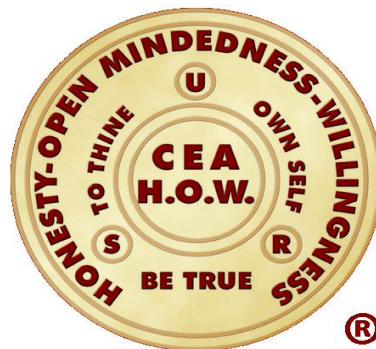


End of Year Financial Statements

PERIOD ENDING

December 31, 2021
1Q21, 2Q21, 3Q21, 4Q21

CEA-HOW Inc.®
World Service Office



CEA-HOW World Service Office
Balance Sheet
As of December 31, 2021

Dec 31, 21

ASSETS

Current Assets

Checking/Savings

100 · WF Social Media Checking A/C	500.00
101 · WF Business Checking A/C...3620	78,423.10
102 · WF Saving HYield-5530-over/sho	
102.2 Convention Fund	
Early Bird Pymt Plan	25,775.53
102.2 Convention Fund - Other	<u>10,750.29</u>
Total 102.2 Convention Fund	36,525.82
102.1 · Prudent Reserve per Policy	67,317.55
102 · WF Saving HYield-5530-over/sho - Other	<u>20,751.96</u>
Total 102 · WF Saving HYield-5530-over/sho	124,595.33
103 · PayPal Online Savings Account	11,516.73
105 · PayPal Convention Account	<u>17,108.11</u>
Total Checking/Savings	<u>232,143.27</u>

Accounts Receivable

130 · Accounts Receivable	<u>660.38</u>
Total Accounts Receivable	660.38

Other Current Assets

140 · Literature Inventory	4,207.50
141 · e-Lierature Inventory	47.50
142 · Specialty Items Inventory	20.00
150 · Undeposited Funds	<u>3,811.95</u>
Total Other Current Assets	<u>8,086.95</u>

Total Current Assets

240,890.60

Other Assets

115 · Prepaid Conference & Convention	9,000.00
116 · AMORTIZATION Meeting Finder	
117 · Amortization Meeting Finder DEP	-719.50
116 · AMORTIZATION Meeting Finder - Other	<u>2,590.29</u>
Total 116 · AMORTIZATION Meeting Finder	1,870.79
120 · Prepaid Rent & Security Deposit	<u>1,600.00</u>
Total Other Assets	<u>12,470.79</u>

TOTAL ASSETS

253,361.39

CEA-HOW World Service Office
Balance Sheet
As of December 31, 2021

Dec 31, 21

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

200 · Accounts Payable 107.36

Total Accounts Payable 107.36

Credit Cards

220 · Wells Fargo Visa A/C 438.34

226 · - Stamps.com Account 70.92

Total Credit Cards 509.26

Other Current Liabilities

230 · Federal Payroll Liabilities 1,365.88

235 · State Payroll Liabilities 447.83

237 · Worker's Compensation Insurance 222.47

250 · Sales Tax Payable 334.47

315 · Conference&Convention Accrued

315.1 · Early Bird Pymt Plan @ 250 13,812.67

315.2 · Early Bird Pymt Plan @ 275 7,420.38

315.3 · Early Bird Pymt Plan @ 290 4,229.39

315.4 · Early Bird Pymt Plan @ 315 3,469.50

315 · Conference&Convention Accrued - Other 13,558.26

Total 315 · Conference&Convention Accrued 42,490.20

Total Other Current Liabilities 44,860.85

Total Current Liabilities 45,477.47

Total Liabilities 45,477.47

Equity

302 · Retained Earnings 144,550.57

Net Income 63,333.35

Total Equity 207,883.92

TOTAL LIABILITIES & EQUITY 253,361.39

CEA-HOW World Service Office
Profit & Loss by Quarter
January through December 2021

