NARCOTICS ANONYMOUS WORLD SERVICES, INC. PROPOSED BUDGET FOR FISCAL YEARS 2012 – 2014					
	06/30/11 YTD ACTUAL	7/1/10-10/31/11 annualized	Proposed Base July 2012 - June 2013	Proposed Base July 2013 - June 2014	Consolidated Base for Fiscal Years 2012-2014
INCOME					
RECOVERY LITERATURE INCOME					
DACIC TEXT: Hardenver English	¢2 170 644	£0.430.0E0	\$2,138,252	\$2,159,634	¢4 207 996
BASIC TEXT: Hardcover English BASIC TEXT: Translated	\$2,179,644 210.611	\$2,138,252 230.012	230,012	232,312	\$4,297,886 462,323
BASIC TEXT: Softcover	840,454	818,551	818,551	826,736	1,645,287
JUST FOR TODAY	864,669	851,472	851,472	859,987	1,711,459
IT WORKS: HOW & WHY	764,189	712,103	712,103	719,224	1,431,326
SPONSORSHIP BOOK	86,771	73,205	73,205	73,937	147,141
STEP WORKING GUIDES	692,031	685,496	685,496	692,351	1,377,847
LIVING CLEAN	-	-	300,000	380,000	680,000
LIVING CLEAN-Special Edition	-	-	225,000	-	225,000
LITERATURE INCOME (IRAN) OTHER RECOVERY LITERATURE	1,153,147 1,432,970	1,137,770 1,413,468	1,137,770 1,413,468	1,149,147 1,427,603	2,286,917 2,841,071
Subtotal	\$8,224,486	\$8,060,327	\$8,585,327	\$8,520,930	\$17,106,256
OTHER INVENTORY INCOME		-			
MEDALLIONS	\$728,014	\$728,422	\$728,422	\$735,706	\$1,464,128
KEYTAGS & CHIPS	1,168,205	1,144,809	1,144,809	1,156,257	2,301,066
NON-FIPT INFORMATION BOOKLETS	77,607	74,818	74,818	75,566	150,384
HANDBOOKS	58,442	57,903	57,903	58,482	116,385
SPECIALTY ITEMS	73,519	84,226	84,226	85,068	169,294
AUDIO MATERIALS	1,161	1,015	1,015	1,025	2,040
GROUP/AREA MATERIALS MIRACLES HAPPEN	136,981 27,447	155,357 31,286	155,357 31,286	156,911 31,599	312,268 62,885
Subtotal	\$2,271,376	\$2,277,836	\$2,277,836	\$2,300,614	\$4,578,449
SHIPPING	\$498,222	\$486,381	\$511,081	\$509,370	\$1,020,451
DISCOUNTS	(1,363,303)	(1,327,764)	(1,395,191)	(1,390,520)	(2,785,711)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(220,632)	(254,921)	(254,921)	(257,470)	(512,392)
Subtotal	(\$1,085,713)	(\$1,096,304)	(\$1,139,031)	(\$1,138,621)	(\$2,277,652) ========
Gross Literature Income (less discounts) Gross Literature Income (without Iran)	\$9,410,149 \$8,257,002	\$9,241,858 \$8,104,088	\$9,724,131 \$8,586,361	\$9,682,923 \$8,533,776	\$19,407,054 \$17,120,137
Gross Literature income (without fram)		\$6,104,066	\$0,500,501	\$6,555,776	\$17,120,137
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RECOVERY LITERATURE COST OF GOODS	43,231,332				
,	\$427,752	\$419,769	\$436,686	\$441,053	\$877,738
RECOVERY LITERATURE COST OF GOODS		\$419,769 43,064	\$436,686 50,000	\$441,053 50,500	\$877,738 100,500
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover	\$427,752 43,068 105,126	43,064 106,667	50,000 107,733	50,500 108,810	100,500 216,544
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY	\$427,752 43,068 105,126 90,625	43,064 106,667 88,362	50,000 107,733 105,310	50,500 108,810 109,554	100,500 216,544 214,864
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY	\$427,752 43,068 105,126 90,625 140,391	43,064 106,667 88,362 129,781	50,000 107,733 105,310 131,079	50,500 108,810 109,554 132,389	100,500 216,544 214,864 263,468
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK	\$427,752 43,068 105,126 90,625 140,391 28,330	43,064 106,667 88,362 129,781 22,805	50,000 107,733 105,310 131,079 23,033	50,500 108,810 109,554 132,389 23,264	100,500 216,544 214,864 263,468 46,297
