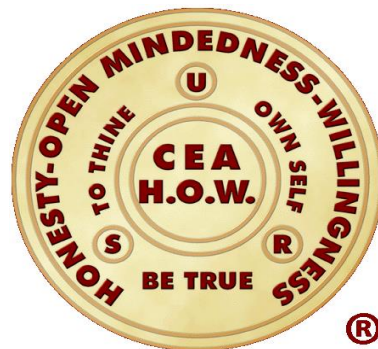


End of Year Financial Statements

PERIOD ENDING

December 31, 2018
1Q18, 2Q18, 3Q18, 4Q18

CEA-HOW Inc.®
World Service Office



CEA-HOW World Service Office
Balance Sheet
As of December 31, 2018

	Dec 31, 18
ASSETS	
Current Assets	
Checking/Savings	
100 · WF Social Media Checking A/C	500.00
101 · WF Business Checking A/C...3620	3,321.27
102 · WF Saving HYield-5530-over/sho	
102.1 · Prudent Reserve per Policy	58,014.16
102.2 Convention Fund	
Early Bird Pymt Plan	13,291.76
102.2 Convention Fund - Other	13,724.91
Total 102.2 Convention Fund	27,016.67
102 · WF Saving HYield-5530-over/sho - Other	(5,183.83)
Total 102 · WF Saving HYield-5530-over/sho	79,847.00
103 · PayPal Online Savings Account	1,298.08
105 · PayPal Convention Account	2,137.64
Total Checking/Savings	87,103.99
Accounts Receivable	
130 · Accounts Receivable	17,134.10
Total Accounts Receivable	17,134.10
Other Current Assets	
141 · - eLiterature Inventory	815.00
140 · Literature Inventory	6,037.37
142 · Specialty Items Inventory	20.00
150 · Undeposited Funds	2,325.61
Total Other Current Assets	9,197.98
Total Current Assets	113,436.07
Other Assets	
120 · Prepaid Rent & Security Deposit	1,600.00
115 · Prepaid Conference & Convention	1,909.60
Total Other Assets	3,509.60
TOTAL ASSETS	116,945.67
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
200 · Accounts Payable	2,263.86
Total Accounts Payable	2,263.86
Credit Cards	
220 · Wells Fargo Visa A/C	558.37
226 · - Stamps.com Account	121.54
Total Credit Cards	679.91

CEA-HOW World Service Office
Balance Sheet
As of December 31, 2018

	Dec 31, 18
Other Current Liabilities	
230 · Federal Payroll Liabilities	1,199.21
235 · State Payroll Liabilities	203.02
237 · Worker's Compensation Insurance	222.51
250 · Sales Tax Payable	272.21
315 · Conference&Convention Accrued	
315.3 · Early Bird Pymt Plan - 3	2.75
315.2 · Early Bird Pymt Plan - 2	15,278.99
315.1 · Early Bird Pymt Plan - 1	19,504.10
315 · Conference&Convention Accrued - Other	2,135.01
Total 315 · Conference&Convention Accrued	36,920.85
Total Other Current Liabilities	38,817.80
Total Current Liabilities	41,761.57
Total Liabilities	41,761.57
Equity	
302 · Retained Earnings	72,326.99
Net Income	2,857.11
Total Equity	75,184.10
TOTAL LIABILITIES & EQUITY	116,945.67

CEA-HOW World Service Office
Yearly Profit & Loss by Quarter
January through December 2018