	<u>Jan - Mar 21</u>	<u>Apr - Jun 21</u>	<u>Jul - Sep 21</u>	<u>Oct - Dec 21</u>	<u>TOTAL</u>
Income					
400 · Contributions Income					
400.1 · Intergroup	8,035.13	12,452.02	17,254.89	13,449.02	51,191.06
400.2 · Area	10,000.00	0.00	250.00	10,000.00	20,250.00
400.3 · General 7th Trad. - Individual	1,615.32	2,298.25	2,496.07	2,412.74	8,822.38
400.4 · Online Recurring	4,649.00	4,805.00	4,838.00	5,052.52	19,344.52
400.5 · Gratitude Month	13,545.23	0.00	2,765.00	2,570.00	18,880.23
Total 400 · Contributions Income	37,844.68	19,555.27	27,603.96	33,484.28	118,488.19
402 · Literature					
402.1 · English Literature	6,262.79	4,961.07	4,419.25	3,929.57	19,572.68
402.2 · Spanish Literature	313.25	580.25	366.25	745.25	2,005.00
Total 402 · Literature	6,576.04	5,541.32	4,785.50	4,674.82	21,577.68
406 · Shipping Income	1,011.28	936.38	674.25	804.35	3,426.26
415 · Convention Income					
415.3 · Convention Registrations	0.00	0.00	5,864.72	0.00	5,864.72
Total 415 · Convention Income	0.00	0.00	5,864.72	0.00	5,864.72
416 · Conference Income					
416.1 · Delegate Registration	0.00	0.00	4,000.00	0.00	4,000.00
Total 416 · Conference Income	0.00	0.00	4,000.00	0.00	4,000.00
430 · Misc. Fund Raisers	3,806.69	162.00	0.00	0.00	3,968.69
450 · Interest Income	3.07	3.88	3.14	3.15	13.24
Total Income	49,241.76	26,198.85	42,931.57	38,966.60	157,338.78
Cost of Goods Sold					
500 · Purchase of Literature	1,258.94	1,064.68	974.01	1,339.32	4,636.95
501 · Electronic Literature	71.25	71.25	23.75	0.00	166.25
Total COGS	1,330.19	1,135.93	997.76	1,339.32	4,803.20
Gross Profit	47,911.57	25,062.92	41,933.81	37,627.28	152,535.58

CEA-HOW World Service Office
Profit & Loss by Quarter
January through December 2021

	<u>Jan - Mar 21</u>	<u>Apr - Jun 21</u>	<u>Jul - Sep 21</u>	<u>Oct - Dec 21</u>	<u>TOTAL</u>
Expense					
705 · WSO Board Travel/Hotel					
705.5 · Board Administrative Expense	0.00	0.00	500.00	0.00	500.00
Total 705 · WSO Board Travel/Hotel	0.00	0.00	500.00	0.00	500.00
706 · Web Hosting Expenses					
706.1 · Podcast	45.00	45.00	45.00	45.00	180.00
706 · Web Hosting Expenses - Other	0.00	0.00	15.99	0.00	15.99
Total 706 · Web Hosting Expenses	45.00	45.00	60.99	45.00	195.99
708 · Convention Expense					
708.1 · Production Cost	0.00	0.00	623.36	0.00	623.36
Total 708 · Convention Expense	0.00	0.00	623.36	0.00	623.36
709 · Conference Expense	0.00	0.00	375.00	0.00	375.00
730 · Misc. Fund Raisers Exp.	266.52	0.00	0.00	0.00	266.52
802 · Shipping Expense					
802.1 · Intergroup	684.80	627.61	607.78	734.42	2,654.61
Total 802 · Shipping Expense	684.80	627.61	607.78	734.42	2,654.61
902 · Rent	2,916.00	3,060.00	3,060.00	3,060.00	12,096.00
903 · Janitorial Services	150.00	150.00	150.00	150.00	600.00
904 · Bank Service Charges	59.50	47.48	48.26	58.94	214.18
905 · Merchant Fees (PayPal)	604.50	465.01	693.96	746.81	2,510.28
906 · Employee Expenses					
906.1 · Payroll Expenses	10,048.80	13,464.60	12,235.68	16,377.88	52,126.96
906.2 · P/R tax Expense	1,030.94	1,165.52	988.14	1,385.87	4,570.47
906.8 · Worker's Compensation Insuran	340.67	65.67	65.68	62.13	534.15
906 · Employee Expenses - Other	(969.93)	826.47	(536.36)	1,373.12	693.30
Total 906 · Employee Expenses	10,450.48	15,522.26	12,753.14	19,199.00	57,924.88
908 · Office Supplies & Expenses	890.49	859.98	1,868.79	566.23	4,185.49
910 · Insurance	812.28	812.28	(140.54)	804.96	2,288.98
915 · Telephone	380.91	391.91	413.91	413.91	1,600.64
917 · Tax and Filling Fees	0.00	0.00	0.00	65.00	65.00
930 · Professional and Legal Fees					
932 · Accounting Fees	0.00	0.00	0.00	500.00	500.00
934 · Webmaster Developer	186.02	695.98	441.00	510.91	1,833.91
Total 930 · Professional and Legal Fees	186.02	695.98	441.00	1,010.91	2,333.91
940 · Postage	15.50	7.00	9.49	15.90	47.89
945 · Depreciation Expense	71.95	215.85	215.85	215.85	719.50
Total Expense	17,533.95	22,900.36	21,680.99	27,086.93	89,202.23
Net Income	30,377.62	2,162.56	20,252.82	10,540.35	63,333.35

