

NARCOTICS ANONYMOUS WORLD SERVICES, INC.

PROPOSED BUDGET FOR FISCAL YEARS 2015 and 2016

	06/30/13 YTD Actual	7/1/12-11/30/13 Annualized	Proposed July 2014 - June 2015	Proposed July 2015 - June 2016	Cycle Total for Fiscal Years 2015 and 2016
INCOME					
RECOVERY LITERATURE INCOME					
BASIC TEXT: Hardcover English	\$1,960,668	\$2,056,652	\$1,960,668	\$2,009,685	\$3,970,354
BASIC TEXT: Translated	158,569	161,783	161,783	165,828	327,611
BASIC TEXT: Softcover	787,766	876,336	876,336	898,244	1,774,580
JUST FOR TODAY	919,614	891,983	891,983	936,582	1,828,566
IT WORKS: HOW & WHY	599,525	600,361	600,361	630,379	1,230,741
SPONSORSHIP BOOK	29,162	29,407	29,407	30,877	60,284
STEP WORKING GUIDES	684,983	704,636	704,636	739,868	1,444,503
LIVING CLEAN	1,244,786	1,129,891	979,891	1,028,886	2,008,777
ePUB BOOKS	60,426	58,092	58,092	60,997	119,089
LITERATURE INCOME (IRAN)	592,368	607,939	607,939	638,336	1,246,275
OTHER RECOVERY LITERATURE	1,245,546	1,283,672	1,283,672	1,347,855	2,631,527
Subtotal	\$8,283,413	\$8,400,753	\$8,154,769	\$8,487,538	\$16,642,307
OTHER INVENTORY INCOME					
MEDALLIONS	\$734,317	\$747,188	\$747,188	\$784,548	\$1,531,736
KEYTAGS & CHIPS	1,116,012	1,193,292	1,193,292	1,252,957	2,446,249
NON-FIPT INFORMATION BOOKLETS	58,017	65,653	65,653	68,936	134,589
HANDBOOKS	48,063	56,620	56,620	59,451	116,070
SPECIALTY ITEMS	68,109	77,679	77,679	81,563	159,243
GROUP/AREA MATERIALS	108,738	114,308	114,308	120,024	234,332
MIRACLES HAPPEN	26,078	26,855	26,855	28,198	55,053
Subtotal	\$2,159,334	\$2,281,597	\$2,281,597	\$2,395,676	\$4,677,273
SHIPPING	\$592,814	\$580,154	580,154	609,162	\$1,189,316
DISCOUNTS	(1,296,764)	(1,352,131)	(1,352,131)	(1,419,738)	(2,771,869)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(169,498)	(203,838)	(203,838)	(214,030)	(417,867)
Subtotal	(\$873,448)	(\$975,815)	(\$975,815)	(\$1,024,605)	(\$2,000,420)
Gross Literature Income (less discounts)	\$9,569,299	\$9,706,535	\$9,460,551	\$9,858,609	\$19,319,160
Gross Literature Income (without Iran)	\$8,976,931	\$9,098,596	\$8,852,612	\$9,220,273	\$18,072,885
RECOVERY LITERATURE COST OF GOODS					
BASIC TEXT: Hardcover English	358,085	388,585	365,856	373,174	739,030
BASIC TEXT: Translated	31,852	29,952	30,551	31,162	61,713
BASIC TEXT: Softcover	95,335	105,623	107,736	109,890	217,626
JUST FOR TODAY	106,415	98,360	100,328	102,334	202,662
IT WORKS: HOW & WHY	101,322	96,929	98,868	100,845	199,712
SPONSORSHIP BOOK	5,899	5,961	6,080	6,202	12,282
STEP WORKING GUIDES	92,466	89,061	90,842	92,659	183,502
LIVING CLEAN	197,211	174,728	152,128	155,171	307,299
ePUB BOOKS	18,781	18,283	18,649	19,022	37,670
LITERATURE PRODUCTION (IRAN)	302,536	361,578	368,809	376,185	744,995
OTHER RECOVERY LITERATURE	199,775	203,936	208,014	212,175	420,189
Subtotal	\$1,509,677	\$1,572,997	\$1,547,862	\$1,578,819	\$3,126,681
OTHER INVENTORY COST OF GOODS					
MEDALLIONS	\$164,146	\$161,186	\$164,410	\$167,698	\$332,108
KEYTAGS & CHIPS	246,643	262,389	267,637	272,990	540,627
NON-FIPT INFORMATION BOOKLETS	8,272	9,560	9,752	9,947	19,698
HANDBOOKS	14,443	15,764	16,079	16,401	32,480
SPECIALTY ITEMS	28,769	29,132	29,714	30,309	60,023
GROUP/AREA MATERIALS	32,352	35,001	35,701	36,415	72,116
MIRACLES HAPPEN	3,605	3,761	3,836	3,913	7,749
Subtotal	\$498,224	\$516,789	\$527,129	\$537,672	\$1,064,801
Total Cost of Goods	\$2,007,901	\$2,089,786	\$2,074,991	\$2,116,491	\$4,191,482
Total Cost of Goods (without Iran)	\$1,705,365	\$1,728,208	\$1,706,182	\$1,740,305	\$3,446,487
Net Literature Income	\$7,561,398	\$7,616,749	\$7,385,560	\$7,742,118	\$15,127,679
Net Literature Income (without Iran)	\$7,271,566	\$7,370,388	\$7,146,430	\$7,479,968	\$14,626,398

