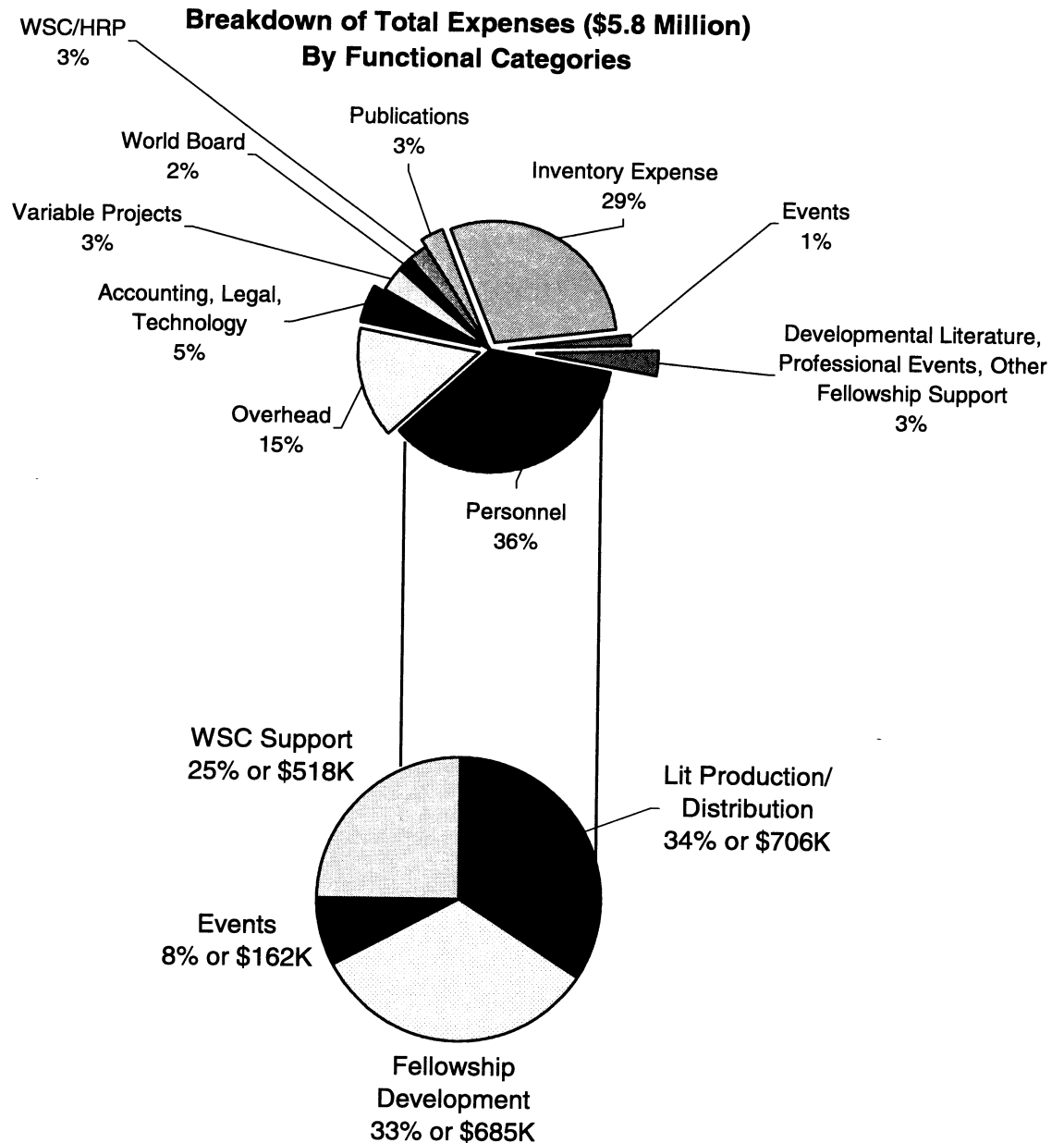


Financial Reports



Breakdown of 1999-2000FY Expenses

In the preceding pages we have illustrated the breakdown of 1999-2000FY expenses of \$5.8 million according to the four divisions of the Unified Budget: Fellowship Development, Literature Production and Distribution, WSC Support, and Events. Another way of breaking down these expenses is by functional categories, as shown in the pie chart below:



Personnel expenses are allocated among the four major divisions of the budget. The second pie chart shows the relative percentage of staffing devoted to literature production and distribution (34%), fellowship development (33%), WSC support (25%), and events (8%). Overhead (15% of total expense) is divided among these four categories in a similar fashion.

