



NAWS

# Annual Report

1 July 2016 – 30 June 2017

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# Gratitude in action

Instead of chasing empty goals, today we are driven by a sense of purpose. Gratitude in action is an engine for change: As we carry the message, our own lives transform.

*Guiding Principles: The Spirit of Our Traditions,*  
Tradition Five

## **NA World Services, Inc.**

**Annual Report**

**1 July 2016 – 30 June 2017**

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# Gratitude in Action

## A Note from Your World Board

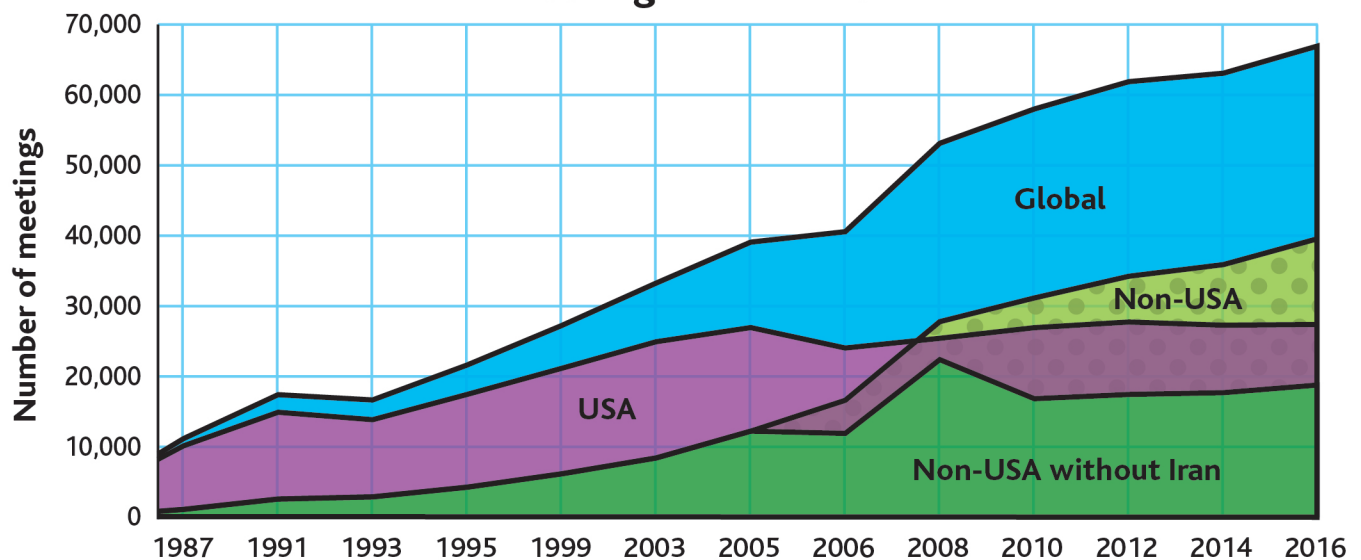
As the Fifth Tradition essay of *Guiding Principles* reminds us, “Everything we do, everything that matters to us as a Fellowship, comes back to our simple message of hope and freedom.” Our primary purpose is the engine that propels members to serve Narcotics Anonymous at every level. It keeps our efforts focused on carrying the message to the addict who still suffers. NA groups are the primary vehicle for carrying that message. That’s why we’ve built our entire service structure around the goal of supporting the ability of NA groups to focus on this task. From the meeting greeter to the Conference Cofacilitator, all our efforts represent the practice of gratitude in action.

For all of us who stumbled into Narcotics Anonymous with little hope and experienced a spiritual awakening, it is humbling to contribute to the common welfare of our global NA community. Today, the gratitude of NA members around the world ensures that doors are opened for almost 67,000 meetings each week, in 139 countries, on every continent except Antarctica.

While the graphic below shows our growth outside US borders, we also recognize opportunities for continued growth within and adjacent to long-established NA communities. We know that meetings remain sparse in many parts of the world, and that even established NA communities contain underserved segments. We keep improving our ability to gather data, assess challenges, and plan solutions. Having applied the principles and processes of deliberate planning since 2002, NA World Services has become more skilled at using strategic planning in order to improve our service delivery. And yet, we recognize that we still have a lot to learn and plenty of growing to do!

You’ll read about some of the fruits of these efforts in this *Annual Report*. The projects, workgroups, literature surveys, and Issue Discussion Topics described in this report all spring from the Board’s planning process, and gained Fellowship endorsement at the 2016 World Service Conference. Profiles of NAWs-funded events in the Middle East and Africa offer two snapshots of the vital, ongoing work in these younger NA communities. You’ll also read about how our Public Relations Team has used technology to support efforts of local service bodies across the Fellowship, and works to build NA’s

### NA Meeting Growth Trend



reputation by participating in national and international conferences. We've described our process for translating NA literature in some detail this year, which may bring additional understanding of this careful, deliberate, and inclusive process. And we've reformatted the Fellowship Contributions Report in a way that may be illuminating.

