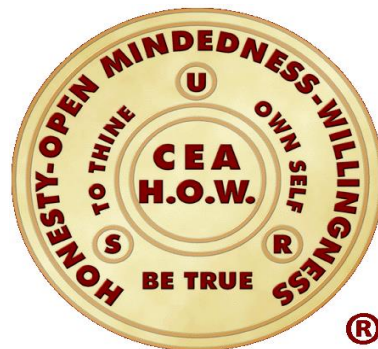


# End of Year Financial Statements

PERIOD ENDING

December 31, 2019  
1Q19, 2Q19, 3Q19, 4Q19

CEA-HOW Inc.®  
World Service Office



**CEA-HOW World Service Office**  
**Balance Sheet**  
**As of December 31, 2019**

	Dec 31, 19
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
100 · WF Social Media Checking A/C	500.00
101 · WF Business Checking A/C...3620	19,178.83
102 · WF Saving HYield-5530-over/sho	
102.1 · Prudent Reserve per Policy	59,542.02
102.2 Convention Fund	
Early Bird Pymt Plan	17,447.62
102.2 Convention Fund - Other	9,875.29
<b>Total 102.2 Convention Fund</b>	<b>27,322.91</b>
102 · WF Saving HYield-5530-over/sho - Other	24,269.20
<b>Total 102 · WF Saving HYield-5530-over/sho</b>	<b>111,134.13</b>
103 · PayPal Online Savings Account	376.74
105 · PayPal Convention Account	45.07
<b>Total Checking/Savings</b>	<b>131,234.77</b>
<b>Accounts Receivable</b>	
130 · Accounts Receivable	12,244.07
<b>Total Accounts Receivable</b>	<b>12,244.07</b>
<b>Other Current Assets</b>	
141 · e-Lierature Inventory	498.75
140 · Literature Inventory	4,099.13
142 · Specialty Items Inventory	20.00
150 · Undeposited Funds	200.00
<b>Total Other Current Assets</b>	<b>4,817.88</b>
<b>Total Current Assets</b>	<b>148,296.72</b>
<b>Other Assets</b>	
120 · Prepaid Rent & Security Deposit	1,600.00
115 · Prepaid Conference & Convention	4,000.00
<b>Total Other Assets</b>	<b>5,600.00</b>
<b>TOTAL ASSETS</b>	<b>153,896.72</b>

**CEA-HOW World Service Office  
Balance Sheet  
As of December 31, 2019**

	Dec 31, 19
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
200 · Accounts Payable	107.36
<b>Total Accounts Payable</b>	107.36
<b>Credit Cards</b>	
220 · Wells Fargo Visa A/C	760.19
226 · - Stamps.com Account	98.12
<b>Total Credit Cards</b>	858.31
<b>Other Current Liabilities</b>	
230 · Federal Payroll Liabilities	1,118.37
235 · State Payroll Liabilities	195.43
237 · Worker's Compensation Insurance	213.99
250 · Sales Tax Payable	648.90
315 · Conference&Convention Accrued	
315.2 · Early Bird Pymt Plan - 2	7,164.57
315.1 · Early Bird Pymt Plan - 1	22,480.90
315 · Conference&Convention Accrued - Other	13,630.02
<b>Total 315 · Conference&amp;Convention Accrued</b>	43,275.49
<b>Total Other Current Liabilities</b>	45,452.18
<b>Total Current Liabilities</b>	46,417.85
<b>Total Liabilities</b>	46,417.85
<b>Equity</b>	
302 · Retained Earnings	75,151.16
Net Income	32,327.71
<b>Total Equity</b>	107,478.87
<b>TOTAL LIABILITIES &amp; EQUITY</b>	153,896.72