	<u>Jan - Mar 18</u>	<u>Apr - Jun 18</u>	<u>Jul - Sep 18</u>	<u>Oct - Dec 18</u>	<u>TOTAL</u>
Income					
400 · Contributions Income					
400.6 · In Honor/Memory Of	0.00	0.00	0.00	150.00	150.00
400.1 · Intergroup	8,620.38	12,245.68	6,667.82	9,330.57	36,864.45
400.3 · General Gratitude - Individual	258.50	396.20	1,261.49	2,057.00	3,973.19
400.4 · Online Recurring	1,155.00	1,225.00	2,490.00	2,589.00	7,459.00
400.5 · Gratitude Month	13,269.82	366.00	75.00	75.00	13,785.82
Total 400 · Contributions Income	<u>23,303.70</u>	<u>14,232.88</u>	<u>10,494.31</u>	<u>14,201.57</u>	<u>62,232.46</u>
402 · Literature					
402.1 · English Literature	7,274.70	3,501.13	5,104.57	2,675.87	18,556.27
402.2 · Spanish Literature	557.34	777.61	975.95	344.00	2,654.90
Total 402 · Literature	<u>7,832.04</u>	<u>4,278.74</u>	<u>6,080.52</u>	<u>3,019.87</u>	<u>21,211.17</u>
406 · Shipping Income	745.68	522.16	344.04	320.72	1,932.60
415 · Convention Income					
415.3 · Convention Registrations	50.00	645.99	15,387.37	25.00	16,108.36
415.1 · Food and Beverage	0.00	0.00	26,400.86	0.00	26,400.86
415.2 · Convention Committee	0.00	0.00	5,382.88	0.00	5,382.88
Total 415 · Convention Income	<u>50.00</u>	<u>645.99</u>	<u>47,171.11</u>	<u>25.00</u>	<u>47,892.10</u>
416 · Conference Income					
416.1 · Delegate Registration	0.00	0.00	4,000.00	0.00	4,000.00
Total 416 · Conference Income	<u>0.00</u>	<u>0.00</u>	<u>4,000.00</u>	<u>0.00</u>	<u>4,000.00</u>
450 · Interest Income	10.42	11.79	22.06	11.61	55.88
Total Income	<u>31,941.84</u>	<u>19,691.56</u>	<u>68,112.04</u>	<u>17,578.77</u>	<u>137,324.21</u>
Cost of Goods Sold					
500 · Purchase of Literature	2,354.42	1,260.15	1,788.13	897.30	6,300.00
503 · Discounts & Allowances	9.92	0.00	13.00	1.50	24.42
Total COGS	<u>2,364.34</u>	<u>1,260.15</u>	<u>1,801.13</u>	<u>898.80</u>	<u>6,324.42</u>
Gross Profit	<u>29,577.50</u>	<u>18,431.41</u>	<u>66,310.91</u>	<u>16,679.97</u>	<u>130,999.79</u>
Expense					
755 · Areas Assistance	0.00	500.00	500.00	0.00	1,000.00
705 · WSO Board Travel/Hotel					
705.1 · Convention Registration / Meals	0.00	2,100.00	0.00	0.00	2,100.00
705.2 · Airfare - Auto Mileage	0.00	0.00	2,410.25	0.00	2,410.25
705.3 · Hotel	0.00	0.00	2,098.40	0.00	2,098.40
Total 705 · WSO Board Travel/Hotel	<u>0.00</u>	<u>2,100.00</u>	<u>4,508.65</u>	<u>0.00</u>	<u>6,608.65</u>
706 · Web Hosting Expenses					
706.1 · Podcast	0.00	0.00	0.00	14.68	14.68
706 · Web Hosting Expenses - Other	142.80	0.00	15.99	308.40	467.19
Total 706 · Web Hosting Expenses	<u>142.80</u>	<u>0.00</u>	<u>15.99</u>	<u>323.08</u>	<u>481.87</u>

CEA-HOW World Service Office
Yearly Profit & Loss by Quarter
January through December 2018

