

NARCOTICS ANONYMOUS WORLD SERVICES, INC.

PROPOSED EMERGENCY BUDGET FOR FISCAL YEARS 2021 & 2022

	Annualized	Proposed July 2020 - June 2021	Proposed July 2021 - June 2022	Cycle Total for Fiscal Years 2020 and 2021
INCOME				
RECOVERY LITERATURE INCOME				
BASIC TEXT: Hardcover English	\$2,083,097	\$1,562,323	\$2,083,097	\$3,645,420
BASIC TEXT: Translated	235,427	\$176,570	235,427	411,997
BASIC TEXT: Softcover	1,013,674	\$760,255	1,013,674	1,773,929
JUST FOR TODAY	785,503	\$589,128	785,503	1,374,631
IT WORKS: HOW & WHY	604,113	\$453,085	604,113	1,057,199
SPONSORSHIP BOOK	29,155	\$21,867	29,155	51,022
STEP WORKING GUIDES	859,581	\$644,686	859,581	1,504,267
LIVING CLEAN	387,037	\$290,278	387,037	677,314
GUIDING PRINCIPLES	222,897	\$167,173	222,897	390,070
ePUB BOOKS	98,617	\$73,963	98,617	172,579
LITERATURE INCOME (IRAN)	459,770	459,770	459,770	919,539
OTHER RECOVERY LITERATURE	1,264,676	1,053,896	1,264,676	2,318,571
Subtotal	\$8,043,547	\$6,252,991	\$8,043,547	\$14,296,538
OTHER INVENTORY INCOME				
MEDALLIONS	\$889,806	\$667,354	\$889,806	\$1,557,160
KEYTAGS & CHIPS	1,313,652	\$985,239	1,313,652	2,298,890
NON-FIPT INFORMATION BOOKLETS	117,676	\$88,257	117,676	205,933
SERVICE MATERIAL	249,375	\$187,031	249,375	436,406
SPECIALTY ITEMS	99,524	\$74,643	99,524	174,167
MIRACLES HAPPEN	18,732	\$14,049	18,732	32,781
Subtotal	2,688,765	2,016,573	2,688,765	4,705,338
SHIPPING	\$575,873	\$431,905	\$575,873	\$1,007,777
DISCOUNTS	(1,478,081)	(\$1,108,561)	(1,478,081)	(2,586,642)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(176,503)	(\$132,378)	(176,503)	(308,881)
Subtotal	(\$1,078,712)	(\$809,034)	(\$1,078,712)	(\$1,887,745)
Gross Literature Income (less discounts)	9,653,600	7,460,531	9,653,600	17,114,131
Gross Literature Income (without Iran)	9,193,830	7,000,762	9,193,830	16,194,592
RECOVERY LITERATURE COST OF GOODS				
BASIC TEXT: Hardcover English	389,743	\$292,307	389,743	682,050
BASIC TEXT: Translated	42,970	\$32,227	42,970	75,197
BASIC TEXT: Softcover	125,041	\$93,781	125,041	218,821
JUST FOR TODAY	75,133	\$56,350	75,133	131,483
IT WORKS: HOW & WHY	96,599	\$72,449	96,599	169,048
SPONSORSHIP BOOK	5,592	\$4,194	5,592	9,785
STEP WORKING GUIDES	92,139	\$69,104	92,139	161,243
LIVING CLEAN	46,049	\$34,537	46,049	80,586
GUIDING PRINCIPLES	28,694	\$21,521	28,694	50,215
ePUB BOOKS	29,809	\$22,357	29,809	52,167
LITERATURE PRODUCTION (IRAN)	272,272	272,272	272,272	544,543
OTHER RECOVERY LITERATURE	295,102	\$221,326	295,102	516,428
Subtotal	1,499,142	1,192,425	1,499,142	2,691,567