	06/30/13 YTD Actual	7/1/12-11/30/13 Annualized	Proposed July 2014 - June 2015	Proposed July 2015 - June 2016	Cycle Total for Fiscal Years 2015 and 2016
FELLOWSHIP CONTRIBUTIONS					
BREAKDOWN BY DONOR TYPE					
Members	\$61,543	\$59,612	\$59,612	\$59,612	\$119,225
Groups	93,818	90,253	90,253	90,253	180,507
Areas	134,223	133,690	133,690	133,690	267,380
Regions	368,903	371,701	371,701	371,701	743,403
Events/Conventions	39,005	28,315	28,315	28,315	56,630
Unity Day	0	15,211	15,211	15,211	30,422
Zonal & Other Forums	49,864	64,234	64,234	64,234	128,468
Total Contributions	\$747,356	\$763,017	\$763,017	\$763,017	\$1,526,034
MISCELLANEOUS INCOME					
LICENSED VENDOR PAYMENTS	\$27,350	\$26,772	\$26,772	\$26,772	\$53,544
INTEREST	5,258	7,559	7,559	7,559	15,117
MISCELLANEOUS	(1,049)	(2,644)	0	0	0
Total Miscellaneous Income	\$31,559	\$31,686	\$34,331	\$34,331	\$68,661
OPERATING INCOME (Not including event specific)	\$8,340,313	\$8,411,453	\$8,182,908	\$8,539,466	\$16,722,374
OPERATING INCOME (Not including Iran)	\$8,050,481	\$8,165,092	\$7,943,778	\$8,277,315	\$16,221,094
EXPENSE					
LITERATURE PRODUCTION & DISTRIBUTION					
FIXED OPERATIONAL EXPENSES					
MARKETING	\$2,296	\$2,478	\$2,523	\$2,548	\$5,071
IN-HOUSE PRODUCTION (not included in Cost of Goods)	85,207	93,424	95,105	96,056	191,161
TRANSLATIONS (not included in Cost of Goods)	28,130	25,282	25,737	25,994	51,731
LITERATURE DISTRIBUTION (IRAN)	90,088	95,229	96,943	97,913	194,856
SHIPPING	643,893	635,044	646,474	652,939	1,299,413
BUSINESS PLAN WORKGROUP	17,380	12,820	17,380	17,554	34,934
LEGAL	27,531	28,487	28,999	29,289	58,289
LITERATURE PRODUCTION & DISTRIBUTION TRAVE	3,902	4,216	11,000	11,110	22,110
ACCOUNTING	21,830	20,912	20,913	20,913	41,825
PERSONNEL (Includes amt budgeted to variable projects)	1,158,835	1,145,246	1,202,508	1,202,508	2,405,016
OVERHEAD	610,749	614,470	659,474	659,474	1,318,948
TECHNOLOGY	109,438	108,037	108,037	108,037	216,073
Total Literature Production & Distribution	\$2,799,279	\$2,785,644	\$2,915,093	\$2,924,335	\$5,839,428
total Literature Production & Distribution (without Iran)	\$2,709,191	\$2,690,415	\$2,818,150	\$2,826,422	\$5,644,572
WORLD SERVICE CONFERENCE SUPPORT					
FIXED OPERATIONAL EXPENSES					
PUBLICATIONS	\$19,590	\$26,219	26,691	26,958	\$53,649
WORLD SERVICE CONFERENCE BIENNIAL MTG	20,376	21,061	21,441	470,000	491,441
WORLD BOARD	271,836	308,374	313,925	317,064	630,988
HUMAN RESOURCE PANEL	8,211	11,134	11,334	11,448	22,782
WSC COFACILITATORS	275	194	198	200	397
ACCOUNTING	13,410	12,846	12,846	12,846	25,693
PERSONNEL (Includes amt budgeted to variable projects)	711,856	703,508	738,684	738,684	1,477,367
OVERHEAD	375,354	378,703	405,105	405,105	810,211
TECHNOLOGY	67,226	66,365	66,365	66,365	132,731
Subtotal	\$1,488,134	\$1,528,405	\$1,596,589	\$2,048,670	\$3,645,259

