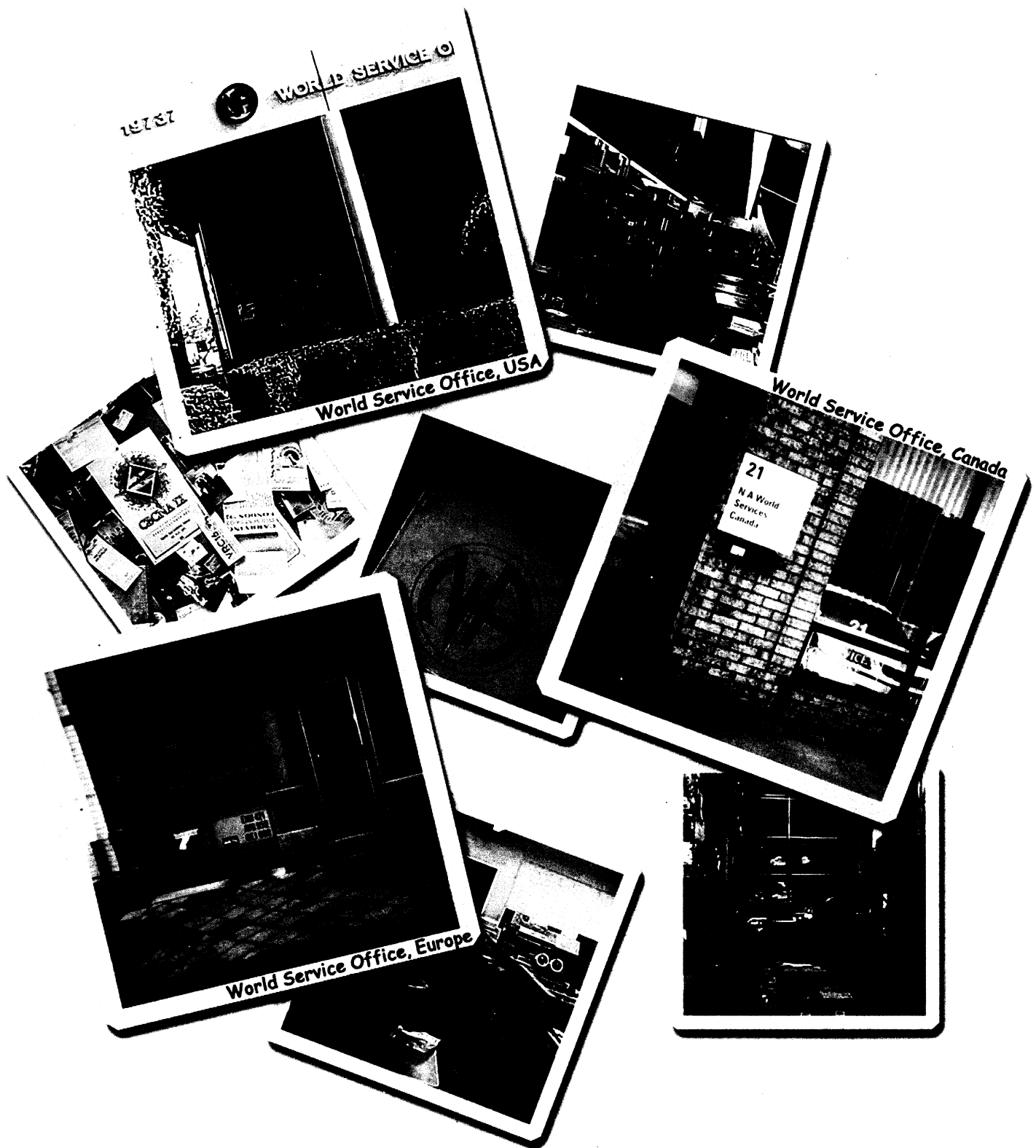


# NA World Services, Inc.



## Annual Report

1 July 2000 – 30 June 2001



## FOREWORD

### NA World Services, Inc., *2001 Annual Report*

It's hard to believe that a year has passed already since our last *Annual Report* was published. This has been a busy year, as well as a historic one for NA World Services. For the last 25 years, our fellowship held the annual World Service Conference at the end of April. However, 2001 marked the first year that a WSC was not held during that time. We took our first steps into the newly approved two-year conference cycle and started the fiscal year in July 2000 by implementing our committee system and tackling some of the projects mandated to us by the conference. We also participated in the *first-ever* worldwide workshop held in Burnaby, British Columbia, Canada, in June 2001. We hope to highlight some of these activities and report on the status of many of the projects that we are currently working on.

It may seem as if you have already read much of what we will present in this report. Well, chances are you have! We realize that reports, in general, can be tedious, boring, and oftentimes confusing. Also, because of the nature of our organization, many of the reports that we present to you have the tendency to be redundant. A large part of this is due to our efforts to ensure that we fulfill Goal Eight of the Fellowship Development Plan—"Improve world services' written and face-to-face communication with the fellowship." The rationale for this goal states, "Communication is a factor in everything we do. It was identified as a critical issue throughout the inventory process.... In addition to improving our written communications, world services also needs to increase communication with the fellowship in face-to-face workshops hosted by local NA communities."

With this in mind, we want the *2001 Annual Report* to build on the theme chosen for our worldwide workshops, "Making the Connection—NA Members and NA World Services." Some of the stories we present in the following pages will paint a picture of how local NA communities around the world, with the help of NA World Services, go to great lengths to carry our message to members in the most desperate situations. We hope you will enjoy reading these mosaics, as well as the less-exciting but equally important facts and figures regarding the day-to-day business of running a service-oriented organization, namely, the entity now known as Narcotics Anonymous World Services, Inc. (NAWS, Inc.), which the World Service Office is a part of. Reporting about the business side of our organization can be intimidating, and, as we mentioned earlier, overwhelming and confusing, but it is our legal responsibility to you to do so. The simplicity of our message can sometimes get clouded by "business-speak"; however, it is exactly that "business" which is a vital link that provides the tools and enables NA communities worldwide to bring our message to many areas that are battling so much more than the disease of addiction. We cannot achieve one without the other.

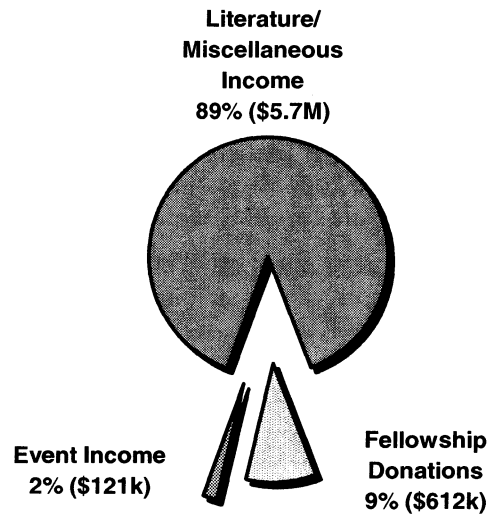
We also would like to remind you that we continue to stand committed to the WSO mission statement: "The mission of the World Service Office, Inc., is to provide the services and support that facilitate the continued growth and development of the Fellowship of Narcotics Anonymous worldwide." You see, NA World Services is comprised of not only volunteer trusted servants, but also the staff of the WSO, who work together to make sure that our vision is realized and "every addict in the world has the chance to experience our message in his or her own language and culture and find the opportunity for a new way of life." While the cliché of "together we can" gets its share of overuse and abuse, it is, in every way, the truth. Together we have helped to bring our message of hope and freedom from active addiction to hundreds of thousands of suffering addicts around the world.

We hope we have provided you with the information you want and need about what we have done over the past year. We want to continue to provide each and every member with the necessary information to begin to discuss many of the challenges that we are now facing—court/attendance cards, medication in recovery, public relations, and discrimination, to mention a few—as well as their possible solutions. When we focus on "carrying the message" of Narcotics Anonymous, we come to realize that we all speak the same language...the language of recovery.

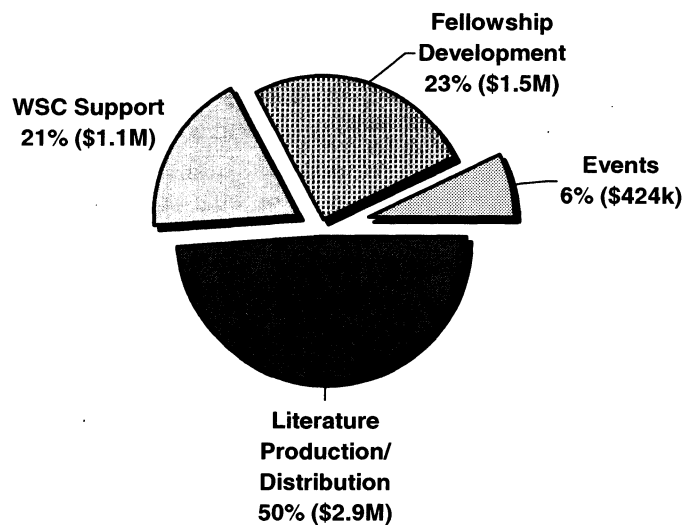
On behalf of NA World Services, we want to thank you for giving us the opportunity to be of service, and we look forward to continuing to serve the NA Fellowship and the addict who still suffers.



**Where the Money Comes From:  
Breakdown of Total Income of \$6,492,119  
1 July 2000 -- 30 June 2001**



**Where Your Money Goes:  
Breakdown of Total Expenses of \$5,843,047  
1 July 2000 -- 30 June 2001**



**Total Excess Revenue  
\$653,222**

# Table of Contents

Foreword.....	1
The NAWS World Board .....	4-5
NAWS, Inc. ....	6
WSO-Chatsworth.....	6
WSO-Canada .....	6
WSO-Europe.....	7
WSO Staff .....	8
<b>Fellowship Development .....</b>	<b>9-28</b>
Fulfilling Our Primary Purpose.....	10-11
Fellowship Services .....	12-13
Translations.....	14-15
Narcotics Anonymous Meetings 1983-2001 .....	16
Narcotics Anonymous Meetings Worldwide.....	17-18
Fellowship Donations.....	19
Staying Connected (FD Trips) .....	20-25
ICAA Bahrain .....	22
IRF, 2 <sup>nd</sup> Indian Regional Convention.....	24-25
Fellowship Publications .....	26
Database Project Update .....	26
Website for NAWS .....	27
Public Relations: NA's Link to Society.....	28
<b>World Service Conference .....</b>	<b>29-38</b>
The 2002 World Service Conference.....	30
NAWS Publications .....	31
World Service Conference Events/Trips.....	32-36
The Latin American Zonal Forum .....	33-35
Communication: The Key to Staying Connected.....	37
Connecting with a Winning Combination (Worldwide Workshop) .....	38
<b>Literature Production/Distribution.....</b>	<b>39-50</b>
New Product Update.....	40
Recovery Material on the Internet .....	41
Fellowship Intellectual Property Trust.....	42
Literature Production and Distribution Events/Trips .....	43, 50
NAWS, Inc., Marketing Efforts .....	44-45
Unit Sales Trends.....	46-49
Staff Development and Training Trips.....	50
<b>Conventions and Events.....</b>	<b>51-55</b>
Our Hope Is Life: Celebrating Our Recovery in Cartagena .....	52
Freedom to Live our Dreams—WCNA-29.....	53
Conventions and Events Trips/Events.....	54
The Fellowship of NA: Celebrating 50 Years of Recovery .....	55
<b>Financial Reports .....</b>	<b>57-79</b>





## The NAWS World Board

*A Temporary Working Guide to Our World Service Structure* (May 2000) states, "The purpose of the World Board (WB) of Narcotics Anonymous World Services, Inc. is to contribute to the continuation and growth of Narcotics Anonymous. The board serves as a primary resource for the NA Fellowship by providing the support needed to carry our message while ensuring that the service and support provided are of the highest quality possible. The World Board manages all activities of world services, including oversight of the operations of the fellowship's primary service center, the World Service Office." (page 3)

There are 19 members currently sitting on the board. Two board members completed their terms at the 2000 World Service Conference and did not seek reelection. In addition, four new board members were elected, and three board members whose terms expired in 2000 were re-elected at the same conference. The balance of the board was originally elected at the 1998 WSC. At the 2002 WSC, the terms of six current members will expire. All board members are directly elected by a 60 percent majority vote of the conference, and the nominees are not required to be present at the conference for the purpose of nomination and election to any world service position, including the World Board. World Board terms are for six years, and members are eligible to stand for election to two consecutive terms. However, when the board was created in 1998, members were selected by lot for two-, four-, and six-year terms to ensure a rotation of one-third of the members on the board.

The board met four times over the past year. All board members attended other meetings, as required, to work on board and world services projects. Project work groups also included members of the fellowship, most of whom were selected from the World Pool. As stated in the opening paragraph, the World Board is responsible for the overall operation of the World Service Office and for providing oversight and direction on specific projects that have been assigned to it by the World Service Conference or activities that are part of the routine services provided by NAWS. The board operates legally under a set of corporate bylaws that are highlighted in its External Guidelines. Day-to-day operations of the WSO are supervised by WSO executive management and carried out by the staff. Trusted servants and staff depend on one another to provide the services our fellowship needs. The World Board is a resource to the fellowship; the committees are considered a resource to the WB, and the WSO staff a resource to the WB, its committees, and the NA Fellowship.





## The NAWS World Board

"The World Board is the service board of the World Service Conference. As such, it is accountable to the World Service Conference and ultimately to the final authority, which is our service structure, as stated by our Second Concept—the groups, who retain the final responsibility and authority for all NA services. In accordance with the principle of delegation described in our Third Concept, the World Service Conference, on behalf of the groups, delegates to the World Board the authority to provide effective services." (*TWGWSS*, page 12)

The membership of the World Board is as follows:

<u>Board Member</u>	<u>Year Elected</u>	<u>Current Term Ends</u>	<u>From City/State/Country</u>
Saul Alvarado	2000	2006	Panama City, Panama
Bella Blake	1998	2004	Victoria, Australia
Susan Chess	1998	2004	Washington, United States
Lib Edmonds	1998	2004	Christchurch, New Zealand
Giovanna Ghisays	2000	2006	Cartagena, Colombia
Ron Hofius	2000	2006	New Mexico, United States
David James	2000	2006	Manchester, England
Bob Jordan	2000	2006	Florida, United States
Stephan Lantos	1998	2002	California, United States
Claudio Lemionet	1998	2002	Mexico City, Mexico
Tom McCall	2000	2006	Hawaii, United States
Michael McDermott	1998	2002	California, United States
Jane Nickels	1998	2004	Connecticut, United States
Craig Robertson	1998	2004	North Carolina, United States
Larry Roche	1998	2002	Hawaii, United States
Daniel Schuessler	2000	2006	Offenbach, Germany
Cary Seltzer	1998	2002	Illinois, United States
Jon Thompson	1998	2002	New Jersey, United States
Tony Walters	1998	2004	South Carolina, United States

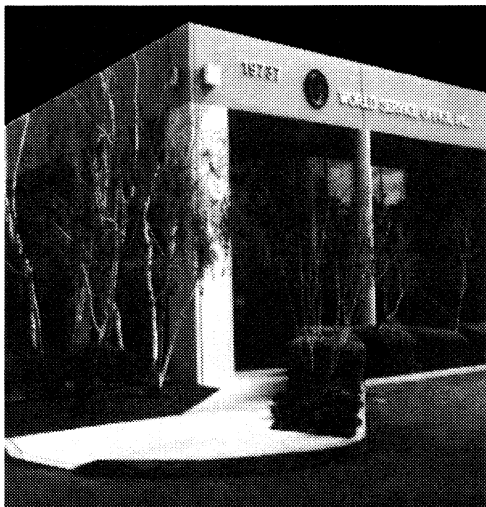


## Narcotics Anonymous World Services, Inc.

NA World Services, Inc., employs 46 people, 42 of whom work at the headquarters office, known as the WSO, in Chatsworth, California. The World Service Office is currently comprised of our headquarters in Chatsworth, California, and two branch offices—one in Brussels, Belgium, and one in Mississauga, Ontario, Canada. Fortunately, we currently have a very low staff turnover rate. Fifty percent of our staff has been with us more than five years.

### WSO-Chatsworth

In prior years, we talked about the challenges we, as an office, face in trying to meet the always-growing needs of our fellowship. However, this past year we faced some new challenges unlike any we previously had experienced. The loss of George Hollahan and his knowledge and experience caused some rather significant adjustments, but we were able to move through them. Add to that, the loss of long-time employees Cindy Tooredman and Jeff Baker, who were two members of our writing staff and you can see how extremely difficult this year was for us. The loss of those writers resulted in delays of our fellowship reports and serial publications. These delays will continue until we replace this precious human resource. The exception to this was *The NA Way Magazine*, which maintained its schedule even with the shortage of staff.



Despite the challenges, the World Service Office will persevere and continue to meet the overall needs of our growing fellowship. This is an exciting time for all of us. We are seeing our NA communities around the world continue in their process of growth and development. This means that more addicts have an opportunity to find recovery in places where, not that long ago, finding NA would have been difficult to impossible.

Our vision that “one day an addict anywhere in the world can find recovery in Narcotics Anonymous” is at long last being fulfilled.

### WSO-Canada

The WSO-Canada is a literature and product distribution center with two part-time employees. The staff here work diligently to maintain consistency with shipping all of the orders that are processed—not such an easy task, considering the distance between the WSO-Canada and the direct support and supervision of our headquarters in Chatsworth! Because of the nature of WSO-Canada, the inventory there is monitored by the WSO-Chatsworth office and is restocked according to its needs. WSO-Canada offers us a unique opportunity to do business since English is spoken in most provinces, and there is only one currency to deal with versus the many different languages and currencies in Europe. We have now updated Canada's operations by putting them online and we communicate with them on a regular basis via email, in spite of a glitch or two with the Canadian telephone company. And, while Jacquie and Denise were not that familiar with computers, they have both done remarkably well with learning all the necessary components. They are now using our direct client-server and processing orders in real time. This year we have exceeded our operating projections.



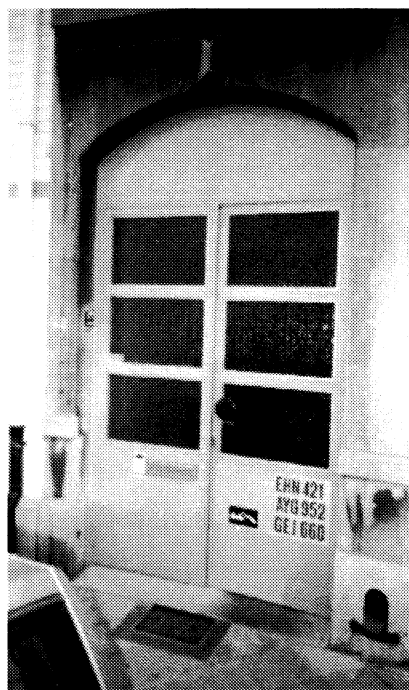


## WSO-Europe

WSO-Europe deals with a wider variety of operations. There is one full-time and one part-time employee. All business is handled from this location—phone calls, purchase orders, order entry, banking, invoicing, and shipping. WSO-Europe has the complex challenge of meeting the needs of our members there who speak many different languages. Remember, not only does the WSO-Europe have to deal with a multitude of languages, but there is also a variety of currency that must be handled. The efforts of this office should be wholeheartedly applauded!

NAWS will often launch translated literature from the WSO-Europe office, which maintains its own inventory. Paul Decock, the Brussels office manager, has helped to turn this branch into a viable full-service office. This is the first year, since WSO-Europe's inception, that it is in a positive operating position. Considering the many hurdles the office has been faced with over the years, this is a major accomplishment! However, as with many of our endeavors, it remains a work-in-progress.

The client-server software package that directly connects to and utilizes our main database here in California has been installed. This allows WSO-Europe to work in real time on our server. We are also in the process of establishing a VPN (virtual private network) tunnel, which permits a direct, private, and secure connection to the WSO's main accounting server.



*Our branch offices in Canada and Europe, as well as our headquarters in Chatsworth, are vital to our global efforts. Each one plays an important part in offering services to our fellowship. If you have any questions or would like more information about NAWS and the resources we offer to the NA Fellowship, please contact us:*

**Narcotics Anonymous World Services**

**PO Box 9999**

**Van Nuys, California 91409**

**Voice 818.773.9999**

**Fax 818.700.0700**

**Visit our website [www.na.org](http://www.na.org).**

## Branch Office Numbers

**WSO-CANADA**

**905.507.0100**

**WSO-EUROPE**

**32.2.646.6012**



## **World Service Office Staff**

### **WSO-Chatsworth**

**818.773.9999**

Anthony Edmondson, Executive Codirector (x139)	Carrie Brockstein, Team Assistant, Fellowship Serv. (x155)
Eileen Perez-Evans, Executive Assistant (x119)	Shane Colter, Team Assistant, Fellowship Services (x129)
George Hollahan, Executive Codirector	Kim Young, Team Assistant, Fellowship Services
Donna Smylie, Executive Assistant (x138)	Freddie Aquino, Team Assistant, Fellowship Serv. (x171)
Becky Meyer, Assistant Executive Director (x123)	Uschi Mueller, Supervisor, Fellowship Services (x113)
Elaine Adams, Administrative Assistant (x116)	Jane McCrary, Team Assistant, Fellowship Services (x112)
Roberta Tolkán, Human Resources Manager (x121)	Anne Peters, Manager, Production (x152)
Johnny Lamprea, Administrative Assistant (x149)	Fatia Birault, Supervisor, Production (x175)
Mike Polin, Manager of Meetings & Events (x120)	David Mizrahi, Production Planner (x147)
Tony Greco, Administrative Assistant (x115)	Esperanza Lemos, Reproduction Assistant (x157)
Lori Dunnell, Information Systems Manager (x118)	Tom Rush, Comptroller & Team Leader, Asset Management & Distribution (x143)
Wendy Kemptner, Information Services Assistant (x151)	Trish Jaramillo, Accounting Manager (x142)
Keri Kirkpatrick, Information Services Assistant (x156)	Liz Stafford, Accounting Assistant (x140)
Danny Weg, Webmaster & Info Services (x137)	Rochelle Medina, Accounting Assistant (x122)
Michael Lee, Project Coordinator (x173)	Sylvia Cordero, Senior Order Entry (x133)
Nancy Schenck, Editor (x117)	Peggy Labon, Order Entry (x134)
Elaine Revard, Receptionist (x110)	Pam Martin, Order Entry (x135)
Mary Hollahan, Team Leader, Fellowship Services (x114)	Jeannie Lamalfa, Purchasing Assistant (x130)
Sara Jo Hampton, Administrative Assistant (x153)	Vince Alcala, Warehouse Supervisor (x144)
Bob Stewart, Manager, Marketing (x126)	Juan Trejo, Shipper (x127)
Steve Sigman, Manager, Fellowship Services (x141)	
Jeff Gershoff, Supervisor, Fellowship Services (x131)	

### **WSO-Canada**

**905.507.0100**

Jacquie Sullivan, Part-time Branch Office Supervisor

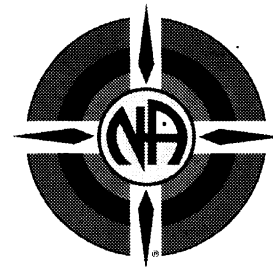
Denise Newfield, Part-time Shipper

### **WSO-Europe**

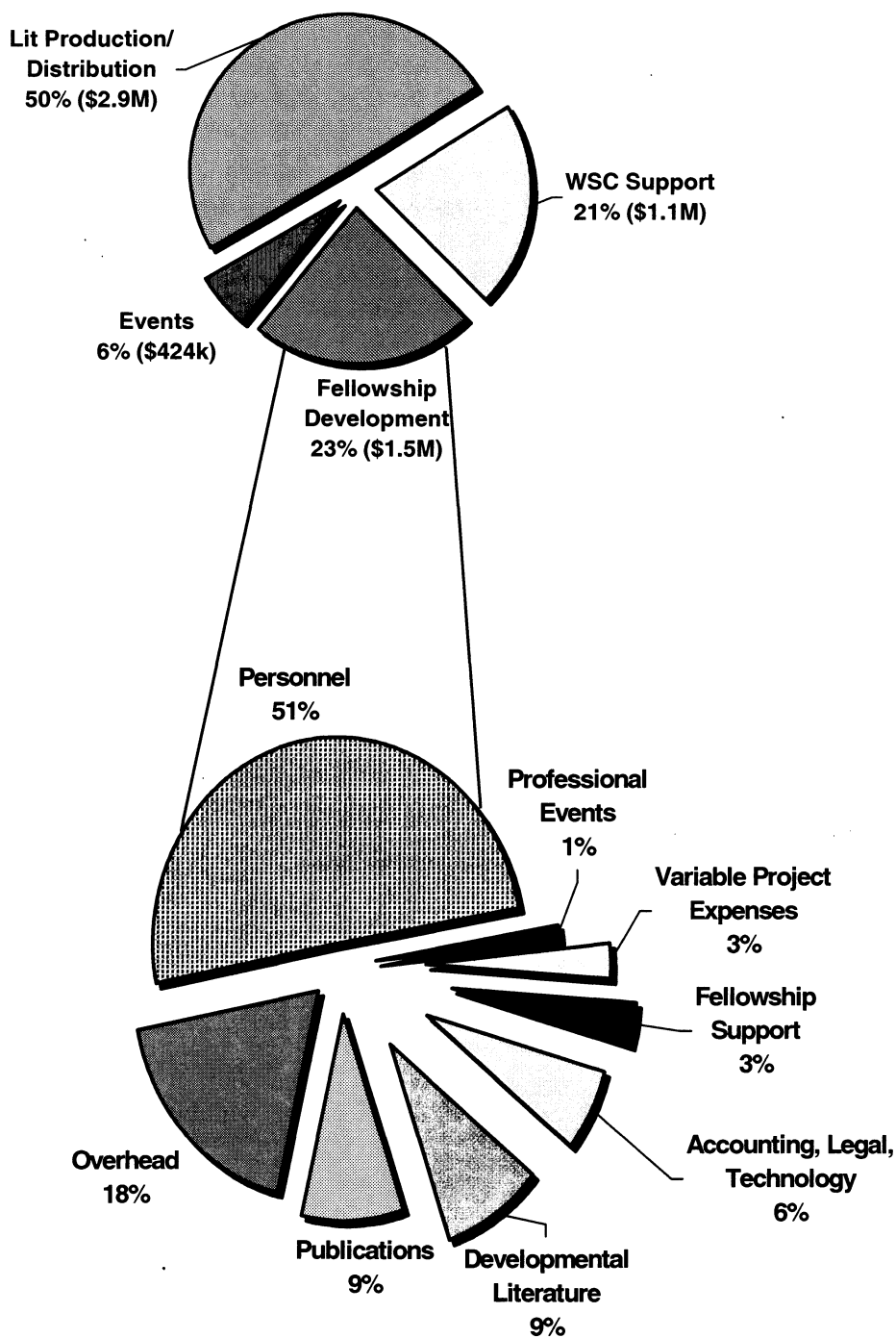
**32.2.646.6012**

Paul Decock, Branch Office Manager

Thierry Marlier, Part-time Shipper



**Breakdown of Fellowship Development Expenses:**  
**\$1.5 Million or 23% of Total Expenses of \$5,843,047**  
**1 July 2000 -- 30 June 2001**



**Fellowship Development**



## Fulfilling Our Primary Purpose The Unifying Force Behind All We Do



### NA World Services Vision Statement

All of the efforts of Narcotics Anonymous World Services are inspired by the primary purpose of the groups we serve. Upon this common ground we stand committed.

#### **Our vision is that one day:**

- ♦ Every addict in the world has the chance to experience our message in his or her own language and culture and find the opportunity for a new way of life;
- ♦ NA communities worldwide and NA world services work together in a spirit of unity and cooperation to carry our message of recovery;
- ♦ Narcotics Anonymous has universal recognition and respect as a viable program of recovery.

As our commonly held sense of the highest aspirations that set our course, our vision is our touchstone, our reference point, inspiring all that we do. Honesty, trust, and goodwill are the foundation of these ideals. In all our service efforts, we rely upon the guidance of a loving Higher Power.

