

	2014 Fiscal Year Actual	2015 Fiscal Year Actual	24 month total	Annualized	Proposed July 2016 - June 2017 (2017 FY)	Proposed July 2017 - June 2018 (2018 FY)	Cycle Total for Fiscal Years 2017 and 2018
<b>EXPENSE</b>							
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>							
<b>FIXED OPERATIONAL EXPENSES</b>							
MARKETING	\$1,321	\$1,002	\$2,323	\$1,162	<i>Allocation moved to Public Relations</i>		
IN-HOUSE PRODUCTION (not included in Cost of Goods)	135,749	73,642	209,391	104,696	106,580	107,646	214,226
TRANSLATIONS (not included in Cost of Goods)	25,119	37,029	62,148	31,074	31,633	31,950	63,583
LITERATURE DISTRIBUTION (IRAN)	58,452	147,265	205,717	102,859	104,710	105,757	210,467
SHIPPING	610,695	563,992	1,174,687	587,344	597,916	603,895	1,201,811
BUSINESS PLAN WORKGROUP	1,056	0	1,056	528	30,000	0	30,000
LEGAL	47,580	35,536	83,116	41,558	42,306	42,729	85,035
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	5,404	19,312	24,716	12,358	12,580	12,706	25,287
ACCOUNTING	17,354	17,743	35,097	17,549	18,802	18,802	37,604
PERSONNEL (Includes amt budgeted to variable projects)	1,225,910	1,189,501	2,415,411	1,207,706	1,358,668	1,358,668	2,717,337
OVERHEAD	628,014	646,150	1,274,164	637,082	713,371	713,371	1,426,741
TECHNOLOGY	117,737	97,837	215,574	107,787	115,486	115,486	230,972
<b>Total Literature Production &amp; Distribution</b>	<b>\$2,874,391</b>	<b>\$2,829,009</b>	<b>\$5,703,400</b>	<b>\$2,851,700</b>	<b>\$3,132,052</b>	<b>\$3,111,010</b>	<b>\$6,243,062</b>
<b>Literature Production &amp; Distribution (without Iran)</b>	<b>\$2,815,939</b>	<b>\$2,681,744</b>	<b>\$5,497,683</b>	<b>\$2,748,842</b>	<b>\$3,027,342</b>	<b>\$3,005,253</b>	<b>\$6,032,595</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>							
<b>FIXED OPERATIONAL EXPENSES</b>							
PUBLICATIONS	\$55,537	\$26,986	\$82,523	\$41,262	\$42,004	\$42,424	\$84,428
WORLD SERVICE CONFERENCE BIENNIAL MEETING	510,925	17,305	528,230	264,115	25,000	565,206	590,206
WORLD BOARD	267,329	230,419	497,748	248,874	253,354	255,887	509,241
HUMAN RESOURCE PANEL	27,602	18,273	45,875	22,938	23,350	23,584	46,934
WSC COFACILITATORS	4,127	-	4,127	2,064	-	4,222	4,222
ACCOUNTING	10,660	10,899	21,559	10,780	13,287	10,780	24,066
PERSONNEL (Includes amt budgeted to variable projects)	753,059	730,693	1,483,752	741,876	960,126	778,970	1,739,096
OVERHEAD	388,493	398,071	786,564	393,282	504,115	408,999	913,114
TECHNOLOGY	72,324	60,100	132,424	66,212	81,610	66,212	147,822
<b>Subtotal</b>	<b>\$2,090,056</b>	<b>\$1,492,746</b>	<b>\$3,582,802</b>	<b>\$1,791,401</b>	<b>\$1,902,846</b>	<b>\$2,156,284</b>	<b>\$4,059,130</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>							
PROJECTS APPROVED AT WSC 2016					\$200,000		\$200,000
SERVICE SYSTEM	4,329	5	4,334	2,167			0
BOOK-LENGTH PIECE - TRADITIONS	21,746	130,942	152,688	76,344			0
FINISHED WSC PROJECTS	2,585	0	2,585	1,293			0
<b>Subtotal</b>	<b>\$28,660</b>	<b>\$130,947</b>	<b>\$159,607</b>	<b>\$79,804</b>	<b>\$200,000</b>	<b>\$0</b>	<b>\$200,000</b>