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MEDALLIONS	\$199,111	\$149,333	\$199,111	\$348,444
KEYTAGS & CHIPS	284,423	\$213,317	284,423	497,740
NON-FIPT INFORMATION BOOKLETS	66,731	\$50,048	66,731	116,779
SERVICE MATERIAL	85,785	\$64,339	85,785	150,124
SPECIALTY ITEMS	43,715	\$32,786	43,715	76,501
MIRACLES HAPPEN	3,706	\$2,779	3,706	6,485
INVENTORY ADJUSTMENT		\$0	0	0
Subtotal	\$683,470	\$512,603	\$683,470	\$1,196,073
Total Cost of Goods	\$2,182,613	\$1,705,027	\$2,182,613	\$3,887,640
Total Cost of Goods (without Iran)	\$1,910,341	\$1,432,756	\$1,910,341	\$3,343,097
Net Literature Income	\$7,470,987	\$5,755,504	\$7,470,987	\$13,226,491
Net Literature Income (without Iran)	\$7,283,489	\$5,568,006	\$7,283,489	\$12,851,495
FELLOWSHIP CONTRIBUTIONS				
<i>BREAKDOWN BY DONOR TYPE</i>				
Members	\$68,318	\$318,318	\$418,318	\$736,636
Groups	83,440	83,440	83,440	166,879
Areas	134,819	64,819	134,819	199,638
Regions	524,929	300,000	524,929	824,929
Events/Conventions	39,560	18,000	39,560	57,560
Unity Day	11,675	11,675	11,675	23,349
Zonal & Other Forums	40,013	15,000	40,013	55,013
Total Contributions	\$902,754	\$811,252	\$1,252,754	\$2,064,005
Other Income				
LICENSED VENDOR PAYMENTS	\$34,134	\$34,134	\$34,134	\$68,268
INTEREST	6,857	6,857	6,857	13,715
MISCELLANEOUS	163	-	-	0
Total Other Income	\$41,154	\$40,992	\$40,992	\$81,983
OPERATING INCOME (Not including event specific)	\$8,414,896	\$6,607,747	\$8,764,732	\$15,372,479
OPERATING 'INCOME (Not including Iran)	\$8,227,398	\$6,420,249	\$8,577,234	\$14,997,483

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EXPENSE				
LITERATURE PRODUCTION & DISTRIBUTION				
FIXED OPERATIONAL EXPENSES				
PRODUCTION	627,262	\$627,262	\$627,262	\$1,254,524
TRANSLATIONS (not included in Cost of Goods)	42,008	42,008	42,008	84,017
LITERATURE DISTRIBUTION (IRAN)	51,669	51,669	51,669	103,338
SHIPPING	581,081	581,081	581,081	1,162,162
BUSINESS PLAN WORKGROUP	3,469	7,700	7,700	15,400
LEGAL	16,713	38,000	38,000	76,000
LIT P&D TRAVEL AND EXCHANGE EXPENSES	90,979	50,000	50,000	100,000
ACCOUNTING	19,798	19,916	19,916	39,831
PERSONNEL (Includes amt budgeted to variable projects)	1,497,601	1,407,748	1,506,999	2,914,747
OVERHEAD	550,457	536,744	596,382	1,133,126
TECHNOLOGY	137,379	138,152	138,152	276,303
Total Literature Production & Distribution	\$3,618,416	\$3,500,279	\$3,659,168	\$7,159,448
Total Literature Production & Distribution (without Iran)	\$3,566,747	\$3,448,610	\$3,607,499	\$7,056,110
WORLD SERVICE CONFERENCE SUPPORT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$19,097	\$19,097	\$19,097	\$38,195
WORLD SERVICE CONFERENCE BIENNIAL MTG	246,789	30,491	497,637	528,128
WORLD BOARD	168,876	110,000	155,000	265,000
HUMAN RESOURCE PANEL	12,964	12,964	12,964	25,929
WSC COFACILITATORS	2,443	-	4,885	4,885
ACCOUNTING	11,412	11,530	11,530	23,060
PERSONNEL (Includes amt budgeted to variable projects)	863,075	815,012	872,473	1,687,485
OVERHEAD	305,732	310,746	345,274	656,020
TECHNOLOGY	79,211	79,983	79,983	159,965
Subtotal	\$1,709,599	\$1,389,824	\$1,998,843	\$3,388,667
VARIABLE OPERATIONAL EXPENSES				
PROJECTS ADOPTED AT PREVIOUS WSC	\$23,383	0	0	0
Projects Adopted WSC2020 (virtual)		5,000	5,000	10,000
Total World Service Conference Support	\$1,732,982	\$1,394,824	\$2,003,843	\$3,398,667