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

	<u>Jan - Mar 21</u>	<u>Apr - Jun 21</u>	<u>Jul - Sep 21</u>	<u>Oct - Dec 21</u>	<u>TOTAL</u>
60050 - RETAIL E-LITERATURE FROM PAYPAL	0.00	0.00	3.17	0.00	3.17
70000 - GRATITUDE MONTH PAYPAL	4,707.72	0.00	1,836.00	0.00	6,543.72
70010 - GRATITUDE MONTH CHECK	8,837.51	0.00	553.00	0.00	9,390.51
70015 - PAYPAL INDIVIDUAL RECURRING DONA	4,649.00	4,860.00	4,838.00	5,052.52	19,399.52
70020 - PAYPAL GENERAL GRATITUDE DONATION	1,029.82	1,282.25	2,085.90	1,887.74	6,285.71
70030 - INDIVIDUAL DONATIONS CHECK	946.22	961.00	937.00	3,095.00	5,939.22
80001 - AREA 1	0.00	0.00	250.00	0.00	250.00
80002 - AREA 2	10,000.00	0.00	0.00	0.00	10,000.00
80010 - AREA 10	0.00	0.00	0.00	10,000.00	10,000.00
90099 - SOUTHERN CALIFORNIA INTERGROUP	453.60	690.14	825.34	724.49	2,693.57
90101 - CEA-HOW SAN DIEGO COUNTY IG	185.10	3,228.07	127.00	226.50	3,766.67
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	413.44	0.00	1,713.31	0.00	2,126.75
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	150.00	0.00	0.00	150.00
90115 - CEA HOW OF GREATER NEW YORK IG	80.00	0.00	0.00	0.00	80.00
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90119 - DALLAS FORT WORTH IG CEA HOW	378.16	0.00	0.00	0.00	378.16
90122 - MICHIANA INTERGROUP	0.00	0.00	83.30	0.00	83.30
90123 - CEA HOW SAN FERNANDO VALLEY IG	1,045.16	892.36	816.98	1,599.16	4,353.66
90125 - NORTH TEXAS INTERGROUP	50.00	0.00	0.00	0.00	50.00
90126 - CEA HOW OKLAHOMA INTERGROUP	36.00	0.00	121.50	0.00	157.50
90130 - RIO RECOVERY OF NEW MEXICO IG	313.20	300.00	210.90	296.72	1,120.82
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	125.70	0.00	137.10	0.00	262.80
90135 - PENNSYLVANIA INTERGROUP	0.00	0.00	0.00	100.00	100.00
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	0.00	40.57	473.00	0.00	513.57
90139 - CEA HOW LOS ANGELES INTERGROUP	1,445.66	4,668.58	6,231.50	3,688.05	16,033.79
90140 - CEA HOW PHONE BRIDGE INTERGROUP	2,526.76	1,887.73	5,495.55	4,216.07	14,126.11
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90142 - CEA-HOW NORTHERN COLORADO IG	90.60	409.57	158.41	127.30	785.88
90144 - SPANISH PHONE BRIDGE INTERGROUP	400.00	149.00	327.00	129.65	1,005.65
90145 - UTAH CEA-HOW INTERGROUP	113.00	0.00	0.00	1,485.00	1,598.00
90146 - BUGAMBILIAS GUANAJUATO	0.00	0.00	285.00	125.00	410.00
90148 - ARIZONA CEA-HOW INTERGROUP	68.03	36.00	32.60	0.00	136.63
90149 - SIERRA NEVADA INTERGORUP	0.00	0.00	62.40	0.00	62.40
90150 - IG ELECTRONICO EN ESPANOL	0.00	0.00	0.00	108.00	108.00
90151 - ELECTRONIC IG ENGLISH	0.00	0.00	0.00	623.08	623.08
90152 - UK AND EUROPE INTERGROUP	0.00	0.00	0.00	0.00	0.00
90153 - ELETRONIC INTERGROUP SPANISH	0.00	0.00	0.00	0.00	0.00
TOTAL	<u><u>37,894.68</u></u>	<u><u>19,555.27</u></u>	<u><u>27,603.96</u></u>	<u><u>33,484.28</u></u>	<u><u>118,538.19</u></u>