**CEA-HOW World Service Office**  
**Profit & Loss**  
**January through December 2019**

	<u>Jan - Mar 19</u>	<u>Apr - Jun 19</u>	<u>Jul - Sep 19</u>	<u>Oct - Dec 19</u>	<u>TOTAL</u>
<b>Income</b>					
<b>400 - Contributions Income</b>					
400.6 - In Honor/Memory Of	28.00	0.00	0.00	0.00	28.00
400.1 - Intergroup	9,436.47	8,882.72	5,989.35	10,951.93	35,260.47
400.2 - Area	0.00	0.00	26.51	3,000.00	3,026.51
400.3 - General Gratitude - Individual	365.00	1,263.00	1,361.50	5,551.68	8,541.18
400.4 - Online Recurring	2,812.00	3,047.00	3,540.25	3,616.25	13,015.50
400.5 - Gratitude Month	6,679.53	138.00	0.00	2,980.00	9,797.53
<b>Total 400 - Contributions Income</b>	<u>19,321.00</u>	<u>13,330.72</u>	<u>10,917.61</u>	<u>26,099.86</u>	<u>69,669.19</u>
<b>402 - Literature</b>					
402.1 - English Literature	5,314.04	3,670.34	8,047.95	7,790.29	24,822.62
402.2 - Spanish Literature	1,098.06	236.75	1,280.55	434.00	3,049.36
<b>Total 402 - Literature</b>	<u>6,412.10</u>	<u>3,907.09</u>	<u>9,328.50</u>	<u>8,224.29</u>	<u>27,871.98</u>
406 - Shipping Income	519.44	369.93	506.40	628.73	2,024.50
<b>415 - Convention Income</b>					
415.3 - Convention Registrations	231.74	434.94	29,351.81	0.00	30,018.49
415.1 - Food and Beverage	0.00	0.00	37,402.04	0.00	37,402.04
415.2 - Convention Committee	0.00	0.00	6,634.95	163.37	6,798.32
<b>Total 415 - Convention Income</b>	<u>231.74</u>	<u>434.94</u>	<u>73,388.80</u>	<u>163.37</u>	<u>74,218.85</u>
<b>416 - Conference Income</b>					
416.1 - Delegate Registration	0.00	0.00	4,125.00	0.00	4,125.00
<b>Total 416 - Conference Income</b>	<u>0.00</u>	<u>0.00</u>	<u>4,125.00</u>	<u>0.00</u>	<u>4,125.00</u>
450 - Interest Income	12.00	13.79	13.20	14.18	53.17
<b>Total Income</b>	<u>26,496.28</u>	<u>18,056.47</u>	<u>98,279.51</u>	<u>35,130.43</u>	<u>177,962.69</u>
<b>Cost of Goods Sold</b>					
501 - Electronic Literature	0.00	0.00	0.00	316.25	316.25
500 - Purchase of Literature	1,737.06	981.91	2,445.09	1,844.66	7,008.72
503 - Discounts & Allowances	1.65	0.00	0.00	1.50	3.15
<b>Total COGS</b>	<u>1,738.71</u>	<u>981.91</u>	<u>2,445.09</u>	<u>2,162.41</u>	<u>7,328.12</u>
<b>Gross Profit</b>	<u>24,757.57</u>	<u>17,074.56</u>	<u>95,834.42</u>	<u>32,968.02</u>	<u>170,634.57</u>
<b>Expense</b>					
755 - Areas Assistance	0.00	500.00	0.00	0.00	500.00
<b>705 - WSO Board Travel/Hotel</b>					
705.1 - Convention Registration / Meals	0.00	2,772.00	0.00	0.00	2,772.00
705.2 - Airfare - Auto Mileage	0.00	316.00	1,904.06	0.00	2,220.06
705.3 - Hotel	0.00	0.00	4,663.78	-405.68	4,258.10
705.5 - Board Administrative Expense	0.00	0.00	500.00	0.00	500.00
<b>Total 705 - WSO Board Travel/Hotel</b>	<u>0.00</u>	<u>3,088.00</u>	<u>7,067.84</u>	<u>-405.68</u>	<u>9,750.16</u>
<b>706 - Web Hosting Expenses</b>					
706.1 - Podcast	45.00	50.00	45.00	45.00	185.00
706 - Web Hosting Expenses - Other	0.00	178.90	15.99	0.00	194.89
<b>Total 706 - Web Hosting Expenses</b>	<u>45.00</u>	<u>228.90</u>	<u>60.99</u>	<u>45.00</u>	<u>379.89</u>