	<u>Jan - Mar 18</u>	<u>Apr - Jun 18</u>	<u>Jul - Sep 18</u>	<u>Oct - Dec 18</u>	<u>TOTAL</u>
708 · Convention Expense					
708.1 · Production Cost	22.99	1,123.54	6,680.87	62.21	7,889.61
708.2 · Food and Beverage	0.00	0.00	24,253.86	0.00	24,253.86
708.3 · Convention Committee	0.00	0.00	2,336.99	0.00	2,336.99
Total 708 · Convention Expense	<u>22.99</u>	<u>1,123.54</u>	<u>33,271.72</u>	<u>62.21</u>	<u>34,480.46</u>
709 · Conference Expense	0.00	420.00	6,779.35	0.00	7,199.35
730 · Misc. Fund Raisers Exp.	0.00	0.00	0.00	451.00	451.00
802 · Shipping Expense					
802.1 · Intergroup	460.99	300.33	279.07	377.11	1,417.50
Total 802 · Shipping Expense	<u>460.99</u>	<u>300.33</u>	<u>279.07</u>	<u>377.11</u>	<u>1,417.50</u>
902 · Rent	2,778.30	2,778.30	2,778.30	2,778.30	11,113.20
903 · Janitorial Services	150.00	150.00	150.00	150.00	600.00
904 · Bank Service Charges	37.38	52.41	46.53	44.82	181.14
905 · Merchant Fees (PayPal)	268.03	197.36	216.91	216.86	899.16
906 · Employee Expenses					
906.1 · Payroll Expenses	12,275.01	12,700.01	12,360.01	12,175.01	49,510.04
906.2 · P/R tax Expense	1,485.30	1,069.29	945.54	931.39	4,431.52
906.3 · Bonuses	0.00	0.00	0.00	1,050.00	1,050.00
906.8 · Worker's Compensation Insuran	431.33	70.51	61.14	680.77	1,243.75
Total 906 · Employee Expenses	<u>14,191.64</u>	<u>13,839.81</u>	<u>13,366.69</u>	<u>14,837.17</u>	<u>56,235.31</u>
908 · Office Supplies & Expenses	723.89	374.70	947.99	47.97	2,094.55
910 · Insurance	0.00	1,482.00	0.00	1,162.00	2,644.00
915 · Telephone	319.88	159.94	319.88	304.91	1,104.61
917 · Tax and Filling Fees	0.00	25.00	0.00	25.00	50.00
930 · Professional and Legal Fees					
934 · Webmaster Developer	100.00	0.00	741.00	171.00	1,012.00
932 · Accounting Fees	0.00	0.00	0.00	500.00	500.00
Total 930 · Professional and Legal Fees	<u>100.00</u>	<u>0.00</u>	<u>741.00</u>	<u>671.00</u>	<u>1,512.00</u>
940 · Postage	28.05	13.63	18.80	9.40	69.88
Total Expense	<u>19,223.95</u>	<u>23,517.02</u>	<u>63,940.88</u>	<u>21,460.83</u>	<u>128,142.68</u>
Net Income	<u>10,353.55</u>	<u>(5,085.61)</u>	<u>2,370.03</u>	<u>(4,780.86)</u>	<u>2,857.11</u>

CEA-HOW World Service Office
Yearly Contributions by Intergroup
January through December 2018

	<u>Jan - Mar 18</u>	<u>Apr - Jun 18</u>	<u>Jul - Sep 18</u>	<u>Oct - Dec 18</u>	<u>TOTAL</u>
10001 - UNAFFILIATED GROUPS	0.00	30.00	0.00	22.20	52.20
60000 - RETAIL LITERATURE FROM PAYPAL	2.50	0.00	2.64	0.00	5.14
70000 - GRATITUDE MONTH PAYPAL	1,307.51	0.00	0.00	0.00	1,307.51
70010 - GRATITUDE MONTH CHECK	11,307.76	267.00	0.00	0.00	11,574.76
70015 - PAYPAL INDIVIDUAL RECURRING DONA	1,235.00	1,355.00	2,550.00	2,658.00	7,798.00
70020 - PAYPAL GENERAL GRATITUDE DONATION	171.00	263.20	1,110.00	338.32	1,882.52
70030 - INDIVIDUAL DONATIONS CHECK	30.00	75.00	163.85	1,817.00	2,085.85
90099 - SOUTHERN CALIFORNIA INTERGROUP	849.47	1,285.67	1,189.75	950.16	4,275.05
90101 - CEA-HOW SAN DIEGO COUNTY IG	163.93	208.17	99.30	136.50	607.90
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	318.15	262.80	256.40	449.65	1,287.00
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	500.00	0.00	0.00	500.00
90115 - CEA HOW OF GREATER NEW YORK IG	0.00	0.00	0.00	0.00	0.00
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90119 - DALLAS FORT WORTH IG CEA HOW	532.27	335.10	0.00	363.72	1,231.09
90122 - MICHIANA INTERGROUP	27.00	66.00	144.00	114.00	351.00
90123 - CEA HOW SAN FERNANDO VALLEY IG	566.28	601.73	649.97	707.65	2,525.63
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	0.00	0.00
90126 - CEA HOW OKLAHOMA INTERGROUP	64.80	0.00	84.00	52.20	201.00
90130 - RIO RECOVERY OF NEW MEXICO IG	517.82	152.86	8.19	273.81	952.68
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	105.00	207.00	338.80	202.50	853.30
90135 - PENNSYLVANIA INTERGROUP	201.40	14.00	82.50	0.00	297.90
90136 - TIDEWATER VIRGINIA INTERGROUP	37.50	25.00	0.00	0.00	62.50
90137 - NO. CA CENTRAL COASTAL INTERGROUP	651.90	0.00	50.00	56.00	757.90
90139 - CEA HOW LOS ANGELES INTERGROUP	541.00	3,742.47	1,045.52	122.54	5,451.53
90140 - CEA HOW PHONE BRIDGE INTERGROUP	3,280.95	4,395.17	2,145.28	4,926.71	14,748.11
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	0.00	0.00	25.00	25.00
90142 - CEA-HOW NORTHERN COLORADO IG	396.91	60.77	221.76	104.74	784.18
90144 - SPANISH PHONE BRIDGE INTERGROUP	114.49	108.84	0.00	18.72	242.05
90145 - UTAH CEA-HOW INTERGROUP	397.80	167.10	277.00	341.85	1,183.75
90146 - BUGAMBILIAS GUANAJUATO	300.00	110.00	0.00	328.00	738.00
90148 - ARIZONA CEA-HOW INTERGROUP	183.26	0.00	75.35	42.30	300.91
TOTAL	<u>23,303.70</u>	<u>14,232.88</u>	<u>10,494.31</u>	<u>14,051.57</u>	<u>62,082.46</u>

