

**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
<b>INCOME</b>				
<b>RECOVERY LITERATURE INCOME</b>				
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
<b>Subtotal</b>	<b>\$8,410,341</b>	<b>\$8,788,806</b>	<b>\$9,030,498</b>	<b>\$17,819,304</b>
<b>OTHER INVENTORY INCOME</b>				
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
<b>Subtotal</b>	<b>\$2,119,070</b>	<b>\$2,214,428</b>	<b>\$2,275,324</b>	<b>\$4,489,752</b>
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)
<b>Subtotal</b>	<b>(\$1,126,591)</b>	<b>(\$1,177,288)</b>	<b>(\$1,209,663)</b>	<b>(\$2,386,951)</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$9,402,819</b>	<b>\$9,825,946</b>	<b>\$10,096,160</b>	<b>\$19,922,106</b>
<b>Gross Literature Income (without Iran)</b>	<b>\$8,409,971</b>	<b>\$8,788,420</b>	<b>\$9,030,101</b>	<b>\$17,818,521</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>				
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
<b>Subtotal</b>	<b>\$1,961,639</b>	<b>\$1,981,256</b>	<b>\$2,020,881</b>	<b>\$4,002,136</b>
<b>OTHER INVENTORY COST OF GOODS</b>				
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
<b>Subtotal</b>	<b>\$498,922</b>	<b>\$492,430</b>	<b>\$502,279</b>	<b>\$994,708</b>
<b>Total Cost of Goods</b>	<b>\$2,460,562</b>	<b>\$2,473,686</b>	<b>\$2,523,159</b>	<b>\$4,996,845</b>
<b>Total Cost of Goods (without Iran)</b>	<b>\$1,766,728</b>	<b>\$1,772,914</b>	<b>\$1,808,372</b>	<b>\$3,581,285</b>
<b>Net Literature Income</b>	<b>\$6,942,258</b>	<b>\$7,352,261</b>	<b>\$7,573,000</b>	<b>\$14,925,261</b>
<b>Net Literature Income (without Iran)</b>	<b>\$6,643,243</b>	<b>\$7,015,506</b>	<b>\$7,221,730</b>	<b>\$14,237,236</b>

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
<b>FELLOWSHIP DONATIONS</b>				
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
<b>Total Donations</b>	<b>\$791,165</b>	<b>\$791,164</b>	<b>\$791,164</b>	<b>\$1,582,328</b>
<b>MISCELLANEOUS INCOME</b>				
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
<b>Total Miscellaneous Income</b>	<b>\$45,176</b>	<b>\$38,750</b>	<b>\$39,525</b>	<b>\$78,275</b>
<b>OPERATING 'INCOME (Not including event specific)</b>	<b>\$7,778,598</b>	<b>\$8,182,175</b>	<b>\$8,403,689</b>	<b>\$16,585,864</b>
<b>OPERATING 'INCOME (Not including Iran)</b>	<b>\$7,479,584</b>	<b>\$7,845,420</b>	<b>\$8,052,419</b>	<b>\$15,897,839</b>
<b>EXPENSE</b>				
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
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
<b>Total Literature Production &amp; Distribution</b>	<b>\$2,659,238</b>	<b>\$2,583,787</b>	<b>\$2,601,521</b>	<b>\$5,185,309</b>
<b>Total Literature Production &amp; Distribution (without Iran)</b>	<b>\$2,622,586</b>	<b>\$2,547,135</b>	<b>\$2,564,136</b>	<b>\$5,111,272</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
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
<b>Subtotal</b>	<b>\$1,444,043</b>	<b>\$1,498,461</b>	<b>\$1,907,575</b>	<b>\$3,406,037</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>				
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
<b>Subtotal</b>	<b>\$12,174</b>	<b>\$33,930</b>	<b>\$29,500</b>	<b>\$63,430</b>
<b>Total World Service Conference Support</b>	<b>\$1,456,217</b>	<b>\$1,532,391</b>	<b>\$1,937,075</b>	<b>\$3,469,467</b>

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<b>FELLOWSHIP DEVELOPMENT</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
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
<b>Subtotal</b>	<b>\$2,875,772</b>	<b>\$2,801,067</b>	<b>\$2,873,510</b>	<b>\$5,674,578</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>				
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			
<b>Subtotal</b>	<b>\$229,248</b>	<b>\$251,250</b>	<b>\$134,250</b>	<b>\$385,500</b>
<b>Total Fellowship Development</b>	<b>\$3,105,020</b>	<b>\$3,052,317</b>	<b>\$3,007,760</b>	<b>\$6,060,078</b>
<b>EVENTS</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
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
<b>Total Events (without event specific)</b>	<b>\$561,506</b>	<b>\$575,988</b>	<b>\$576,955</b>	<b>\$1,152,942</b>
<b>NAWS EXPENSE (without event specific)</b>	<b>\$7,781,981</b>	<b>\$7,744,484</b>	<b>\$8,123,312</b>	<b>\$15,867,796</b>
<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>
<b>EXCESS REVENUE/EXPENSE (without event specific)</b>	<b>(\$3,382)</b>	<b>\$437,691</b>	<b>\$280,377</b>	<b>\$718,068</b>
<i>EXCESS REVENUE/EXPENSE (without Iran)</i>	<i>(\$265,745)</i>	<i>\$137,589</i>	<i>(\$33,508)</i>	<i>\$104,080</i>
<b>WCNA 34 INCOME</b>				
Registrations			\$ 1,213,000.00	
Special Events			\$ 754,500.00	
Other Income			\$ 165,000.00	
Merchandise Income			\$ 674,120.00	
<b>TOTAL INCOME</b>			<b>\$ 2,806,620.00</b>	
<b>EXPENSE</b>				
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	
<b>TOTAL EXPENSE</b>			<b>\$ 2,520,562.00</b>	
<b>EXCESS WCNA 34 REVENUE/EXPENSE</b>			<b>\$ 286,058.00</b>	
<b>EXCESS REVENUE/EXPENSE INCL. EVENT SPECIFIC</b>		<b>\$437,691</b>	<b>\$566,435</b>	<b>\$1,004,126</b>
<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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