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FELLOWSHIP DEVELOPMENT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$86,833	\$44,000	\$44,000	\$88,000
FELLOWSHIP SUPPORT	374,996	225,000	374,996	599,996
PUBLIC RELATIONS	67,757	67,757	67,757	135,515
DEVELOPMENTAL LITERATURE	428,782	357,318	428,782	786,100
ACCOUNTING	18,108	18,343	18,343	36,687
PERSONNEL (Includes amt budgeted to variable projects)	1,369,230	1,296,610	1,388,025	2,684,635
OVERHEAD	621,572	494,369	549,299	1,043,668
TECHNOLOGY	125,701	127,245	127,245	254,490
Subtotal	\$3,092,979	\$2,630,643	\$2,998,448	\$5,629,091
VARIABLE OPERATIONAL EXPENSES				
PROJECTS ADOPTED AT PREVIOUS WSC	\$0	0	0	0
MENTAL HEALTH/ILLNESS PAMPHLET	18,772	0	0	0
SPIRITUAL PRINCIPLE A DAY BOOK	12,255	55,000	-	55,000
Subtotal	\$31,027	\$55,000	\$0	\$55,000
Total Fellowship Development	\$3,124,006	\$2,685,643	\$2,998,448	\$5,684,091
EVENTS				
FIXED OPERATIONAL EXPENSES				
FUTURE (AND PRIOR) CONVENTIONS	\$15,318	\$0	\$15,000	15,000
ACCOUNTING	3,092	2,620	2,620	5,241
PERSONNEL (Includes amt budgeted to variable projects)	235,880	185,230	198,289	383,519
OVERHEAD	91,665	70,624	78,471	149,095
TECHNOLOGY	21,266	18,178	18,178	36,356
Total Events (without event specific)	\$367,221	\$276,653	\$312,559	\$589,211
EXPENSE (For activity areas only)	\$8,842,625	\$7,857,398	\$8,974,019	\$16,831,417
EXPENSE (Activity Areas w/o IRAN)	\$8,790,956	\$7,805,729	\$8,922,350	\$16,728,079
EXCESS REVENUE/EXPENSE (Cash Activities only)	(\$427,729)	(\$1,249,651)	(\$209,286)	(\$1,458,938)
Non Cash Items				
Depreciation and Amortization Expense	\$357,940	\$357,940	\$357,940	\$715,880
TOTAL EXPENSE	\$9,200,565	\$8,215,338	\$9,331,959	\$17,547,297
EXCESS REVENUE/EXPENSE (without event specific)	(\$785,669)	(\$1,607,591)	(\$567,226)	(\$2,174,818)
EXCESS REVENUE/EXPENSE (without Iran)	(\$921,498)	(\$1,743,420)	(\$703,055)	(\$2,446,476)

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WCNA 38 INCOME				
REGISTRATION			\$ 574,500	\$ 574,500
NEWCOMER DONATIONS			10,000	10,000
MERCHANDISE			220,000	220,000
REBATES			498,000	498,000
TOTAL WCNA 38 INCOME			\$ 1,302,500	\$ 1,302,500
EXPENSE				
REGISTRATION			\$ 144,700	\$ 144,700
SPECIAL EVENTS PROGRAM			62,000	62,000
MERCHANDISE			72,000	72,000
FACILITIES			166,000	166,000
WCNA 37 Workgroup			668,993	668,993
ADMINISTRATION			23,350	23,350
			128,338	128,338
TOTAL WCNA 38 EXPENSE		\$ -	\$ 1,265,381	1,265,381
WCNA 38 NET REVENUE			\$ 37,119	\$ 37,119
EXCESS REVENUE/EXPENSE INCL. EVENT SPECIFIC		(\$1,607,591)	(\$530,107)	(\$2,137,699)
EXCESS REVENUE/EXPENSE (without Iran)		(\$1,743,420)		