NARCOTICS ANONYMOUS WORLD SERVICES, INC.				
FY'1999 - 2000 UNIFIED BUDGET				
JULY 01, 1999 THROUGH JUNE 30, 2000				
INCOME				
FELLOWSHIP DONATIONS				
	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted Budget
BREAKDOWN BY DONOR TYPE				
Members	\$ 165	\$ 815	\$ 10,625	\$ 9,780
Groups	\$ 2,515	\$ 2,457	\$ 31,926	\$ 29,487
Areas	\$ 7,530	\$ 3,382	\$ 68,412	\$ 40,587
Regions	\$ 20,325	\$ 32,763	\$ 465,414	\$ 393,156
Events/Conventions	\$ -	\$ 1,304	\$ 33,162	\$ 15,648
Zonal & Other Forums	\$ 1,435	\$ 29	\$ 2,347	\$ 342
Subtotal	\$ 31,970	\$ 40,750	\$ 611,885	\$ 489,000
RECOVERY LITERATURE INCOME				
	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
BASIC TEXT:Hardcover English				
Basic Text: Translated	\$ 159,119	\$ 138,551	\$ 1,595,740	\$ 1,662,616
BASIC TEXT-SOFTBOUND	\$ 7,815	\$ 8,048	\$ 108,635	\$ 96,579
JUST FOR TODAY	\$ 50,172	\$ 40,881	\$ 452,445	\$ 490,567
Just for Today (Gift Edition)	\$ 63,282	\$ 42,675	\$ 540,715	\$ 512,095
IT WORKS: HOW & WHY	\$ 1,605	\$ 1,397	\$ 15,480	\$ 16,769
It Works:How & Why (Special Edition)	\$ 50,055	\$ 47,838	\$ 532,180	\$ 574,060
It Works:How & Why (Gift Edition)	\$ -	\$ 156	\$ 175	\$ 1,870
STEP WORKING GUIDES	\$ 195	\$ 368	\$ 3,405	\$ 4,410
OTHER RECOVERY LITERATURE	\$ 55,670	\$ 43,438	\$ 568,135	\$ 521,250
Subtotal	\$ 99,002	\$ 89,654	\$ 1,079,105	\$ 1,075,846
OTHER INVENTORY INCOME				
	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
MEDALLIONS	\$ 46,811	\$ 38,180	\$ 431,432	\$ 458,166
KEY TAGS & CHIPS	\$ 70,907	\$ 59,478	\$ 703,709	\$ 713,741
NON-FIPT INFORMATION BOOKLETS	\$ 4,444	\$ 2,158	\$ 37,795	\$ 25,900
MISCELLANEOUS	\$ -	\$ 103	\$ 1,517	\$ 1,234
HANDBOOKS	\$ 5,166	\$ 5,274	\$ 49,733	\$ 63,283
SPECIALTY ITEMS	\$ 3,318	\$ 3,575	\$ 35,910	\$ 42,902
PI PRODUCTS	\$ 71	\$ 220	\$ 1,058	\$ 2,643
AUDIO MATERIALS	\$ 4,570	\$ 4,207	\$ 35,412	\$ 50,485
GROUP/AREA MATERIALS	\$ 7,099	\$ 4,877	\$ 95,952	\$ 58,519
MIRACLES HAPPEN	\$ 2,495	\$ 3,119	\$ 32,983	\$ 37,425
Subtotal	\$ 631,794	\$ 534,197	\$ 6,321,515	\$ 6,410,359
EVENT INCOME				
	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
UNITY DAY				
DONATIONS	\$ -	\$ 125	\$ 5,487	\$ 1,500
ACTIVITY INCOME	\$ 250	\$ -	\$ 6,215	\$ 11,200
ANNUAL MTG T-SHIRTS/HATS	\$ -	\$ -	\$ 6,306	\$ -
ANNUAL MEETING REVENUE	\$ (1,196)	\$ -	\$ 644	\$ -
MERCHANDISE/JEWELRY	\$ 8	\$ 317	\$ 8,161	\$ 3,800
WCNA 28 (See Deferred Revenue on Balance Sht)				
REGISTRATION	\$ -	\$ 4,917	\$ -	\$ 59,000
SPECIAL EVENTS	\$ -	\$ 1,250	\$ -	\$ 15,000
NEWCOMER DONATIONS	\$ -	\$ 167	\$ -	\$ 2,000
MERCHANDISE	\$ -	\$ 833	\$ -	\$ 10,000
OTHER SALES	\$ -	\$ -	\$ -	\$ -
REBATES (includes Unity Day hotel rebate)	\$ -	\$ -	\$ 5,868	\$ -
Subtotal	\$ (938)	\$ 7,608	\$ 32,681	\$ 102,500
MISCELLANEOUS INCOME				
	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
LICENSED VENDOR PAYMENTS	\$ 550	\$ 1,063	\$ 12,650	\$ 12,750
INTEREST	\$ 3,787	\$ -	\$ 19,455	\$ -
SHIPPING	\$ 24,249	\$ 19,398	\$ 246,299	\$ 232,775
MISCELLANEOUS	\$ 21	\$ -	\$ 21,046	\$ -
DISCOUNTS & ALLOWANCES	\$ (94,195)	\$ (113,214)	\$ (1,014,926)	\$ (1,358,570)
Developmental Subsidies & Allowances	\$ (13,049)	\$ (3,881)	\$ (70,611)	\$ (46,574)
Subtotal	\$ (78,637)	\$ (96,635)	\$ (786,088)	\$ (1,159,619)
TOTAL INCOME ALL SOURCES	\$ 584,189	\$ 485,920	\$ 6,179,993	\$ 5,842,240