*Tradition Five: Each group has but one primary purpose—to carry the message to the addict who still suffers.*

*First Concept: To fulfill our fellowship's primary purpose, the NA groups have joined together to create a structure which develops, coordinates, and maintains services on behalf of NA as a whole.*

It may seem odd to begin this *Annual Report*, our business report on the state of our organization, with references to the NAWS Vision Statement, our Fifth Tradition, and our First Concept. These principles and concepts embody some of the spiritual guidelines embraced by the Narcotics Anonymous program. We may sometimes forget that these seemingly disparate entities are intrinsically linked. We need one to ensure that the other can be done. And, if we examine each point stated in our vision statement, we will see that those hopes and desires are slowly coming to fruition.

We are facing many challenges as our fellowship continues to grow in numbers and diversity. Our global expansion is gradually bringing reality to the statement "every addict in the world has the chance to experience our message in his or her own language and culture...." Producing an Information Pamphlet in Farsi or a Basic Text in Nederland or a Hindi *Welcome* keytag does not happen overnight. It takes an inordinate amount of work and dedication on the part of the local NA community, as well as the various departments within the NAWS business structure. The World Service Office has the resources necessary to assist these local communities to achieve their primary purpose by getting the written message of recovery produced in their native language. With the help of group donations and literature sales, the WSO has the ability to provide these much-needed services. Again, we need one to ensure that the other can be done.

This inaugural two-year conference cycle has provided some success to the second point of the vision statement with the implementation of the worldwide workshop system. We give a more in-depth report on the Vancouver workshop on page 38, but suffice it to say right here that it was well received and everyone's hard work seemed to have paid off. The success of this workshop may very well set the stage for doing our business at the upcoming World Service Conference and other service meetings differently and much more effectively. Over the years NAWS has made great strides in learning to work with and provide services to not only developing NA communities, but those communities that have



been around for years. We believe that "a spirit of unity and cooperation" has evolved between the NA member and NAWWS, and it is something of which we can all be proud.

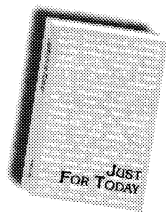
Finally, the recognition the Narcotics Anonymous program has been receiving over the past few years by the professional substance abuse treatment and correctional systems is exciting. We have been welcomed into countries shattered by internal civil and religious conflicts and have been invited to present at several highly recognized professional associations. Our program is at last being taken seriously not only by society as a whole, but by the judiciary system in a manner that is unlike anything we have seen before. Our meetings around the world are experiencing a large influx of individuals sent by the court system as an alternative to jail or other correctional options. The stage has been set for NA to become the number-one recovery program of choice! We are no longer in the shadows.

Here is a quote from the 2000 *Conference Agenda Report* that states so eloquently what we need to bear in mind as we do the service work we have chosen to do: "The legacy we have inherited is a sacred trust. We are temporary custodians for future generations, and we ask that you join with us in serving not only the interests of those you represent directly today, but also NA as a whole and all those still-suffering addicts who haven't yet heard that there is another way to live."

### Professional Associations

*Below is a comprehensive list of all the professional conferences and events we have either presented or exhibited at over the past year. For a more detailed listing, please refer to pages 20-25, 43, and 50.*

- ◆ AAAP (American Academy of Addiction Psychiatry)
- ◆ ACA (American Correctional Association)
- ◆ AJA (American Jail Association)
- ◆ ASAM (American Society of Addiction Medicine)
- ◆ ICAA (International Council on Alcohol and Addictions)
- ◆ NADCP (National Association of Drug Court Professionals)
- ◆ NAADAC (National Association of Alcoholism and Drug Addiction Counselors)
- ◆ NASADAD (National Association of State Alcohol and Drug Abuse Directors)
- ◆ SECAD (Southeastern Conference on Alcohol and Drug Addiction)
- ◆ TDCJ (Texas Department of Criminal Justice)
- ◆ UN (United Nations)
- ◆ WFTC (World Federation of Therapeutic Communities)



### Narcotics Anonymous The Basic Text of Recovery

*First published in April 1983, this is NA's primary text. Book One contains ten chapters explaining the NA Fellowship and our program of recovery. Book Two contains the personal recovery stories of 38 early NA members. The Book Two section may vary with some of the translated versions. The reason for this is so that each cultural community can identify with a set of personal stories in order "to experience our message in his or her own language and culture." See pages 14-15 for more translations info.*

- ◆ Narcóticos Anônimos (Brazilian)
- ◆ Narcotiques Anonymes, Book 1 & 2 (French)
- ◆ Narcotics Anonymous (German)
- ◆ Narcotics Anonymous (Hebrew)
- ◆ Narcotici Anonimi (Italian)
- ◆ Anonyme Narkomane (Norwegian)
- ◆ Narcóticos Anónimos (Portuguese)
- ◆ Анонимные Наркоманы, Book 1 & 2 (Russian)
- ◆ Anonyma Narkomaner, Book 1 & 2 (Swedish)
- ◆ Narcóticos Anónimos (Castilian Spanish)





## **Fellowship Services**

### **Making the Connection**

It seems that virtually everything we do in Fellowship Services here at the World Service Office in Chatsworth, California, connects with individual members or groups at a very grass-roots level.

From the team managers to the newest team assistant, this group of special workers connects on a daily basis with our membership through email, telephone, fax, and letters. These are the special workers who will more than likely guide you on a tour of the WSO on your next visit to Los Angeles, as well as send you a group starter kit if you request it! As of this writing, there are ten people on the Fellowship Services Team, with a couple of positions still open. One open position is for Team Assistant in general Fellowship Services and the other open position is for Team Assistant, Translations.

The training that new special workers assigned to Fellowship Services receive is complex and ongoing. Members of this team need to have a working familiarity with our main pieces of literature, the Basic Text, *It Works: How and Why*, *A Guide to Local Services in Narcotics Anonymous*, and *A Temporary Working Guide to Our World Service Structure*. The duties of these team members take them repeatedly to these pieces of NA literature as indispensable resources to point members and service committees to where they can find specific answers to specific questions. Team members are trained in all aspects of the World Service Office operation, including the production and business sides of the WSO. They even spend a bit of time getting "hands-on" experience in the shipping department packing orders to get a feel for how literature, keytags, and medallions actually get from the warehouse downstairs to your mailbox.

One feature of Fellowship Services has remained constant for many years: the offering of consistent support and, sometimes, just plain old comfort! When an NA member calls the World Service Office asking for help with a problem he or she may be experiencing at the group level, the call is transferred to #771, Fellowship Services. The questions asked range from seeking an NAWS policy on court cards all the way to the search for coping mechanisms for a group that has two members, an estranged husband and wife who have restraining orders against each other and who both wish to attend the same meeting. Obviously, our office staff does not have the answers to all of the questions that come up. However, one of the major components of training that is most important for these special workers is knowing what to respond to and, occasionally, when to tell the caller that what is being asked is beyond our province. Apart from the unusual and, at times, difficult questions received, there is also the constant stream of requests for group starter kits, *NA Way Magazine* subscriptions, and information seeking the locations of NA meetings all the way from Newfoundland to Johannesburg and Glasgow to Rio de Janeiro.

The Fellowship Services team responds to well over 500 pieces of correspondence a month. Over the past year they have sent out approximately 1000 group starter kits and responded to over 1000 requests from incarcerated addicts asking for resources while "behind the walls." One service the team provides that is greatly appreciated is the updating and annual confirmation of all the registered NA helplines in the world. Every month the Phoneline Directory is updated in our database and on our website, [www.na.org](http://www.na.org), and once a year the team takes a couple of days (in December) to phone each and every helpline number that we have listed from Mississippi to Madrid and confirms their accuracy. This is one way we can catch errors in the system in order to reduce the number of addicts who might phone a helpline and *not* get the meeting information they are seeking.



Two of the fellowship's oldest and most storied publications are produced by Fellowship Services: *Reaching Out* magazine, which is published four times a year in January, April, July, and October; and *Meeting by Mail*, which is published every other month in February, April, June, August, October, and December. *Reaching Out* magazine is for incarcerated and institutionalized addicts who do not have the freedom to attend regularly scheduled meetings of their choice. This magazine contains letters from NA members "behind the walls," as well as those who are back in the community now but who learned about recovery while incarcerated. The *Meeting by Mail* caters to another sector of our fellowship that faces challenges on a daily basis. Members who are housebound due to physical challenges or who live in such isolated places that they cannot attend a regular NA meeting share their experience, strength, and hope via letters to Fellowship Services that are compiled and edited and sent out to 600-plus households every other month.

In addition to all of the above, the Fellowship Services team assistants interface and lend support to our information services division here at WSO. A substantial amount of time is spent inputting data into the system to be showcased at our website, [www.na.org](http://www.na.org). With the implementation of online group registrations and updates, the quantities of registrations we are dealing with have increased, and the staff in information services are working at capacity. The way the system now works is that the group representative completes the registration online, and it is then processed here by an information services technician. In order to keep up with the increased volume, the team members from Fellowship Services devote a percentage of their time to augment the understaffed information services group.

The other component of Fellowship Services, Translations, has its own section in this report and is described in detail on pages 14-15. We believe that the Fellowship Services team provides a crucial link between the NA member and NAWS. It remains their goal that whenever someone calls NAWS for information—whether a professional or a member of the NA Fellowship—they are linked to a helpful and willing team member in Fellowship Services who completes the connection with NAWS.

**This is a translation of a letter, written in Russian, that was sent to Fellowship Services. We made a few edits, but for the most part we have left the letter intact so that you might get an idea of how incredibly amazing it is to consider the distances and continents that our message can, and has, reached!**

*Hello!*

*We hope that we got to the right place and you will be able to understand us in spite of the language barrier. "We" is the first NA group in Kyrgyzstan and probably in Central Asia. September 23, 2000 we consider the Date of our Birth, and perhaps that is why we named our group Equinox. We are located in the city of Bishkek. Our meetings are scheduled on Tuesdays and Fridays from 5:45 to 7:30 pm. Open meeting, last Friday of the month. We do not have a mailing address yet.*

*We are experiencing problems with information and literature (until now we have been using the reprint of White Book [sic] from the Internet and it is not very convenient for distribution). So, we feel kind of outside the Fellowship. We are not complaining, but we just want to get a little of your spiritual support, just say Hi, and to hear a kind word in any language. In general, the geography of our Fellowship is expanding, and now in Bishkek any of our brothers can come and visit us.*

*Good-Bye. Secretary of the group.*

*PS: Please, let us know if you received this letter. If it's possible, inform us in Russian how to register the group.*



## Translations

### We All Speak the Language of Recovery



*This is a letter we received from a member in India as he was taking the "hot-off-the-press" Hindi keytags to the Bombay convention in February 2001.*

"...after taking the keytags, it took me a while to realize that here lies, on my lap, the first ever lot of Hindi keytags ever produced. I had spent three full days at the IRF (Indian Regional Forum) meeting and then this one day getting the keytags.

All my stress and tiredness gave way to gratitude and relief. I was curious and excited to have a look at the keytags, but I thought that I would ask someone from the Delhi or Bombay Literature Translations Committee to do so.

I reached Khandals past midnight, and, with a few members present, we decided that a loner Hindi-speaking member from Jamshedpur would open the box of keytags.

So that was it...many had a glimpse of these and expressed joy and a moment of significance in NA India.

The Bombay Area Convention-8 was nice with over 370 members in attendance."

NA World Services and NA local translation committees (LTC) have come quite a distance since our Basic Text was published in 1983. The fact that we have the Basic Text translated into ten languages (*see page 11*) is a moving testimony to the concentrated efforts of these two service bodies working, in unison, to fulfill the vision of our members having the opportunity to experience the universal message of the Narcotics Anonymous program in their native languages. While we may sometimes get caught up in the day-to-day grind, if we just take a moment to reflect how far we have come and how many countries and cultures have been exposed to the NA message of recovery, we can easily become overwhelmed. Take a look on the next page at all the completed translation projects and pending projects and you will get a sense of the immense amount of work that has been done and is yet to be finished.

The following paragraphs have been excerpted from *Translation Basics*, an information-rich newsletter from the Fellowship Services Translations Team. It has a wealth of ideas, suggestions, points of interest, and helpful hints about how to start and maintain a local translation committee. If you would like to find out more about this and/or other information about translations, please contact the WSO.

*The WSO translations staff is the contact point for the World Board that is responsible overall for assisting translation efforts, as well as administering the evaluation and approval process. All your communications to the World Board [regarding translations] should be sent through the WSO translations department.*

*The first step in beginning translation work is to find out what's already done. Check with WSO to see if any translations of NA literature exist in your language. This may be material that was translated by one or more members some years back, and then "forgotten," or there may be another NA community that shares your language that has completed some translation work.*

*When we receive a request for assistance with translations, we will send any information we have that could be helpful to the specific language group, including the most recent printings of our pamphlets in English. We also have descriptions of translation work experiences that several LTCs have sent us for sharing with other language groups.*

*When it comes to communications, we want to keep it clear. Complications and misunderstandings can happen so easily. Nothing is more discouraging for an LTC than spending a lot of time enthusiastically working on a translation, making progress, and completing a draft, only to have the local fellowship not give approval for its work. It is frustrating that this is often due to nothing more than a lack of effective communication. Good communication fosters a sense of trust and helps everyone involved, from the local fellowship to the WSO and Narcotics Anonymous World Board.*



## Translations Activity Summary

Language	Published		Active		LTC Projects Pending	
	New	Previous	Current	Projects	"wish list" projects	
Afrikaans	0	0	0	0	1	1
Anglicized English	18	13	0	5	1	1
Arabic	0	0	1	1	31	30
Bahasa Indonesia	0	0	0	0	2	1
Bahasa Melayu (Malaysia)	8	7	0	0	0	10
Bengali (India)	4	4	0	0	11	11
Brazilian	23	21	0	1	8	8
Bulgarian	0	0	0	0	5	0
Cebuano-Bisaya (Phil.)	0	0	0	0	4	4
Czech	0	0	0	0	3	3
Danish	0	0	1	0	4	4
Farsi (Iran)	1	0	0	1	14	14
Finnish	16	15	2	2	3	3
French	30	29	2	1	2	4
German	28	27	0	0	4	4
Greek	2	0	0	1	18	22
Hebrew	3	3	1	2	12	12
Hindi (India)	2	1	11	7	4	8
Hungarian	0	0	0	0	0	0
Italian	13	13	0	1	6	6
Japanese *	10	10	1	1	3	3
Korean	0	0	1	1	2	2
Lithuanian	0	0	1	0	22	22
Mandarin	0	0	0	0	3	3
Manipuri (India)	16	12	0	0	12	12
Nederlands	17	14	1	4	3	3
Nepalese	0	0	1	1	1	0
Norwegian	20	17	0	4	2	2
Polish	0	0	1	1	22	22
Portuguese	31	31	1	0	3	3
Russian	3	1	12	2	7	15
Spanish	32	31	4	0	3	3
Swedish	27	25	1	2	9	9
Tagalog (Phil.)	1	1	0	0	0	11
Thai	0	0	1	1	6	6
Tibetan	0	0	0	0	1	1
Turkish	14	14	4	1	12	11
Urdu (Pakistan)	0	0	2	2	13	13
Vietnamese	0	0	0	0	2	2
<b>TOTAL LANGUAGE: 39</b>	<b>319</b>	<b>289</b>	<b>49</b>	<b>42</b>	<b>259</b>	<b>289</b>
<i>Previous Total Language: 42</i>						
<b>TOTAL PROJECTS: 308</b>						
<i>Previous Total Projects: 353</i>						

**Note:** Pending means that projects are in an intermediate or initial development stage and some information is on file with the WSO. Active means that the project(s) are in the stage of evaluation, processing, or production at WSO. Projects counted are: IPs, books, booklets, group reading cards, posters, keytags, medallions. New status in bold.

**Note:** Languages requiring no WSO/NAWS action at this time or about which there has been no communication for over two (2) years: Amharic, Icelandic, Inuit, Kannada, Latvian, Maori, Maltese, Oriya, Punjabi, Sinhalese, Slovak, Swahili, Tamil. These are currently not considered in the language count.

\* No approved glossary but has Little White Booklet published. This literature was created prior to current translations processes.

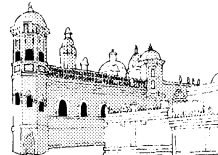
### Published Items

April 1993: 125  
 April 1994: 144  
 December 1994: 150  
 April 1995: 175  
 October 1995: 181  
 February 1996: 186  
 September 1996: 207  
 April 1997: 220  
 September 1997: 215  
 February 1998: 231  
 April 1998: 232  
 October 1998: 246  
 January 1999: 254  
 April 1999: 264  
 April 2000: 289  
 March 2001: 316



# Narcotics Anonymous Meetings

## Worldwide 2000-2001



The comprehensive list below and on the next page shows all the countries and regions currently holding NA meetings worldwide.

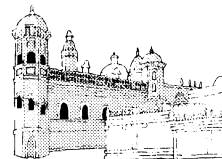
REGION	Groups	Meetings	REGION	Groups	Meetings
ABCD Region	100	106	Ethiopia	1	1
Alabama/NW Florida Region	166	381	Finland Region	31	51
Alaska Region	50	87	Florida Region	376	578
Al-Sask Region	126	146	France Region	65	78
Antigua and Barbuda	2	5	Free State Region	508	675
Aotearoa New Zealand Region	93	99	Georgia (Republic of)	1	2
Argentina Region	77	168	Georgia Region	333	654
Arizona Region	226	377	German-Speaking Region	213	232
Arkansas Region	88	253	Greater Illinois Region	65	124
Aruba	11	46	Greater New York Region	915	1105
Australian Region	251	276	Greater Philadelphia Region	361	515
Austria	2	2	Greece Region	11	38
Bahrain	6	10	Greenland	1	1
Bangladesh	10	20	Grenada	1	1
Barbados	2	5	Guatemala Region	16	93
Belarus	2	8	Guyana	2	2
Belgium	13	21	Haiti	1	6
Belize	2	4	Hawaii Region	88	105
Best Little Region	59	148	Honduras	4	19
Bolivia	7	21	Hong Kong	4	7
Brazil Region	400	910	Hungary	1	1
British Columbia Region	287	334	IRF Region	75	109
Buckeye Region	151	156	Iceland	2	2
California Inland Region	166	192	Indiana Region	244	275
California Mid-State Region	170	288	Indonesia	16	29
Carolina Region	436	907	Iowa Region	182	244
Cayman Islands	1	2	Iran	3	9
Central California Region	203	253	Ireland Region	79	91
Chesapeake/Potomac Region	317	340	Israel Region	37	97
Chicagoland Region	266	324	Italy Region	56	101
Chile	21	65	Jamaica	4	17
China	1	1	Japan Region	55	145
Colombia Region	113	344	Kentuckiana Region	162	245
Colorado Region	77	115	Kenya	18	25
Connecticut Region	241	253	Kuwait	2	3
Costa Rica Region	44	185	Kyrgyzstan	1	2
Czech Republic	2	5	Latvia	1	1
Denmark Region	65	72	Le Nordet Region	61	71
Dominican Republic	11	22	Liberia	4	9
Eastern New York Region	185	216	Lithuania	7	16
Ecuador Region	47	197	Lone Star Region	171	736
Egypt	5	11	Louisiana Region	196	299
El Salvador	16	78	Luxembourg	1	3

(continued on page 18)



# Narcotics Anonymous Meetings

## Worldwide 2000-2001

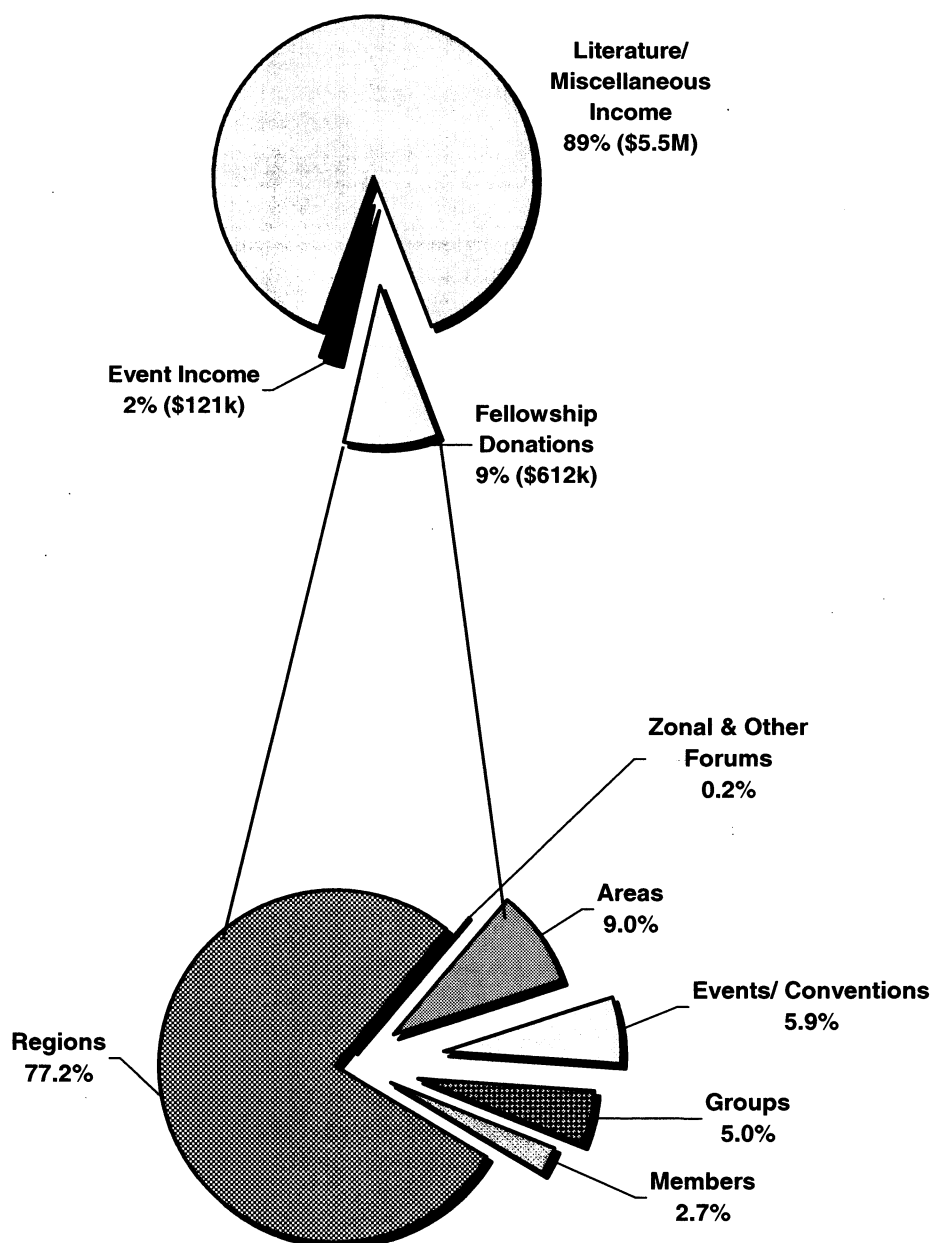


REGION	Groups	Meetings	REGION	Groups	Meetings
Malaysia	8	9	Region Del Coqui (Puerto Rico)	38	60
Malta	2	2	Region of the Virginians	314	415
Marianas Islands	1	2	Rio Grande Region	118	182
Martinique	1	2	Russian Federation	23	85
Metro Detroit Region	376	408	Saint Lucia	2	5
Mexico Region	67	395	Saint Vincent and the Grenadines	1	1
Michigan Region	211	334	San Diego/Imperial Region	353	506
Mid-America Region	114	272	Saudi Arabia	6	21
Mid-Atlantic Region	257	387	Show-Me Region	347	608
Minnesota Region	194	201	Sierra Sage Region	81	116
Mississippi Region	41	159	Singapore	1	2
Montana Region	61	109	Slovakia	1	4
Morocco	1	7	Slovenia	2	6
Mountain Valley Region	103	117	South Africa	51	59
Mountaineer Region	68	90	South Dakota Region	35	69
Mozambique	1	2	South Florida Region	319	479
NA Fellowship (Other)	15	19	South Korea	2	2
NERF Region	12	34	South Mountain Region	10	11
Nebraska Region	70	101	Southern California Region	815	951
Nepal	5	10	Southern Idaho Region	116	145
Netherlands	25	27	Spain Region	64	103
New England Region	367	402	Sweden Region	147	265
New Jersey Region	314	363	Switzerland	6	6
Nicaragua	4	28	Tanzania	2	4
Nigeria	1	1	Tejas Bluebonnet Region	248	599
North East Atlantic Region	96	126	Thailand	2	3
Northern California Region	954	1180	Tri-State Region	410	434
Northern New England Region	118	126	Trinidad and Tobago	27	32
Northern New Jersey Region	347	363	Turkey Region	8	13
Northern New York Region	227	291	UK Region	348	385
Northwest Territories	2	4	Ukraine	4	9
Norway Region	25	28	United Arab Emirates	1	2
Ohio Region	321	388	Upper Midwest Region	38	40
OK Region	143	394	Upper Rocky Mountain Region	56	156
Ontario Region	293	355	Uruguay Region	5	16
Pacific Cascade Region	272	377	Utah Region	80	91
Pakistan Region	11	30	Venezuela	19	67
Panama Region	25	111	Virgin Islands	13	39
Paraguay Region	1	1	Volunteer Region	170	341
Peru Region	25	76	Washington/N. Idaho Region	433	610
Philippines Region	35	55	Western New York Region	144	176
Poland Region	7	8	Wisconsin Region	175	267
Portugal Region	180	195	Yukon Territory	3	9
Quebec Region	226	239	Zimbabwe	2	8
Region 51	34	87			
Region Baja Son	12	78			
			<b>Total</b>	<b>19,668</b>	<b>29,726</b>



## Fellowship Donations

Fellowship Donations:  
Donations Are \$612k or 9% of Total Income of \$6,492,119  
1 July 2000 -- 30 June 2001



Direct Member, Group and Area Contributions  
Are a Larger Share  
of the Donation Pie, but Still Relatively Small  
(Regions Account for 77% of Donations)



## **Staying Connected**

### **Trips That Help Link Our Global Community**

In order to maintain the consistency of this report, the trips we present in the following sections will represent the Unified Budget, which means that these trip reports will be divided into Fellowship Development, World Service Conference, Literature Production and Distribution, and Conventions and Events, instead of being presented all in one section. Fellowship Development trips are basically those trips that will help to foster the growth of NA communities and provide support and services to our members worldwide. The travel related to the WSC and Conventions and Events is clearly denoted, while the trips that are listed under Literature Production and Distribution deal with our marketing efforts in the professional arena. These also include events that we can further develop, thus maintaining the cooperative relationships we have established within these fields.

As our fellowship continues to grow in numbers around the globe, we cannot overlook the importance of our travels not only to developing NA communities outside of the US, but also to those communities that are struggling within the US. On the flip side of that, we need to visit and offer support to NA communities that are thriving as well. We want to make every effort to assist and provide services whenever and wherever possible. Just like the "addict who still suffers" does not automatically mean the "newcomer," we must stay aware of the fact that older and more developed areas and regions have problems, just like the new ones. In our attempt to allocate equitable service to the NA Fellowship as a whole, we examine each travel request to assess its value to the fellowship.

We believe that by our highlighting the travel in this manner, you will be able to see how important these trips are not only to NA as a whole but to the NA communities we visit. It is here that we can see the relevance of the first point of the NAWS Vision Statement, envisioning a time when "every addict in the world has the chance to experience our message in his or her own language and culture and find the opportunity for a new way of life." As we grow globally during this new century, we want to remember that NA is not a secret organization. We are being recognized as positive, effective, and a possible solution to the disease of addiction, not only here in the United States, but also in countries where, as recently as five years ago, NA was not known. We want to further our efforts and foster the impact we are having in these countries, as well as within the professional arenas. Our travels also offer a way to bridge the communications gap that can sometimes exist between world services and the members we serve.

