

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					
BASIC TEXT: Hardcover English	\$2,179,644	\$2,138,252	\$2,138,252	\$2,159,634	\$4,297,886
BASIC TEXT: Translated	210,611	230,012	230,012	232,312	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)	1,153,147	1,137,770	1,137,770	1,149,147	2,286,917
OTHER RECOVERY LITERATURE	1,432,970	1,413,468	1,413,468	1,427,603	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	136,981	155,357	155,357	156,911	312,268
MIRACLES HAPPEN	27,447	31,286	31,286	31,599	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)	\$9,410,149	\$9,241,858	\$9,724,131	\$9,682,923	\$19,407,054
Gross Literature Income (without Iran)	\$8,257,002	\$8,104,088	\$8,586,361	\$8,533,776	\$17,120,137
RECOVERY LITERATURE COST OF GOODS					
BASIC TEXT: Hardcover English	\$427,752	\$419,769	\$436,686	\$441,053	\$877,738
BASIC TEXT: Translated	43,068	43,064	50,000	50,500	100,500
BASIC TEXT: Softcover	105,126	106,667	107,733	108,810	216,544
JUST FOR TODAY	90,625	88,362	105,310	109,554	214,864
IT WORKS: HOW & WHY	140,391	129,781	131,079	132,389	263,468
SPONSORSHIP BOOK	28,330	22,805	23,033	23,264	46,297
STEP WORKING GUIDES	91,224	88,220	89,102	89,993	179,096
LIVING CLEAN	-	-	90,000	90,000	180,000
LIVING CLEAN-Special Edition	-	-	60,000	-	60,000
LITERATURE PRODUCTION (IRAN)	652,609	734,159	741,500	748,915	1,490,415
OTHER RECOVERY LITERATURE	232,289	224,537	226,782	229,050	455,832
Subtotal	\$1,811,414	\$1,857,362	\$2,061,225	\$2,023,528	\$4,084,753
OTHER INVENTORY COST OF GOODS					
MEDALLIONS	\$167,108	\$167,185	\$168,857	\$170,545	\$339,402
KEYTAGS & CHIPS	259,924	252,320	254,843	257,392	512,235
NON-FIPT INFORMATION BOOKLETS	25,269	25,153	25,404	25,658	51,063
HANDBOOKS	17,765	18,313	18,496	18,681	37,177
SPECIALTY ITEMS	27,042	31,485	31,800	32,118	63,918
AUDIO MATERIALS	594	560	565	571	1,136
GROUP/AREA MATERIALS	41,188	46,977	47,447	47,921	95,368
MIRACLES HAPPEN	2,932	3,737	3,774	3,812	7,585
Subtotal	\$541,822	\$545,729	\$551,186	\$556,698	\$1,107,883
Total Cost of Goods	\$2,353,236	\$2,403,091	\$2,612,411	\$2,580,226	\$5,192,636
Total Cost of Goods (without Iran)	\$1,700,627	\$1,668,932	\$1,870,911	\$1,831,311	\$3,702,221
Net Literature Income	\$7,056,913	\$6,838,767	\$7,111,720	\$7,102,697	\$14,214,417
Net Literature Income (without Iran)	\$6,556,375	\$6,435,156	\$6,715,451	\$6,702,465	\$13,417,916

2012-2014 NAWS Proposed Budget

	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	437,823	429,933	429,933	429,933	859,866
Events/Conventions	20,653	16,658	16,658	16,658	33,315
Unity Day	0	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	4,204	4,145	4,227	4,227	8,455
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	1,139	1,865	4,800	2,500	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
Total 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	275	206	-	5,000	5,000
ACCOUNTING	8,183	10,652	10,759	10,759	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	0
Subtotal	\$214,677	\$167,287	\$92,000	\$87,000	\$179,000
Total World Service Conference Support	\$1,504,632	\$1,481,045	\$1,499,540	\$2,000,573	\$3,500,113

2012-2014 NAWS Proposed Budget

	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 DEVELOPMENT					
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	410,078	367,855	375,212	375,212	750,424
ARCHIVES & INFORMATION MANAGEMENT	-	-	-	-	-
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
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
EVENTS					
FIXED OPERATIONAL EXPENSES					
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
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					
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				\$ 2,025,113	
WCNA 35 NET REVENUE				\$ 282,577	
EXCESS REVENUE/EXPENSE INCL. EVENT SPECIFIC			\$322,806	\$283,530	\$606,336