	06/30/13 YTD Actual	7/1/12-11/30/13 Annualized	Proposed July 2014 - June 2015	Proposed July 2015 - June 2016	Cycle Total for Fiscal Years 2015 and 2016
VARIABLE OPERATIONAL EXPENSES					
SERVICE SYSTEM	12,975	11,089	10,000	60,000	70,000
BOOK-LENGTH PIECE - TRADITIONS	1,720	1,445	160,000	90,000	250,000
FINISHED WSC PROJECTS	23,209	17,198			0
Subtotal	\$37,904	\$29,732	\$170,000	\$150,000	\$320,000
Total World Service Conference Support	\$1,526,038	\$1,558,137	\$1,766,589	\$2,198,670	\$3,965,259
FELLOWSHIP DEVELOPMENT					
FIXED OPERATIONAL EXPENSES					
PUBLICATIONS	\$78,057	\$71,608	72,897	73,626	\$146,523
FELLOWSHIP SUPPORT	262,019	233,965	268,176	300,858	569,034
PUBLIC RELATIONS	59,904	73,462	74,784	75,532	150,316
DEVELOPMENTAL LITERATURE	414,691	373,712	380,439	384,243	764,682
ACCOUNTING	21,206	20,315	19,120	20,315	39,435
PERSONNEL (Includes amt budgeted to variable projects)	1,125,725	1,112,524	1,099,436	1,168,151	2,267,587
OVERHEAD	751,060	714,646	602,948	640,632	1,243,579
TECHNOLOGY	106,311	104,950	98,776	104,950	203,726
Subtotal	\$2,818,973	\$2,705,182	\$2,616,576	\$2,768,306	\$5,384,882
VARIABLE OPERATIONAL EXPENSES					
PUBLIC RELATIONS ROUNDTABLES	26	32	20,000	18,000	38,000
Subtotal	\$26	\$32	\$20,000	\$18,000	\$38,000
Total Fellowship Development	\$2,818,999	\$2,705,214	\$2,636,576	\$2,786,306	\$5,422,882
EVENTS					
FIXED OPERATIONAL EXPENSES					
FUTURE (AND PRIOR) CONVENTIONS	\$18,055	\$23,497	\$23,920	\$24,160	\$48,080
LEGAL	-	-	-	-	-
ACCOUNTING	5,925	5,676	6,871	5,676	12,548
PERSONNEL (Includes amt budgeted to variable projects)	314,541	310,852	395,110	326,395	721,505
OVERHEAD	167,218	176,392	216,684	179,000	395,684
TECHNOLOGY	29,705	29,324	35,498	29,324	64,822
Total Events (without event specific)	\$535,444	\$545,742	\$678,083	\$564,555	\$1,242,639
NAWS EXPENSE (without event specific)	\$7,679,760	\$7,594,737	\$7,996,341	\$8,473,866	\$16,470,208
NAWS EXPENSE (without Iran)	\$7,589,672	\$7,499,508	\$7,899,398	\$8,375,953	\$16,275,352
EXCESS REVENUE/EXPENSE (without event specific)	\$660,553	\$816,716	\$186,567	\$65,600	\$252,166
EXCESS REVENUE/EXPENSE (without Iran)	\$460,809	\$665,584	\$44,380	(\$98,638)	(\$54,258)
WCNA 36 INCOME					
REGISTRATION			\$ 350,000		
SPECIAL EVENTS			\$ -		
NEWCOMER DONATIONS			\$ 28,000		
MERCHANDISE			\$ 440,000		
OTHER SALES			\$ -		
REBATES			\$ 21,052		
TOTAL INCOME			\$ 839,052	\$ -	
EXPENSE					
REGISTRATION			\$ 96,000		
SPECIAL EVENTS			\$ -		
PROGRAM			\$ 183,219		
MERCHANDISE			\$ 178,000		
FACILITIES			\$ 188,000		
SUPPORT COMMITTEE			\$ 44,000		
ADMINISTRATION			\$ 149,421		
TOTAL EXPENSE			\$ 838,640	\$ -	
WCNA 36 NET REVENUE			\$ 412	\$ -	
EXCESS REVENUE/EXPENSE INCL. EVENT SPECIFIC			\$44,792	(\$98,638)	(\$54,258)