

NARCOTICS ANONYMOUS WORLD SERVICES, INC.
PROPOSED BUDGET FOR FISCAL YEARS 2010 - 2012

	7/1/08 - 9/30/09 Annualized	Proposed Base July 2010 - June 2011	Proposed Base July 2011 - June 2012	Consolidated Base for Fiscal Years 2010-2012
INCOME				
RECOVERY LITERATURE INCOME				
BASIC TEXT: Hardcover English	\$2,849,056	\$2,977,264	\$3,059,138	\$6,036,402
BASIC TEXT: Translated	\$163,802	\$171,174	\$175,881	\$347,054
BASIC TEXT: Softcover	\$714,278	\$746,420	\$766,947	\$1,513,367
JUST FOR TODAY	\$847,501	\$885,638	\$909,993	\$1,795,632
IT WORKS: HOW & WHY	\$641,437	\$670,301	\$688,735	\$1,359,036
SPONSORSHIP BOOK	\$45,342	\$47,383	\$48,686	\$96,069
STEP WORKING GUIDES	\$690,606	\$721,683	\$741,529	\$1,463,212
LITERATURE INCOME (IRAN)	\$992,848	\$1,037,526	\$1,066,058	\$2,103,584
OTHER RECOVERY LITERATURE	\$1,465,471	\$1,531,417	\$1,573,531	\$3,104,949
Subtotal	\$8,410,341	\$8,788,806	\$9,030,498	\$17,819,304
OTHER INVENTORY INCOME				
MEDALLIONS	\$704,027	\$735,708	\$755,940	\$1,491,649
KEYTAGS & CHIPS	1,071,715	\$1,119,942	\$1,150,741	\$2,270,683
NON-FIPT INFORMATION BOOKLETS	83,230	\$86,975	\$89,367	\$176,342
HANDBOOKS	56,644	\$59,193	\$60,821	\$120,014
SPECIALTY ITEMS	41,590	\$43,461	\$44,656	\$88,117
AUDIO MATERIALS	1,896	\$1,981	\$2,036	\$4,017
GROUP/AREA MATERIALS	121,527	\$126,996	\$130,488	\$257,484
MIRACLES HAPPEN	38,441	\$40,171	\$41,275	\$81,446
Subtotal	\$2,119,070	\$2,214,428	\$2,275,324	\$4,489,752
SHIPPING	\$458,814	\$479,460	\$492,645	\$972,106
DISCOUNTS	(1,390,322)	(\$1,452,886)	(\$1,492,840)	(\$2,945,727)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(195,083)	(\$203,862)	(\$209,468)	(\$413,330)
Subtotal	(\$1,126,591)	(\$1,177,288)	(\$1,209,663)	(\$2,386,951)
Gross Literature Income (less discounts)	\$9,402,819	\$9,825,946	\$10,096,160	\$19,922,106
Gross Literature Income (without Iran)	\$8,409,971	\$8,788,420	\$9,030,101	\$17,818,521
RECOVERY LITERATURE COST OF GOODS				
BASIC TEXT: Hardcover English	\$520,623	\$525,829	\$536,346	\$1,062,175
BASIC TEXT: Translated	\$29,896	\$30,195	\$30,799	\$60,994
BASIC TEXT: Softcover	\$108,271	\$109,354	\$111,541	\$220,895
JUST FOR TODAY	\$93,140	\$94,071	\$95,953	\$190,024
IT WORKS: HOW & WHY	\$103,930	\$104,970	\$107,069	\$212,039
SPONSORSHIP BOOK	\$11,097	\$11,208	\$11,432	\$22,640
STEP WORKING GUIDES	\$98,244	\$99,226	\$101,211	\$200,437
LITERATURE PRODUCTION (IRAN)	\$693,834	\$700,772	\$714,787	\$1,415,559
OTHER RECOVERY LITERATURE	\$302,604	\$305,630	\$311,743	\$617,373
Subtotal	\$1,961,639	\$1,981,256	\$2,020,881	\$4,002,136
OTHER INVENTORY COST OF GOODS				
MEDALLIONS	\$163,031	\$164,662	\$167,955	\$332,616
KEYTAGS & CHIPS	241,057	\$243,467	\$248,337	\$491,804
NON-FIPT INFORMATION BOOKLETS	12,350	\$12,474	\$12,723	\$25,197
HANDBOOKS	18,198	\$18,380	\$18,747	\$37,127
SPECIALTY ITEMS	12,436	\$12,560	\$12,812	\$25,372
AUDIO MATERIALS	526	\$532	\$542	\$1,074
GROUP/AREA MATERIALS	35,835	\$36,194	\$36,917	\$73,111
MIRACLES HAPPEN	4,121	\$4,162	\$4,245	\$8,407
INVENTORY ADJUSTMENT	11,368	\$0	\$0	\$0
Subtotal	\$498,922	\$492,430	\$502,279	\$994,708
Total Cost of Goods	\$2,460,562	\$2,473,686	\$2,523,159	\$4,996,845
Total Cost of Goods (without Iran)	\$1,766,728	\$1,772,914	\$1,808,372	\$3,581,285
Net Literature Income	\$6,942,258	\$7,352,261	\$7,573,000	\$14,925,261
Net Literature Income (without Iran)	\$6,643,243	\$7,015,506	\$7,221,730	\$14,237,236

