS FORT WORTH IG CEA HOW	115.00	235.50	0.00	0.00	350.50
90122 - MICHIANA INTERGROUP	0.00	0.00	441.50	563.00	1,004.50
90123 - CEA HOW SAN FERNANDO VALLEY IG	876.00	1,114.75	1,093.75	468.00	3,552.50
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	140.00	198.00	338.00
90126 - CEA HOW OKLAHOMA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90130 - RIO RECOVERY OF NEW MEXICO IG	0.00	104.25	39.00	98.25	241.50
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	160.25	0.00	0.00	301.35	461.60
90135 - PENNSYLVANIA INTERGROUP	0.00	0.00	74.50	0.00	74.50
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	668.40	0.00	0.00	668.40
90137 - NO. CA CENTRAL COASTAL INTERGROUP	20.00	80.75	32.50	136.00	269.25
90139 - CEA HOW LOS ANGELES INTERGROUP	665.90	637.35	452.15	534.84	2,290.24
90140 - CEA HOW PHONE BRIDGE INTERGROUP	668.00	745.25	546.00	642.75	2,602.00
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	26.50	0.00	87.00	113.50
90142 - CEA-HOW NORTHERN COLORADO IG	290.75	0.00	0.00	0.00	290.75
90143 - CEA HOW 1st IG HISPANIC OF ARIZONA	0.00	0.00	0.00	0.00	0.00
90144 - SPANISH PHONE BRIDGE INTERGROUP	403.65	0.00	0.00	0.00	403.65
90145 - UTAH CEA-HOW INTERGROUP	1,413.00	736.50	540.00	749.25	3,438.75
90146 - BUGAMBILIAS GUANAJUATO	136.70	89.68	0.00	187.98	414.36
90147 - GREATER KANSAS CITY AREA IG	0.00	0.00	0.00	0.00	0.00
90148 - ARIZONA CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
TOTAL	<u><u>6,794.60</u></u>	<u><u>7,071.83</u></u>	<u><u>7,823.72</u></u>	<u><u>5,807.28</u></u>	<u><u>27,497.43</u></u>