Another component of our travel and fellowship development trips is to continue working on our relationship with society and the public in general. We can see, especially over the last several years, the fruits of our labors, particularly in the professional substance abuse treatment and criminal justice fields. The third point of our vision statement envisions a day when "Narcotics Anonymous has universal recognition and respect as a viable program of recovery." After years of dedicated public relations efforts by many trusted servants and WSO staff, Narcotics Anonymous is receiving a higher level of recognition by the public and in the above-mentioned sectors as that "viable" means to finding recovery from the disease of addiction. This is no small task, and we certainly have not arrived yet! We, as a fellowship, should take great pride in the distance we have traveled over the years. What started as a dream of a few is now a reality for hundreds of thousands of members around the globe.

Lastly, some of the travel NAWS is involved with helps WSO staff to stay current on the many aspects of managing a nonprofit organization. With the dynamic environment of the business world today, it is important that we provide the best opportunities to grow as a business and as individuals. These trips and seminars not only offer the necessary information to enhance our organization's growth, but also provide a greater efficiency for the office and a more prudent use of our resources in order to continue to serve and support the growth of Narcotics Anonymous worldwide.





## Fellowship Development Events/Trips

### EUROPEAN DELEGATES MEETING AND EUROPEAN CONFERENCE AND CONVENTION 27-30 JULY 2000

**Purpose:** Responded to a request for attendance at the semiannual meeting of this zonal forum. WSO staff also interacted with customers for WSO Europe.

**Location:** Lausanne, Switzerland

**Travelers:** Larry Roche, Jon Thompson, WB; Paul DeCock, Anne Peters, WSO Staff

### WESTERN STATES FORUM 4-6 AUGUST 2000

**Purpose:** Responded to a request for attendance and to participate in their quarterly forum meeting.

**Location:** Tempe, Arizona

**Travelers:** Stephan Lantos, Tony Walters, WB

### TWELVE STEP ADVISORY COMMITTEE 8 AUGUST 2000 17 OCTOBER 2000

**Purpose:** Continued interaction with a committee that was created by the California Department of Corrections to improve the interface between twelve-step fellowships and California correctional facilities.

**Location:** Corona, California

**Travelers:** Freddie Aquino, WSO Staff

### WORLD FEDERATION OF THERAPEUTIC COMMUNITIES (WFTC) 1-5 SEPTEMBER 2000

**Purpose:** Continued participation in the biennial meeting of this international organization for public relations purposes.

**Location:** San Francisco, California

**Travelers:** Donna Markus, World Pool; Bob Stewart, WSO Staff

### INTERNATIONAL COUNCIL ON ALCOHOL AND ADDICTIONS (ICAA) 1-10 SEPTEMBER 2000

**Purpose:** Continued our long-term participation in this international organization for public relations purposes. We also facilitated a meeting with participants from four Arabic-speaking local translations committees (LTCs) to assist them in resolving their translation challenges.

**Location:** Manama, Bahrain

**Travelers:** Craig Robertson, WB; Mario Tesoriero, World Pool; Uschi Mueller, Fatia Birault, WSO Staff; two members of the Egyptian LTC

*NOTE: See highlights of this trip on page 22.*

### SOUTHERN ZONAL FORUM 27-29 OCTOBER 2000

**Purpose:** Responded to a request for world services to participate in this zonal forum meeting.

**Location:** Hurst, Texas

**Travelers:** Bob Jordan, Stephan Lantos, WB

### WESTERN SERVICE LEARNING DAYS 27-29 OCTOBER 2000

**Purpose:** Responded to a request for world services to participate in an annual H&I and PI learning days for this zone.

**Location:** Salt Lake City, Utah

**Travelers:** Don Frank, World Pool; Freddie Aquino, WSO Staff

### INDIAN REGIONAL FORUM 2ND INDIAN REGIONAL CONVENTION 9-11 NOVEMBER 2000

**Purpose:** Responded to a request for world services to participate in their multiregional workshops on H&I, PI, and general service. World services also helped to provide travel assistance to delegates from surrounding regions.

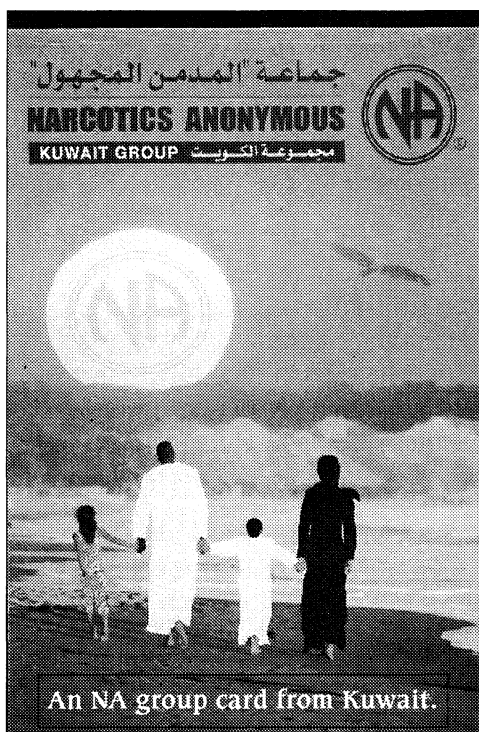
**Location:** Raiwala, India

**Travelers:** Larry Roche, WB; Jeff Gershoff, WSO Staff

*NOTE: See highlights of this trip on pages 24-25.*



## ICAA BAHRAIN



In September 2000, a NAWS travel team consisting of World Board member Craig R, former WB member Mario T, Translations Supervisor, Uschi Mueller, and Production Supervisor, Fatia Birault, traveled to Bahrain, a small, oil-rich country on the Persian Gulf, to attend the 43<sup>rd</sup> International Council on Alcohol and the Addictions, as well as to attend and guide a meeting of NA members from Egypt, Bahrain, Kuwait, and Saudi Arabia and to facilitate the process of translating NA recovery literature into the Arabic language.

This participation in the ICAA meeting continued our long-term attendance at these annual conferences. We exhibited via our exhibition booth, which we shipped to Bahrain for the event. It was manned by the world services travel team, as well as local Arabic-speaking NA members. They were able to distribute NA literature and make many valuable contacts with health and government officials from a wide variety of countries within the region, as well as from China and Eastern Europe.

Attendees seemed particularly interested in general and statistical NA information such as how many worldwide NA meetings are held, how many languages

our literature is translated into, and other generic statistics. There was some excitement for our travelers as they were introduced to the Bahraini Minister of Health and a Sheikha of the Kuwaiti royal family, both of whom seemed supportive of Narcotics Anonymous. In addition, a health ministry official from Praha, Czech Republic, conveyed the information that she was aware of five NA meetings being held in Praha and promised to put them in touch with NAWS. A Chinese doctor employed by the United Nations also shared information about her projects regarding HIV and requested copies of our Cantonese draft literature.

The NA presentation at the event was scheduled for 30 minutes, and attendance was so high that additional chairs had to be brought in. Craig did a NAWS overview presentation and three local members presented a "mock" NA meeting—all to a very attentive, very interested audience!

The Arabic translation meeting went on for over two days, from Wednesday afternoon until Friday evening. There was much ground covered. *Translations Basics*, an informational newsletter for local translation committees, had been translated by local members and was distributed to all the participants.

Although we won't try to present the content of the two full days of discussion here, one example should suffice to show all our members the complexity and extreme sensitivity of discussions such as these. Perhaps the most debate that took place in the entire session was over the term "God as we understood Him." One group felt that this phrase would be offensive to members of the Islamic faith. When an alternative was posed, "God as we believed in Him," another group felt that this would require an agnostic to do something he wasn't prepared to do: believe! It is a tribute to our fellowship and to the love, open-mindedness, and willingness of our members that NA eventually seems to find a bridge over every river that appears before us.



## Fellowship Development Events/Trips

### AMERICAN ACADEMY OF ADDICTION PSYCHIATRY 7-10 DECEMBER 2000

**Purpose:** Participated in this professional association for public relations purposes.

**Location:** Phoenix, Arizona

**Travelers:** Bob MacFarlane, World Pool; Bob Stewart, Johnny Lamprea, WSO Staff

### MID-ATLANTIC REGIONAL LEARNING CONVENIENCE XVII (MARLCNA) 9-11 FEBRUARY 2001

**Purpose:** Responded to a request for world services to participate in their annual multiregional service conference.

**Location:** Lancaster, Pennsylvania

**Travelers:** Jon Thompson, Craig Robertson, Bob Jordan, WB

### ASIA PACIFIC FORUM 3-8 APRIL 2001

**Purpose:** Responded to a request to participate in this forum meeting. Approved up to \$2500 toward travel expenses for delegates from developing communities in the zone.

**Location:** Jakarta, Indonesia

**Travelers:** Jon Thompson, Michael McDermott, Giovanna Ghisays, WB

### CANADIAN ASSEMBLY 8-15 APRIL 2001

**Purpose:** Participated in the annual meeting of this zonal forum.

**Location:** Sainte-Foy, Quebec, Canada

**Travelers:** Susan Chess, David James, WB

### INFORMATION SERVICES EVALUATION 4-5 MAY 2001

**Purpose:** Assessed the archives and made recommendations on how best to catalog them for all of NA World Services, Inc.

**Location:** Chatsworth, California

**Travelers:** Ross MacKay

### ROCKY MOUNTAIN ZONAL FORUM 18-20 MAY 2001

**Purpose:** Responded to a request to participate in this forum meeting.

**Location:** Boulder Hot Springs, Montana

**Travelers:** Jon Thompson, Tom McCall, WB

### LATIN AMERICAN ZONAL FORUM 24-27 MAY 2001

**Purpose:** Responded to a request for world services to participate in this zonal forum meeting.

**Location:** San José, Costa Rica

**Travelers:** Saul Alvarado, Ron Hofius, WB; Shane Colter, Anthony Edmondson, Johnny Lamprea, WSO Staff

*NOTE: See pages 33-35 for an in-depth report on the LAZF.*

### EUROPEAN SERVICE CONFERENCE AND CONVENTION OF NARCOTICS ANONYMOUS 29 JUNE-1 JULY 2001

**Purpose:** Responded to a request for world services to participate in their annual multiregional service conference.

**Location:** Quebec, Canada

**Travelers:** Jane Nickels, WB; Becky Meyer, WSO Staff



## Indian Regional Forum

### 2<sup>nd</sup> Indian Regional Convention

In November, a small travel team was sent to attend and support the Indian Regional Forum meeting in Delhi and then travel to Raiwala (a small town on the upper Ganges River) to participate in the second Indian Regional Convention. The travel team included Larry R, World Board member, and Jeff Gershoff, World Service Office staff.

The convention in Raiwala was a multiregional event, with attendees expected from the Indian Regional Forum (IRF), North East Regional Forum (NERF), Pakistan (whose members were denied visas at the last moment), Bangladesh, Nepal, and some of the more remote regions, cities, and states in India such as Darjeeling and Sikkim.

The regional meeting was held in an exceptionally unique and creative setting. On the roof of a small hotel in Old Delhi, directly above a crowded street of vendors, food stalls, small businesses, buses, and many pedestrians, a tent-like shelter was constructed to keep the direct sun from beating down on the members, though it allowed any breeze to pass through the open sides. Tables and chairs were placed inside the structure.

The IRF turned out to be (to no one's surprise!) a hard-working group that began working early in the morning and continued on into early evening. The agenda was long and arduous, and everyone was determined to finish all of the business in time to travel the hundred miles or so to get to Raiwala, the site of the convention. The NAWS travelers were there as participant observers and responded to frequent questions about protocol, *A Temporary Working Guide to Our World Service Structure*, *A Guide to Local Services in Narcotics Anonymous*, and many other service-related issues. Finally, the whole agenda was covered and everyone was off to the Scouts Railway Camp, Raiwala, for the second IRF Convention.

The NAWS travelers shared a car with the IRF chair and the Mumbai RCM for the ten-hour drive to Raiwala. This was a valuable time for talking about service, service structure, personal recovery, and establishing the one-to-one relationships necessary to be able to continue to interact productively during the course of the year when the two parties involved are on exact opposite points on the Earth. If you look at a globe, you will see that India is just about exactly on the other side of the world from California!

Hardiwar and Raiwala are the twin communities in the far northern tip of Uttar Pradesh state in north central India, where the Second Regional IRF convention was held. The actual venue was the Scouts Railway Camp. It was exactly that—a campsite for rest, established for the scouts and officers during the building of India's railroads. There were a couple of permanent bungalow-type buildings that served for administration (and in our case for the PI and general service workshops—see below), and a very large grass-covered meadow for pitching tents. Of the few hundred Indians, Nepalese, and Bangladeshi members attending the convention, the vast majority stayed in the large tents erected by the convention committee; the remainder of the Indians and the western visitors stayed at a nearby hotel. To begin to get an idea of what the scene here was like, you have to consider this: The very weekend that this convention was scheduled turned out to be a weekend for a major Hindu pilgrimage to the Mother Ganges River, where Hindus and many Indians believe they are blessed and their souls cleansed when they bathe in the river. The site on the river that was the epicenter of this pilgrimage was Rishikesh, a very famous site and shrine in its own right about 20 miles from the Scouts Railway Camp. One million people were expected to make this pilgrimage from all over India. One million people would be descending on the same spot that 300 NA members were descending on for the IRF convention! We know how addicts can shine and excel in unusual



Display of various NAWS non-English flyers.

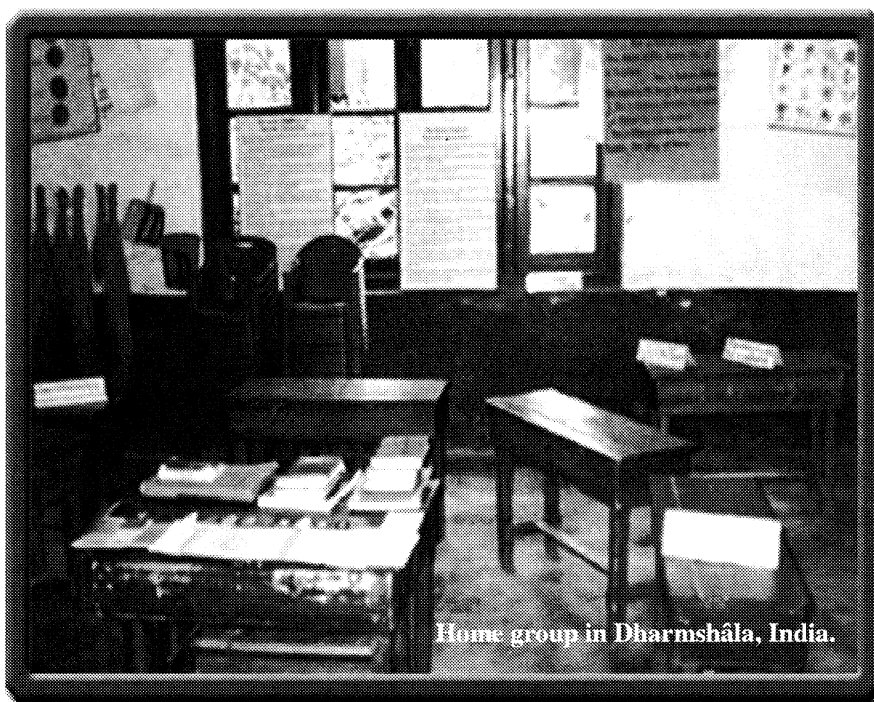
or trying situations. Everyone should be proud of the fellowship members, and particularly the host committee, for their tolerance, good humor, understanding, and general good attitude during this convention. To get anywhere beyond a 100-yard radius or to get a cab was nearly impossible for the next three days. As it was, the convention came off without a hitch.

The assignment for the NAWS representatives was to conduct two workshops, speak at the Sunday morning meeting, and generally be available to provide resources and gather information regarding local issues and problems that we might be able to respond to. The two workshops (one on PI service, the other on general NA service) were 2½ hours each and were conducted in one of the administration buildings. Both workshops were well attended and extended well beyond the assigned time to address questions and discussions. Both Larry and Jeff were very impressed with the hunger for knowledge regarding all aspects of service that members exhibited (many of whom have less than one year clean time). In addition to the workshops and other interactions detailed above, there was an extended meeting between the NAWS travelers

and representatives of both the Delhi and Mumbai Local Translations Committees (LTCs), which covered a series of issues that were holding up approval of Hindi keytags and the Hindi translation of IP No. 1. Also, a series of meetings were held with the members from Nepal, Bangladesh, Darjeeling, Manipur, Sikkim, and Dehradun to exchange information and do some fundamental problem solving and networking.

Probably the two things heard most were the need for more literature to be available and for more literature in the local languages. Also, the desire for more service-related workshops to be held in South Asia was a theme repeated over and over again.

This proved to be a very rewarding and effective trip for NAWS. Hundreds of addicts from local fellowships who would never have had the opportunity otherwise got to interact with NAWS representatives. Ties were established that have developed into communication links through email and the Internet. Not all of the problems could be immediately addressed, but we are at least aware of the needs and desires of the South Asian fellowships and have begun addressing them.



Home group in Dharmshala, India.



## **Fellowship Publications**

### ***The NA Way Magazine***

*The NA Way Magazine* is our fellowship's magazine and is published quarterly in January, April, July, and October in English, French, German, Portuguese, and Spanish. We have mailed 124,965 copies for the year 2000-2001—112,349 English, 2,102 French, 1,218 German, 4,111 Portuguese, and 5,185 Spanish. The magazine gives us an opportunity to share our voices with one another in a recovery-oriented format. Besides publishing articles from the fellowship, there are also updates about new products available from NAWS, non-time-sensitive updates about general-interest world service activity, an events calendar, items about local NA communities, and a variety of other material. When new groups and service committee contacts register with NAWS, they can request the magazine by checking the box on the registration form. The magazine is also available upon request to any NA member or interested professional, and can be viewed at [www.na.org](http://www.na.org).

### ***Reaching Out***

*Reaching Out* is a newsletter for incarcerated NA members, prison libraries, correctional officials, and registered H&I committees. It is published in English four times a year—January, April, July, and October—and for the year 2000-2001, we have mailed 29,838 copies.

### ***Meeting by Mail***

Published every other month in English, it contains the written sharing of members of the NA Loner Group. This periodical was started in the mid-1980s so that NA members who are isolated by geography or circumstance would have the opportunity to share with one another. Nonloners can participate in the Loner Group as sponsors, pen pals, and members. We distributed over 4,000 copies for the 2000-2001 fiscal year. This publication cannot be sent to institutions.



## **Database Project Update**

We are still testing the web-enabled database feature that will allow your designated trusted servants to update the information directly in the new database. It is a constant struggle to keep the backlog manageable and up-to-date. The long-promised mass mailing to all NA groups and service committees is drawing closer, but as of this report has not yet been completed. While the online form to register new groups and/or update existing group information is available in English and Spanish only at this time, we still would like to encourage you to register and/or update your group/meeting information as soon as possible. If you have Internet access, you can download the forms in English, French, German, Portuguese, and Spanish. You can either mail or fax them to the WSO. These forms are also available upon request.

With the new International Meeting Locator now on the official Narcotics Anonymous World Services website, [www.na.org](http://www.na.org), the importance of the underlying information being as accurate as possible is essential. Only with your help can we continually improve the accuracy and assist the still-suffering addict, as well as addicts who travel to locate NA meetings. Another major benefit will be improved distribution, providing lower mailing costs for the various publications NAWS produces—from *The NA Way* to *NAWS News*.



## Website for Narcotics Anonymous World Services

Hopefully, many of you have visited the official website for Narcotics Anonymous World Services—[www.na.org](http://www.na.org)—a few times over the past year! The Information Systems Team at the WSO has worked hard to incorporate as many shortcuts as possible in order to make it efficient and user-friendly. We're pleased to report that the interactive page that gives convention committees the ability to post and update their own convention information on the NAWS website continues to work well; however, the fellowship does not appear to be using the calendar to its full potential. This web-based calendar is the basis for the events calendar still published quarterly in *The NA Way*. The great advantage here is that the online calendar lists all known events for *years* into the future! *The NA Way* only lists the next few months in advance. More frequent use by more registered groups, areas, and regions of NA events would make it a more helpful planning tool.

Another great feature available at our website is the ability for members to register online for specific NAWS events. We are utilizing this capability to register for the upcoming Worldwide Workshops and the 29th World Convention in Atlanta, Georgia, on 4-7 July 2002. You can register for the world convention, as well as make your hotel reservations. At the time of this report, we are in the process of establishing the ability to make your airline reservations here, too. Please keep your eyes open for progress reports on this exciting new link! For more information, check out [www.na.org/event-reg.htm](http://www.na.org/event-reg.htm).

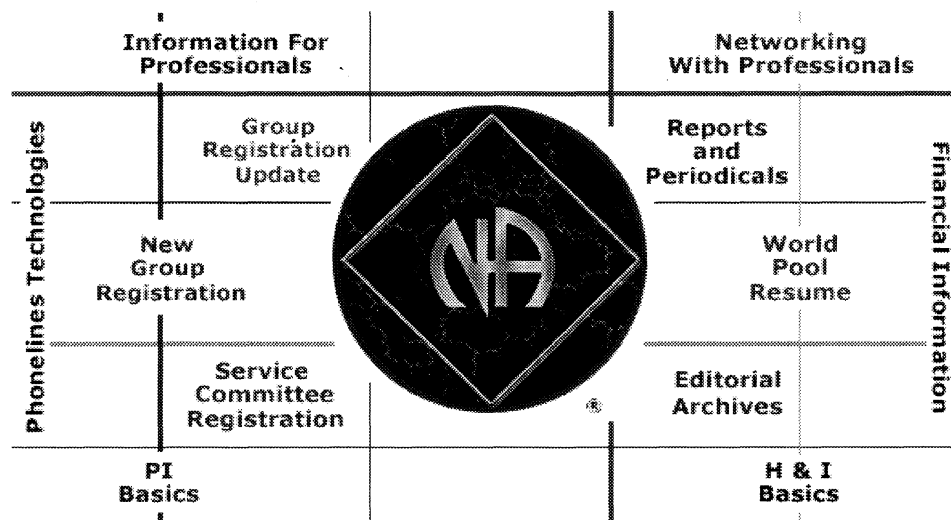
As mentioned earlier, the online meeting directory and locator is also available. If you haven't checked it out lately, please take a tour of its capabilities. Remember, this feature offers many benefits for our fellowship on a worldwide scale. NA members, newcomers, and the public (family, professionals, institutions, etc.) that are trying to find an NA meeting can go to the directory and locate one. Basically anyone with Internet access can find an existing registered NA group meeting anytime and anywhere in the world!

If you have any questions or need additional information about anything in this report or others, you can always contact the WSO through the website and make your request.

[www.na.org](http://www.na.org)



**Narcotics Anonymous<sup>®</sup>**  
**World Services**





## **Public Relations: NA's Link to Society**

We believe there is a tremendous opportunity for the Fellowship of Narcotics Anonymous to approach the broad range of issues pertaining to public relations with a fresh, newly focused, and global vision. Our Fifth Tradition is the central point of all our public relations endeavors. Expanding these efforts will help us better fulfill our primary purpose by making NA known to suffering addicts who may not be aware of our program and what we have to offer.

The long-term PR plan we hope to create will help us develop a unified fellowshipwide understanding, especially at our group and area levels, of how our public information efforts are a vital part of public relations. Our plan will also serve to provide guidance to us in all of our public relations activities. Today, many doors are open to NA. Because of the increased visibility and respect that our fellowship is enjoying more and more, we are in a position to move forward through the uncertainty that sometimes held us back in the past. This newfound credibility, with both the general public and professionals, is something we could only dream about 15 or 20 years ago. We hope to learn from our past efforts, though, and make better-informed decisions today, while continuing to make public relations an even more proactive activity.

Up until recently, NA did not actively seek to have much interaction with the public. Most of the efforts we exerted in the past were done by us and for us. We did not invite the public in, especially to our meetings, groups, or conventions—NA was much like a secret society—and for a number of years, that worked for our fellowship. However, while the face of addiction has not changed over time, the public view of addiction and its treatment has slowly changed.

We now recognize the importance of becoming more visible in the treatment and corrections arenas, since the first link to learning about Narcotics Anonymous is not always the addict. A variety of complex issues challenge our fellowship. These include drug courts, mandatory treatment, mandatory meeting attendance, etc. How we respond to these issues will determine to what degree our image as a viable source of recovery from the disease of addiction is elevated. In other words, we need to make ourselves available so that people can find us. One example of this is our participation in a videoconference with the National Institute of Corrections scheduled for August 2001. We will provide information about NA to an estimated audience of 15,000 people within the criminal justice system. A large part of that presentation will revolve around communications, especially, how to contact us.

In developing this global public relations vision and directive, we're focused on the importance of reaching out not only to the public, but also to NA members everywhere. The NA members themselves will be our most vital link to the public, for public relations' most generic definition is simply "relating to the public." How we act as individuals, within NA and out in the public arena, is a direct reflection of who we are and what we have to offer. As we move forward, we will invite your ideas, suggestions, and feedback on this plan's development.

During our meetings this year, we engaged in several comprehensive discussions regarding the basic philosophical themes and concerns about public relations, and how they relate to NA and the public and/or society, as we understand it. These discussions will provide a foundation and help us take that first step in identifying the priorities and goals necessary to define the direction of our public relations work. We affirmed the need not only to improve the general public's awareness of the NA program of recovery, but to improve our fellowship's awareness of public relations.

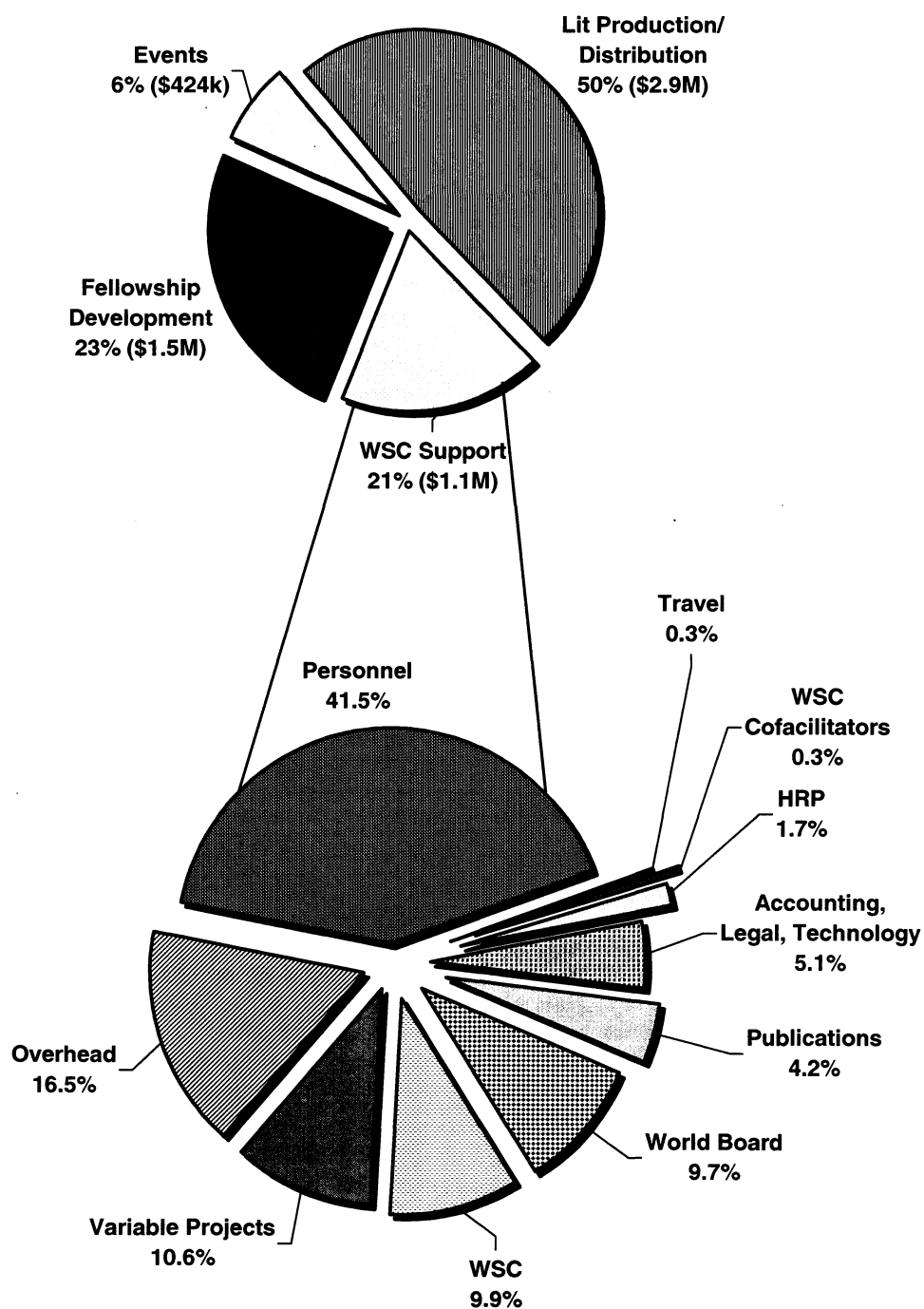
One of our in-depth dialogues included what "public" really meant. It was clearly apparent that this seemingly innocuous word—public—in and of itself has a variety of meanings. The public relations challenge will be how to compare all these global differences with the word *public* and how to address each one. NA communities around the world have many different levels and stages of development. To be more effective in this area, then, our efforts must be more inclusive so that our PR vision can become a practical reality.