CASH BASIS SECTION WILL BE PROVIDED AT WSC 2010

	7/1/08 - 9/30/09 Annualized	Proposed Base July 2010 - June 2011	Proposed Base July 2011 - June 2012	Consolidated Base for Fiscal Years 2010-2012
FELLOWSHIP DONATIONS				
BREAKDOWN BY DONOR TYPE				
Members	\$11,487	\$11,487	\$11,487	\$22,974
Groups	70,111	\$70,111	\$70,111	\$140,222
Areas	137,872	\$137,872	\$137,872	\$275,744
Regions	515,627	\$515,627	\$515,627	\$1,031,254
Events/Conventions	33,196	\$33,196	\$33,196	\$66,392
Unity Day	19,498	\$19,498	\$19,498	\$38,995
Zonal & Other Forums	3,373	\$3,373	\$3,373	\$6,746
Total Donations	\$791,165	\$791,164	\$791,164	\$1,582,328
MISCELLANEOUS INCOME				
LICENSED VENDOR PAYMENTS	\$27,280	\$24,750	\$25,245	\$49,995
INTEREST	18,139	\$14,000	\$14,280	\$28,280
MISCELLANEOUS	(243)	\$0	\$0	\$0
Total Miscellaneous Income	\$45,176	\$38,750	\$39,525	\$78,275
OPERATING 'INCOME (Not including event specific)	\$7,778,598	\$8,182,175	\$8,403,689	\$16,585,864
OPERATING 'INCOME (Not including Iran)	\$7,479,584	\$7,845,420	\$8,052,419	\$15,897,839
EXPENSE				
LITERATURE PRODUCTION & DISTRIBUTION				
FIXED OPERATIONAL EXPENSES				
MARKETING	\$69,972	\$69,972	\$71,371	\$141,343
IN-HOUSE PRODUCTION (not included in Cost of Goods)	\$58,144	\$58,144	\$59,307	\$117,451
TRANSLATIONS (not included in Cost of Goods)	\$68,697	\$68,697	\$70,071	\$138,768
LITERATURE DISTRIBUTION (IRAN)	\$36,652	\$36,652	\$37,385	\$74,037
SHIPPING	\$564,975	\$511,000	\$521,220	\$1,032,220
BUSINESS PLAN WORKGROUP	\$18,683	\$18,683	\$19,057	\$37,740
LEGAL	\$18,827	\$18,827	\$19,204	\$38,031
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	\$7,906	\$7,906	\$10,000	\$17,906
ACCOUNTING	\$13,046	\$12,674	\$12,674	\$25,348
PERSONNEL (Includes amount budgeted to variable projects)	\$1,178,082	\$1,162,329	\$1,162,329	\$2,324,659
OVERHEAD	\$579,510	\$574,319	\$574,319	\$1,148,639
TECHNOLOGY	\$44,744	\$44,584	\$44,584	\$89,168
Total Literature Production & Distribution	\$2,659,238	\$2,583,787	\$2,601,521	\$5,185,309
Total Literature Production & Distribution (without Iran)	\$2,622,586	\$2,547,135	\$2,564,136	\$5,111,272
WORLD SERVICE CONFERENCE SUPPORT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$46,434	\$46,434	\$47,362	\$93,796
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	\$21,127	\$33,000	\$433,000	\$466,000
WORLD BOARD	\$243,305	\$243,305	\$248,171	\$491,476
HUMAN RESOURCE PANEL	\$13,960	\$13,960	\$14,239	\$28,199
WSC COFACILITATOR	\$0	\$1,000	\$4,040	\$5,040
ACCOUNTING	\$8,014	\$8,201	\$8,201	\$16,401
PERSONNEL (Includes amount budgeted to variable projects)	\$723,678	\$752,095	\$752,095	\$1,504,191
OVERHEAD	\$356,749	\$371,618	\$371,618	\$743,237
TECHNOLOGY	\$30,776	\$28,849	\$28,849	\$57,697
Subtotal	\$1,444,043	\$1,498,461	\$1,907,575	\$3,406,037
VARIABLE OPERATIONAL EXPENSES				
LEADERSHIP ORIENTATION MATERIAL	\$0	\$10,000	\$10,000	\$20,000
FELLOWSHIP ISSUE DISCUSSIONS	\$0	\$12,500	\$12,500	\$25,000
CAPTURING MEMBER EXPERIENCE	\$1,892	\$2,000	\$2,000	\$4,000
FINISHED WSC PROJECTS	\$10,282	\$9,430	\$5,000	\$14,430
Subtotal	\$12,174	\$33,930	\$29,500	\$63,430
Total World Service Conference Support	\$1,456,217	\$1,532,391	\$1,937,075	\$3,469,467