CEA-HOW World Service Office
Quarterly Purchases by Intergroup
 January through December 2021

	<u>Jan - Mar 21</u>	<u>Apr - Jun 21</u>	<u>Jul - Sep 21</u>	<u>Oct - Dec 21</u>	<u>TOTAL</u>
60000 - RETAIL LITERATURE FROM PAYPAL	3,461.15	3,391.99	2,289.00	2,514.57	11,656.71
60050 - RETAIL E-LITERATURE FROM PAYPAL	1,008.89	954.50	667.50	468.00	3,098.89
90099 - SOUTHERN CALIFORNIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90101 - CEA-HOW SAN DIEGO COUNTY IG	0.00	0.00	0.00	323.75	323.75
90102 - NW CEA HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	483.00	19.25	0.00	0.00	502.25
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	145.00	45.00	0.00	190.00
90115 - CEA HOW OF GREATER NEW YORK IG	0.00	0.00	0.00	15.00	15.00
90117 - PUGET SOUND CEA-HOW	0.00	0.00	23.00	0.00	23.00
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90119 - DALLAS FORT WORTH IG CEA HOW	0.00	0.00	0.00	0.00	0.00
90122 - MICHIANA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90123 - CEA HOW SAN FERNANDO VALLEY IG	588.75	0.00	39.00	0.00	627.75
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	0.00	0.00	0.00	27.00	27.00
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	125.00	38.08	301.50	200.00	664.58
90135 - PENNSYLVANIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	104.50	54.00	42.75	137.50	338.75
90139 - CEA HOW LOS ANGELES INTERGROUP	0.00	0.00	316.75	13.00	329.75
90140 - CEA HOW PHONE BRIDGE INTERGROUP	431.00	401.00	345.00	305.75	1,482.75
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	203.50	106.50	54.00	440.75	804.75
90145 - UTAH CEA-HOW INTERGROUP	78.00	109.25	175.50	0.00	362.75
90146 - BUGAMBILIAS GUANAJUATO	0.00	219.75	0.00	229.50	449.25
90148 - ARIZONA CEA-HOW INTERGROUP	0.00	0.00	54.75	0.00	54.75
90149 - SIERRA NEVADA INTERGORUP	0.00	0.00	0.00	0.00	0.00
90150 - IG ELECTRONICO EN ESPANOL	92.25	102.00	166.50	0.00	360.75
90151 - ELECTRONIC IG ENGLISH	0.00	0.00	0.00	0.00	0.00
90152 - UK AND EUROPE INTERGROUP	0.00	0.00	265.25	0.00	265.25
TOTAL	<u>6,576.04</u>	<u>5,541.32</u>	<u>4,785.50</u>	<u>4,674.82</u>	<u>21,577.68</u>