NAWS EXPENSE				
LITERATURE PRODUCTION & DISTRIBUTION	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
FIXED OPERATIONAL EXPENSES				
BASIC TEXT: HARD COVER - English	\$ 27,031	\$ 24,373	\$ 272,210	\$ 292,474
Basic Text-Translated	\$ 1,851	\$ 3,710	\$ 32,018	\$ 44,525
BASIC TEXT-SOFTBOUND	\$ 5,128	\$ 4,167	\$ 46,612	\$ 50,002
JUST FOR TODAY	\$ 11,013	\$ 5,914	\$ 74,568	\$ 70,967
Just for Today (Gift Edition)	\$ 562	\$ 456	\$ 5,743	\$ 5,473
IT WORKS: HOW & WHY	\$ 12,736	\$ 8,611	\$ 113,728	\$ 103,331
It Works:How & Why (Special Edition)	\$ -	\$ 33	\$ 38	\$ 397
It Works:How & Why (Gift Edition)	\$ 44	\$ 83	\$ 764	\$ 999
STEP WORKING GUIDES	\$ 10,413	\$ 6,975	\$ 100,703	\$ 83,700
OTHER RECOVERY LITERATURE	\$ 32,197	\$ 15,492	\$ 261,394	\$ 185,906
OTHER INVENTORY EXPENSE				
	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
CORRECTIONAL MARKETING	\$ 14,248	\$ 11,774	\$ 75,306	\$ 141,288
MEDALLIONS	\$ 7,953	\$ 6,714	\$ 73,771	\$ 80,573
KEY TAGS & CHIPS	\$ 18,201	\$ 15,621	\$ 180,290	\$ 187,452
NON-FIPT INFORMATION BOOKLETS	\$ 2,582	\$ 583	\$ 21,867	\$ 7,000
MISCELLANEOUS	\$ (2,981)	\$ 103	\$ 16,235	\$ 1,234
HANDBOOKS	\$ 1,379	\$ 1,058	\$ 11,277	\$ 12,697
SPECIALTY ITEMS	\$ 1,054	\$ 3,214	\$ 12,027	\$ 38,570
PI PRODUCTS	\$ 41	\$ 116	\$ 623	\$ 1,395
AUDIO MATERIALS	\$ 1,791	\$ 2,006	\$ 18,502	\$ 24,071
GROUP/AREA MATERIALS	\$ 2,910	\$ 2,557	\$ 40,538	\$ 30,689
MIRACLES HAPPEN	\$ 297	\$ 561	\$ 3,953	\$ 6,737
IN HOUSE PRODUCTION	\$ 9,179	\$ 7,625	\$ 45,644	\$ 91,500
TRANSLATIONS	\$ 996	\$ 1,772	\$ 13,792	\$ 21,262
SHIPPING	\$ 29,891	\$ 19,322	\$ 246,918	\$ 231,862
SALES TAX EXPENSE	\$ -	\$ -	\$ 28,669	\$ -
INVENTORY ADJUSTMENT	\$ (65)	\$ -	\$ 1	\$ -
<i>Subtotal</i>	\$ 188,453	\$ 158,092	\$ 1,697,190	\$ 1,714,104
LEGAL	\$ 29,995	\$ 7,917	\$ 91,247	\$ 95,000
TRAVEL	\$ -	\$ 1,458	\$ 2,761	\$ 17,500
ACCOUNTING	\$ 1,695	\$ 1,409	\$ 28,353	\$ 16,908
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 82,729	\$ 49,482	\$ 696,505	\$ 593,784
OVERHEAD	\$ 43,093	\$ 20,049	\$ 255,682	\$ 240,587
TECHNOLOGY	\$ 7,280	\$ 2,287	\$ 73,840	\$ 27,444
<i>Subtotal</i>	\$ 164,794	\$ 82,602	\$ 1,148,388	\$ 991,223
VARIABLE OPERATIONAL EXPENSES				
Literature Distribution System Review**	\$ -	\$ 1,120	\$ 13,739	\$ 13,445
Total Literature Production	\$ 353,247	\$ 241,814	\$ 2,859,317	\$ 2,718,772