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES	\$427,752 43,068 105,126 90,625 140,391	43,064 106,667 88,362 129,781	50,000 107,733 105,310 131,079 23,033 89,102	50,500 108,810 109,554 132,389 23,264 89,993	100,500 216,544 214,864 263,468 46,297 179,096
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN	\$427,752 43,068 105,126 90,625 140,391 28,330	43,064 106,667 88,362 129,781 22,805	50,000 107,733 105,310 131,079 23,033 89,102 90,000	50,500 108,810 109,554 132,389 23,264	100,500 216,544 214,864 263,468 46,297 179,096
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224	43,064 106,667 88,362 129,781 22,805 88,220	50,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000	50,500 108,810 109,554 132,389 23,264 89,993 90,000	100,500 216,544 214,864 263,468 46,297 179,096 180,000
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN-Special Edition	\$427,752 43,068 105,126 90,625 140,391 28,330	43,064 106,667 88,362 129,781 22,805	50,000 107,733 105,310 131,079 23,033 89,102 90,000	50,500 108,810 109,554 132,389 23,264 89,993	100,500 216,544 214,864 263,468 46,297 179,096
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN)	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224	43,064 106,667 88,362 129,781 22,805 88,220	50,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000 741,500	50,500 108,810 109,554 132,389 23,264 89,993 90,000 - 748,915	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 - 652,609 232,289	43,064 106,667 88,362 129,781 22,805 88,220 	50,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000 741,500 226,782	50,500 108,810 109,554 132,389 23,264 89,993 90,000 - 748,915 229,050	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 - 652,609 232,289	43,064 106,667 88,362 129,781 22,805 88,220 	50,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000 741,500 226,782	50,500 108,810 109,554 132,389 23,264 89,993 90,000 - 748,915 229,050	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 - 652,609 232,289	43,064 106,667 88,362 129,781 22,805 88,220 	50,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000 741,500 226,782	50,500 108,810 109,554 132,389 23,264 89,993 90,000 - 748,915 229,050	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 	43,064 106,667 88,362 129,781 22,805 88,220 	50,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000 741,500 226,782	50,500 108,810 109,554 132,389 23,264 89,993 90,000 - 748,915 229,050	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 652,609 232,289 \$1,811,414 \$167,108 259,924 25,269	43,064 106,667 88,362 129,781 22,805 88,220 	\$168,857 254,843 25,404	\$170,545 \$25,658	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832 \$4,084,753 \$339,402 512,235 51,063
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEANSPECIAL Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 	43,064 106,667 88,362 129,781 22,805 88,220 734,159 224,537 \$1,857,362 \$167,185 252,320 25,153 18,313	\$168,857 254,843 25,404 18,496	\$170,545 \$170,545 \$1,081 \$1,08	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832 \$4,084,753 \$12,235 51,063 37,177
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 	43,064 106,667 88,362 129,781 22,805 88,220 	\$168,857 254,044 18,496 31,800	\$170,545 \$25,658 \$18,681 \$32,164 \$9,993 \$0,000 \$229,050 \$2,023,528	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832 \$4,084,753 \$339,402 512,235 51,063 37,177 63,918