# World Service Conference

**Breakdown of WSC Support Expenses:**  
**\$1.1 Million or 21% of Total Expenses of \$5,843,047**  
**1 July 2000--30 June 2001**





## The 2002 World Service Conference Summary of Plans

We are at the point in this first two-year conference cycle where the plans for the *Conference Agenda Report* for WSC 2002 are becoming clear. We are planning to include a significant report about literature issues in the *Conference Report*. However, this report will not contain any motions. We believe that a portion of our report to the fellowship in the *CAR* should focus on the fact that we have an unparalleled opportunity to look at why and how we develop literature in NA, get people to begin to look at the bigger picture, and then talk about the specific tasks in front of us—the sponsorship project and the Basic Text evaluation.

We are planning to place a motion in the *Conference Agenda Report* to discontinue the process of selecting issue discussion topics through the *CAR*, but we will continue with the issue discussions themselves. We do not believe this process has worked well over the years. While the issue topic discussions themselves are clearly enjoyed and wanted by conference participants and many members of the fellowship, the *process* for selecting topics is not embraced by everyone. Very few topics have been submitted since the process began in the mid-1990s, and conference participants haven't been happy with all of the choices. In addition, many groups don't feel they should be asked to discuss the selection of topics in their home groups. The worldwide workshops, regional workshop settings, world service meetings, and convention workshops all offer excellent opportunities for these discussions to occur, in addition to being presented at the WSC meeting. We have not settled on a replacement process, but hope to receive input and discuss this at the upcoming World Service Meeting.

Other works-in-progress are headed down the conference-approval track for consideration at WSC 2002. As you may recall, this means all conference participants will receive materials in a mailing prior to the conference, but it won't be in the *CAR*. This is part of the new Process for Approval of Service Material (adopted at WSC 2000), which provides for this conference-approval track.

As is normal and customary every conference cycle, you can expect a series of changes to *A Temporary Working Guide to Our World Service Structure (2002 Edition)*. There are a great many individual changes that we are proposing in this service material, including changing the title to *A Guide to World Services in Narcotics Anonymous*. In past years, changes to *TWGWSS* have been made through the *CAR*-process. We have heard an outcry from the fellowship to not burden the groups with the details of world service policy and procedure matters. We will propose all of the proposed changes to *TWGWSS* using the new conference-approval track.

The WSC committed two motions to the board at WSC 2000. One concerned putting standing rules of order for the conference in *TWGWSS*. The other motion asked for a simplified summary of the service structure in *A Guide to Local Services*. As we do every year, we are in the process of reviewing the rules of order for the next conference. We have gone back and forth about the pros and cons of putting them into *TWGWSS* at this time. We are leaning toward doing so, but as we have not made progress on the rules for WSC 2002 yet, we have not included anything in the current draft of *TWGWSS*. As far as *A Guide to Local Services* summary, we agree that a simplified description of the service structure is a good idea. We're trying to create something that will become a useful service tool. We're still working on a draft.



## **NAWS Publications**

### ***NAWS News***

*NAWS News* gives an overview of world service activity, with a particular emphasis on World Board projects. It is published following World Board meetings and the World Service Conference. *NAWS News* is currently available in English, French, German, Portuguese, and Spanish. It is distributed automatically to conference participants and registered area and regional service committees. The mailing list consists of the above groups, but individuals can request copies of this periodical after each mailing or download and print it from the NA website, [www.na.org](http://www.na.org).

### ***Conference Agenda Report***

The *CAR* is published and distributed a minimum of 150 days prior to each World Service Conference, with translated versions released a minimum of 120 days prior. It contains information about all of the relevant business, discussion sessions, and other activities scheduled to take place at the upcoming WSC that the fellowship is being asked to consider and form a fellowshipwide group conscience on. At present, the *CAR* is published in English, French, German, Portuguese, Spanish, and Swedish. It is distributed automatically to conference participants and regions. Additional copies are available for purchase at cost or free to download at [www.na.org](http://www.na.org).

Regional motions must be submitted 240 days prior to the WSC and should include a written intent. Regions can include 150 words to describe the meaning behind their motion. The WB includes a recommendation so that the fellowship is provided with as much information as possible in order to engage in discussions when reviewing the motion.

### ***Conference Report***

A comprehensive and detailed report of world service activity is published as the reporting needs of world services require. This report contains information regarding the status of major world services projects, suggestions for new work, and difficulties that have been encountered. It also includes reports from the World Board, the Human Resources Panel, and any region or zonal forum that wishes to submit material. The frequency of publication may change from year to year, and conference participants are provided with the schedule for each year ahead of time. It can also be accessed online at [www.na.org](http://www.na.org).

### ***NAWS, Inc. Annual Report***

The *NAWS, Inc. Annual Report* covers each fiscal year of NA World Services. The fiscal year ends 30 June, and the annual report is published in late September. It is distributed automatically to conference participants and regions. Additional copies are available for purchase at cost or for free download at [www.na.org](http://www.na.org).

### ***NAWS Quarterly Financial Report***

This is a summary of travel decisions made for world services and quarterly financial updates. It is published in English and distributed automatically to conference participants and regions.



## World Service Conference Events/Trips

### WORLD BOARD MEETING

12-15 JULY 2000  
12-14 OCTOBER 2000  
11-13 JANUARY 2001  
19-24 APRIL 2001

**Purpose:** Meeting of the WB of NAWS, Inc. These meetings were held at the WSO headquarters in Chatsworth. The committees usually met one to two days prior to the WB meetings. The WB committee meetings are listed separately. Please see below.

**Location:** Chatsworth, California

**Travelers:** 19 World Board members; assigned World Pool members, assigned WSO Staff

### HUMAN RESOURCE PANEL MEETING

11-12 AUGUST 2000  
9-11 NOVEMBER 2000  
23-24 FEBRUARY 2001

**Purpose:** Meeting of the HRP.

**Location:** Chatsworth, California

**Travelers:** James Eppolito, Mike Lilly, Garth Popple, and Charlotte Sondag, HRP

### WORLD BOARD FELLOWSHIP RELATIONS COMMITTEE MEETING

28-29 AUGUST 2000  
15 OCTOBER 2000  
10 JANUARY 2001  
9-11 FEBRUARY 2001  
14-16 APRIL 2001

**Purpose:** Meeting of the WB Fellowship Relations Committee.

**Location:** Cartagena, Colombia

**Travelers:** Michael McDermott, David James, Ron Hofius, WB; Michael Lee, WSO Staff

### WORLD BOARD PUBLICATIONS COMMITTEE MEETING

27-29 SEPTEMBER 2000  
7-9 JANUARY 2001  
23-24 APRIL 2001

**Purpose:** Meeting of the WB Publications Committee. World Pool members attended the January meeting.

**Location:** Chatsworth, California

**Travelers:** Stephan Lantos, Bella Blake, Giovanna Ghisays, Tom McCall, WB; Wally I, Andrea L, Joanna M, Vivianne R, World Pool

### WORLD BOARD PUBLIC RELATIONS COMMITTEE MEETING

11 OCTOBER 2000  
15-17 DECEMBER 2000  
18 APRIL 2001  
15-16 JUNE 2001

**Purpose:** Meeting of the WB Public Relations Committee.

**Location:** Chatsworth, California

**Travelers:** Saul Alvarado, Claudio Lemionet, Craig Robertson, WB

### WORLD BOARD GUARDIANS COMMITTEE MEETING

15 OCTOBER 2000  
10 JANUARY 2001  
10 MARCH 2001  
22 APRIL 2001  
26 JUNE 2001

**Purpose:** Meeting of the WB Guardian Committee.

**Location:** Chatsworth, California

**Travelers:** Susan Chess, Larry Roche, Daniel Schussler, WB

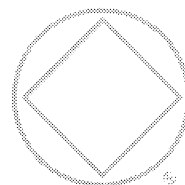


## The Latin American Zonal Forum

The fifth Latin American Zonal Forum (LAZF) took place 24-26 May 2001 in San José, Costa Rica. NA World Services was there to share experience, strength, and hope. In addition to the two World Board members and three World Service Office staff members, representatives came from most of the Latin American communities where NA exists. The agenda was quite ambitious for the three-day service meeting. There was a real determination to explore and resolve some long-standing zonal issues, such as FIPT (Fellowship Intellectual Property Trust) concerns, personal story development for the Spanish Basic Text, literature distribution, and self-support. NAWS was able to assist the forum by sharing its experience throughout this meeting, as well as learning some new things about the fellowship in these communities. It proved to be an extremely gratifying and productive exchange for everybody.

Occurring simultaneously with the biennial forum is the Latin American Convention of NA. Hundreds of addicts came to help make the whole event as successful as it was. There were locals and other members from throughout the Americas, as well as members who came from as far away as Europe. There were many present who hoped to relive some of their 28<sup>th</sup> World Convention experience in Cartagena, Colombia, just eight months prior. And they were not disappointed! There was the ever-present warmth, exuberance, and love that are so typically Latin, accompanied by the music, dancing, and sharing from the heart that occurred. This forum/convention coupling seems to provide the atmosphere of recovery so necessary in keeping our primary purpose foremost in the hearts of anyone and everyone attending this event.

At the 1999 LAZF, the forum decided to use consensus-based decision-making. At this fifth LAZF, whenever consensus was not immediately achieved, the Executive Committee allowed for further discussions to attain consensus, and voting became a rare necessity. Voting took place only when strong opposition existed on a particular issue. In Ecuador, the membership decided to implement this Executive Committee, which consists of four members. This service entity provided invaluable leadership to the forum and NAWS in terms of maintaining communications, event organization, and agenda development. NAWS was able to effectively respond to the needs of the forum due to the high communication standards set by this forum leadership.



### A Short History of the LAZF

*The LAZF began in 1993 as a means of sharing information and experience by creating the network of the forum. It took place in Peru, and at that time it was called the Latin American Conference. There they began the preliminary work. They decided to meet every two years and chose Brazil as the next site of the event, where five regions attended. In 1997, the event took place in Argentina and nine regions participated. Thirteen regions made up the conscience of the fourth LAZF in Ecuador, where the forum decided to change the name to the Latin American Zonal Forum. This fifth LAZF, the first to be held in Central America, had an incredible attendance of twenty regions. This included first-time attendees from Nicaragua, Honduras, and the new Occidente Region in Mexico (consisting of parts of Western Mexico). The communities of NA in Latin America are growing at terrific rates. The LAZF, in partnership with NAWS, hopes to foster that growth and remain a viable resource to the recovering NA communities by providing experience, along with service and recovery tools, to this developing locale.*



As part of the agenda, a presentation was made by NAWS concerning the FIPT. Some members of the fellowship are aware of the existence of the FIPT, but few are aware of its workings. NAWS was able to provide a detailed explanation of this complicated legal instrument at the forum. Several questions were asked and answered, ranging from local literature printing and fellowship usage rules to enforcement responsibilities and websites. At the end of a lengthy and productive discussion, the participants knew more about their own responsibilities as members and as regional delegates.

The Spanish-speaking community has long hoped for a complete Basic Text, that is, Book One and Book Two. In Costa Rica, the forum developed criteria and a target date to begin the development and selection process of personal stories to complete Book Two. It was less attractive to the community to merely translate the stories from the English. What was more attractive was the potential to have stories reflecting their own culture more accurately, with a perspective of the Latin experience of addiction and recovery in NA. The personal stories project holds much promise for this community of recovering addicts.



Literature distribution was another topic of discussion in San José. Taking into consideration tariff and customs issues, as well as cost-effectiveness, distribution is a huge challenge to the fellowship—not just in the Latin American zone, but globally. Various scenarios and ideas bounced back and forth in this discussion. An ongoing effort of NAWS has been to monitor changes in the climate of customs and taxation and to work toward better relations with local regulatory authorities in each Latin American nation. As local fellowships grow and develop cooperative relationships through public information efforts with local agencies, the fellowship may begin seeing fewer obstacles in the way of distribution.

Several regional delegates gave examples of their communities' economic realities. In Argentina, the fellowship has agreed to pay higher literature prices in order to provide services to its members and to reach newcomers. The Bolivian delegate shared that the cost of the Basic Text is equal to one-fourth the average monthly income, yet the fellowship is growing and developing. The Occidente Region asked its members to give a set rate equivalent to \$10.00 (USD) a month to be divided amongst its service entities. And, in Nicaragua, many members have quit smoking in an effort to provide a Seventh Tradition. The Nicaraguan delegate reminded the forum that, though they might not be able to give much in the way of financial support, it does not mean that they have nothing to offer. This sentiment—that everyone brings something to share in the way of experience and hope—was felt throughout the event. Simply participating in the conscience development of the LAZF contributes to the forum's self-support.

The forum was also a reminder that self-support starts with the willingness and desire to achieve it. This was reflected by several of the regions funding themselves to the event. Travel within South America is very expensive and beyond the means of most of the Latin American communities. NAWS not only funds its travelers, but also funds the travel of most of the delegates so that the forum itself is possible. The fact that several of the communities partially or fully funded themselves reveals the effects of the principle of self-support put into action.



The issue of self-support is often sensitive. The leadership of the LAZF decided to put the topic of self-support on the agenda and the participation and discussions around this area were lively, frank, and productive. NAWS was able to share about the principle of the "therapeutic value of one addict helping another," taking that to the world level, wherein NAWS assists a newcomer community. When that community becomes a responsible, productive member of the worldwide fellowship, that community may be able to help the next emerging community. From NAWS' perspective, that is its mission: the fulfillment of our primary purpose. Income from literature sales and fellowship donations provide the funds to make this sort of fellowship development possible. Ultimately, the Seventh Tradition and self-support are part of every NA community's priority list, and Latin America is no different.

Other announcements made at the forum included the news of NA groups begun in Cuba and Paraguay. NAWS had no news of any fellowship presence in Cuba until this year, and it was heartening information. It appears that some members from another country had traveled to Cuba and left behind some NA literature that they had taken along. The visit, in conjunction with the literature, apparently fostered the desire to start an NA group in that country. We are now aware of at least three NA groups in the greater Havana area.

There have been attempts in the past to establish NA in Paraguay, a geographically isolated country in the middle of South America. We recently received correspondence from the country, with the information that groups had been started and that a base for the fellowship to grow was strong. Also, neighboring countries have been contacted by the Paraguayans and are able to provide assistance to the fledgling community.

NAWS has provided free group-starter kits for both of these communities, as well as packages of literature. This is a routine function of Fellowship Development. Cuba and Paraguay represent recent examples of NAWS commitment to fellowship development and the primary purpose of the NA program. When it is said that the "therapeutic value of one addict helping another is without parallel," it is easy to feel a sense of pride to know that that sentiment is being carried globally.

After the LAZF in San José, there was a meeting of the Central American and Caribbean delegates to discuss the future of collaborative efforts among their communities. This meeting proved to be an effective sharing session, which included NAWS participants, and several decisions were made. For a number of years, many of the established Central American communities had helped the emerging fellowships with service workshops and literature, as well as simply fostering a sense of unity and comradeship in that part of the zone by the sharing of their experience. The communities involved in this effort called themselves the Central American/Caribbean Zonal Forum (CACZF).

One of the decisions to come out of this meeting was to change the name of the effort to "The Meeting of the Central American and Caribbean Trusted Servants." The participants of this meeting felt that having two forums in one zone had the potential to become controversial and chose to avoid such a situation. This resolution showed how principles in action could effect simple change smoothly.

A step toward maintaining effective communication was the creation of two elected trusted servant positions. This chair and vice chair have the responsibility to coordinate the efforts of the meeting and to provide points of contact for other entities, such as NAWS, the LAZF Executive Committee, and other regions and NA communities. Members from Guatemala and Nicaragua, respectively, were chosen.

Fellowship development in Latin America is moving forward. In many places, communities are growing rapidly. In others, growth is slower, more measured. Nonetheless, the message of Narcotics Anonymous is being carried farther than at any time in our history. Frontiers remain, but it is only a matter of time, for, as we know, the disease of addiction knows no boundaries and is not constrained by culture or geography. Latin America was once considered one of these frontiers. Today, Latin America has added more power to the expression "the lie is dead; we do recover."



## World Service Conference Events/Trips

### WORLD BOARD EXECUTIVE COMMITTEE MEETING

11 OCTOBER 2000  
9-11 NOVEMBER 2000  
9-10 JANUARY 2001  
15-17 MARCH 2001  
18 APRIL 2001

**Purpose:** Meeting of the WB Executive Committee.

**Location:** Chatsworth, California

**Travelers:** Jon Thompson, Jane Nickels, Cary Seltzer, Bob Jordani, WB

### WORLD BOARD EVENTS COMMITTEE MEETING

11 OCTOBER 2000  
12-13 NOVEMBER 2000  
10 JANUARY 2001  
23-24 FEBRUARY 2001  
18 APRIL 2001

**Purpose:** Meeting of the Events Committee. Two previous world convention corporation members attended the November meeting on a one-time basis to help frame discussions on the future of the world convention for the board.

**Location:** Chatsworth, California

**Travelers:** Lib Edmonds, Tony Walters, Cary Seltzer, WB; Mitchell S, Gary G, World Pool

### WORLD BOARD FELLOWSHIP RELATIONS COMMITTEE REGIONAL SEATING WORKGROUP 22-23 APRIL 2001

**Purpose:** Meeting of the Regional Seating Workgroup.

**Location:** Chatsworth, California

**Travelers:** Michael C (RD, Spain Region), Seth P (RD, Rio Grande Region). Mukam D (RD, New Jersey Region) was selected but was unable to attend.

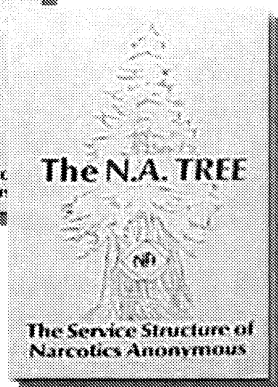
### NA WORLD SERVICES WORLDWIDE WORKSHOP 29 JUNE-1 JULY 2001

**Purpose:** The first worldwide workshop!

**Location:** Burnaby, British Columbia, Canada

**Travelers:** Ron Hofius, David James, Michael McDermott, Susan Chess, Craig Robertson, WB; Anthony Edmondson, Michael Lee, Elaine Adams, Eileen Perez-Evans, WSO Staff

**NOTE:** See page 38 for an overview of this historical meeting.







## Communication: The Key to Staying Connected

In *A Temporary Working Guide to Our World Service Structure* it states: "The foundation of the conference work cycle is communication, in order to create an effective dialogue between world services components, including delegates, and the fellowship. Communications that encourage new ideas, open participation, and the opportunity for dialogue help to build consensus and promote unity. To be successful, information must move smoothly and openly, back and forth. The responsibility for good communication falls on everyone.

"Communication in between meetings of the conference prepares conference participants to act as fully informed conference members at the next meeting. It becomes as important, if not more so, than the time spent at each conference meeting. The cycle between conferences is when most of the work, approved at the previous conference meeting, is being accomplished by world services. Communication during the cycle takes three basic forms: reports, input into the process for new projects, and participation in the worldwide workshop system and other events."

As we stated in the Foreword of this report, you may have already read much of the information presented here. We hope that you have, because that would mean that we are doing our jobs and getting all the necessary facts out to you so that you can help your groups, area, and/or region make informed decisions regarding the fellowship we all love and respect. In addition to the reports and periodicals we publish throughout the year, we have initiated the worldwide workshop system during this inaugural two-year conference cycle, to assist us all with staying connected not only through written communication but with face-to-face meetings as well. *TWGWSS* also goes on to further explain these workshops on page 9: "...world services also plans and coordinates a worldwide workshop system in conjunction with delegates and zonal forums [up to six workshops between WSC 2000 and WSC 2002]. These workshops will be rotated throughout the fellowship and are intended to help world services learn first-hand about fellowship issues and concerns and to create an opportunity for dialogue, service training and workshops, and exchanging experience with our principles. Members and trusted servants from all service levels are encouraged to participate. The actual agendas for the workshops will be developed with the delegates and zones involved to identify the goals, objectives, and issues to be addressed at each workshop."

We worked with the British Columbia region to coordinate the first-ever(!) worldwide workshop that was held in Burnaby, British Columbia, Canada from 29 June to 1 July 2001. We are pleased to report that it was a resounding success! There is more on this exciting "first" on the following page. It is important to keep in mind that the worldwide workshops, besides having a different approach to creating a specific agenda for each one, also have a different objective. These workshops strive to focus on both recovery and service by exchanging our collective experience, strength, and hope. This exchange is just that—a two-way street, a dialogue between NAWS and the NA member. Hence the title chosen for this cycle, *Making the Connection—NA Members and NA World Services*. We want not only to include world service issues in these discussions/workshops, but to open communications regarding fellowship issues and needs within the local NA communities. It is also our vision that these worldwide workshops would work to complement many of the fellowship development trips we take, and not in any way replace these vital contributions to continuing to build our presence on a global scale.

We are looking forward to examining the benefits our fellowship will reap from these workshops, and, of course, we will have a clearer picture of those benefits as each workshop is completed. If you have any questions regarding the workshop system, please contact us. For more information about how to reach us, refer to page 8 of this report.



## **Connecting with a Winning Combination First-Ever Worldwide Workshop a Success!**

*The following report was first presented in the August 2001 Conference Report.*



By all reports the first Worldwide Workshop, held in Vancouver, British Columbia, from 29 June to 1 July, was a resounding success. It was definitely something new that we've never tried quite this way before. Through emails, letters, and telephone calls, members from as far away as Saskatoon, Baltimore, and San Diego expressed their enthusiasm for the event and the wish that a worldwide workshop come to their hometown someday. No fewer than 20 RDs and ADs attended the Vancouver event, with a total attendance of approximately 400 members.

Friday night had a very nontraditional opening meeting. There was a combined recovery and service focus. The purpose was to introduce the weekend, to introduce the travelers from NA World Services, and to introduce members to each other. An overview of world services focused on breathing life into the event theme: "Making the Connection—NA Members & NA World Services."

Over Saturday and Sunday, there were twelve topic workshops. (We planned two to three per time slot, so there were many opportunities to make choices!) Topics included general history of NA, accountability, conduct, sponsorship, literature development, medication in NA, court cards/attendance verification, and one other H&I/PI-related workshop. A general session on Saturday morning focused on local grass-roots issues. Saturday night included a recovery speaker meeting. A dance sponsored by the host committee followed.

Sunday included morning workshops followed by a general wrap-up session. The input we received about the weekend was overwhelmingly positive. The weekend closed Sunday afternoon with a final recovery meeting featuring a panel of speakers selected by the Support Committee.

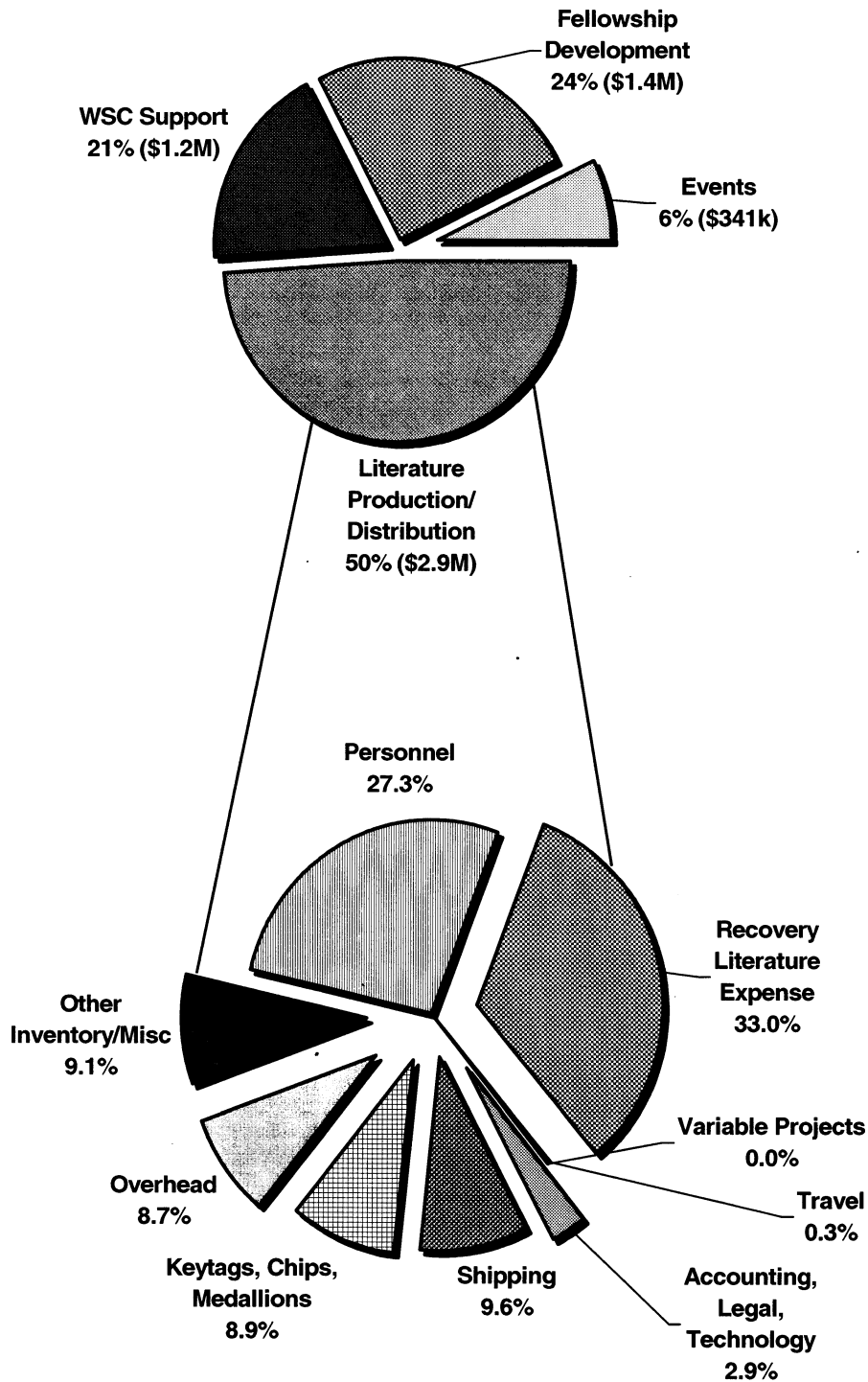
The worldwide workshop project is one big experiment. The subsequent program for each future event will have unique elements. We included many of the topics in Vancouver because these issues were of interest locally. Local issues in other parts of the world will vary. Our goals as a board for the other workshops may vary. We just wanted to let you know how the first phase of the experiment in Vancouver has progressed so far.