**CEA-HOW World Service Office**  
**Profit & Loss**  
**January through December 2019**

	<u>Jan - Mar 19</u>	<u>Apr - Jun 19</u>	<u>Jul - Sep 19</u>	<u>Oct - Dec 19</u>	<u>TOTAL</u>
<b>708 - Convention Expense</b>					
708.1 - Production Cost	274.20	800.61	7,218.28	0.00	8,293.09
708.2 - Food and Beverage	0.00	0.00	31,179.69	0.00	31,179.69
708.3 - Convention Committee	0.00	0.00	2,832.92	0.00	2,832.92
<b>Total 708 - Convention Expense</b>	<u>274.20</u>	<u>800.61</u>	<u>41,230.89</u>	<u>0.00</u>	<u>42,305.70</u>
<b>709 - Conference Expense</b>	0.00	462.00	7,046.30	0.00	7,508.30
<b>730 - Misc. Fund Raisers Exp.</b>	16.54	0.00	0.00	0.00	16.54
<b>802 - Shipping Expense</b>					
802.1 - Intergroup	321.34	172.05	258.64	281.25	1,033.28
<b>Total 802 - Shipping Expense</b>	<u>321.34</u>	<u>172.05</u>	<u>258.64</u>	<u>281.25</u>	<u>1,033.28</u>
<b>902 - Rent</b>	2,778.30	2,778.30	2,778.30	2,778.30	11,113.20
<b>903 - Janitorial Services</b>	150.00	150.00	150.00	150.00	600.00
<b>904 - Bank Service Charges</b>	58.99	44.99	47.49	46.49	197.96
<b>905 - Merchant Fees (PayPal)</b>	302.69	267.42	348.66	403.90	1,322.67
<b>906 - Employee Expenses</b>					
906.1 - Payroll Expenses	11,700.01	12,250.01	11,875.01	12,120.01	47,945.04
906.2 - P/R tax Expense	1,136.55	989.63	908.43	927.18	3,961.79
906.3 - Bonuses	0.00	0.00	0.00	1,300.00	1,300.00
906.8 - Worker's Compensation Insuran	435.58	410.19	60.19	65.52	971.48
<b>Total 906 - Employee Expenses</b>	<u>13,272.14</u>	<u>13,649.83</u>	<u>12,843.63</u>	<u>14,412.71</u>	<u>54,178.31</u>
<b>908 - Office Supplies &amp; Expenses</b>	595.27	573.20	539.92	511.05	2,219.44
<b>910 - Insurance</b>	0.00	1,501.00	0.00	1,993.00	3,494.00
<b>915 - Telephone</b>	336.48	274.91	416.63	229.94	1,257.96
<b>917 - Tax and Filling Fees</b>	0.00	10.00	45.00	0.00	55.00
<b>930 - Professional and Legal Fees</b>					
934 - Webmaster Developer	171.00	171.00	171.00	648.00	1,161.00
932 - Accounting Fees	0.00	0.00	500.00	0.00	500.00
930 - Professional and Legal Fees - Other	0.00	0.00	0.00	650.00	650.00
<b>Total 930 - Professional and Legal Fees</b>	<u>171.00</u>	<u>171.00</u>	<u>671.00</u>	<u>1,298.00</u>	<u>2,311.00</u>
<b>940 - Postage</b>	42.00	14.30	2.15	5.00	63.45
<b>Total Expense</b>	<u>18,363.95</u>	<u>24,686.51</u>	<u>73,507.44</u>	<u>21,748.96</u>	<u>138,306.86</u>
<b>Net Income</b>	<u>6,393.62</u>	<u>-7,611.95</u>	<u>22,326.98</u>	<u>11,219.06</u>	<u>32,327.71</u>

**CEA-HOW World Service Office**  
**Contributions by Intergroup**  
**January through December 2019**

	<u>Jan - Mar 19</u>	<u>Apr - Jun 19</u>	<u>Jul - Sep 19</u>	<u>Oct - Dec 19</u>	<u>TOTAL</u>
70000 - GRATITUDE MONTH PAYPAL	1,781.73	25.00	0.00	1,257.00	3,063.73
70010 - GRATITUDE MONTH CHECK	4,995.80	113.00	0.00	1,723.00	6,831.80
70015 - PAYPAL INDIVIDUAL RECURRING DONA	2,727.00	3,062.00	3,412.25	3,597.25	12,798.50
70020 - PAYPAL GENERAL GRATITUDE DONATION	242.00	661.00	716.23	261.00	1,880.23
70030 - INDIVIDUAL DONATIONS CHECK	138.00	597.00	693.27	5,275.00	6,703.27
80002 - AREA 2	0.00	0.00	0.00	3,000.00	3,000.00
80009 - AREA 9 CANADA - NO INTERGROUP	0.00	0.00	26.51	0.00	26.51
90099 - SOUTHERN CALIFORNIA INTERGROUP	834.69	1,040.30	920.19	1,582.79	4,377.97
90101 - CEA-HOW SAN DIEGO COUNTY IG	323.35	180.60	178.71	151.08	833.74
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	309.82	330.99	532.41	333.11	1,506.33
90106 - S. FLORIDA INTERGROUP CEA-HOW	1,356.54	0.00	0.00	185.00	1,541.54
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	90.00	81.00	171.00
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90119 - DALLAS FORT WORTH IG CEA HOW	175.80	383.90	176.40	235.50	971.60
90122 - MICHIANA INTERGROUP	0.00	70.80	46.00	33.00	149.80
90123 - CEA HOW SAN FERNANDO VALLEY IG	555.70	542.69	938.58	614.20	2,651.17
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	0.00	0.00
90126 - CEA HOW OKLAHOMA INTERGROUP	62.32	33.00	68.55	0.00	163.87
90130 - RIO RECOVERY OF NEW MEXICO IG	147.77	359.58	184.20	188.12	879.67
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	391.30	0.00	133.20	190.40	714.90
90135 - PENNSYLVANIA INTERGROUP	22.20	77.22	28.00	24.30	151.72
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	50.00	0.00	0.00	137.00	187.00
90139 - CEA HOW LOS ANGELES INTERGROUP	1,328.73	50.00	211.01	966.75	2,556.49
90140 - CEA HOW PHONE BRIDGE INTERGROUP	3,115.60	4,569.60	2,056.52	5,757.20	15,498.92
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	425.00	0.00	0.00	425.00
90142 - CEA-HOW NORTHERN COLORADO IG	180.75	121.76	142.48	254.71	699.70
90144 - SPANISH PHONE BRIDGE INTERGROUP	155.15	148.53	45.90	92.76	442.34
90145 - UTAH CEA-HOW INTERGROUP	318.25	0.00	100.00	0.00	418.25
90146 - BUGAMBILIAS GUANAJUATO	80.00	0.00	100.00	0.00	180.00
90148 - ARIZONA CEA-HOW INTERGROUP	0.00	38.75	0.00	41.19	79.94
90149 - SIERRA NEVADA INTERGORUP	28.50	0.00	117.20	118.50	264.20
<b>TOTAL</b>	<u><u>19,321.00</u></u>	<u><u>13,330.72</u></u>	<u><u>10,917.61</u></u>	<u><u>26,099.86</u></u>	<u><u>69,669.19</u></u>