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS AUDIO MATERIALS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 - 652,609 232,289 \$1,811,414 \$167,108 259,924 25,269 17,765 27,042 594	\$1,857,362 \$167,185 \$25,320 \$1,813 \$1,813 \$1,813 \$1,857,660	\$168,857 254,843 255,404 31,800 565	\$170,545 \$170,545 \$132,389 \$23,264 \$89,993 \$90,000 \$229,050 \$229,050 \$2,023,528	\$339,402 \$12,35 \$1,063 \$3,177 \$3,177 \$3,175 \$1,136
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 	43,064 106,667 88,362 129,781 22,805 88,220 	\$168,857 254,044 18,496 31,800	\$170,545 \$25,658 \$18,681 \$32,164 \$9,993 \$0,000 \$229,050 \$2,023,528	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832 \$4,084,753 \$339,402 512,235 51,063 37,177 63,918
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS AUDIO MATERIALS GROUP/AREA MATERIALS	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 - 652,609 232,289 \$1,811,414 \$167,108 259,924 25,269 17,765 27,042 594 41,188	\$167,185 252,320 \$146,977	\$168,857 254,843 25,404 18,496 31,800 565 47,447	\$170,545 \$170,545 \$132,318 \$23,264 \$89,993 \$90,000 	\$339,402 \$10,536 \$10,636 \$10,636 \$3,468 \$40,297 \$179,096 \$180,000 \$4,000 \$1,490,415 \$4,084,753 \$4,084,753 \$10,63 \$3,177 \$63,918 \$1,136 \$95,368
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 652,609 232,289 \$1,811,414 \$167,108 259,924 25,269 17,765 27,042 594 41,188 2,932	\$1,857,362 \$167,185 \$25,320 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362	\$168,857 254,843 254,041 251,303 271,303 289,102 90,000 60,000 741,500 226,782 \$2,061,225	\$170,545 257,392 \$170,545 25,658 \$132,189 23,264 89,993 90,000 	\$339,402 \$12,335 \$1,107,883
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 	\$167,185 252,320 \$1,485 \$1,	\$168,857 \$261,225 \$168,857 25,404 18,496 31,870 \$251,186 \$2,661,2411 \$1,870,911	\$170,545 25,658 \$170,545 25,6698 \$2,580,226 \$1,831,311	\$339,402 \$10,586 \$1,107,885 \$1,107,885 \$1,107,885 \$3,702,221
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal Total Cost of Goods Total Cost of Goods (without Iran)	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 652,609 232,289 \$1,811,414 \$167,108 259,924 25,269 17,765 27,042 594 41,188 2,932 \$541,822 \$2,353,236 \$1,700,627	\$167,185 224,537 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362 \$1,857,362	\$10,000 107,733 105,310 131,079 23,033 89,102 90,000 60,000 741,500 226,782 \$2,061,225 \$168,857 254,843 25,404 18,496 31,800 565 47,447 3,774 \$551,186 ====================================	\$170,545 \$257,392 \$25,668 \$3,812 \$3,264 \$89,993 \$0,000 \$2,023,528 \$170,545 \$257,392 \$25,658 \$18,681 \$32,118 \$571 \$47,921 \$3,812	100,500 216,544 214,864 263,468 46,297 179,096 180,000 60,000 1,490,415 455,832 \$4,084,753 \$1,1063 37,177 63,918 1,136 95,368 7,585 \$1,107,883 \$1,107,883 \$1,107,883 \$1,107,883
RECOVERY LITERATURE COST OF GOODS BASIC TEXT: Hardcover English BASIC TEXT: Translated BASIC TEXT: Softcover JUST FOR TODAY IT WORKS: HOW & WHY SPONSORSHIP BOOK STEP WORKING GUIDES LIVING CLEAN LIVING CLEAN LIVING CLEAN-Special Edition LITERATURE PRODUCTION (IRAN) OTHER RECOVERY LITERATURE Subtotal OTHER INVENTORY COST OF GOODS MEDALLIONS KEYTAGS & CHIPS NON-FIPT INFORMATION BOOKLETS HANDBOOKS SPECIALTY ITEMS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal Total Cost of Goods	\$427,752 43,068 105,126 90,625 140,391 28,330 91,224 	\$167,185 252,320 \$1,485 \$1,	\$168,857 \$261,225 \$168,857 25,404 18,496 31,870 \$251,186 \$2,661,2411 \$1,870,911	\$170,545 25,658 \$170,545 25,6698 \$2,580,226 \$1,831,311	\$339,402 \$10,586 \$1,107,885 \$1,107,885 \$1,107,885 \$3,702,221