We feel the success of the worldwide workshops does not depend solely on the amount of people who attend, but rather on the quality of the event itself and what we all learn from this experiment in dialogue. All of the NAWS participants were unanimous in their enthusiasm for this first workshop, and are convinced of the value these workshops offer for our fellowship now and in the future. The travel team included WSO Executive Codirector Anthony Edmondson, World Board members Craig R and Susan C, as well as the Board's Fellowship Relations Committee: Michael McD, David J, and Ron H. The staff support team on-site was Michael Lee, Eileen Perez-Evans, and Elaine Adams.



**Breakdown of Literature Production/Distribution Expenses:**  
\$2.9 Million or 50% of Total Expenses of \$5,843,047  
1 July 2000 -- 30 June 2001

# Literature Production/ Distribution





## Literature Production and Distribution

### New Products Produced 1 July 2000-30 June 2001

Brazilian/Portuguese

Bronze Medallions

1 year through 20 years, and 18 months

Castilian

*It Works: How and Why* in softcover

Keytags: Welcome through multiple years

Greek, Hindi, Russian



Norwegian

Basic Text—Book One

Group Reading Cards

Russian

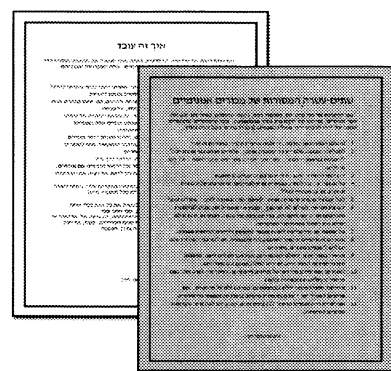
Basic Text—Book One and Two

Swedish

*The NA Step Working Guides*

The White Booklet

Hebrew Group Reading Cards



Finnish

IP No. 10-FI: *Working Step Four in NA*

French

Basic Text—Book One and Two

Greek

IP No. 1-GR: *Who, What, How, and Why*

English Chips

18 months and multiple years





## Recovery Material on the Internet

As the law pertaining to copyrighted material on the Internet has matured, and we believe we can now protect the fellowship's property within that law, we will undertake, *as an experiment*, the posting of a limited number of items on [www.na.org](http://www.na.org) for the benefit of the fellowship. If we were to encounter infringement problems and/or significant new legal expenses or other problems because of this experiment, we would not hesitate to back away from this test.

After reviewing the current laws and engaging in many discussions during past board meetings, we are proposing to take a major step forward and post six NA information pamphlets (IPs) on the official NA website ([www.na.org](http://www.na.org)). The recovery literature we're planning to post is: IP No. 1 (*Who, What, How, and Why*); IP No. 7 (*Am I an Addict?*); IP No. 16 (*For the Newcomer*); IP No. 17 (*For Those in Treatment*); IP No. 22 (*Welcome to NA*); and the information booklet, *NA: A Resource in Your Community*. These IPs seem to be the best choice to serve our purpose: to provide information about who and what NA is to the addict seeking help and to the public and professional community who deal with addicts.

By posting this material on our site, we can give areas and regions the ability to provide a direct link to these IPs from their sites. This would be a seamless link, one where the user is not aware that they have even left the area or region's site. This would resolve the current problem we have with pieces of this material being posted on many sites in order to describe Narcotics Anonymous.

Our challenge will be to determine the necessary details of making this a reality. This will involve finding out what difficulties may exist with posting the material in various languages. For example, IP No. 1 exists in 21 languages! We will keep you advised as we proceed with this and welcome any input that you may have.

While we move forward with this experimental project, we must still remain vigilant in protecting our fellowship's property. The laws are changing, this is true, but as the avenues of communication and information technology continue to expand exponentially, the regulation that is required to protect our literature remains on our shoulders—the members of NA worldwide. Our responsibility is needed even more. While an unauthorized copy made electronically by downloading from a website is subject to a charge of copyright infringement, just as it would be if photocopied or reprinted without permission, protecting our copyrights and trademarks still requires legal actions that are neither simple nor inexpensive. It is our hope to *not* find ourselves confronting such a situation. What is important for us all to remember is that we, the World Board and NAWS, have been entrusted by the fellowship to protect our literature and its trademarks. Posting our copyrighted literature on the Internet in any form increases the danger of unauthorized alterations being made to those electronic copies. We have a responsibility to the fellowship to uphold the FIPT, and we can suffer serious adverse consequences if we fail to do this. Furthermore, such failure can lead to our losing the *legal right* to protect our copyrights and trademarks against use by others.

We ask that all of our members stay vigilant in protecting what is ours—the wonderfully simple, powerful, and heartfelt words that have helped to bring recovery to hundreds of thousands of suffering addicts around the world. We cannot do this alone. The adage “together we can” rings true, especially here. In our zeal to get our message out there, let's not resort to “old ways using new means.” There are a number of ways that we can make sure that our message is communicated—ways that have worked since long before the advent of the Internet—and ways that still work today.

If you are interested in learning more about how you can protect our literature and the “do's and don'ts” of the Internet regarding Narcotics Anonymous and the FIPT, you may contact the World Service Office in Chatsworth.



# **Fellowship Intellectual Property Trust (FIPT)**

## **Overview and Background**

The Fellowship Intellectual Property Trust (FIPT) arose out of several motions addressed by the World Service Conference in 1991. At that conference, participants took definitive action in affirming the WSO as the sole publisher and distributor of NA's literature. They also affirmed the WSO's responsibility for protecting that literature and all of NA's intellectual properties on behalf of the members of Narcotics Anonymous by holding those properties in trust. The need for a registered trust instrument was recognized, and a working group of regional service representatives was formed to assist the World Service Board of Trustees in developing such a document. Thus, the purpose of the FIPT is to provide clear direction regarding the management and protection of our fellowship's literature and other intellectual properties, including the management of income deriving from those properties. After considerable fellowship review, discussion, "workshopping," and input, the FIPT was adopted by the 1993 World Service Conference.

We are now in the process of updating the language in the current FIPT according to Motion #14 that was passed at WSC'00. The motion states: "To make housekeeping changes to the Operational Rules of the Fellowship Intellectual Property Trust that reflect a two-year conference cycle and the Unified Budget process already adopted."

## **Registering Our Trademarks Around the World**

NAWS has maintained the registration and protection of our name and logos in countries around the world, as well as those current registrations that were up for renewal and the necessary copyright registrations. We are registered in 31 countries, including the United States. Fellowship service committees should continue to follow the rules of use as described in *Intellectual Property Bulletin #1*, "Internal Use of NA Intellectual Property."

## **Vendor Registrations in 2001**

World services has been faced with how to balance protection of the fellowship's property with the desire by many members of our fellowship to purchase merchandise using the fellowship's trademarks. Licensing provides acknowledgement that the vendors are using the fellowship's property with permission and do not actually own it, while still providing members with the ability to purchase these types of items. In January 1998, we began to charge individuals a fee for licensing as a vendor to use this property. The fees that we charge allow us to offset the personnel and legal costs associated with this activity. Service committees within the fellowship already have permission to use the fellowship's trademarks, provided that they follow the guidelines in the FIPT bulletins.

Those who wish to register as vendors authorized to manufacture and sell products utilizing any of NA's intellectual properties may do so twice a year. The deadlines are 31 January and 31 July. Licenses are then issued in February and August. You may contact the World Service Office with your request for a vendor registration during either of these months, and through this process you can become a legally authorized vendor of NA-related merchandise. Vendor registration costs \$500 annually, plus a \$50 annual processing fee.

A list of registered vendors is available from the WSO upon request.



## Literature Prod/Distribution Events/Trips

### TEXAS DEPARTMENT OF CRIMINAL JUSTICE 10-11 AUGUST 2000

**Purpose:** Responded to the request from the Director of Volunteer and Education, Substance Abuse Treatment Program, for a visit to this state correction program. This was a side trip for the travelers attending the ACA meeting in the same state.

**Location:** Hunstville, Texas

**Travelers:** Bob Stewart, Freddie Aquino, WSO Staff

### AMERICAN CORRECTIONAL ASSOCIATION SUMMER CONFERENCE 10-11 August 2000

**Purpose:** Continued efforts with this organization and its attendees to raise awareness of Narcotics Anonymous.

**Location:** San Antonio, Texas

**Travelers:** Bob Stewart, Freddie Aquino, WSO Staff

### NORTH AMERICAN CONGRESS 2000 17-20 SEPTEMBER 2000

**Purpose:** Exhibited at this professional event focused on addiction treatment professionals.

**Location:** Las Vegas, Nevada

**Travelers:** Bob Stewart, Freddie Aquino, WSO Staff

### WORLD SERVICE OFFICE—CANADA 27-30 OCTOBER 2000

### UNITED NATIONS AND AA GENERAL SERVICE OFFICE 31 October-2 November 2000

**Purpose:** This was a multi-purpose trip to visit the branch office in Canada (Mississauga, Ontario); renew credentials with the United Nations; and to meet with staff from the AA General Service Office.

**Location:** Mississauga, Canada, and New York, New York

**Travelers:** Anthony Edmondson, Becky Meyer, WSO Staff

*This trip is also part of the Fellowship Development budget.*

### SOUTHEASTERN CONFERENCE ON ALCOHOL AND DRUG ADDICTION (SECAD)

28 November-2 December 2000

**Purpose:** Continued our marketing and public relations efforts with this organization and its attendees to raise awareness of Narcotics Anonymous.

**Location:** Atlanta, Georgia

**Travelers:** Bob Stewart, Freddie Aquino, WSO Staff

### NATIONAL ASSOCIATION OF DRUG COURT PROFESSIONALS (NADCP) 11-13 January 2001

**Purpose:** Continued efforts with this professional organization and its attendees to raise awareness of Narcotics Anonymous.

**Location:** Miami, Florida

**Travelers:** Freddie Aquino, Johnny Lamprea, WSO Staff

### AMERICAN CORRECTIONAL ASSOCIATION 21-23 JANUARY 2001

**Purpose:** Continued participation with this professional organization.

**Location:** Nashville, Tennessee

**Travelers:** Bob Stewart, Freddie Aquino, WSO Staff

### AMERICAN SOCIETY OF ADDICTION MEDICINE 19-22 APRIL 2001

**Purpose:** Attended this event and exhibited on a public relations level. What we ascertained by our attendance here informed us whether the curriculum they followed would allow some type of presentation in the future. There are no future plans to present at this event.

**Location:** Los Angeles, California

**Travelers:** Bob MacF, World Pool; Bob Stewart, Freddie Aquino, Johnny Lamprea, WSO Staff



## NAWS, Inc., Marketing Efforts

Our marketing department has maintained their efforts to develop and expand the customer base from the treatment and correctional marketplaces. Correctional systems throughout the United States are continuing to implement substance abuse treatment programs within their systems, especially since an exceptionally high percentage of their offender population is still comprised of substance abusers. This fact remains a constant to the overall correctional systems picture, and they have begun to expand some of their treatment programs with the additional use of Narcotics Anonymous H&I panel support and with NA literature whenever possible. Many of their NA literature purchases are currently handled by the WSO as a direct result of our marketing efforts over the past three years.

In 2000-2001 we attended and exhibited at both the winter and the summer American Correctional Association conferences. The summer 2000 ACA was held 13-17 August in San Antonio, Texas. This event was well attended and we continued to cement our relationships with existing institutional customers, as well as develop new ones. The winter ACA was held 20-24 January 2001 in Nashville, Tennessee. This will probably be the last year we exhibit at both ACA conferences. We have determined that our presence can be maintained with the body by attending only the summer conference, since it is the larger of the two annual events held by the ACA. We also attended our fifth American Jail Association Conference and Exposition, which was held in April 2001 in Columbus, Ohio.

This year we exhibited at two drug court conferences. The first conference attended was the National Association of Drug Court Professionals—Family and Juvenile Court Conference that was held in January 2001 in Miami, Florida. The second event was the National Association of Drug Court Professionals—Adult Court Conference held in New Orleans, Louisiana, in June of 2001.

In an attempt to reach another segment of the treatment community, we again attended NAADAC—The National Association of Alcoholism and Drug Addiction Counselors conference that was held in Portland, Oregon, in May 2001. Another treatment-professional conference we attended was SECAD 2000 (Southeast Conference on

Alcoholism and Drug Addiction) held in Atlanta, Georgia, in December 2000. We are happy to report that both of these forays into the treatment arena proved to be quite successful. We were amazed that many of these professionals still had no idea that they could purchase literature directly from the WSO. Their process of ordering any of our literature was to "batch order" it with different materials from other distributors. We believe we will continue to make significant progress in offering them a much more viable, cost-effective solution to this situation.







We plan to continue to cultivate new avenues to use in informing the correctional, treatment, and drug court professionals of our literature and products. We are embarking on a more consistent mailing campaign in order to improve and create a more vigorous profile for us in this marketplace. We are considering various packaging formats that will benefit the treatment and correctional professional. We have developed two distinctly different product update mailers for both of these markets.

Over the past year our correctional customer base and revenues have increased. We have also seen some upward movement in our sales to substance abuse treatment providers, and we anticipate that these two fields will continue to grow. We now believe that we can probably look forward to increased sales to the corrections, treatment, and drug court sectors by approximately 20-30 percent annually for the next two years. We believe that the market share being generated in the drug court sector is growing rapidly. We have learned that once the treatment, correctional, and drug court professionals become aware that they can acquire Narcotics Anonymous literature directly from the WSO, they institute processes to purchase directly. We have increased the total of our treatment and corrections database from 776 in 1998 to 3254 in 2000. Our increased presence in these markets has also helped us identify trends in the market such as the continuing growth in the "drug court movement."

The future looks extremely good! We plan to attend and exhibit at the two national correctional conferences referenced above, as well the substance abuse treatment conferences we have attended to date and the two annual National Association of Drug Court Professional conferences. We believe that these venues will continue to prove successful, and we believe that they are a vital component to the overall success of our marketing program. Like many of the larger states such as Texas and California previously, smaller state systems are beginning to implement treatment programs within their systems. These smaller programs will probably experience some growth for the next few years. The mandated drug court systems throughout the country are expanding rapidly. The NADCP (National Association of Drug Court Professionals) is still projecting that by the year 2005, there will be over 2,500 drug courts up and running in the US alone. We will continue to target all of the treatment and correctional sectors we can identify, and we look forward to all of the additional marketing challenges we may be faced with in the future.

## NA World Service Office



## Product Catalog

Here is our updated *Product Catalog* cover. The catalog cover has not been revised in over six years!

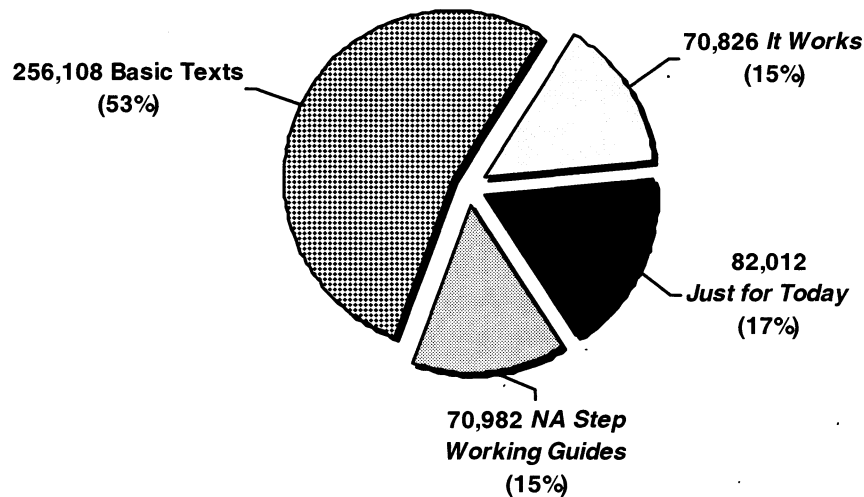


## Unit Sales Trends

In past years, we have analyzed unit sales by comparing one calendar year to another. This year we made a change and compiled data based on the fiscal year (1 July 2000 to 30 June 2001). Because of this, we do not have the data readily available to make some of the year-to-year comparisons that we have made in the past, but we can show you some interesting facts about literature sales and make certain comparisons.

### 479,928 Recovery Books in FY 2000 (July 2000 to June 2001)

(Basic Text, *It Works*, *Just for Today*, *NA Step Working Guides*)



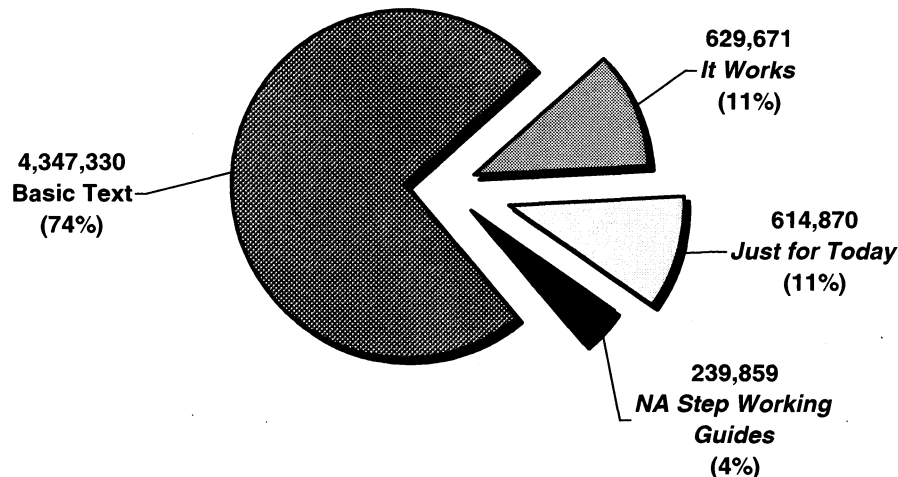
The chart above shows that we sold 479,926 recovery books in FY 2001. The most important thing this chart shows is that the Basic Text remains our best seller, accounting for 53.4 percent of FY 2001 recovery book units sold (256,108 copies). The other three recovery books together accounted for 46.6 percent of unit sales. As the pie chart above shows, *Just for Today: Daily Meditations for Recovering Addicts* was our second-best-selling book (82,012 copies, representing 17 percent of unit sales). *The Narcotics Anonymous Step Working Guides* trailed in third place (70,982 copies, representing 15 percent of sales). Immediately behind it was *It Works: How and Why* (70,826 copies, representing 15 percent of unit sales).

*The contrast with the lifetime sales of these four books (listed above) is shown in the chart on the following page.*



## Unit Sales Trends

5,831,730 Recovery Books Since 1983



From 1983 through the end of this fiscal year (30 June 2001), we've sold 5,831,730 recovery books. As the chart above illustrates, the Basic Text is an even larger slice of this pie, with 4,347,330 units, or 74 percent of lifetime unit sales.

Ten years ago, in 1991, the Basic Text was the only recovery book in our inventory. We sold 313,284 that calendar year (100 percent of recovery book units sold). That was a phenomenal increase from the 36,741 Basic Texts sold in 1983, when regular distribution of the Basic Text began. *Just for Today* became available for sale in 1992, *It Works* in 1993, and the *NA Step Working Guides* in 1998. So, while Basic Text sales have declined from ten years ago (averaging around 250,000 copies per year in the past decade), the addition of these three books has been pushing total recovery book sales upward, approaching 500,000 books per year. FY 2001 units actually declined by about 20,000 from calendar year 1999, when we sold 499,784 recovery book units.

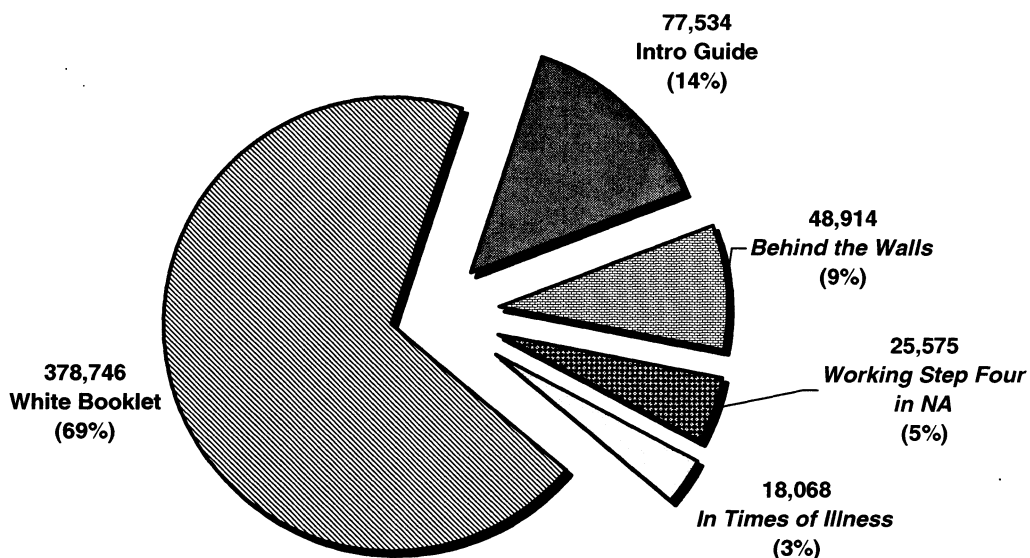
*Miracles Happen—The Birth of Narcotics Anonymous in Words and Pictures* and *Sluggfest*, an anthology of the popular Slugg cartoon strip from *The NA Way Magazine*, are not included in these figures. *Miracles Happen* sold 1,144 copies in FY 2001, down from 2,150 copies in calendar year 1999, and a slight decrease from the 2,381 copies sold in calendar year 1998 (its first year of publication).



## Unit Sales Trends

The chart below shows the breakdown of the 548,837 recovery booklets sold in FY 2001.

### 548,837 Recovery Booklets (FY 2001)



*Between 1983 and 30 June 2001, NA has distributed at least 5,831,730 recovery books and an astounding 80,617,662 recovery booklets and pamphlets (73,286,384 information pamphlets and 9,721,625 recovery booklets).*

The booklets classified as recovery literature are: the Little White Booklet, *An Introductory Guide to Narcotics Anonymous*, *Behind the Walls*, *Working Step Four in NA*, and *In Times of Illness*. The sales trend for booklets is continuing downward. (The peak year for booklet sales was 1991 when 735,914 units were sold.)

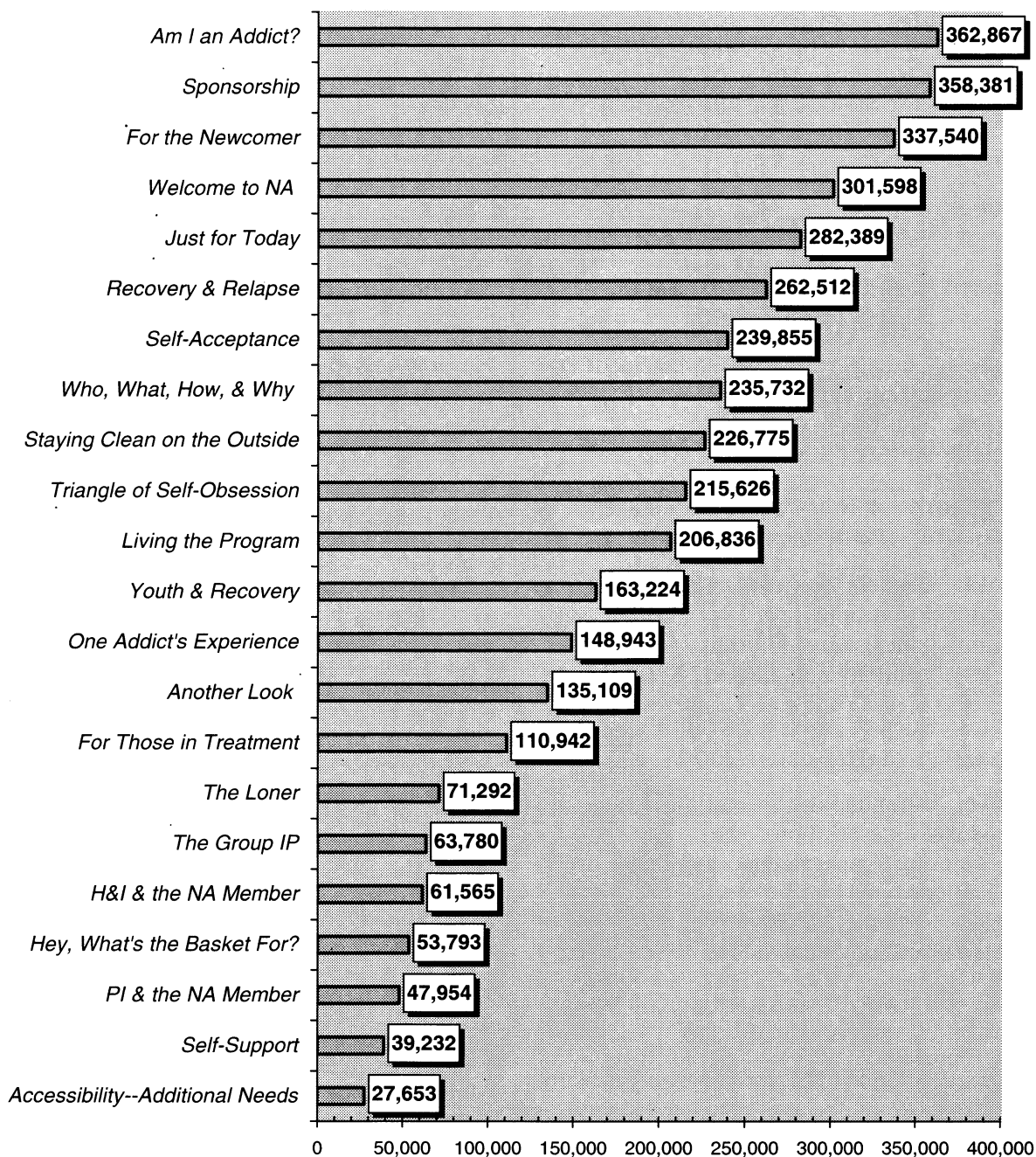
The Little White Booklet remains the best-selling booklet, accounting for 69 percent of FY 2001 booklet units. It is still our best-selling booklet for all time, with 7,656,272 copies sold from 1983 through 30 June 2001. (Unit sales figures are not generally available prior to 1983.)



## Unit Sales Trends

The following chart shows the breakdown of the 3,953,598 recovery information pamphlets sold in FY 2001.

### 3,953,598 Recovery Pamphlets (FY 2001)





## Literature Prod/Distribution Events/Trips

### AMERICAN JAIL ASSOCIATION 22-25 APRIL 2001

**Purpose:** Continued to expand our market profile at the largest jail administrators and managers gathering in the country. We plan to attend on an annual basis. This event has become an additional piece in our "marketing" plan which addresses this specialized area.

**Location:** Columbus, Ohio

**Travelers:** Bob Stewart, Freddie Aquino, WSO Staff

### NATIONAL ASSOCIATION OF DRUG COURT PROFESSIONALS (NADCP) NATIONAL ASSOCIATION OF STATE ALCOHOL AND DRUG ABUSE DIRECTORS (NASADAD) 28 May-2 June 2001

**Purpose:** Continued to assess the value of involvement with these associations and to see whether it will assist NA in fulfilling our ability to more effectively carry the message.

**Location:** New Orleans, Louisiana

**Travelers:** Anthony Edmondson, Becky Meyer, Bob Stewart, Freddie Aquino, WSO Staff

## Staff Development and Training Events/Trips

### INSTITUTE FOR NON-PROFIT MANAGEMENT 19-24 JULY 2000

**Purpose:** To help executive management stay professionally current.

**Location:** San Diego, California

**Travelers:** Anthony Edmondson, WSO Staff

### INSTITUTE FOR NON-PROFIT MANAGEMENT 19-24 JULY 2000

**Purpose:** To help executive management stay professionally current.

**Location:** San Diego, California

**Travelers:** Anthony Edmondson, WSO Staff

### AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES 11-15 AUGUST 2000

**Purpose:** Attended the annual meeting of this professional association that focused on management practices for nonprofit organizations.