NAWS EXPENSE				
LITERATURE PRODUCTION & DISTRIBUTION	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
FIXED OPERATIONAL EXPENSES				
BASIC TEXT: HARD COVER - English	\$ 27,031	\$ 24,373	\$ 272,210	\$ 292,474
Basic Text-Translated	\$ 1,851	\$ 3,710	\$ 32,018	\$ 44,525
BASIC TEXT-SOFTBOUND	\$ 5,128	\$ 4,167	\$ 46,612	\$ 50,002
JUST FOR TODAY	\$ 11,013	\$ 5,914	\$ 74,568	\$ 70,967
Just for Today (Gift Edition)	\$ 562	\$ 456	\$ 5,743	\$ 5,473
IT WORKS: HOW & WHY	\$ 12,736	\$ 8,611	\$ 113,728	\$ 103,331
It Works:How & Why (Special Edition)	\$ -	\$ 33	\$ 38	\$ 397
It Works:How & Why (Gift Edition)	\$ 44	\$ 83	\$ 764	\$ 999
STEP WORKING GUIDES	\$ 10,413	\$ 6,975	\$ 100,703	\$ 83,700
OTHER RECOVERY LITERATURE	\$ 32,197	\$ 15,492	\$ 261,394	\$ 185,906
OTHER INVENTORY EXPENSE				
CORRECTIONAL MARKETING	\$ 14,248	\$ 11,774	\$ 75,306	\$ 141,288
MEDALLIONS	\$ 7,953	\$ 6,714	\$ 73,771	\$ 80,573
KEY TAGS & CHIPS	\$ 18,201	\$ 15,621	\$ 180,290	\$ 187,452
NON-FIPT INFORMATION BOOKLETS	\$ 2,582	\$ 583	\$ 21,867	\$ 7,000
MISCELLANEOUS	\$ (2,981)	\$ 103	\$ 16,235	\$ 1,234
HANDBOOKS	\$ 1,379	\$ 1,058	\$ 11,277	\$ 12,697
SPECIALTY ITEMS	\$ 1,054	\$ 3,214	\$ 12,027	\$ 38,570
PI PRODUCTS	\$ 41	\$ 116	\$ 623	\$ 1,395
AUDIO MATERIALS	\$ 1,791	\$ 2,006	\$ 18,502	\$ 24,071
GROUP/AREA MATERIALS	\$ 2,910	\$ 2,557	\$ 40,538	\$ 30,689
MIRACLES HAPPEN	\$ 297	\$ 561	\$ 3,953	\$ 6,737
IN HOUSE PRODUCTION	\$ 9,179	\$ 7,625	\$ 45,644	\$ 91,500
TRANSLATIONS	\$ 996	\$ 1,772	\$ 13,792	\$ 21,262
SHIPPING	\$ 29,891	\$ 19,322	\$ 246,918	\$ 231,862
SALES TAX EXPENSE	\$ -	\$ -	\$ 28,669	\$ -
INVENTORY ADJUSTMENT	\$ (65)	\$ -	\$ 1	\$ -
Subtotal	\$ 188,453	\$ 158,092	\$ 1,697,190	\$ 1,714,104
LEGAL	\$ 29,995	\$ 7,917	\$ 91,247	\$ 95,000
TRAVEL	\$ -	\$ 1,458	\$ 2,761	\$ 17,500
ACCOUNTING	\$ 1,695	\$ 1,409	\$ 28,353	\$ 16,908
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 82,729	\$ 49,482	\$ 696,505	\$ 593,784
OVERHEAD	\$ 43,093	\$ 20,049	\$ 255,682	\$ 240,587
TECHNOLOGY	\$ 7,280	\$ 2,287	\$ 73,840	\$ 27,444
Subtotal	\$ 164,794	\$ 82,602	\$ 1,148,388	\$ 991,223
VARIABLE OPERATIONAL EXPENSES				
Literature Distribution System Review**	\$ -	\$ 1,120	\$ 13,739	\$ 13,445
Total Literature Production	\$ 353,247	\$ 241,814	\$ 2,859,317	\$ 2,718,772