**CEA-HOW World Service Office**  
**Purchases by Intergroup**  
January through December 2019

	<u>Jan - Mar 19</u>	<u>Apr - Jun 19</u>	<u>Jul - Sep 19</u>	<u>Oct - Dec 19</u>	<u>TOTAL</u>
10001 - UNAFFILIATED GROUPS	0.00	131.50	0.00	175.00	306.50
60000 - RETAIL LITERATURE FROM PAYPAL	1,547.58	723.00	1,323.95	1,253.00	4,847.53
60050 - RETAIL E-LITERATURE FROM PAYPAL	357.00	482.50	842.00	1,092.27	2,773.77
60060 - RETAIL LITERATURE FROM CONVENTION	0.00	0.00	2,338.85	0.00	2,338.85
80002 - AREA 2	749.40	0.00	0.00	0.00	749.40
80011 - NEDERLAND - NO INTERGROUP	0.00	0.00	25.00	0.00	25.00
90099 - SOUTHERN CALIFORNIA INTERGROUP	935.75	0.00	270.00	1,165.25	2,371.00
90101 - CEA-HOW SAN DIEGO COUNTY IG	0.00	0.00	0.00	158.75	158.75
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	62.50	62.50
90104 - CEA-HOW LAS VEGAS INTERGROUP	155.25	115.00	425.00	374.25	1,069.50
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	75.00	107.70	55.00	237.70
90115 - CEA HOW OF GREATER NEW YORK IG	89.50	104.00	0.00	194.50	388.00
90117 - PUGET SOUND CEA-HOW	0.00	147.00	45.00	0.00	192.00
90119 - DALLAS FORT WORTH IG CEA HOW	279.00	0.00	199.00	0.00	478.00
90122 - MICHIANA INTERGROUP	0.00	0.00	0.00	82.00	82.00
90123 - CEA HOW SAN FERNANDO VALLEY IG	474.00	546.25	358.00	672.25	2,050.50
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	110.75	110.75
90126 - CEA HOW OKLAHOMA INTERGROUP	128.75	0.00	0.00	0.00	128.75
90130 - RIO RECOVERY OF NEW MEXICO IG	0.00	0.00	0.00	237.00	237.00
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	274.30	130.25	173.50	166.00	744.05
90135 - PENNSYLVANIA INTERGROUP	0.00	119.25	0.00	256.00	375.25
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	47.50	190.00	141.50	69.00	448.00
90139 - CEA HOW LOS ANGELES INTERGROUP	840.75	388.55	1,173.70	763.02	3,166.02
90140 - CEA HOW PHONE BRIDGE INTERGROUP	101.46	659.79	502.00	850.25	2,113.50
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	30.00	100.00	0.00	130.00
90142 - CEA-HOW NORTHERN COLORADO IG	0.00	0.00	377.50	0.00	377.50
90144 - SPANISH PHONE BRIDGE INTERGROUP	0.00	0.00	209.00	0.00	209.00
90145 - UTAH CEA-HOW INTERGROUP	0.00	65.00	323.00	429.00	817.00
90146 - BUGAMBILIAS GUANAJUATO	327.61	0.00	233.80	0.00	561.41
90148 - ARIZONA CEA-HOW INTERGROUP	78.25	0.00	85.00	0.00	163.25
90149 - SIERRA NEVADA INTERGORUP	26.00	0.00	75.00	58.50	159.50
<b>TOTAL</b>	<u><u>6,412.10</u></u>	<u><u>3,907.09</u></u>	<u><u>9,328.50</u></u>	<u><u>8,224.29</u></u>	<u><u>27,871.98</u></u>