**Location:** Orlando, Florida

**Travelers:** Anthony Edmondson, WSO Staff

### MEI USERS GROUP 18-20 October 2000

**Purpose:** Attended the annual meeting of the MEI Users Group for the new world services database software.

**Location:** Washington, DC

**Travelers:** Lori Perea, Elaine Adams, WSO Staff

### AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES 7-12 DECEMBER 2000

**Purpose:** Attended ASAE Management Technology Conference and then traveled to the United Nations to update credentials.

**Location:** Washington, DC, and New York, New York

**Travelers:** Anthony Edmondson, WSO Staff

### PROFESSIONAL CONVENTION MANAGEMENT ASSOCIATION 11-17 JANUARY 2001 8-10 APRIL 2001 (SAN DIEGO, CALIFORNIA)

**Purpose:** Continued attendance with this professional organization for professional development and networking. This trip included a site visit to Atlanta, Georgia, to conduct business related to WCNA 29.

**Location:** Miami, Florida, and Atlanta, Georgia

**Travelers:** Mike Polin, WSO Staff

### BOOKTECH EAST 2001 CONFERENCE SESSION 11-16 FEBRUARY 2001

**Purpose:** Continued training on bookmaking publishing. Also included a side visit to AA General Service Office.

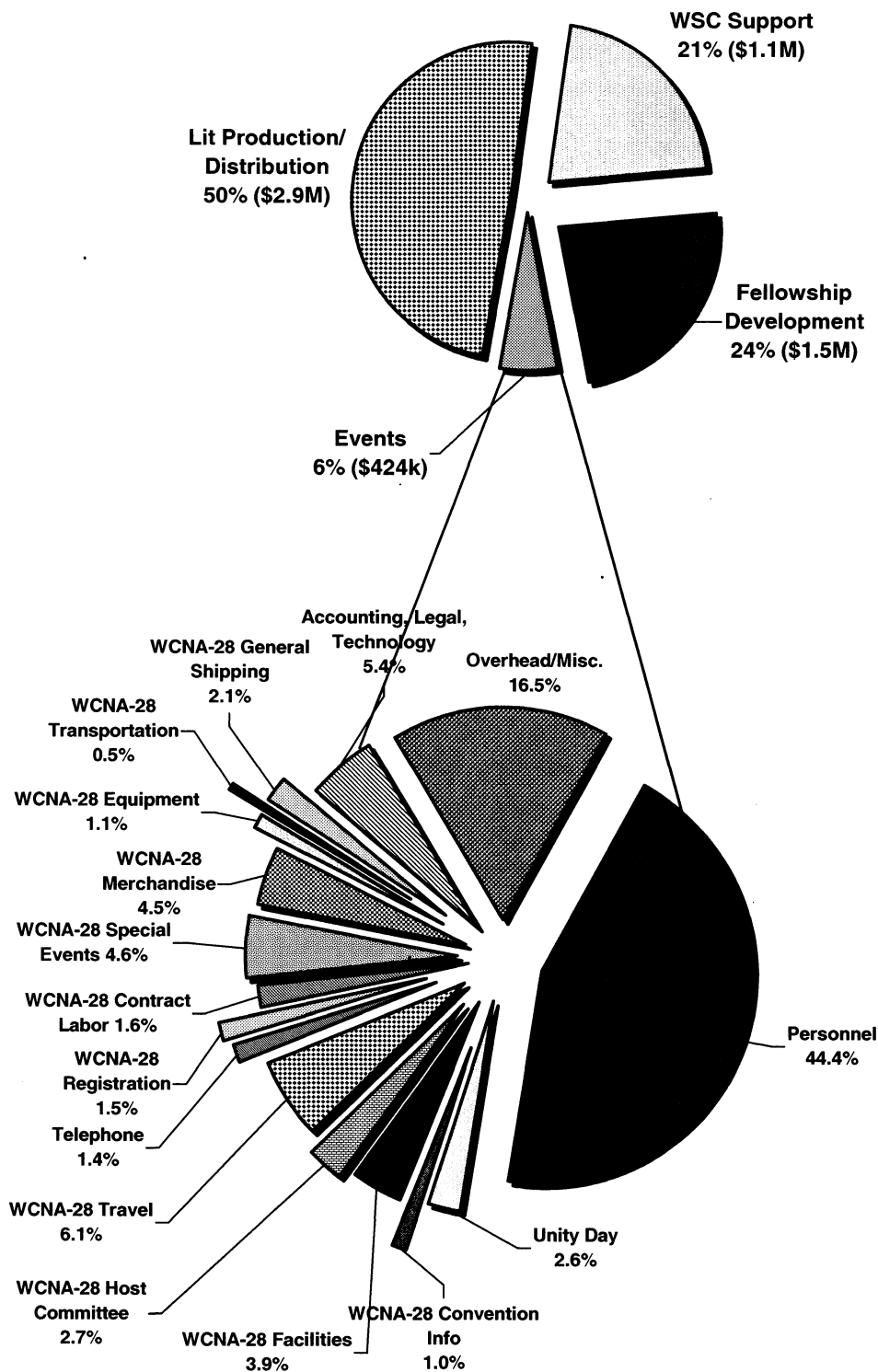
**Location:** New York, New York

**Travelers:** Anne Peters, WSO Staff



**Breakdown of Event Expenses:**  
\$424K or 6% of Total Expenses of \$5,843,047  
1 July 2000 -- 30 June 2001

# Conventions and Events





## Our Hope Is Life—Nuestra Esperanza de Vida Celebrating Our Recovery in Cartagena

Our 28<sup>th</sup> world convention held 31 August to 3 September 2000 in Cartagena, Colombia, was a deeply moving experience and, without question, one of the most memorable and emotional conventions in our history. There were over 1,400 members from 27 countries in attendance to this once-in-a-lifetime event, with the majority of those members being from Latin America. Countless stories circulated about the great lengths to which many members went to attend the convention, from the group of kids who piled into a bus and drove 29 hours from Cali, Colombia, to the members who came from Ecuador via a two-year payment plan from a forward-thinking travel agency. These poignant stories dramatically illustrate the intense passion and fervor our Latin American members have for recovery. You see, for a lot of our Latin American members this was the only world convention they probably would ever get the opportunity to attend. On the other hand, members from outside Latin America had a chance to experience the warmth and enthusiastic spirit of the NA community there.

This was our first *truly* bilingual convention! Granted, while we have often provided translation of English-language speakers at past conventions, we have never had an entire block of non-English speakers and workshops. It was challenging to try to create such a special program of convention speakers and workshops, but with the tireless help from the host committee, trusted servants from the World Pool, and special workers from the WSO, we compiled a diverse group of speakers for the convention who each brought and shared their unique message of recovery.

Many of our members chose not to attend because of the issue of safety and civil unrest in Colombia. We continued to offer assurances to the fellowship about the activities around the convention site throughout the year. None of the civil unrest that was commonly reported in some parts of Colombia has occurred in Cartagena. Needless to say, in spite of all the concerns about this particular region of the country, the convention came off without any glitches! The only complication had to do with the president of the United States, Bill Clinton, who was visiting Cartagena at the same time many of our members were beginning to arrive. It appeared that some members would have to get their itineraries changed, but thanks to Mike Polin's (Manager of Meetings and Events) business acumen, a difficult situation was averted!

On behalf of NA World Services, we want to extend a huge "thank you" to all the members in the Latin American fellowship for their generosity and for the genuine spirit of selfless service throughout the convention. To read more touching, personal stories from the convention, go to our website, [www.na.org](http://www.na.org), and check out the January 2001 issue of *The NA Way Magazine*.



The Colombian Region presented a plaque from the Colombian fellowship for the archives of NA World Services commemorating WCNA-28. It reads:

*Our Eternal Gratitude to the World Board who forged and made possible the 28<sup>th</sup> WCNA in Cartagena, Colombia, and its memory will perpetually be sealed in our hearts, as a reminder of growth and service.*

*Lovingly,  
Colombian Region  
September 2000*





## **Freedom to Live our Dreams—WCNA-29**

### **Join the Celebration 4-7 July 2002 in Atlanta, Georgia**

Just a reminder that we expect to be exceedingly busy over the next year as we prepare for the 29<sup>th</sup> World Convention to be held in Atlanta, Georgia, over the Fourth of July holiday in 2002. This will be a challenge, to say the least, especially when you consider that the convention will be held just a short 60 days after the 2002 World Service Conference! We have started working with members of the Georgia Region to begin selecting a local committee to support us over the next year. We are also looking forward to seeing many of our members here, as the attendance to this convention promises to bring in unprecedented numbers.

Our website now has the ability for members to register online for specific NAWS events. We are utilizing this capability to register for the upcoming Worldwide Workshops, as well as the world convention in Atlanta. You can register for the world convention and make your hotel reservations. We are in the process of establishing the ability to make your airline reservations here, too. Please keep your eyes open for progress reports on this exciting new link! For more information, check out [www.na.org/event-reg.htm](http://www.na.org/event-reg.htm).

We are also in the process of proposing changes to *A Temporary Working Guide to Our World Service Structure* regarding how speakers are chosen for the convention program. During our extensive discussions and review of past processes, we have made several observations. They are:

- ◆ The process of listening to hundreds and hundreds of tapes, primarily from the US, does not give us the diverse pool of potential speakers needed, nor does it provide us with a variety of potential new speakers not already known to us.
- ◆ The group of individuals with the most experience and qualifications to be able to create a diverse program of worldwide speakers are either currently on the board or are past world service trusted servants with world convention experience.
- ◆ No matter what process is used, the group with the primary responsibility for speaker selection will never recommend a main speaker it has no familiarity with.
- ◆ With all of the factors involved in selecting speakers, assigning a local committee the task of completing work while a different, world-level committee has the decision-making power will always create a collision course between the groups that undermines trust and the resulting work itself.

What this comes down to, in the simplest of terms, is that we are no longer going to require the submission of a tape in order to be considered for speaking at a world convention. One of our objectives with taking this direction is to make our world convention more inclusive of our worldwide membership. The clean time requirements are ten years for main meetings and five years for workshops. We have the forms to download posted on [www.na.org/naWSmain.htm](http://www.na.org/naWSmain.htm). Please do not send speaker tapes with this form. We will contact you if we need additional information.

There will be some other recommended changes in *TWGWSS* regarding WCNA which relate to a change in the description of the local support committee and the world convention statement of purpose, as well as some changes in the event rotation. We will have more in-depth reports on this with the upcoming *Conference Report* and *NAWS News*.



## Convention and Events Trips/Events

### WCNA-28

31 AUGUST-3 SEPTEMBER 2000

**Purpose:** Participated in the 28th World Convention of Narcotics Anonymous.

**Location:** Cartagena, Colombia

**Travelers:** 13 World Board members; 9 WSO Staff; 5 speakers; 5 translators

### WCNA-32 SITE VISITS

27 November-2 December 2000

**Purpose:** Conducted preliminary assessments of two locations being considered for the site of WCNA-32.

**Location:** Nashville, Tennessee, and New Orleans, Louisiana

**Travelers:** Mike Polin, WSO Staff

### WCNA-31 SITE VISIT

7-10 December 2000

**Purpose:** Conducted the first planning meeting since this site was chosen as the location for WCNA 31.

**Location:** Honolulu, Hawaii

**Travelers:** Mike Polin, WSO Staff

### WCNA-32 SITE VISIT

25 February-2 March 2001

**Purpose:** Conducted site visits for WCNA-32 and the World Service Meeting in 2001.

**Location:** Dallas and San Antonio, Texas  
Washington, DC

**Travelers:** Mike Polin, WSO Staff

### REGIONAL INFORMATION MEETING FOR

#### WCNA-30

28 November-2 December 2000

**Purpose:** Conducted a site visit in Atlanta for WCNA-30 and held a meeting for the Georgia Region to explain the function and role of a Support Committee prior to holding elections for this committee.

**Location:** Atlanta, Georgia

**Travelers:** Lib Edmonds, Tony Walters, WB; Mike Polin, Becky Meyer, WSO Staff



Wall hanging in WSO-Chatsworth from Peru NA community.

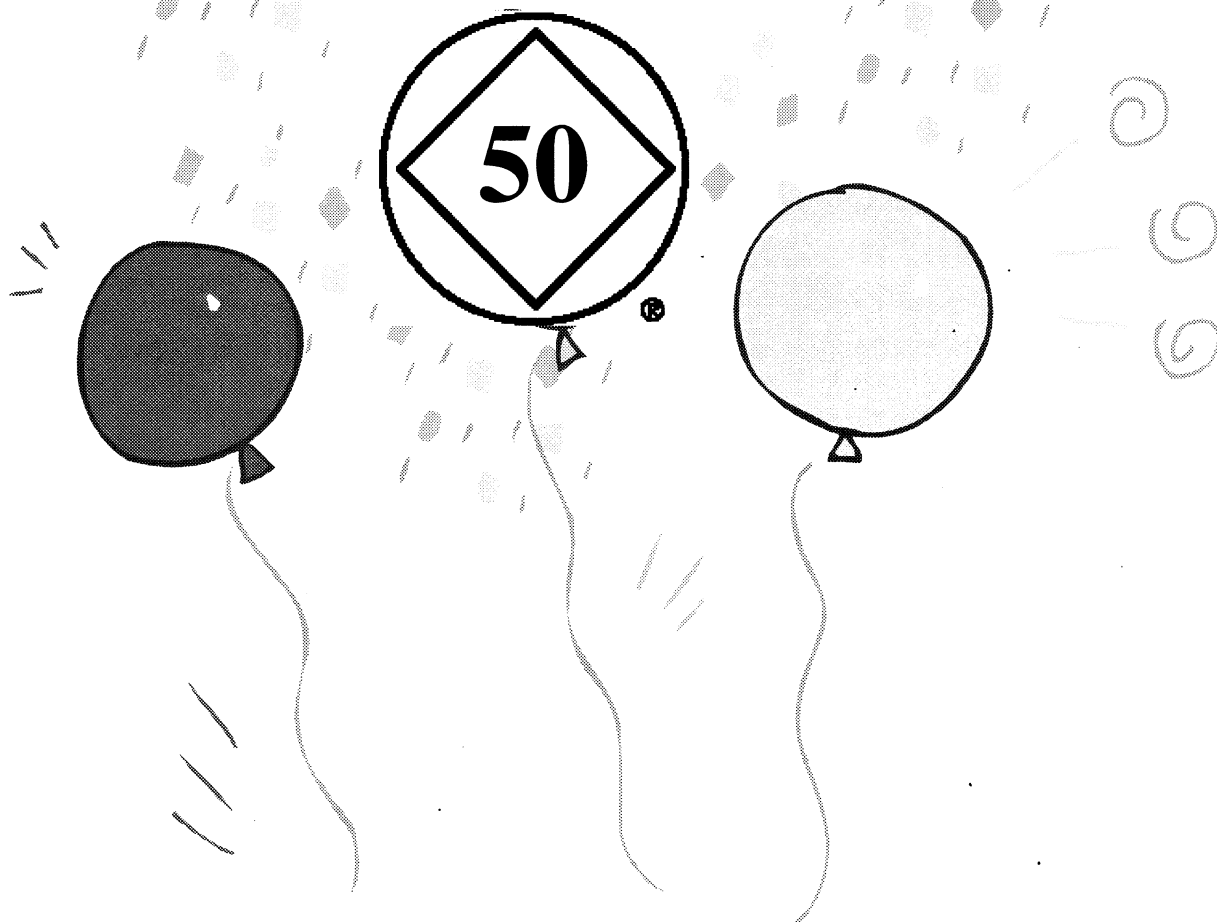


## **The Fellowship of Narcotics Anonymous Celebrating 50 Years of Recovery**

You are cordially invited to attend the 30<sup>th</sup> World Convention of Narcotics Anonymous celebrating 50 years of recovery! This extravaganza will take place in San Diego, California, on 3-6 July 2003.

Start saving your pennies now, and keep your eyes open for more updates.

# **See you there!!!**





# Financial Reports





## **First Full Year of Consolidated Financial Management Completed**

This report marks the first full year of using the new consolidated financial management system, previously referred to as the Unified Budget. This budget is actually a budget for two years beginning July 2000 and continuing until June 2002. The conclusion of the first year was 30 June 2001. Since this is now the basis of our financial management, we will only refer to it as the NAWS Budget in the future.

The pages that follow provide a snapshot of our overall financial performance for the year. Basically, we performed ahead of our budget objectives despite the fact that for the first time in our recent history, donations did not increase by at least 5 percent. This may be a result of members who felt that we were doing fine financially and did not feel it was necessary to forward additional contributions. It is also possible that some communities have experienced reductions in member donations themselves and, as a result, did not have the money to pass on. Whatever the reason we will keep a close eye on our donations level through the first few months of the new budget year to determine if a clear pattern emerges.

We want to mention here that there is a basic understanding of the two-year budget that should be pointed out. This budget was projected to have its best financial performance in the first year, since year two is loaded with expenses that do not have offsetting income. To put it in simple terms, this means that much of the money we accumulated in year one will be spent based upon the budget plan in year two. Consider the 30 June 2001 figures, for example, we show a net profit of \$653,000, our budgeted figure for this period was \$355,000, which means that we actually out-performed our budgeted figure by \$298,113.

We must remember that most of our large single expense items, in this budget cycle, are in year two of the budget. We have to pay for delegate funding (approximately \$110,000), as well as the WSC meeting itself (approximately \$65,000). Additionally, we have to make the necessary deposits for WCNA-29, in Atlanta, Georgia, and WCNA-30, in San Diego, California. So even though it now seems we have more money than we need, this will not necessarily be the picture at the conclusion of budget year two. These additional resources will allow us to ensure that we meet all of the expenditure projections for the year two portion of the budget. It will also allow us to build upon our operating reserve targets.

In 1997, the WSO had approximately \$15,000 or less than one operating day in reserve funds. This was one of the dramatic factors that lead to the creation of a business plan and prompted changes to our sales policies, budget structure, internal financial management, and a host of other changes designed to create more stability for the fellowship's primary service office, the WSO. Today, largely as a result of these changes, we have 39.8 operating days in reserve. Previously, we described our reserve funds in terms of just "days." This was because we used 365 calendar days in a year as the basis for calculation. However, from now on we will refer to these funds in terms of operating days, which is a more realistic reflection. The primary difference is that there are approximately 261 operating days in a year.

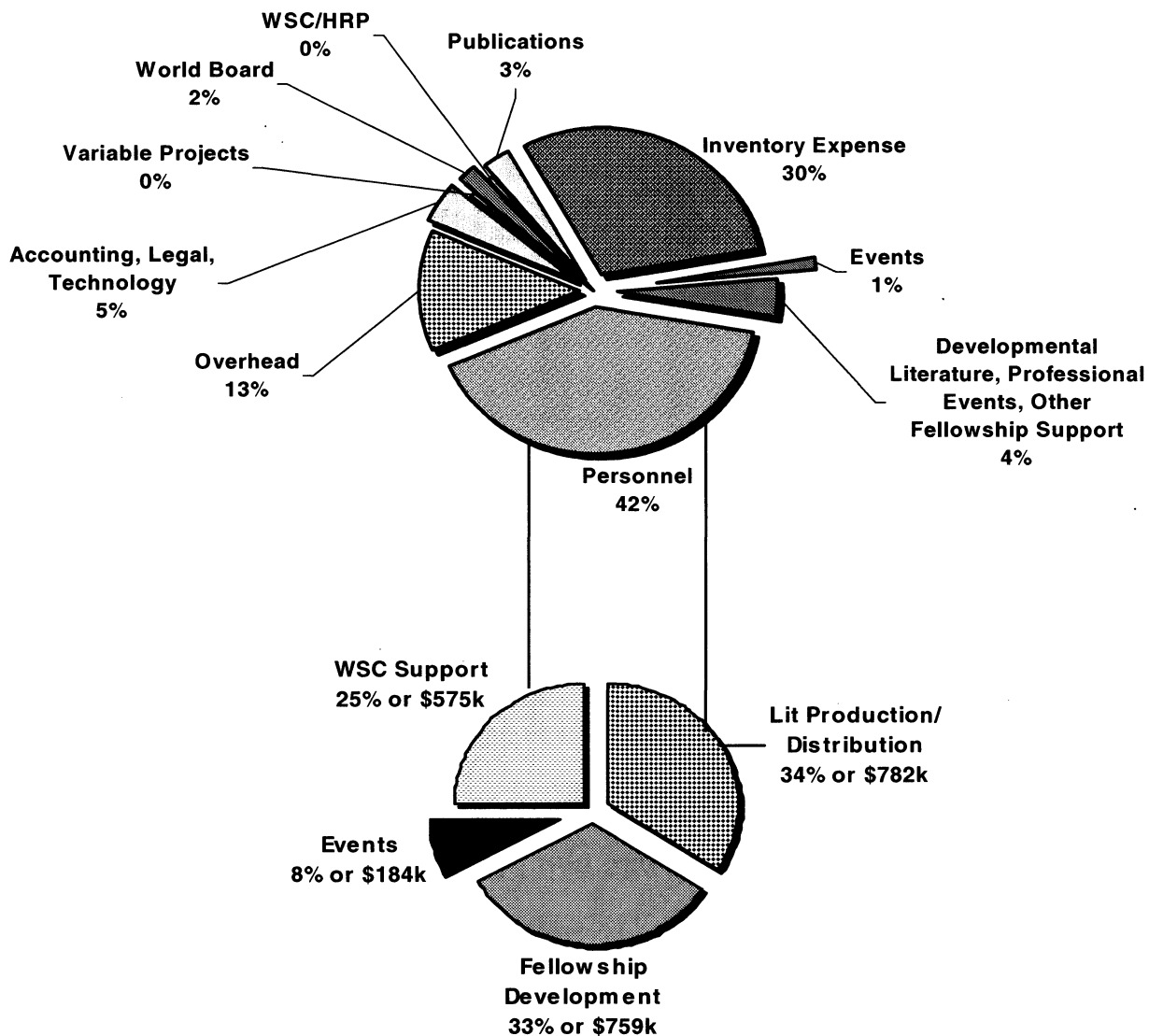
NAWS is committed to ensuring that the WSO stays a stable and reliable resource for the fellowship and would like to thank each and every member that has supported, and continues to support, that objective. As our fellowship expands throughout the world, we will always have a need for additional funds. Your World Service Office stands ready to answer the telephone calls, respond to the letters and emails, and maintain its commitment to meeting the ever-changing needs of our global NA community. Thank you for your continued support of our global mission to serve Narcotics Anonymous.



## Breakdown of 2000-2001 FY Expenses

In the preceding pages we have illustrated the breakdown of 2000-2001 FY expenses of \$5.9 million according to the four divisions of the Unified Budget: Fellowship Development, Literature Production and Distribution, WSC Support, and Events. Another way of breaking down these expenses is by functional categories, as shown in the pie chart below:

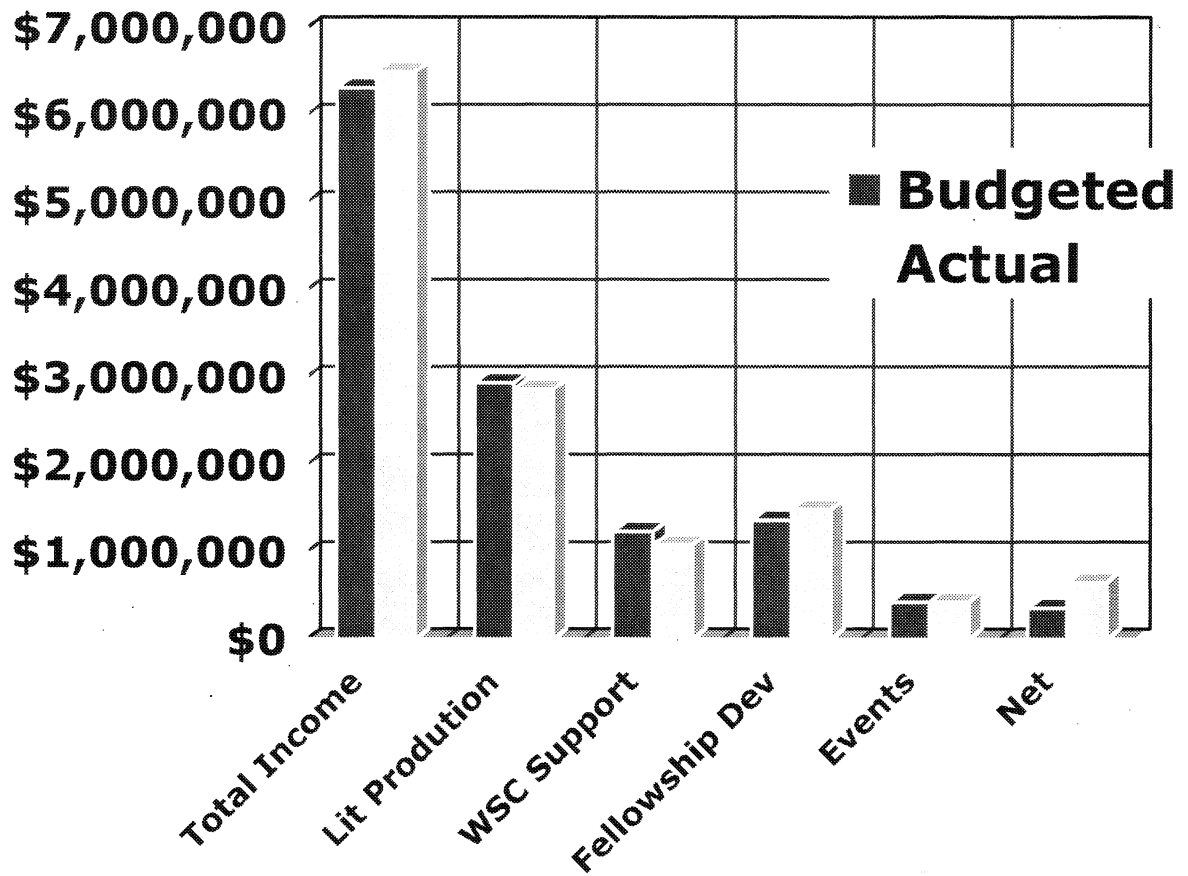
Breakdown of Total Expenses (\$5.9 Million)  
by Functional Categories



Personnel expenses are allocated among the four major divisions of the budget. The second pie chart shows the relative percentage of staffing devoted to literature production and distribution (34%), fellowship development (33%), WSC support (25%), and events (8%). Overhead (13% of total expense) is divided among these four categories in a similar fashion.