WORLD SERVICE CONFERENCE SUPPORT	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$ 1,256	\$ 3,625	\$ 52,203	\$ 43,500
WORLD SERVICE CONFERENCE	\$ 57,591	\$ 12,156	\$ 121,734	\$ 145,870
WORLD BOARD	\$ 15,227	\$ 20,752	\$ 120,316	\$ 249,020
HUMAN RESOURCE PANEL	\$ 911	\$ 2,110	\$ 21,508	\$ 25,320
WSC CO-FACILITATOR	\$ 1,951	\$ 229	\$ 4,321	\$ 2,750
TRAVEL	\$ -	\$ 2,917	\$ 4,293	\$ 35,000
LEGAL	\$ -	\$ -	\$ -	\$ -
ACCOUNTING	\$ 582	\$ 1,036	\$ 9,203	\$ 12,432
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 60,830	\$ 36,384	\$ 512,136	\$ 436,606
OVERHEAD	\$ 32,898	\$ 14,742	\$ 203,758	\$ 176,903
TECHNOLOGY	\$ 5,353	\$ 1,681	\$ 54,294	\$ 20,172
Subtotal	\$ 176,598	\$ 95,631	\$ 1,103,766	\$ 1,147,572
VARIABLE OPERATIONAL EXPENSES				
Internal Procedures**	\$ -	\$ 565	\$ -	\$ 6,780
Communications Task Force	\$ 1,119	\$ 2,513	\$ 30,189	\$ 30,150
Two Year Conference	\$ 1,867	\$ 4,328	\$ 5,248	\$ 51,930
World Service Meeting	\$ -	\$ 6,230	\$ 63,723	\$ 74,765
Motion 21	\$ 1,867	\$ 2,129	\$ 8,338	\$ 25,550
Process Service Material	\$ 1,867	\$ 1,907	\$ 7,550	\$ 22,880
PI Handbook	\$ -	\$ 602	\$ -	\$ 7,220
Treasurers Handbook	\$ -	\$ 602	\$ -	\$ 7,220
Events Handbook	\$ -	\$ 602	\$ -	\$ 7,220
Training Workbooks	\$ -	\$ 602	\$ -	\$ 7,220
Historical Data Collection	\$ 6,836	\$ 2,142	\$ 16,073	\$ 25,700
Subtotal	\$ 13,555	\$ 22,220	\$ 131,122	\$ 266,635
Total World Service Conference Support	\$ 190,153	\$ 117,851	\$ 1,234,888	\$ 1,414,207

FELLOWSHIP DEVELOPMENT	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$ 26,376	\$ 8,708	\$ 120,155	\$ 104,500
FELLOWSHIP SUPPORT	\$ 4,723	\$ 8,750	\$ 46,890	\$ 105,000
PROFESSIONAL EVENTS	\$ 1,259	\$ 1,875	\$ 14,048	\$ 22,500
DEVELOPMENTAL LITERATURE	\$ 18,515	\$ 11,555	\$ 121,773	\$ 138,658
LEGAL	\$ -	\$ 417	\$ -	\$ 5,000
ACCOUNTING	\$ 524	\$ 1,368	\$ 11,789	\$ 16,411
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 80,296	\$ 48,027	\$ 676,020	\$ 576,319
OVERHEAD	\$ 41,623	\$ 19,459	\$ 247,959	\$ 233,511
TECHNOLOGY	\$ 7,066	\$ 2,219	\$ 71,668	\$ 26,627
Subtotal	\$ 180,383	\$ 102,377	\$ 1,310,302	\$ 1,228,527
VARIABLE OPERATIONAL EXPENSES				
Uncapitalized Database Expense	\$ 2,068	\$ 4,875	\$ 15,756	\$ 58,500
Information Management	\$ -	\$ 1,250	\$ 22,182	\$ 15,000
Subtotal	\$ 2,068	\$ 6,125	\$ 37,939	\$ 73,500
Total Fellowship Development	\$ 182,450	\$ 108,502	\$ 1,348,241	\$ 1,302,027
EVENTS				
FIXED OPERATIONAL EXPENSES				
MERCHANDISE/JEWELRY	\$ 8	\$ -	\$ 1,788	\$ -
INVENTORY ADJUSTMENT	\$ -	\$ -	\$ 11	\$ -
ANNUAL MTG T-SHIRTS/HATS	\$ -	\$ -	\$ 4,732	\$ -
UNITY DAY	\$ -	\$ 1,764	\$ 24,546	\$ 21,170
WCNA 28				
REGISTRATION	\$ -	\$ -	\$ -	\$ -
SPECIAL EVENTS	\$ -	\$ 750	\$ -	\$ 9,000
PROGRAM	\$ -	\$ 333	\$ -	\$ 4,000
HOST COMMITTEE	\$ 7,900	\$ 871	\$ 7,900	\$ 10,450
TRAVEL	\$ 9,771	\$ 2,083	\$ 22,655	\$ 25,000
FACILITIES	\$ 10,000	\$ 1,417	\$ 10,000	\$ 17,000
MERCHANDISE	\$ -	\$ 500	\$ -	\$ 6,000
CONVENTION INFORMATION	\$ 29	\$ 1,296	\$ 8,069	\$ 15,550
EQUIPMENT	\$ -	\$ -	\$ -	\$ -
TRANSPORTATION	\$ -	\$ -	\$ 61	\$ -
GENERAL SHIPPING	\$ -	\$ -	\$ -	\$ -
TELEPHONE	\$ -	\$ 833	\$ -	\$ 10,000
WCNA-29	\$ -	\$ 208	\$ 1,065	\$ 2,500
WCNA-30	\$ -	\$ 208	\$ -	\$ 2,500
WCNA-31	\$ -	\$ 208	\$ -	\$ 2,500
LEGAL	\$ -	\$ -	\$ -	\$ -
ACCOUNTING	\$ 152	\$ 332	\$ 4,101	\$ 3,978
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 19,466	\$ 11,643	\$ 164,116	\$ 139,714
OVERHEAD	\$ 12,246	\$ 4,717	\$ 73,423	\$ 56,609
TECHNOLOGY	\$ 1,732	\$ 538	\$ 18,685	\$ 6,455
Total Events	\$ 61,304	\$ 27,702	\$ 341,150	\$ 332,426
TOTAL NAWS EXPENSE	\$ 787,154	\$ 495,869	\$ 5,783,596	\$ 5,767,432
Excess Revenue/Expense	\$ (202,965)	\$ 6,234	\$ 396,398	\$ 74,808