CEA-HOW World Service Office
Yearly Purchases by Intergroup
 January through December 2018

	<u>Jan - Mar 18</u>	<u>Apr - Jun 18</u>	<u>Jul - Sep 18</u>	<u>Oct - Dec 18</u>	<u>TOTAL</u>
10001 - UNAFFILIATED GROUPS	0.00	0.00	0.00	5.50	5.50
60000 - RETAIL LITERATURE FROM PAYPAL	1,663.18	1,052.00	983.19	823.37	4,521.74
60050 - RETAIL E-LITERATURE FROM PAYPAL	0.00	54.00	152.00	86.00	292.00
60060 - RETAIL LITERATURE FROM CONVENTION	0.00	0.00	1,949.60	0.00	1,949.60
90099 - SOUTHERN CALIFORNIA INTERGROUP	576.00	400.25	1,028.00	0.00	2,004.25
90101 - CEA-HOW SAN DIEGO COUNTY IG	0.00	96.25	125.00	0.00	221.25
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	413.00	431.25	0.00	50.00	894.25
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	153.42	147.10	135.00	435.52
90115 - CEA HOW OF GREATER NEW YORK IG	0.00	66.75	32.50	0.00	99.25
90117 - PUGET SOUND CEA-HOW	0.00	0.00	23.50	0.00	23.50
90119 - DALLAS FORT WORTH IG CEA HOW	514.50	0.00	0.00	0.00	514.50
90122 - MICHIANA INTERGROUP	51.25	0.00	0.00	0.00	51.25
90123 - CEA HOW SAN FERNANDO VALLEY IG	815.00	0.00	688.00	525.00	2,028.00
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	0.00	0.00
90126 - CEA HOW OKLAHOMA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90130 - RIO RECOVERY OF NEW MEXICO IG	126.25	0.00	0.00	0.00	126.25
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	682.00	255.75	0.00	0.00	937.75
90135 - PENNSYLVANIA INTERGROUP	305.75	0.00	0.00	0.00	305.75
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	106.75	0.00	0.00	0.00	106.75
90139 - CEA HOW LOS ANGELES INTERGROUP	1,071.77	456.62	393.88	390.00	2,312.27
90140 - CEA HOW PHONE BRIDGE INTERGROUP	793.50	461.50	507.25	280.00	2,042.25
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90142 - CEA-HOW NORTHERN COLORADO IG	0.00	0.00	0.00	0.00	0.00
90144 - SPANISH PHONE BRIDGE INTERGROUP	0.00	69.00	0.00	69.00	138.00
90145 - UTAH CEA-HOW INTERGROUP	391.00	272.40	46.00	501.00	1,210.40
90146 - BUGAMBILIAS GUANAJUATO	153.34	147.80	0.00	125.00	426.14
90148 - ARIZONA CEA-HOW INTERGROUP	168.75	361.75	4.50	30.00	565.00
TOTAL	<u><u>7,832.04</u></u>	<u><u>4,278.74</u></u>	<u><u>6,080.52</u></u>	<u><u>3,019.87</u></u>	<u><u>21,211.17</u></u>