	06/30/11 YTD ACTUAL	7/1/10-10/31/11 annualized	Proposed Base July 2012 - June 2013	Proposed Base July 2013 - June 2014	Consolidated Base for Fiscal Years 2012-2014
FELLOWSHIP CONTRIBUTIONS					
BREAKDOWN BY DONOR TYPE					
Members	\$48,568	\$48,999	\$48,999	\$48,999	\$97,998
Groups	79,084	79,237	79,237	79,237	158,474
Areas	129,583	129,716	129,716	129,716	259,433
Regions Events/Conventions	437,823 20,653	429,933 16,658	429,933 16,658	429,933 16,658	859,866 33,315
Unity Day	20,033	15,654	15,654	15,654	31,308
Zonal & Other Forums	26,283	23,804	23,804	23,804	47,607
Total Contributions	\$741,994	\$744,000	\$744,000	\$744,000	\$1,488,000
MISCELLANEOUS INCOME					
LICENSED VENDOR PAYMENTS	\$25,860	\$23,483	\$23,483	\$23,483	\$46,965
INTEREST	6,203	6,127	6,127	6,127	12,254
MISCELLANEOUS	3,309	2,774	0	0	0
Total Miscellaneous Income	\$35,372	\$32,383	\$29,610	\$29,610	\$59,219
OPERATING INCOME (Not including event specific)	\$7,834,279	\$7,615,150	\$7,885,330	\$7,876,307	\$15,761,636
OPERATING 'INCOME (Not including Iran)	\$7,333,741	\$7,211,539	\$7,489,060	\$7,476,075	\$14,965,135
EXPENSE					
LITERATURE PRODUCTION & DISTRIBUTION					
FIXED OPERATIONAL EXPENSES					
MARKETING	\$1,933	\$1,961	\$2,000	\$2,000	\$3,999
IN-HOUSE PRODUCTION (not included in Cost of Goods)	62,307	62,791	64,047	64,047	128,093
TRANSLATIONS (not included in Cost of Goods)	25,836	26,558	27,089	27,089	54,177
LITERATURE DISTRIBUTION (IRAN)	42,371	79,373	80,961	80,961	161,921
SHIPPING	519,863	513,980	524,259	524,259	1,048,518
BUSINESS PLAN WORKGROUP	18,397	13,798	14,074	14,074	28,147
LEGAL LITERATURE PRODUCTION & DISTRIBUTION TRAVE	4,204 1,139	4,145 1,865	4,227 4,800	4,227 2,500	8,455 7,300
ACCOUNTING	13,321	17,341	17,514	17,514	35,029
PERSONNEL (Includes amt budgeted to variable projects)	1,180,417	1,164,896	1,188,193	1,188,193	2,376,387
OVERHEAD	514,759	526,301	552,387	557,911	1,110,297
TECHNOLOGY	83,763	97,122	101,048	101,048	202,096
Total Literature Production & Distribution	\$2,468,310	\$2,510,127	\$2,580,598	\$2,583,822	\$5,164,420
otal Literature Production & Distribution (without Iran)	\$2,425,939	\$2,430,754	\$2,499,637	\$2,502,861	\$5,002,499
WORLD SERVICE CONFERENCE SUPPORT					
FIXED OPERATIONAL EXPENSES					
PUBLICATIONS	\$15,013	\$15,512	\$15,822	\$25,000	\$40,822
WORLD SERVICE CONFERENCE BIENNIAL MTG	(5,991)	(3,394)	(3,462)	485,000	481,538
WORLD BOARD	165,443	175,912	240,000	240,000	480,000
HUMAN RESOURCE PANEL	11,503	12,878	13,135	13,135	26,270
WSC COFACILITATORS ACCOUNTING	275 8,183	206 10,652	10,759	5,000 10,759	5,000 21,518
PERSONNEL (Includes amt budgeted to variable projects)	725,114	715,579	729,890	729,890	1,459,780
OVERHEAD	316,846	323,945	339,323	342,717	682,040
TECHNOLOGY	53,569	62,468	62,072	62,072	124,144
Subtotal	\$1,289,955	\$1,313,758	\$1,407,540	\$1,913,573	\$3,321,113
VARIABLE OPERATIONAL EXPENSES					
LEADERSHIP ORIENTATION MATERIAL	0	0	0	0	0
FELLOWSHIP ISSUE DISCUSSIONS	2	2	25,000	0	25,000
SERVICE SYSTEM	146,348	116,040	50,000	50,000	100,000
BOOK-LENGTH PIECE - TRADITIONS	67,740	50,805	15,000	35,000	50,000