NA WORLD SERVICES
COMBINED BALANCE SHEET
JUNE 30, 2000

CURRENT ASSETS

COMBINED CASH ON HAND	\$3,867
BANK ACCOUNTS:	
- WSO CHATSWORTH	\$1,065,793
WSO CANADA	\$213,149
WSO EUROPE	\$121,569
WSO-CHATSWORTH ACCOUNTS RECEIVABLE	\$541,635
WSO-CANADA ACCOUNTS RECEIVABLE	\$49,203
WSO-EUROPE ACCOUNTS RECEIVABLE	\$15,916
ALLOWANCE FOR DOUBTFUL ACCTS	(\$6,329)
EMPLOYEE EXCHANGE & ADVANCE	\$532
COMBINED INVENTORY	\$430,565
PREPAID INSURANCE	\$16,530

TOTAL CURRENT ASSETS

\$2,452,429

FIXED ASSETS

COMPUTER EQUIPMENT	\$457,304
DUPLICATING EQUIPMENT	\$4,952
TYPESETTING EQUIPMENT	\$5,025
OFFICE EQUIPMENT	\$136,921
FURNITURE	\$70,561
LEASEHOLD IMPROVEMENTS	\$486,343
LESS: ACCUMULATED DEPRECIATION	(\$959,701)

TOTAL FIXED ASSETS

\$201,405

OTHER ASSETS

DEPOSITS	\$27,214
CLEARING ACCOUNT	\$1,136
TRADEMARKS & COPYRIGHTS	\$244,185
DIES, MOLDS, & PLATES	\$23,593
MEI DATA BASE SOFTWARE	\$271,475
LESS: ACCUMULATED AMORTIZATION	(\$149,180)

TOTAL OTHER ASSETS

\$418,422

TOTAL ASSETS

\$3,072,257

NA WORLD SERVICES
COMBINED BALANCE SHEET
JUNE 30, 2000

LIABILITIES AND FUND BALANCE

ACCOUNTS PAYABLE	\$283,170	
PREPAID OPEN ORDERS	\$0	
VACATION PAYABLE	\$97,000	
SALES TAX PAYABLE	\$2,354	
GOODS & SERVICES TAX PAYABLE (CANADA)	\$4,088	
SALARIES PAYABLE	\$32,555	
DEFERRED EVENTS REVENUE	\$44,060	
WSO DATABASE UPGRADE LOAN	\$229,167	
TOTAL LIABILITIES		<u>\$692,393</u>
TOTAL LIABILITIES		\$692,393
FUND BALANCE	\$1,983,466	
RETAINED EARNINGS-CURRENT YEAR	<u>\$396,398</u>	
TOTAL FUND BALANCE		<u>\$2,379,863</u>
TOTAL LIABILITIES AND FUND BALANCE		<u><u>\$3,072,257</u></u>

NA World Services Inc., Combined Financial Summary
As Of June 30, 2000
LEVEL III Asset Consolidation