## Quick Summary FY 2000-2001



- ❖ Total income was three percent over budget
- ❖ Literature Production expense was two percent below budget
- ❖ World Service Conference Support expense was 13 percent below budget
- ❖ Fellowship Development expense was nine percent over budget
- ❖ Events expense was one percent below budget
- ❖ Total expense was two percent below budget
- ❖ Net profit was 84 percent over budget

NA WORLD SERVICES  
COMBINED BALANCE SHEET  
JUNE 30, 2001

**CURRENT ASSETS**

COMBINED CASH ON HAND	\$3,299	
BANK ACCOUNTS:		
WSO CHATSWORTH	\$1,126,939	
WSO CANADA	\$367,014	
WSO EUROPE	\$185,181	
WSO-CHATSWORTH ACCOUNTS RECEIVABLE	\$535,840	
WSO-CANADA ACCOUNTS RECEIVABLE	\$32,810	
WSO-EUROPE ACCOUNTS RECEIVABLE	\$9,465	
ALLOWANCE FOR DOUBTFUL ACCTS	(\$14,000)	
EMPLOYEE EXCHANGE & ADVANCE	(\$184)	
WSO-CANADA PREPAID RENT	\$5,870	
COMBINED INVENTORY	\$513,581	
PREPAID INSURANCE	\$20,045	
<b>TOTAL CURRENT ASSETS</b>		<b>\$2,785,860</b>

**FIXED ASSETS**

COMPUTER EQUIPMENT	\$537,606	
DUPLICATING EQUIPMENT	\$4,952	
TYPESETTING EQUIPMENT	\$5,025	
OFFICE EQUIPMENT	\$137,562	
FURNITURE	\$84,119	
LEASEHOLD IMPROVEMENTS	\$514,619	
LESS: ACCUMULATED DEPRECIATION	(\$1,029,677)	
<b>TOTAL FIXED ASSETS</b>		<b>\$254,206</b>

**OTHER ASSETS**

DEPOSITS	\$42,214	
CLEARING ACCOUNT	\$18,814	
OTHER PREPAID EXPENSES	\$2,873	
TRADEMARKS & COPYRIGHTS	\$261,558	
DIES, MOLDS, & PLATES	\$29,128	
MEI DATA BASE SOFTWARE	\$360,487	
LESS: ACCUMULATED AMORTIZATION	(\$219,607)	
<b>TOTAL OTHER ASSETS</b>		<b>\$495,466</b>
<b>TOTAL ASSETS</b>		<b>\$3,535,532</b>



NA WORLD SERVICES  
COMBINED BALANCE SHEET  
JUNE 30, 2001

**LIABILITIES AND FUND BALANCE**

ACCOUNTS PAYABLE	\$194,841	
PREPAID OPEN ORDERS	\$0	
VACATION PAYABLE	\$97,000	
SALES TAX PAYABLE	\$3,403	
GOODS & SERVICES TAX PAYABLE (CANADA)	\$2,332	
SALARIES PAYABLE	\$25,704	
WSO DATABASE UPGRADE LOAN	\$179,167	
<b>TOTAL LIABILITIES</b>		<b><u>\$502,447</u></b>
<b>TOTAL LIABILITIES</b>		<b>\$502,447</b>
FUND BALANCE	\$2,379,863	
RETAINED EARNINGS-CURRENT YEAR	<u>\$653,222</u>	
<b>TOTAL FUND BALANCE</b>		<b><u>\$3,033,085</u></b>
<b>TOTAL LIABILITIES AND FUND BALANCE</b>		<b><u><u>\$3,535,532</u></u></b>

COMBINED INCOME EXPENSE STATEMENT JUNE 30, 2001

<b><u>INCOME</u></b>		
WSO-CHATSWORTH / LITERATURE	\$5,443,436	
WSO-CANADA / LITERATURE	\$196,823	
WSO-EUROPE / LITERATURE	\$157,812	
CONFERENCE SUPPORT DONATIONS	\$612,967	
EVENTS	<u>\$120,541</u>	
<b>TOTAL INCOME</b>		<b>\$6,531,580</b>
<b><u>COST OF GOODS</u></b>		
WSO-CHATSWORTH / LITERATURE	\$1,630,203	
WSO-CANADA / LITERATURE	\$45,867	
WSO-EUROPE / LITERATURE	\$58,824	
EVENTS	<u>\$19,754</u>	
<b>TOTAL COST OF GOODS</b>		<b>\$1,754,648</b>
<b>TOTAL OPERATING INCOME</b>		<b><u>\$4,776,931</u></b>
<b><u>OPERATIONAL EXPENSES</u></b>		
WSO-CHATSWORTH	\$1,430,496	
WSO-CANADA	\$45,809	
WSO-EUROPE	\$42,353	
CONFERENCE SUPPORT	\$288,069	
EVENTS	<u>\$79,065</u>	
<b>TOTAL OPERATIONAL EXPENSES</b>		<b>\$1,885,792</b>
<b><u>HUMAN RESOURCES EXPENSES</u></b>		
WSO-CHATSWORTH	\$2,236,877	
WSO-CANADA	\$4,678	
WSO-EUROPE	<u>\$57,248</u>	
<b>TOTAL HUMAN RESOURCES EXPENSES</b>		<b>\$2,298,803</b>
<b><u>OTHER INCOME &amp; EXPENSES</u></b>		
WSO-CHATSWORTH	(\$56,302)	
WSO-CANADA	(\$1,165)	
WSO-EUROPE	(\$3,419)	
EVENTS	<u>\$0</u>	
<b>TOTAL OTHER INCOME &amp; EXPENSES</b>		<b>(\$60,886)</b>
<b>TOTAL OPERATING EXPENSES</b>		<b><u>\$4,123,710</u></b>
<b>NET OPERATING INCOME</b>		<b><u>\$653,222</u></b>
<b>NET OPERATING INCOME (PROFIT/LOSS)</b>		<b><u><u>\$653,222</u></u></b>

UNAUDITED COMBINED INCOME STATEMENT FOR FISCAL YEAR ENDING JUNE 30, 2001

NARCOTICS ANONYMOUS WORLD SERVICES, INC.					
FY 2000-2001 NAWS BUDGET					
JULY 01, 2000 THRU JUNE 30, 2001					
INCOME					
FELLOWSHIP DONATIONS	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
BREAKDOWN BY DONOR TYPE					
Members	\$ 40	\$ 826	\$ 16,262	\$ 9,915	\$ 9,915
Groups	\$ 3,033	\$ 2,132	\$ 30,571	\$ 25,582	\$ 25,582
Areas	\$ 6,049	\$ 6,431	\$ 54,957	\$ 77,167	\$ 77,167
Regions	\$ 20,423	\$ 34,646	\$ 472,938	\$ 415,757	\$ 415,757
Unity Day	\$ -	\$ -	\$ 280	\$ -	\$ -
Events/Conventions	\$ 4,874	\$ 736	\$ 36,436	\$ 8,835	\$ 8,835
Zonal & Other Forums	\$ -	\$ 556	\$ 1,523	\$ 6,668	\$ 6,668
Subtotal	\$ 34,419	\$ 45,327	\$ 612,967	\$ 543,924	\$ 543,924
RECOVERY LITERATURE INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
BASIC TEXT: Hardcover English	\$ 161,734	\$ 142,432	\$ 1,648,255	\$ 1,709,184	\$ 1,709,184
Basic Text: Translated	\$ 11,992	\$ 10,224	\$ 125,924	\$ 122,687	\$ 122,687
BASIC TEXT-SOFTBOUND	\$ 73,758	\$ 39,701	\$ 569,919	\$ 476,409	\$ 476,409
JUST FOR TODAY	\$ 68,474	\$ 44,617	\$ 623,278	\$ 535,398	\$ 535,398
IT WORKS: HOW & WHY	\$ 53,169	\$ 43,955	\$ 527,290	\$ 527,465	\$ 527,465
STEP WORKING GUIDES	\$ 43,129	\$ 48,660	\$ 508,266	\$ 583,924	\$ 583,924
OTHER RECOVERY LITERATURE	\$ 103,263	\$ 88,846	\$ 1,096,399	\$ 1,066,152	\$ 1,066,152
Subtotal	\$ 515,519	\$ 418,435	\$ 5,099,331	\$ 5,021,219	\$ 5,021,219
OTHER INVENTORY INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
MEDALLIONS	\$ 28,647	\$ 35,336	\$ 437,858	\$ 424,034	\$ 424,034
KEY TAGS & CHIPS	\$ 56,812	\$ 60,928	\$ 725,497	\$ 731,138	\$ 731,138
NON-FIPT INFORMATION BOOKLETS	\$ 3,419	\$ 2,941	\$ 43,604	\$ 35,292	\$ 35,292
MISCELLANEOUS	\$ (8)	\$ 190	\$ 595	\$ 2,277	\$ 2,277
HANDBOOKS	\$ 4,344	\$ 4,194	\$ 49,820	\$ 50,325	\$ 50,325
SPECIALTY ITEMS	\$ 2,098	\$ 2,317	\$ 36,960	\$ 27,802	\$ 27,802
PI PRODUCTS	\$ 2	\$ 122	\$ 1,973	\$ 1,462	\$ 1,462
AUDIO MATERIALS	\$ 2,426	\$ 2,445	\$ 50,057	\$ 29,335	\$ 29,335
GROUP/AREA MATERIALS	\$ 5,129	\$ 4,877	\$ 57,602	\$ 58,519	\$ 58,519
MIRACLES HAPPEN	\$ 1,703	\$ 2,736	\$ 28,900	\$ 32,837	\$ 32,837
Subtotal	\$ 104,572	\$ 116,085	\$ 1,432,865	\$ 1,393,021	\$ 1,393,021
SHIPPING	\$ 22,246	\$ 19,039	\$ 253,260	\$ 228,473	\$ 228,473
DISCOUNTS & ALLOWANCES	\$ (99,986)	\$ (89,280)	\$ (987,228)	\$ (1,071,355)	\$ (1,071,355)
Developmental Subsidies & Allowances	\$ (5,879)	\$ (4,355)	\$ (96,367)	\$ (52,257)	\$ (52,257)
Literature income less discounts and allowances	\$ 536,472	\$ 459,925	\$ 5,701,861	\$ 5,519,101	\$ 5,519,101
EVENT INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
UNITY DAY					
DONATIONS (TELEPHONE HOOKUP)	\$ 150	\$ -	\$ 2,300	\$ -	\$ -
ACTIVITY INCOME	\$ 1,295	\$ -	\$ 4,655	\$ -	\$ -
MERCHANDISE/JEWELRY	\$ -	\$ -	\$ -	\$ -	\$ -
WCNA 28					
REGISTRATION	\$ -	\$ -	\$ 41,423	\$ 32,000	\$ 32,000
SPECIAL EVENTS	\$ -	\$ -	\$ 14,250	\$ 10,000	\$ 10,000
NEWCOMER DONATIONS	\$ -	\$ -	\$ 2,615	\$ 1,000	\$ 1,000
MERCHANDISE	\$ -	\$ -	\$ 43,714	\$ 99,000	\$ 99,000
OTHER SALES	\$ -	\$ -	\$ -	\$ -	\$ -
REBATES	\$ -	\$ -	\$ 11,600	\$ 34,800	\$ 34,800
Subtotal	\$ 1,445	\$ -	\$ 120,556	\$ 176,800	\$ 176,800
MISCELLANEOUS INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
LICENSED VENDOR PAYMENTS	\$ -	\$ 1,021	\$ 14,900	\$ 12,257	\$ 12,257
INTEREST	\$ 5,565	\$ 1,213	\$ 34,311	\$ 14,552	\$ 14,552
MISCELLANEOUS	\$ (3,841)	\$ 3,240	\$ 11,674	\$ 38,874	\$ 38,874
Subtotal	\$ 1,724	\$ 5,474	\$ 60,885	\$ 65,683	\$ 65,683
TOTAL INCOME ALL SOURCES	\$ 574,060	\$ 510,726	\$ 6,496,269	\$ 6,305,508	\$ 6,305,508

UNAUDITED COMBINED COMPARISON TO BUDGET FINANCIAL STATEMENT

NAWS EXPENSE					
LITERATURE PRODUCTION & DISTRIBUTION	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
FIXED OPERATIONAL EXPENSES					
BASIC TEXT: HARD COVER - English	\$ 27,681	\$ 24,595	\$ 293,963	\$ 295,143	\$ 295,143
Basic Text-Translated	\$ 2,774	\$ 3,061	\$ 42,077	\$ 36,730	\$ 36,730
BASIC TEXT-SOFTBOUND	\$ 7,417	\$ 4,200	\$ 62,948	\$ 50,403	\$ 50,403
JUST FOR TODAY	\$ 9,061	\$ 6,657	\$ 86,201	\$ 74,761	\$ 74,761
IT WORKS: HOW & WHY	\$ 14,131	\$ 9,568	\$ 126,803	\$ 114,309	\$ 114,309
STEP WORKING GUIDES	\$ 7,390	\$ 8,693	\$ 102,541	\$ 104,313	\$ 104,313
OTHER RECOVERY LITERATURE	\$ 22,454	\$ 22,527	\$ 228,733	\$ 270,325	\$ 270,325
Subtotal	\$ 90,908	\$ 79,301	\$ 943,264	\$ 945,984	\$ 945,984
OTHER INVENTORY EXPENSE					
MARKETING	\$ 13,418	\$ 5,968	\$ 76,502	\$ 71,620	\$ 71,620
MEDALLIONS	\$ 4,684	\$ 6,211	\$ 73,325	\$ 74,536	\$ 74,536
KEY TAGS & CHIPS	\$ 13,698	\$ 16,003	\$ 181,808	\$ 192,034	\$ 192,034
NON-FIPT INFORMATION BOOKLETS	\$ 1,590	\$ 1,604	\$ 23,580	\$ 19,247	\$ 19,247
MISCELLANEOUS	\$ 1,973	\$ 417	\$ 10,743	\$ 5,003	\$ 5,003
HANDBOOKS	\$ 1,267	\$ 932	\$ 14,583	\$ 11,184	\$ 11,184
SPECIALTY ITEMS	\$ 770	\$ 819	\$ 12,487	\$ 9,830	\$ 9,830
PI PRODUCTS	\$ 1	\$ 65	\$ 986	\$ 780	\$ 780
AUDIO MATERIALS	\$ 1,096	\$ 1,254	\$ 21,173	\$ 15,047	\$ 15,047
GROUP/AREA MATERIALS	\$ 2,182	\$ 2,557	\$ 24,055	\$ 30,689	\$ 30,689
MIRACLES HAPPEN	\$ 317	\$ 821	\$ 3,519	\$ 9,851	\$ 9,851
IN HOUSE PRODUCTION	\$ 12,622	\$ 7,625	\$ 61,480	\$ 91,500	\$ 91,500
TRANSLATIONS	\$ 1,455	\$ 1,775	\$ 11,612	\$ 21,294	\$ 21,294
SHIPPING	\$ 30,952	\$ 19,229	\$ 275,779	\$ 230,743	\$ 230,743
SALES TAX EXPENSE	\$ -	\$ 4,300	\$ -	\$ 51,603	\$ 51,603
INVENTORY ADJUSTMENT	\$ -	\$ (1,507)	\$ -	\$ (18,082)	\$ (18,082)
Subtotal	\$ 86,023	\$ 68,073	\$ 791,630	\$ 816,879	\$ 816,879
LEGAL	\$ 2,609	\$ 10,317	\$ (13,562)	\$ 123,803	\$ 123,803
TRAVEL	\$ 1,314	\$ 517	\$ 8,860	\$ 6,200	\$ 6,200
ACCOUNTING	\$ 2,404	\$ 2,532	\$ 19,075	\$ 30,388	\$ 30,388
PERSONNEL Includes amount budgeted to variable projects	\$ 72,855	\$ 56,281	\$ 781,512	\$ 675,373	\$ 675,373
OVERHEAD	\$ 23,200	\$ 23,244	\$ 249,630	\$ 278,931	\$ 278,931
TECHNOLOGY	\$ 8,309	\$ 4,404	\$ 78,464	\$ 52,844	\$ 52,844
Subtotal	\$ 110,692	\$ 97,295	\$ 1,123,981	\$ 1,167,539	\$ 1,167,539
Total Literature Production Expense	\$ 287,623	\$ 244,669	\$ 2,858,874	\$ 2,930,402	\$ 2,930,402

WORLD SERVICE CONFERENCE SUPPORT	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
<b>FIXED OPERATIONAL EXPENSES</b>					
PUBLICATIONS	\$ 100	\$ 5,500	\$ 12,989	\$ 66,000	\$ 66,000
WORLD SERVICE CONFERENCE	\$ -	\$ -	\$ 1,016	\$ -	\$ -
WORLD BOARD	\$ 28,850	\$ 13,583	\$ 138,479	\$ 163,000	\$ 163,000
Allocation for Committee Meetings	\$ 13,365	\$ 8,163	\$ 47,020	\$ 97,950	\$ 97,950
HUMAN RESOURCE PANEL	\$ 1,632	\$ 875	\$ 19,387	\$ 10,500	\$ 10,500
WSC CO-FACILITATOR	\$ -	\$ 125	\$ -	\$ 1,500	\$ 1,500
TRAVEL	\$ -	\$ -	\$ 50	\$ -	\$ -
LEGAL	\$ -	\$ (7)	\$ -	\$ (84)	\$ (84)
ACCOUNTING	\$ 1,103	\$ 1,103	\$ 8,851	\$ 13,237	\$ 13,237
PERSONNEL Includes amount budgeted to variable projects	\$ 53,570	\$ 42,429	\$ 575,188	\$ 509,145	\$ 509,145
OVERHEAD	\$ 17,632	\$ 17,136	\$ 191,025	\$ 205,631	\$ 205,631
TECHNOLOGY	\$ 6,110	\$ 2,835	\$ 57,694	\$ 34,020	\$ 34,020
Subtotal	\$ 122,362	\$ 83,579	\$ 1,051,700	\$ 1,100,899	\$ 1,100,899
<b>APPROVED VARIABLE EXPENSES</b>					
World Service Meeting	\$ -	\$ -	\$ -	\$ -	\$ -
Worldwide Workshops	\$ 16,441	\$ 3,333	\$ 17,223	\$ 40,000	\$ 40,000
Recovery Literature Option - Y	\$ 4,659	\$ 3,333	\$ 4,826	\$ 40,000	\$ 40,000
Standards for WS Communications	\$ -	\$ 1,375	\$ 2,835	\$ 16,500	\$ 16,500
Service Material	\$ -	\$ 1,288	\$ 133	\$ 15,450	\$ 15,450
Historical Data Collection	\$ -	\$ 1,667	\$ 320	\$ 20,000	\$ 20,000
Subtotal	\$ 21,100	\$ 10,996	\$ 25,339	\$ 131,950	\$ 131,950
Total World Service Conference Support	\$ 143,462	\$ 94,575	\$ 1,077,039	\$ 1,232,849	\$ 1,232,849

FELLOWSHIP DEVELOPMENT	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
<b>FIXED OPERATIONAL EXPENSES</b>					
PUBLICATIONS	\$ 33,517	\$ 10,417	\$ 155,483	\$ 125,000	\$ 125,000
FELLOWSHIP SUPPORT	\$ 36,184	\$ 7,892	\$ 80,010	\$ 94,700	\$ 94,700
PROFESSIONAL EVENTS	\$ 13,073	\$ 1,792	\$ 62,680	\$ 21,500	\$ 21,500
DEVELOPMENTAL LITERATURE	\$ 17,804	\$ 8,750	\$ 97,850	\$ 105,000	\$ 105,000
LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -
ACCOUNTING	\$ 1,199	\$ 1,502	\$ 9,618	\$ 18,021	\$ 18,021
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 70,712	\$ 55,950	\$ 758,527	\$ 671,402	\$ 671,402
OVERHEAD	\$ 22,518	\$ 21,277	\$ 241,064	\$ 255,326	\$ 255,326
TECHNOLOGY	\$ 8,065	\$ 3,686	\$ 76,157	\$ 44,237	\$ 44,237
Subtotal	\$ 203,072	\$ 111,266	\$ 1,481,388	\$ 1,335,186	\$ 1,335,186
<b>VARIABLE OPERATIONAL EXPENSES</b>					
Information Management	\$ -	\$ 2,083	\$ 1,402	\$ 25,000	\$ 25,000
Subtotal	\$ -	\$ 2,083	\$ 1,402	\$ 25,000	\$ 25,000
Total Fellowship Development	\$ 203,072	\$ 113,349	\$ 1,482,790	\$ 1,360,186	\$ 1,360,186
<b>EVENTS</b>					
<b>FIXED OPERATIONAL EXPENSES PENDING FINAL RECONCILIATION</b>					
MERCHANDISE	\$ -	\$ -	\$ -	\$ -	\$ -
INVENTORY ADJUSTMENT	\$ -	\$ -	\$ -	\$ -	\$ -
UNITY DAY	\$ 83	\$ -	\$ 10,856	\$ -	\$ -
WCNA 28					
REGISTRATION	\$ -	\$ 1,085	\$ 6,420	\$ 13,018	\$ 13,018
CONTRACT LABOR	\$ -	\$ -	\$ 6,567	\$ -	\$ -
SPECIAL EVENTS	\$ -	\$ 1,167	\$ 19,245	\$ 14,000	\$ 14,000
PROGRAM	\$ -	\$ 1,200	\$ -	\$ 14,400	\$ 14,400
HOST COMMITTEE	\$ -	\$ 906	\$ 11,124	\$ 10,875	\$ 10,875
TRAVEL	\$ (22,000)	\$ 2,917	\$ 25,485	\$ 35,000	\$ 35,000
FACILITIES	\$ -	\$ 5,110	\$ 16,308	\$ 61,325	\$ 61,325
MERCHANDISE	\$ (12)	\$ 3,667	\$ 18,734	\$ 44,000	\$ 44,000
LITERATURE PURCHASES	\$ (2,612)	\$ -	\$ -	\$ -	\$ -
CONVENTION INFORMATION	\$ -	\$ 83	\$ 4,239	\$ 1,000	\$ 1,000
EQUIPMENT	\$ -	\$ -	\$ 4,411	\$ -	\$ -
TRANSPORTATION	\$ -	\$ 167	\$ 2,000	\$ 2,000	\$ 2,000
GENERAL SHIPPING	\$ -	\$ 167	\$ 8,532	\$ 2,000	\$ 2,000
TELEPHONE	\$ -	\$ 167	\$ 5,762	\$ 2,000	\$ 2,000
Subtotal	\$ (24,541)	\$ 16,635	\$ 139,684	\$ 199,618	\$ 199,618
WCNA 29	\$ 2,974	\$ 163	\$ 6,823	\$ 1,955	\$ 1,955
WCNA 30	\$ -	\$ -	\$ 985	\$ -	\$ -
WCNA 31	\$ -	\$ -	\$ 1,967	\$ -	\$ -
LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -
ACCOUNTING	\$ 319	\$ 457	\$ 3,384	\$ 5,484	\$ 5,484
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 17,171	\$ 12,541	\$ 184,200	\$ 150,495	\$ 150,495
OVERHEAD	\$ 6,693	\$ 4,895	\$ 68,408	\$ 58,743	\$ 58,743
TECHNOLOGY	\$ 1,972	\$ 889	\$ 18,893	\$ 10,667	\$ 10,667
Total Events	\$ 4,588	\$ 35,580	\$ 424,344	\$ 426,962	\$ 426,962
TOTAL NAWS EXPENSE	\$ 638,746	\$ 488,173	\$ 5,843,047	\$ 5,950,399	\$ 5,950,399
Excess Revenue/Expense	\$ (64,686)	\$ 22,553	\$ 653,222	\$ 355,109	\$ 355,109

UNAUDITED COMBINED COMPARISON TO BUDGET FINANCIAL STATEMENT

## INCOME STATEMENT

## NARCOTICS ANONYMOUS WORLD SERVICE

FOR THE 12 PERIODS ENDED JUNE 3

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
REVENUE:				
FIPT LITERATURE REVENUE				
BASIC TEXT	\$153,683.40	30.1 %	1,587,226.75	28.9
BASIC TEXT-SOFTBOUND	73,418.60	14.4	567,460.60	10.3
BASIC TEXT TRANSLATED	2,636.06	.5	7,396.56	.1
BASIC TEXT SFT CVR TRANSLATED	8,853.00	1.7	75,426.75	1.4
JUST FOR TODAY	63,040.40	12.3	564,817.00	10.3
JUST FOR TODAY: GIFT EDITION	2,142.00	.4	19,312.50	.4
IT WORKS: HOW & WHY	49,990.45	9.8	499,846.20	9.1
IT WORKS: GIFT EDITION	220.50	.0	3,948.00	.1
STEP WORKING GUIDES	40,281.60	7.9	474,135.75	8.6
LITERATURE - FIPT	94,643.73	18.5	1,036,211.60	18.9
TOTAL FIPT LITERATURE REVENUE	488,909.74	95.7	4,835,781.71	88.1
NON - FIPT LITERATURE REVENUE				
HANDBOOKS	3,625.00	.7	46,267.94	.8
MIRACLES HAPPEN	1,441.00	.3	25,690.15	.5
MISCELLANEOUS	(7.55)	.0	380.65	.0
AUDIO MATERIALS	2,364.95	.5	46,964.31	.9
GROUP/AREA MATERIALS	4,787.80	.9	53,535.45	1.0
PI PRODUCTS	1.75	.0	1,555.05	.0
SPECIALTY ITEMS	2,064.80	.4	34,886.70	.6
MEDALLIONS	27,466.62	5.4	405,208.95	7.4
KEYTAGS & CHIPS	52,885.29	10.4	669,480.31	12.2
INFORMATION BOOKLETS-NON FIPT	1,850.17	.4	27,514.88	.5
TOTAL NON - FIPT LITERATURE RE	96,479.83	18.9	1,311,484.39	23.9
MISCELLANEOUS REVENUE				
SHIPPING - LITERATURE	20,516.70	4.0	232,747.03	4.2
DISCOUNTS	(95,155.12)	(18.6)	(936,419.37)	(17.1)
DEVELOPMENTAL LIT ADJUSTMENT	.00	.0	(157.50)	.0
TOTAL MISCELLANEOUS REVENUE	(74,638.42)	(14.6)	(703,829.84)	(12.8)
EVENTS MERCHANDISE REVENUE				
MERCHANDISE:WEARABLES	.00	.0	18,020.00	.3
MERCHANDISE:SPECIALTY	.00	.0	13,931.50	.3
MERCHANDISE:PRE-CONVENTION	.00	.0	6,910.00	.1
TAPE SALES: MAIL ORDER	.00	.0	4,852.00	.1
SHIPPING - EVENTS	.00	.0	(15.00)	.0
TOTAL EVENTS MERCHANDISE REVEN	.00	.0	43,698.50	.8
TOTAL REVENUE	510,751.15	100.0	5,487,134.76	100.0

## INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
COST OF SALES:				
FIPT COST OF SALES				
BASIC TEXT	\$26,226.97	5.1 %	283,265.46	5.2
BASIC TEXT-SOFTBOUND	7,384.00	1.4	62,709.61	1.1
BASIC TEXT TRANSLATED	753.49	.1	8,579.09	.2
BASIC TEXT SFT CVR TRANSLATED	1,784.71	.3	19,616.91	.4
JUST FOR TODAY	7,735.43	1.5	72,298.68	1.3
JUST FOR TODAY: GIFT EDITION	893.65	.2	8,454.43	.2
IT WORKS: HOW & WHY	13,505.06	2.6	120,942.38	2.2
IT WORKS: GIFT EDITION	46.90	.0	864.30	.0
STEP WORKING GUIDES	6,940.81	1.4	95,972.87	1.7
LITERATURE - FIPT	21,563.22	4.2	215,074.57	3.9
TOTAL FIPT COST OF SALES	86,834.24	17.0	887,778.30	16.2
NON - FIPT COST OF SALES				
HANDBOOKS	1,053.13	.2	13,737.93	.3
MIRACLES HAPPEN	287.22	.1	3,144.81	.1
MISCELLANEOUS	1.45	.0	192.80	.0
AUDIO MATERIALS	1,067.80	.2	20,053.17	.4
GROUP/AREA MATERIALS	2,062.23	.4	22,317.26	.4
PI PRODUCTS	.60	.0	904.92	.0
SPECIALTY ITEMS	763.83	.1	11,864.94	.2
MEDALLIONS	4,496.77	.9	67,753.24	1.2
KEYTAGS & CHIPS	12,744.47	2.5	167,769.52	3.1
INFORMATION BOOKLETS-NON FIPT	801.72	.2	14,628.50	.3
NA WAY MAGAZINE	.00	.0	535.70	.0
TOTAL NON - FIPT COST OF SALES	23,279.22	4.6	322,902.79	5.9
SHIPPING COSTS				
SHIPPING	26,645.34	5.2	230,830.13	4.2
SHIPPING SUPPLIES	1,387.55	.3	13,936.46	.3
SHIPPING AND EQUIPMENT LEASE	936.63	.2	15,250.54	.3
TOTAL SHIPPING COSTS	28,969.52	5.7	260,017.13	4.7
OTHER COST OF SALES				
REPRODUCTION LEASE	9,168.94	1.8	58,027.54	1.1
REPRODUCTION SUPPLIES	3,452.65	.7	3,452.65	.1
COST OF GOODS (DAMAGE)	308.79	.1	1,777.08	.0
TRANSLATIONS (PRODUCT COST)	1,454.85	.3	11,611.56	.2
PRODUCT DEVELOPMENT	1,662.65	.3	8,134.75	.1
CORRECTIONS MARKETING	13,417.92	2.6	76,501.67	1.4
TOTAL OTHER COST OF SALES	29,465.80	5.8	159,505.25	2.9
EVENTS COST OF SALES				
MERCHANDISE:WEARABLES	13.21	.0	14,188.72	.3
MERCHANDISE:SPECIALITY	.00	.0	2,827.52	.1
LITERATURE PURCHASES- EVENTS	(2,611.68)	(.5)	.00	.0