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FELLOWSHIP DEVELOPMENT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$166,930	\$166,930	\$170,269	\$337,199
FELLOWSHIP SUPPORT (includes workshops)	\$271,806	\$288,806	\$346,882	\$635,688
PUBLIC RELATIONS	\$124,530	\$124,530	\$127,021	\$251,551
DEVELOPMENTAL LITERATURE	\$517,894	\$417,894	\$426,252	\$844,146
ARCHIVES & INFORMATION MANAGEMENT	\$0	\$9,000	\$9,180	\$18,180
ACCOUNTING	\$12,674	\$12,674	\$12,674	\$25,348
PERSONNEL (Includes amount budgeted to variable projects)	\$1,144,422	\$1,162,329	\$1,162,329	\$2,324,659
OVERHEAD	\$594,050	\$574,319	\$574,319	\$1,148,639
TECHNOLOGY	\$43,465	\$44,584	\$44,584	\$89,168
Subtotal	\$2,875,772	\$2,801,067	\$2,873,510	\$5,674,578
VARIABLE OPERATIONAL EXPENSES				
PUBLIC RELATIONS DEVELOPMENT	\$54	\$40,000	\$43,000	\$83,000
SERVICE MATERIALS	\$0	\$16,250	\$16,250	\$32,500
SERVICE HANDBOOKS	\$1,202			
SELF-SUPPORT PAMPHLETS	\$19,299			
SERVICE SYSTEM	\$72,655	\$75,000	\$75,000	\$150,000
BOOK-LENGTH PIECE: LIVING CLEAN	\$106,021	\$120,000	\$0	\$120,000
TARGETED LITERATURE	\$26,790			
WORKSHOPS (incl. in Fellowship Support)	\$3,227			
Subtotal	\$229,248	\$251,250	\$134,250	\$385,500
Total Fellowship Development	\$3,105,020	\$3,052,317	\$3,007,760	\$6,060,078
EVENTS				
FIXED OPERATIONAL EXPENSES				
FUTURE (AND PRIOR) CONVENTIONS	\$48,368	\$48,368	\$49,335	\$97,703
LEGAL	\$0	\$0	\$0	\$0
ACCOUNTING	\$3,542	\$3,728	\$3,728	\$7,455
PERSONNEL (Includes amount budgeted to variable projects)	\$338,586	\$341,862	\$341,862	\$683,723
OVERHEAD	\$158,866	\$168,917	\$168,917	\$337,835
TECHNOLOGY	\$12,145	\$13,113	\$13,113	\$26,226
Total Events (without event specific)	\$561,506	\$575,988	\$576,955	\$1,152,942
NAWS EXPENSE (without event specific)	\$7,781,981	\$7,744,484	\$8,123,312	\$15,867,796
<i>NAWS EXPENSE (without Iran)</i>	<i>\$7,745,329</i>	<i>\$7,707,832</i>	<i>\$8,085,927</i>	<i>\$15,793,759</i>
EXCESS REVENUE/EXPENSE (without event specific)	(\$3,382)	\$437,691	\$280,377	\$718,068
<i>EXCESS REVENUE/EXPENSE (without Iran)</i>	<i>(\$265,745)</i>	<i>\$137,589</i>	<i>(\$33,508)</i>	<i>\$104,080</i>
WCNA 34 INCOME				
Registrations			\$ 1,213,000.00	
Special Events			\$ 754,500.00	
Other Income			\$ 165,000.00	
Merchandise Income			\$ 674,120.00	
TOTAL INCOME			\$ 2,806,620.00	
EXPENSE				
Administration			\$ 189,450.00	
Facilities Expenses			\$ 484,000.00	
Merchandise			\$ 474,812.00	
Program			\$ 275,650.00	
Registration			\$ 514,900.00	
Special Events			\$ 558,600.00	
Support Workgroup			\$ 23,150.00	
TOTAL EXPENSE			\$ 2,520,562.00	
EXCESS WCNA 34 REVENUE/EXPENSE			\$ 286,058.00	
EXCESS REVENUE/EXPENSE INCL. EVENT SPECIFIC		\$437,691	\$566,435	\$1,004,126
<i>EXCESS REVENUE/EXPENSE INCL EVENT SPEC (without Iran)</i>		<i>\$137,589</i>	<i>\$252,550</i>	<i>\$390,138</i>

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