CURRENT ASSETS

<u>OPERATING BANK ACCOUNTS</u>	<u>BALANCE</u>	<u>ACCUM. BALANCE</u>
CASH ON HAND	\$3,867	<u>\$3,867</u>
WSO CITY NATIONAL GENERAL ACCOUNT	\$43,353	
WSO BANK OF AMERICA CHECKING ACCOUNT	\$121,672	
WSO CITIBANK CHECKING ACCOUNT	\$89,767	
WSO WELLS FARGO PAYROLL ACCOUNT	(\$138)	<u>\$254,654</u>
WSO-CANADA BANK OF MONTREAL	\$37,500	
WSO-CANADA ROYAL BANK ACCOUNT	\$175,649	<u>\$213,149</u>
WSO-EUROPE POUND ACCOUNTS	\$4,242	
WSO-EUROPE US DOLLAR ACCOUNT	\$736	
WSO-EUROPE GREEN BOOK ACCOUNT	\$7,861	
WSO-EUROPE INC. ACCOUNT	\$1,723	
WSO-EUROPE AISBL ACCOUNT	\$107,006	<u>\$121,569</u>
EVENTS WELLS FARGO GENERAL ACCOUNT	\$17,148	
EVENTS CITIBANK CHECKING ACCOUNT	\$4,331	
WCNA-28 HOST ACCOUNT	\$3,495	<u>\$24,974</u>
CONFERENCE SUPPORT CITY NATIONAL CHECKING ACCOUNT	\$72,680	
CONFERENCE SUPPORT CITIBANK CHECKING ACCOUNT	\$19,179	
CONFERENCE SUPPORT WELLS FARGO CHECKING ACCOUNT	\$21,849	<u>\$113,707</u>
TOTAL OPERATING BANK ACCOUNT BALANCE		<u><u>\$731,920</u></u>
 <u>RESERVE BANK ACCOUNTS</u> 		
WSO CALIFORNIA FEDERAL BANK	\$60,009	
WSO BANK OF AMERICA SAVINGS ACCOUNT	\$13,804	
WSO WELLS FARGO SAVINGS ACCOUNT	\$7,756	
WSO CITIBANK (CD)	\$41,273	
WSO SANWA BANK (CD)	\$51,122	
BANK OF GRANADA HILLS (CD)	\$82,000	
DAIN RAUSCHER INVESTMENTS	\$281,209	<u>\$537,173</u>
CONFERENCE SUPPORT BANK OF AMERICA CHECKING ACCOUNT	\$4,453	
CONFERENCE SUPPORT CITIBANK SAVINGS ACCOUNT	\$101,295	
CONFERENCE SUPPORT WELLS FARGO MONEY MARKET ACCOUNT	\$29,537	<u>\$135,285</u>
TOTAL RESERVE BANK ACCOUNT BALANCE		<u><u>\$672,458</u></u>
 <u>NAWS COMBINED ACCOUNTS RECEIVABLE</u> 		
WSO-CANADA ACCOUNTS RECEIVABLE	\$49,203	<u>\$49,203</u>
WSO-EUROPE ACCOUNTS RECEIVABLE	\$15,916	<u>\$15,916</u>
WSO ACCOUNTS RECEIVABLE	\$534,071	
EVENTS ACCOUNTS RECEIVABLE	\$7,564	<u>\$541,635</u>
 <u>MISCELLANEOUS CURRENT ASSETS</u> 		
WSO INVENTORY	\$310,221	
WSO-CANADA INVENTORY	\$30,720	
WSO-EUROPE INVENTORY	\$75,755	
EVENTS INVENTORY	\$13,869	<u>\$430,565</u>
WSO PREPAID INSURANCE	\$16,530	<u>\$16,530</u>
WSO & EVENTS ALLOWANCE FOR DOUBTFUL ACCOUNTS	(\$6,329)	<u>(\$6,329)</u>
WSO EMPLOYEE EXCHANGE & ADVANCE	\$532	<u>\$532</u>
TOTAL CURRENT ASSETS	<u>\$2,452,429</u>	<u>\$2,452,429</u>

NA World Services Inc., Combined Financial Summary
As Of June 30, 2000
LEVEL III Asset Consolidation

FIXED ASSETS

COMPUTER EQUIPMENT	\$457,304	\$457,304
DUPLICATING EQUIPMENT	\$4,952	\$4,952
TYPESETTING EQUIPMENT	\$5,025	\$5,025
OFFICE EQUIPMENT	\$136,921	\$136,921
FURNITURE	\$70,561	\$70,561
LEASEHOLD IMPROVEMENTS	\$486,343	\$486,343
LESS: ACCUMULATED DEPRECIATION	(\$959,701)	(\$959,701)
TOTAL FIXED ASSETS	\$201,405	\$201,405