## INCOME STATEMENT

## NARCOTICS ANONYMOUS WORLD SERVICE

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
EVENTS COST OF SALES	(Continued)			
SPEAKER TAPES	\$ .00	.0 %	620.00	.0
ANNUAL MTG T-SHIRTS/ HATS	.00	.0	1,015.62	.0
SHIPPING	.00	.0	1,101.75	.0
TOTAL EVENTS COST OF SALES	(2,598.47)	(.5)	19,753.61	.4
TOTAL COST OF SALES	165,950.31	32.5	1,649,957.08	30.1
OPERATING INCOME	344,800.84	67.5	3,837,177.68	69.9
OPERATING EXPENSES:				
OPERATIONAL EXPENSES				
ACCOUNTING & LEGAL	2,609.25	.5	(8,322.68)	(.2)
AMORTIZATION	10,433.33	2.0	70,427.33	1.3
AUTO LEASE	698.22	.1	9,231.84	.2
AUTO EXPENSE	53.34	.0	2,738.22	.0
BAD DEBTS	12,635.08	2.5	13,012.74	.2
BANK SERVICE CHARGES	1,187.01	.2	16,199.60	.3
BANK SERVICE CHARGES	28.10	.0	1,051.96	.0
COMPUTER INFORMATION SERVICES	617.40	.1	4,863.34	.1
COMPUTER INFORMATION SERVICES	19.68	.0	347.78	.0
COMPUTER LEASES	694.56	.1	20,894.46	.4
COMPUTER SOFTWARE	1,562.89	.3	29,507.29	.5
COMPUTER SUPPLIES	3,278.64	.6	20,236.32	.4
COMPUTER SUPPLIES	.00	.0	348.70	.0
CONTRACT LABOR	.00	.0	175.00	.0
CONTRACT LABOR - LITERATURE	1,168.50	.2	9,165.60	.2
CONTRACT LABOR - CONF SUPPORT	194.30	.0	1,642.70	.0
CONVERSION GAIN/LOSS	212.25	.0	212.25	.0
COPYRIGHTS	.00	.0	5,438.80	.1
DEPRECIATION	4,586.35	.9	65,581.35	1.2
DUES & FEES	1,295.00	.3	8,206.76	.1
DUES & FEES	.00	.0	894.41	.0
EQUIPMENT RENTAL/LEASE	192.69	.0	2,695.10	.0
EQUIPMENT RENTAL/LEASE	.00	.0	845.60	.0
EQUIPMENT REPAIR	959.40	.2	2,445.99	.0
FACILITIES - EVENTS	.00	.0	10,475.42	.2
FREE LITERATURE DISTRIBUTION	.00	.0	554.37	.0
FREE LITERATURE (CONF SUPP)	.00	.0	127.05	.0
FREE LITERATURE (FELL DEV)	3,617.31	.7	15,158.11	.3
FREE LITERATURE (H & I)	1,108.41	.2	14,588.91	.3
DEVELOPMENT DISCOUNTS	5,879.13	1.2	95,655.23	1.7
SHIPPING (NON-US)	9,147.72	1.8	46,114.37	.8
SHIPPING: CUSTOMS AND DUTIES	2,113.07	.4	11,091.85	.2
FREE PUBLICATIONS (CONF SUPP)	20.97	.0	4,035.18	.1
FREE PUBLICATIONS (FELL DEV)	28,637.26	5.6	123,160.60	2.2
FREE PUBLICATIONS - TRANSLATE	79.00	.0	8,826.69	.2
FREE PUBLICATIONS - TRANSLATE	3,750.08	.7	13,168.39	.2
INFORMATION MANAGEMENT	4,129.55	.8	13,227.89	.2
INFORMATION MNGMNT - WEB SITE	285.73	.1	6,648.43	.1

## NARCOTICS ANONYMOUS WORLD SERVICES

## INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
OPERATIONAL EXPENSES	(Continued)			
INSURANCE (GENERAL)	\$(447.00)	(.1)%	32,702.00	.6
INSURANCE (EVENTS)	.00	.0	5,833.00	.1
INTEREST EXPENSE	1,303.85	.3	21,255.71	.4
MAINTENANCE & REPAIR	4,969.88	1.0	39,003.91	.7
MEETING SPACE	225.00	.0	225.00	.0
OFFICE EXPENSE	11,852.63	2.3	71,353.75	1.3
OFFICE EXPENSE	195.91	.0	1,261.47	.0
OFFICE EXPENSE	.00	.0	2,309.77	.0
POSTAGE	(4.68)	.0	23,451.67	.4
POSTAGE	31.88	.0	2,195.18	.0
POSTAGE	138.39	.0	10,364.04	.2
POSTAGE	.00	.0	57.66	.0
PRINTING:GENERAL	.00	.0	1,225.97	.0
PUBLIC INFORMATION	11,523.81	2.3	38,306.98	.7
PROFESSIONAL EVENTS (NON NA)	1,549.13	.3	24,372.54	.4
RENT	.00	.0	229,600.54	4.2
REPRODUCTION LEASE	11,488.58	2.2	106,106.83	1.9
SERVICE CONTRACTS	735.82	.1	9,339.37	.2
TELEPHONE	6,120.77	1.2	59,247.48	1.1
TELEPHONE	93.09	.0	3,548.62	.1
TELEPHONE	1,085.03	.2	10,608.91	.2
TRANSLATIONS (LETTERS)	.00	.0	282.98	.0
TRAVEL - GENERAL	10.00	.0	414.00	.0
TRAVEL: STAFF SUPPORT	.00	.0	50.00	.0
TRAVEL - EVENTS	(22,000.00)	(4.3)	20,494.97	.4
TRAVEL - FELLOWSHIP DEVLPMNT	22,000.00	4.3	22,000.00	.4
UTILITIES	9,205.99	1.8	52,816.65	1.0
TOTAL OPERATIONAL EXPENSES	161,272.30	31.6	1,429,101.95	26.0
EVENTS OPERATIONAL COSTS				
CONTRACT LABOR:SECURITY	.00	.0	1,297.50	.0
CONTRACT LABOR:TRANSLATIONS	.00	.0	4,194.79	.1
CONTRACT LABOR:AUDIO	.00	.0	1,075.20	.0
ENTERTAINMENT: DANCES	.00	.0	1,200.00	.0
ENTERTAINMENT:MISCELLANEOUS	.00	.0	600.00	.0
ENTERTAINMENT: FRIDAY EVENT	.00	.0	14,934.34	.3
ENTERTAINMENT:SATURDAY NIGHT	.00	.0	2,511.00	.0
EQUIPMENT RENTAL:TRANSLATIONS	.00	.0	3,565.76	.1
PRINTING	200.93	.0	200.93	.0
PRINTING: REGISTRATION	.00	.0	76.90	.0
PRINTING:TRANSLATIONS	.00	.0	549.00	.0
PRINTING:SIGNS	.00	.0	3,572.46	.1
REGISTRATION REFUNDS	.00	.0	60.00	.0
REGISTRATION SUPPLIES	.00	.0	6,359.65	.1
TAPE SALES: REFUND	(12.00)	.0	1,098.00	.0
TRANSLATIONS	.00	.0	40.50	.0
TRANSPORTATION-SHUTTLE	.00	.0	2,000.00	.0
TRAVEL: PLANNING	341.00	.1	2,398.19	.0
TRAVEL: SITE VISIT	2,633.36	.5	7,377.19	.1
TRAVEL: SUPPORT COMMITTEE	.00	.0	512.00	.0

## INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
EVENTS OPERATIONAL COSTS	(Continued)			
TRAVEL: CORPORATE	\$ .00	.0 %	755.10	.0
TRAVEL: HOST COMMITTEE	.00	.0	11,123.88	.2
TRAVEL: PROGRAM	.00	.0	3,722.91	.1
UNITY DAY	83.17	.0	1,272.20	.0
UNITY DAY: TELEPHONE HOOKUP	.00	.0	8,567.70	.2
TOTAL EVENTS OPERATIONAL COSTS	3,246.46	.6	79,065.20	1.4
CONFERENCE FIXED ITEMS				
WORLD SERVICE MEETING(S)	190.00	.0	190.00	.0
HUMAN RESOURCE PANEL	1,632.11	.3	19,386.59	.4
WORLD BOARD	29,010.21	5.7	138,639.21	2.5
CONFERENCE AGENDA WORKSHOPS	.00	.0	94.00	.0
FELLOWSHIP ASSISTANCE	1,369.69	.3	33,463.02	.6
ZONAL FORUMS/WORKSHOPS	12,813.81	2.5	24,501.03	.4
TOTAL CONFERENCE FIXED ITEMS	45,015.82	8.8	216,273.85	3.9
CONFERENCE VARIABLE ITEMS				
SERVICE MATERIALS PROJECT	.00	.0	133.41	.0
STANDARD FOR WS COMMUNICATIONS	.00	.0	2,835.47	.1
LITERATURE DIST SYSTEM REVIEW	4,658.82	.9	4,826.39	.1
HISTORY PROJECT	.00	.0	320.27	.0
FELLOWSHIP RELATION COMMITTEE	675.00	.1	8,979.28	.2
PUBLIC RELATIONS COMMITTEE	3,674.01	.7	8,297.59	.2
PUBLICATION COMMITTEE	8,618.07	1.7	21,507.57	.4
EVENTS COMMITTEE	495.00	.1	6,627.33	.1
GUARDIANS	293.00	.1	1,998.09	.0
INFORMATION MANGMNT PROJECT	.00	.0	1,402.24	.0
WORLD SERVICES WORKSHOPS	16,240.06	3.2	16,928.32	.3
FELLOWSHIP DEVELOPMENT PLAN	27.62	.0	27.62	.0
TOTAL CONFERENCE VARIABLE ITEM	34,681.58	6.8	73,883.58	1.3
HUMAN RESOURCES				
EMPLOYEE TRAINING	.00	.0	36,181.39	.7
EMPLOYEE TRAINING	24.23	.0	304.23	.0
EMPLOYEE MOVING	6,456.25	1.3	9,373.42	.2
EMPLOYEE RECRUITMENT	.00	.0	3,430.40	.1
EMPLOYEE EXPENSE MISCELLANEOUS	17,987.30	3.5	102,061.29	1.9
INSURANCE (HEALTH)	13,062.69	2.6	132,507.67	2.4
INSURANCE (WORKERS COMP.)	1,376.67	.3	17,135.04	.3
RETIREMENT PLAN	3,031.97	.6	51,130.90	.9
PAYROLL TAXES	10,967.01	2.1	138,849.02	2.5
SALARIES	155,843.04	30.5	1,745,904.13	31.8
TOTAL HUMAN RESOURCES	208,749.16	40.9	2,236,877.49	40.8
TOTAL OPERATING EXPENSES	452,965.32	88.7	4,035,202.07	73.5
NET OPERATING INCOME	(108,164.48)	(21.2)	(198,024.39)	(3.6)

## NARCOTICS ANONYMOUS WORLD SERVICES

## INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
OTHER INCOME & EXPENSE:				
DONATION REVENUE				
MEMBERS	\$40.00	.0 %	16,262.02	.3
GROUPS	3,033.16	.6	30,570.81	.6
AREAS	6,049.00	1.2	54,957.34	1.0
REGIONS	20,422.58	4.0	472,937.57	8.6
UNITY DAY DONATIONS	.00	.0	279.96	.0
EVENT/CONVENTION DONATIONS	4,874.00	1.0	36,436.20	.7
ZONAL AND OTHER FORUMS	.00	.0	1,522.91	.0
TOTAL DONATION REVENUE	34,418.74	6.7	612,966.81	11.2
EVENTS REVENUE				
UNITY DAY EVENT INCOME	.00	.0	2,730.16	.0
UNITY DAY: TELEPHONE HOOKUP	150.00	.0	2,300.00	.0
UNITY DAY: BANQUET	1,295.00	.3	1,925.00	.0
REGISTRATION: EARLY	.00	.0	16,320.00	.3
REGISTRATION: PRE	.00	.0	11,732.50	.2
REGISTRATION:LATE	.00	.0	80.00	.0
REGISTRATION:ON SITE	.00	.0	13,290.00	.2
ENTERTAINMENT:FRIDAY EVENT	.00	.0	14,250.00	.3
NEWCOMER DONATION:PRE-EVENT	.00	.0	2,448.50	.0
NEWCOMER DONATION:ON SITE	.00	.0	166.50	.0
REBATES:COMP AIRFARES	.00	.0	11,600.00	.2
TOTAL EVENTS REVENUE	1,445.00	.3	76,842.66	1.4
OTHER REVENUE				
INTEREST INCOME	5,196.95	1.0	29,323.73	.5
TOTAL OTHER REVENUE	5,196.95	1.0	29,323.73	.5
OTHER INCOME & EXPENSE				
MISCELLANEOUS INCOME & EXPENSE	(2,041.98)	(.4)	12,015.69	.2
MISCELLANEOUS INCOME/EXPENSE	.00	.0	100.00	.0
FIPT - PAYMENTS	.00	.0	13,500.00	.2
FIPT - HANDLING	.00	.0	1,400.00	.0
FIPT - EXPENSES	(3.41)	.0	(67.51)	.0
MISCELLANEOUS INCOME	.00	.0	30.00	.0
TOTAL OTHER INCOME & EXPENSE	(2,045.39)	(.4)	26,978.18	.5
TOTAL OTHER INCOME & EXPEN	39,015.30	7.6	746,111.38	13.6
NET INCOME (LOSS)	(69,149.18)	(13.5)	548,086.99	10.0
NET INCOME (LOSS)	\$(69,149.18)	(13.5)%	548,086.99	10.0

## INCOME STATEMENT

NA WORLD SERVICES - CANA

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
REVENUE:				
FIPT LITERATURE REVENUE				
BASIC TEXT	\$3,346.50	18.6 %	30,932.40	15.7
BASIC TEXT - SOFTBOUND	281.30	1.6	1,858.45	.9
BASIC TEXT TRANSLATED	.00	.0	19,671.35	10.0
BASIC TEXT SFT CVR TRANSLATED	.00	.0	42.50	.0
JUST FOR TODAY	1,640.10	9.1	23,255.30	11.8
JUST FOR TODAY: GIFT EDITION	157.50	.9	591.75	.3
IT WORKS: HOW & WHY	1,692.20	9.4	11,812.05	6.0
IT WORKS: GIFT EDITION	157.50	.9	468.00	.2
STEP WORKING GUIDE	1,795.80	10.0	17,854.30	9.1
LITERATURE - FIPT	6,408.62	35.6	37,469.59	19.0
TOTAL FIPT LITERATURE REVENUE	15,479.52	86.0	143,955.69	73.1
NON - FIPT LITERATURE REVENUE				
HANDBOOKS	403.10	2.2	2,034.40	1.0
MIRACLES HAPPEN	.00	.0	1,348.60	.7
AUDIO MATERIALS	.00	.0	2,260.40	1.1
GROUP/AREA MATERIALS	175.25	1.0	1,603.05	.8
PI PRODUCTS	.00	.0	154.85	.1
SPECIALTY ITEMS	.00	.0	940.20	.5
MEDALLIONS	864.76	4.8	20,522.91	10.4
KEYTAGS & CHIPS	1,581.75	8.8	27,642.18	14.0
INFORMATION BOOKLETS-NON FIPT	146.89	.8	1,475.94	.7
TOTAL NON - FIPT LITERATURE RE	3,171.75	17.6	57,982.53	29.5
MISCELLANEOUS REVENUE				
SHIPPING	1,023.60	5.7	10,982.30	5.6
DISCOUNTS	(1,682.04)	(9.3)	(16,097.56)	(8.2)
TOTAL MISCELLANEOUS REVENUE	(658.44)	(3.7)	(5,115.26)	(2.6)
TOTAL REVENUE	17,992.83	100.0	196,822.96	100.0
COST OF SALES:				
FIPT COST OF SALES				
BASIC TEXT	671.13	3.7	5,358.93	2.7
BASIC TEXT - SOFTBOUND	27.29	.2	180.68	.1
BASIC TEXT TRANSLATED	.00	.0	5,622.75	2.9
BASIC TEXT SFT CVR TRANSLATED	.00	.0	9.52	.0
JUST FOR TODAY	164.01	.9	3,200.39	1.6
JUST FOR TODAY: GIFT EDITION	65.72	.4	247.07	.1
IT WORKS: HOW & WHY	326.81	1.8	2,364.01	1.2
IT WORKS: GIFT EDITION	33.50	.2	100.50	.1
STEP WORKING GUIDE	283.38	1.6	2,909.93	1.5
LITERATURE - FIPT	(15.05)	(.1)	7,088.80	3.6
TOTAL FIPT COST OF SALES	1,556.79	8.7	27,082.58	13.8

## INCOME STATEMENT

## NA WORLD SERVICES - CANADA

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
NON - FIPT COST OF SALES				
HANDBOOKS	\$118.40	.7 %	478.56	.2
MIRACLES HAPPEN	.00	.0	157.27	.1
AUDIO MATERIALS	.00	.0	759.35	.4
GROUP/AREA MATERIALS	57.20	.3	610.18	.3
PI PRODUCTS	.00	.0	30.14	.0
SPECIALTY ITEMS	.00	.0	305.76	.2
MEDALLIONS	137.81	.8	3,555.11	1.8
KEYTAGS & CHIPS	384.75	2.1	6,927.86	3.5
INFORMATION BOOKLETS-NON FIPT	58.37	.3	724.11	.4
NA WAY MAGAZINE	.00	.0	15.75	.0
TOTAL NON - FIPT COST OF SALES	756.53	4.2	13,564.09	6.9
SHIPPING COSTS				
SHIPPING	992.84	5.5	5,174.57	2.6
SHIPPING SUPPLIES	.00	.0	45.54	.0
TOTAL SHIPPING COSTS	992.84	5.5	5,220.11	2.7
TOTAL COST OF SALES	3,306.16	18.4	45,866.78	23.3
OPERATING INCOME	14,686.67	81.6	150,956.18	76.7
OPERATING EXPENSES:				
OPERATIONAL EXPENSES				
BANK SERVICE CHARGES	97.07	.5	212.77	.1
CONVERSION GAIN/LOSS	844.59	4.7	834.53	.4
CONVERSION GAIN/LOSS	.00	.0	.60	.0
DEPRECIATION	40.15	.2	326.15	.2
DUES & FEES	.00	.0	3.75	.0
EQUIPMENT RENTAL/LEASE	.00	.0	10.70	.0
SHIPPING INTO CANADA: FELL	2,845.43	15.8	14,387.03	7.3
SHIPPING: CUSTOMS AND DUTIES	67.04	.4	279.44	.1
FREE PUBLICATIONS - TRANSLATE	21.34	.1	4,565.46	2.3
GOODS & SERVICES TAX	200.59	1.1	4,161.99	2.1
MAINTENANCE & REPAIR	105.10	.6	433.16	.2
OFFICE EXPENSE	520.69	2.9	1,009.51	.5
POSTAGE	124.74	.7	2,376.31	1.2
RENT	1,956.50	10.9	11,761.50	6.0
TELEPHONE	137.34	.8	1,541.09	.8
TRAVEL	1,304.06	7.2	1,823.28	.9
UTILITIES	97.18	.5	2,082.13	1.1
TOTAL OPERATIONAL EXPENSES	8,361.82	46.5	45,809.40	23.3
CONFERENCE FIXED ITEMS				
FELLOWSHIP ASSISTANCE	.00	.0	45.75	.0
TOTAL CONFERENCE FIXED ITEMS	.00	.0	45.75	.0

## INCOME STATEMENT

NA WORLD SERVICES - CANADA

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
HUMAN RESOURCES				
SALARIES	\$390.94	2.2 %	4,677.94	2.4
TOTAL HUMAN RESOURCES	390.94	2.2	4,677.94	2.4
TOTAL OPERATING EXPENSES	8,752.76	48.6	50,533.09	25.7
NET OPERATING INCOME	5,933.91	33.0	100,423.09	51.0
OTHER INCOME & EXPENSE:				
OTHER REVENUE				
INTEREST EARNED	.00	.0	1,604.33	.8
TOTAL OTHER REVENUE	.00	.0	1,604.33	.8
OTHER INCOME & EXPENSE				
MISCELLANEOUS EXPENSE	.00	.0	(439.67)	(.2)
TOTAL OTHER INCOME & EXPENSE	.00	.0	(439.67)	(.2)
TOTAL OTHER INCOME & EXPENSE	.00	.0	1,164.66	.6
NET INCOME (LOSS)	5,933.91	33.0	101,587.75	51.6
NET INCOME (LOSS)	\$5,933.91	33.0 %	101,587.75	51.6

## INCOME STATEMENT

NA WORLD SERVICES - EUROPE

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
REVENUE:				
FIPT LITERATURE REVENUE				
BASIC TEXT	\$4,704.50	34.6 %	30,096.05	19.1
BASIC TEXT-SOFTBOUND	58.20	.4	600.30	.4
BASIC TEXT TRANSLATED	503.00	3.7	23,386.55	14.8
JUST FOR TODAY	1,493.80	11.0	15,164.90	9.6
JUST FOR TODAY: GIFT EDITION	.00	.0	136.50	.1
IT WORKS: HOW & WHY	1,108.80	8.1	11,184.10	7.1
IT WORKS: SPECIAL EDITION	.00	.0	31.50	.0
STEP WORKING GUIDES	1,051.20	7.7	16,275.50	10.3
LITERATURE - FIPT	2,210.30	16.2	22,717.79	14.4
TOTAL FIPT LITERATURE REVENUE	11,129.80	81.8	119,593.19	75.8
NON - FIPT LITERATURE REVENUE				
HANDBOOKS	315.90	2.3	1,518.65	1.0
MIRACLES HAPPEN	262.00	1.9	1,861.35	1.2
MISCELLANEOUS	.00	.0	172.35	.1
AUDIO MATERIALS	60.80	.4	831.95	.5
GROUP/AREA MATERIALS	166.00	1.2	2,464.60	1.6
PI PRODUCTS	.00	.0	262.25	.2
SPECIALTY ITEMS	33.00	.2	1,132.85	.7
MEDALLIONS	315.85	2.3	12,125.90	7.7
KEYTAGS AND CHIPS	2,344.75	17.2	28,374.70	18.0
INFORMATION BOOKLETS-NON FIPT	1,422.35	10.5	14,612.85	9.3
NA WAY MAGAZINE	.00	.0	41.95	.0
TOTAL NON - FIPT LITERATURE RE	4,920.65	36.2	63,399.40	40.2
MISCELLANEOUS REVENUE				
SHIPPING - LITERATURE	705.95	5.2	9,530.48	6.0
DISCOUNTS	(3,149.15)	(23.1)	(34,710.73)	(22.0)
TOTAL MISCELLANEOUS REVENUE	(2,443.20)	(18.0)	(25,180.25)	(16.0)
TOTAL REVENUE	13,607.25	100.0	157,812.34	100.0
COST OF SALES:				
FIPT COST OF SALES				
BASIC TEXT	783.03	5.8	5,338.31	3.4
BASIC TEXT-SOFTBOUND	5.65	.0	57.66	.0
BASIC TEXT TRANSLATED	236.02	1.7	8,248.69	5.2
JUST FOR TODAY	202.35	1.5	1,950.33	1.2
JUST FOR TODAY: GIFT EDITION	.00	.0	49.91	.0
IT WORKS: HOW & WHY	218.26	1.6	2,524.71	1.6
IT WORKS: SPECIAL EDITION	.00	.0	6.70	.0
STEP WORKING GUIDES	165.88	1.2	3,658.37	2.3
LITERATURE - FIPT	905.33	6.7	6,569.25	4.2
TOTAL FIPT COST OF SALES	2,516.52	18.5	28,403.93	18.0



## INCOME STATEMENT

## NA WORLD SERVICES - EUROPE

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
NON - FIPT COST OF SALES				
HANDBOOKS	\$95.64	.7 %	366.37	.2
MIRACLES HAPPEN	29.68	.2	216.63	.1
MISCELLANEOUS	.00	.0	76.15	.0
AUDIO MATERIALS	27.78	.2	360.49	.2
GROUP/AREA MATERIALS	62.33	.5	1,127.12	.7
PI PRODUCTS	.00	.0	51.05	.0
SPECIALTY ITEMS	6.11	.0	316.58	.2
MEDALLIONS	49.43	.4	2,016.40	1.3
KEYTAGS AND CHIPS	569.26	4.2	7,110.51	4.5
INFORMATION BOOKLETS-NON FIPT	729.59	5.4	8,226.95	5.2
NA WAY MAGAZINE	.00	.0	10.64	.0
TOTAL NON - FIPT COST OF SALES	1,569.82	11.5	19,878.89	12.6
SHIPPING COSTS				
SHIPPING	673.65	5.0	9,849.90	6.2
SHIPPING SUPPLIES	316.00	2.3	691.51	.4
TOTAL SHIPPING COSTS	989.65	7.3	10,541.41	6.7
TOTAL COST OF SALES	5,075.99	37.3	58,824.23	37.3
OPERATING INCOME	8,531.26	62.7	98,988.11	62.7
OPERATING EXPENSES:				
OPERATIONAL EXPENSES				
BAD DEBTS	.00	.0	17.21	.0
BANK SERVICE CHARGES	518.86	3.8	533.35	.3
COMPUTER INFORMATION SERVICES	214.71	1.6	3,448.20	2.2
COMPUTER SOFTWARE	212.72	1.6	612.25	.4
COMPUTER SUPPLIES	65.95	.5	692.12	.4
CONSULTING	.00	.0	931.29	.6
CONVERSION GAIN/LOSS	774.68	5.7	(2.84)	.0
DEPRECIATION	229.41	1.7	4,068.41	2.6
DUES & FEES	329.78	2.4	329.78	.2
FREE LIT FELLOWSHIP DEVELOPMEN	.00	.0	328.85	.2
SHIPPING INTO EUROPE	80.83	.6	7,271.21	4.6
SHIPPING- CUSTOMS AND DUTIES	.00	.0	3,219.13	2.0
INSURANCE (GENERAL)	236.42	1.7	477.98	.3
MAINTENANCE & REPAIR	.00	.0	60.44	.0
OFFICE EXPENSE	30.62	.2	1,772.78	1.1
POSTAGE	3.55	.0	1,043.81	.7
PUBLIC INFORMATION	.00	.0	277.85	.2
RENT	578.61	4.3	7,350.86	4.7
TELEPHONE	876.99	6.4	3,132.02	2.0
TRANSPORT	10.63	.1	156.13	.1
TRAVEL	.00	.0	5,675.17	3.6
UTILITIES	54.55	.4	956.50	.6
TOTAL OPERATIONAL EXPENSES	4,218.31	31.0	42,352.50	26.8

## INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
HUMAN RESOURCES				
INSURANCE (HEALTH)	\$ .00	.0 %	363.15	.2
PAYROLL TAXES	2,511.58	18.5	27,824.15	17.6
SALARIES	2,585.56	19.0	29,060.35	18.4
TOTAL HUMAN RESOURCES	5,097.14	37.5	57,247.65	36.3
TOTAL OPERATING EXPENSES	9,315.45	68.5	99,600.15	63.1
NET OPERATING INCOME	(784.19)	(5.8)	(612.04)	(.4)
OTHER INCOME AND EXPENSES:				
OTHER REVENUE				
INTEREST EARNED	367.80	2.7	3,383.43	2.1
TOTAL OTHER REVENUE	367.80	2.7	3,383.43	2.1
OTHER INCOME AND EXPENSES				
MISCELLANEOUS INCOME/EXPENSE	(1,795.22)	(13.2)	35.53	.0
TOTAL OTHER INCOME AND EXPENSE	(1,795.22)	(13.2)	35.53	.0
TOTAL OTHER INCOME AND EXP	(1,427.42)	(10.5)	3,418.96	2.2
NET INCOME {LOSS}	(2,211.61)	(16.3)	2,806.92	1.8
NET INCOME (LOSS)	\$(2,211.61)	(16.3)%	2,806.92	1.8