MEMBER EXPERIENCE PROJECT	0	0	2,000	2,000	4,000
FINISHED WSC PROJECTS	587	440	0	0	C
Subtotal	\$214,677	\$167,287	\$92,000	\$87,000	\$179,000
Total World Service Conference Support	*1 504 622			\$2,000,572	*2 500 412
Total World Service Conference Support	\$1,504,632	\$1,481,045	\$1,499,540	\$2,000,573	\$3,500,113
				-	

	06/30/11 YTD	7/1/10-10/31/11	Proposed Base July	Proposed Base July	Consolidated Base for Fiscal
	ACTUAL	annualized	2012 - June 2013	2013 - June 2014	Years 2012-2014
FELLOWSHIP DEVELOPMENT					
FIXED OPERATIONAL EXPENSES					
FIXED OPERATIONAL EXPENSES					
PUBLICATIONS	\$91,368	\$84,314	\$91,500	\$94.245	\$185,745
FELLOWSHIP SUPPORT	83,204	112,133	280,000	80,000	360,000
PUBLIC RELATIONS	70,244	63,416	64,685	64,685	129,369
DEVELOPMENTAL LITERATURE ARCHIVES & INFORMATION MANAGEMENT	410,078	367,855	375,212	375,212	750,424
ACCOUNTING	12,941	16,846	17,014	17,014	34,028
PERSONNEL (Includes amt budgeted to variable projects)	1,146,691	1,131,613	1,154,245	1,154,245	2,308,490
OVERHEAD	539,464	549,945	536,604	541,970	1,078,575
TECHNOLOGY	81,369	94,347	98,161	98,161	196,321
Subtotal	\$2,435,359	\$2,420,468	\$2,617,420	\$2,425,531	\$5,042,952
Subtotal	\$2,435,359	\$2,420,466	\$2,017,420	\$2,425,551	\$5,042,952
VARIABLE OPERATIONAL EXPENSES					
PUBLIC RELATIONS ROUNDTABLES	21	269	21,000	16,000	37,000
SERVICE MATERIALS	-	-	-	-	-
Subtotal	\$21	\$269	\$21,000	\$16,000	\$37,000
			=======================================		=======================================
Total Fellowship Development	\$2,435,380	\$2,420,737	\$2,638,420	\$2,441,531	\$5,079,952
- Count on one on participant	<i>42,100,000</i>	<i>ϕ</i> =, :=•,: •:	72,000,120	+ =, , 	40,0:0,002
EVENTS					
FIXED OPERATIONAL EXPENSES					
FUTURE (AND PRIOR) CONVENTIONS	04.007	000 504	004.000	#0.4.000	#40.005
FUTURE (AND PRIOR) CONVENTIONS	\$1,827	\$23,561	\$24,032	\$24,032	\$48,065
LEGAL ACCOUNTING	3,616	4,707	4,754	4,754	9,508
PERSONNEL (Includes amt budgeted to variable projects)	320,399	316,186	322,510	322,510	645,019
OVERHEAD	141,184	147,111	149,934	151,433	301,366
TECHNOLOGY	22,736	26,362	27,427	27,427	54,855
Total Events (without event specific)	\$489,762	\$517,927	\$528,657	\$530,156	\$1,058,813
			=======================================		=======================================
NAWS EXPENSE (without event specific)	\$6,898,084	\$6,929,835	\$7,247,215	\$7,556,082	\$14,803,297
NAWS EXPENSE (without Iran)	\$6,855,713	\$6,850,462	\$7.166.254	\$7,475,122	\$14,641,376
NAME EXILITIES (Maiout nan)	=======================================		=======================================		=======================================
EXCESS REVENUE/EXPENSE (without event specific	\$936,195	\$685,315	\$638,114	\$320,224	\$958,339
EXCESS REVENUE/EXPENSE (without Iran)	\$478,028	\$361,077	\$322,806	\$953	\$323,759
WCNA 35 (based on WCNA 34 actual)					
INCOME					
Registrations				\$ 1,135,156	
Special Events				483,270	
Other Income				71,680	
Merchandise Income				617,584	
TOTAL INCOME				\$ 2,307,690	
EXPENSE				2,301,030	
Administration				\$ 209,902	
Facilities Expenses				174,732	
Merchandise				551,010	
Program				285,490	
Registration				372,022	
Special Events				420,732	
Support Workgroup				11,225	
TOTAL EXPENSE			l '	\$ 2,025,113	
WONA 25 NET DEVENUE				¢	İ
WCNA 35 NET REVENUE				\$ 282,577	
EXCESS REVENUE/EXPENSE INCL. EVENT SPECI	FIC		\$322,806	\$283,530	\$606,336