OTHER ASSETS

DEPOSITS	\$27,214	\$27,214
CLEARING ACCOUNT	\$1,136	\$1,136
TRADEMARKS & COPYRIGHTS	\$244,185	\$244,185
DIES, MOLDS, & PLATES	\$23,593	\$23,593
MEI DATA BASE SOFTWARE	\$271,475	\$271,475
LESS: ACCUMULATED AMORTIZATION	(\$149,180)	(\$149,180)
TOTAL OTHER ASSETS	\$418,422	\$418,422
TOTAL ASSETS	\$3,072,257	\$3,072,257

LIABILITIES AND FUND BALANCE

WSO ACCOUNTS PAYABLE	\$260,670	
WSO-CANADA ACCOUNTS PAYABLE	\$992	
EVENTS ACCOUNTS PAYABLE	\$7,564	
CLEARING ACCOUNT - LIABILITY	\$0	
WSO PURCHASES CLEARING	\$13,944	\$283,170
WSO PAYABLES DEPOSIT	\$0	\$0
WSO PREPAID OPEN ORDERS	\$0	
WSO-CANADA PREPAID OPEN ORDERS	\$0	\$0
VACATION PAYABLE	\$97,000	\$97,000
COMBINED SALES TAX PAYABLE	\$2,354	\$2,354
WSO DATABASE UPGRADE LOAN	\$229,167	\$229,167
GOODS & SERVICES TAX PAYABLE	\$4,088	\$4,088
CONFERENCE SUPPORT LIT PAYMENTS TO WSO-CHATSWORTH	\$0	\$0
SALARIES PAYABLE/PAYROLL ACCRUALS	\$32,555	\$32,555
EVENTS DEFERRED REVENUE COLLECTED @WCNA27	\$19,306	
DEFERRED REVENUE: REGISTRATION WCNA28	\$9,673	
DEFERRED REVENUE: ENTERTAINMENT WCNA28	\$6,743	
DEFERRED REVENUE: NEWCOMER DONATIONS	\$2,193	
DEFERRED REVENUE: MERCHANDISE WCNA28	\$6,145	\$44,060
TOTAL LIABILITIES	\$692,393	\$692,393

FUND BALANCE

RETAINED EARNINGS-PRIOR YEARS	\$1,983,466	
RETAINED EARNINGS-CURRENT YEAR	\$396,398	\$2,379,863
TOTAL FUND BALANCE	\$2,379,863	\$2,379,863
TOTAL LIABILITIES AND FUND BALANCE	\$3,072,257	\$3,072,257

UNAUDITED BALANCE SHEET FOR FISCAL YEAR ENDING JUNE 30, 2000

COMBINED INCOME EXPENSE STATEMENT
JUNE 2000

INCOME

WSO-CHATSWORTH / LITERATURE	\$5,245,633
WSO-CANADA / LITERATURE	\$166,004
WSO-EUROPE / LITERATURE	\$141,249
CONFERENCE SUPPORT DONATIONS	\$611,885
EVENTS	\$32,685
	\$32,685

TOTAL INCOME **\$6,197,455**

COST OF GOODS

WSO-CHATSWORTH / LITERATURE	\$1,599,976
WSO-CANADA / LITERATURE	\$43,675
WSO-EUROPE / LITERATURE	\$53,539
EVENTS	\$8,335

TOTAL COST OF GOODS **\$1,705,525**

TOTAL OPERATING INCOME **\$4,491,931**

OPERATIONAL EXPENSES

WSO-CHATSWORTH	\$1,476,665
WSO-CANADA	\$42,493
WSO-EUROPE	\$56,608
CONFERENCE SUPPORT	\$464,225
EVENTS	\$60,742

TOTAL OPERATIONAL EXPENSES **\$2,100,734**

HUMAN RESOURCES EXPENSES

WSO-CHATSWORTH	\$1,987,900
WSO-CANADA	\$5,455
WSO-EUROPE	\$54,391
EVENTS	\$0

TOTAL HUMAN RESOURCES EXPENSES **\$2,047,746**

OTHER INCOME & EXPENSES

WSO-CHATSWORTH	(\$51,634)
WSO-CANADA	(\$141)
WSO-EUROPE	(\$1,173)
EVENTS	\$0
	\$0

TOTAL OTHER INCOME & EXPENSES **(\$52,947)**

TOTAL OPERATING EXPENSES **\$4,095,533**

NET OPERATING INCOME **\$396,398**

NET OPERATING INCOME (PROFIT/LOSS) **\$396,398**