<b>Total World Service Conference Support</b>	<b>\$2,118,716</b>	<b>\$1,623,693</b>	<b>\$3,742,409</b>	<b>\$1,871,205</b>	<b>\$2,102,846</b>	<b>\$2,156,284</b>	<b>\$4,259,130</b>

	2014 Fiscal Year Actual	2015 Fiscal Year Actual	24 month total	Annualized	Proposed July 2016 - June 2017 (2017 FY)	Proposed July 2017 - June 2018 (2018 FY)	Cycle Total for Fiscal Years 2017 and 2018
<b>FELLOWSHIP DEVELOPMENT</b>							
<b>FIXED OPERATIONAL EXPENSES</b>							
PUBLICATIONS	\$77,353	\$74,997	\$152,350	\$76,175	\$77,546	\$78,322	\$155,868
FELLOWSHIP SUPPORT	192,413	286,910	479,323	239,662	243,975	246,415	490,391
PUBLIC RELATIONS	95,614	53,819	149,433	74,717	77,243	79,210	156,453
DEVELOPMENTAL LITERATURE	291,279	375,780	667,059	333,530	339,533	342,928	682,461
ACCOUNTING	15,866	16,222	32,088	16,044	16,546	17,047	33,592
PERSONNEL (Includes amt budgeted to variable proje	1,120,832	1,087,543	2,208,375	1,104,188	1,195,628	1,231,859	2,427,488
OVERHEAD	579,271	733,170	1,312,441	656,221	627,766	646,789	1,274,555
TECHNOLOGY	107,645	89,451	197,096	98,548	101,628	104,707	206,335
<b>Subtotal</b>	<b>\$2,480,273</b>	<b>\$2,717,892</b>	<b>\$5,198,165</b>	<b>\$2,599,083</b>	<b>\$2,679,866</b>	<b>\$2,747,278</b>	<b>\$5,427,144</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>							
PUBLIC RELATIONS ROUNDTABLES	19	-	19	10	38,000		38,000
SERVICE MATERIALS	-	-			-	-	-
<b>Subtotal</b>	<b>\$19</b>	<b>\$0</b>	<b>\$19</b>	<b>\$10</b>	<b>\$38,000</b>	<b>\$0</b>	<b>\$38,000</b>
<b>Total Fellowship Development</b>	<b>\$2,480,292</b>	<b>\$2,717,892</b>	<b>\$5,198,184</b>	<b>\$2,599,092</b>	<b>\$2,717,866</b>	<b>\$2,747,278</b>	<b>\$5,465,144</b>
<b>EVENTS</b>							
<b>FIXED OPERATIONAL EXPENSES</b>							
FUTURE (AND PRIOR) CONVENTIONS	\$29,274	(\$57,840)	(\$28,566)	(\$14,283)	\$21,000	\$21,210	\$42,210
WCNA 37 WORKGROUP	-	-	-	-	-	10,000	10,000
ACCOUNTING	5,702	5,830	11,532	5,766	1,504	3,510	5,014
PERSONNEL (Includes amt budgeted to variable proje	402,799	390,836	793,635	396,818	108,693	253,618	362,312
OVERHEAD	218,398	213,076	431,474	215,737	57,070	133,163	190,232
TECHNOLOGY	38,685	32,147	70,832	35,416	9,239	21,557	30,796
<b>Total Events (without event specific)</b>	<b>\$694,858</b>	<b>\$584,049</b>	<b>\$1,278,907</b>	<b>\$639,454</b>	<b>\$197,506</b>	<b>\$443,058</b>	<b>\$640,564</b>
<b>NAWS EXPENSE (without event specific)</b>	<b>\$8,168,257</b>	<b>\$7,754,643</b>	<b>\$15,922,900</b>	<b>\$7,961,450</b>	<b>\$8,150,270</b>	<b>\$8,457,630</b>	<b>\$16,607,900</b>
<b>NAWS EXPENSE (without Iran)</b>	<b>\$8,109,805</b>	<b>\$7,607,378</b>	<b>\$15,717,183</b>	<b>\$7,858,592</b>	<b>\$8,045,560</b>	<b>\$8,351,872</b>	<b>\$16,397,433</b>
<b>EXCESS REVENUE/EXPENSE (without event sp</b>	<b>\$438,556</b>	<b>\$391,243</b>	<b>\$829,799</b>	<b>\$414,900</b>	<b>\$161,631</b>	<b>\$79,957</b>	<b>\$241,588</b>
<b>EXCESS REVENUE/EXPENSE (without Iran)</b>	<b>\$259,165</b>	<b>\$367,348</b>	<b>\$626,513</b>	<b>\$313,257</b>	<b>\$73,708</b>	<b>(\$10,772)</b>	<b>\$62,936</b>