Some of what we cover in the *NAWS Annual Report* may strike some of you as odd. Some members bristle at the businesslike language we use to assess some activities or the terms we use to report our financial position. Some of us may have acquired a general distaste for corporations given excesses and political influence in the news. Naturally, a negative view of corporations may color the way some people view the activities of NAWS, Inc., making it acceptable in some quarters to replace the "S" of NAWS with a dollar sign. In reality, corporations are neither good nor bad; in certain circumstances, incorporating simply makes business sense. For NAWS—as for other nonprofits—incorporation offers legal protections and tax advantages. It also sets out specific requirements and responsibilities.

One of our corporate responsibilities, as you may know, is to manage the *Fellowship Intellectual Property Trust (FIPT)*. Although the *Annual Report* has included an essay on *FIPT*-related matters in recent years, the year covered by this report saw very little activity. We reviewed and approved the list of literature designated as material in the *FIPT*, as we do at the start of each fiscal

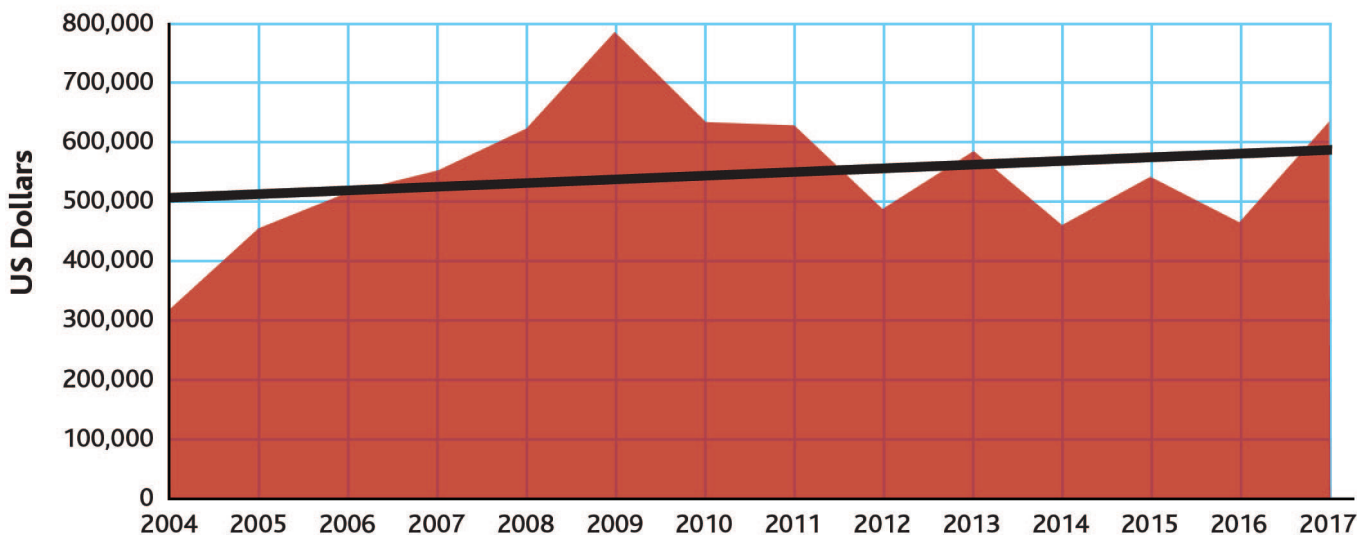
year (see Appendix A). Additionally, a region requested to inspect *FIPT*-related financial records in April 2017. Other publications that are less constrained by the calendar offer better opportunities to communicate about that request and subsequent actions. Please refer to the essay in the Conference Approval Track materials and to the *Conference Report* (both available at [www.na.org/conference](http://www.na.org/conference)) for the latest information regarding this request.

As the Basic Text reminds all of us, "Everything that occurs in the course of NA service must be motivated by the desire to more successfully carry the message of recovery to the addict who still suffers." We take NAWS' conduct as a corporation to be our sacred responsibility. As a Board, we are entrusted by the Fellowship and required by law to fulfill our corporate responsibilities. We are also bound by a spiritual responsibility to act in accordance with our guiding principles. Ultimately, we are responsible to the NA Fellowship. We strive to report in enough detail to offer transparency and make every effort to communicate effectively with a broad audience. In our oversight of NAWS, Inc., we seek to apply both spiritual principles and corporate best practices in all of our activities.

We hope these reports on this year's activities are as exciting to you as they have been for us. We are proud and humbled by what we can do together.

In gratitude,  
Your World Board

## Cost to NAWS for Free & Subsidized Literature, 2004–2017



*Note:* The high point in the 2008–2009 fiscal year reflects distribution of the Fifth Edition Basic Text for use in H&I settings when we published the Sixth Edition. Despite this, free and subsidized literature is still trending upward (black line).

## World Board Members

Board Member	First Elected	Term Ends	Location
Tana Agostini	2012	2018	Saugerties, New York, USA
Irene Crawley	2012	2018	Westmeath, Ireland
Paul Fitzgerald	2012	2018	Petaling Jaya, Malaysia
Arne Hassel-Gren	2006	2018	Toronto, Ontario, Canada
Mark Hersh	2006	2018	Milwaukee, Wisconsin, USA
Franney Jardine	2006	2018	Olympia, Washington, USA
Tonia Nikolinakou	2006	2018	Athens, Greece
Junior Odilson Gomez Braz	2008	2020	São José dos Campos, São Paulo, Brazil
Tali McCall	2012	2022	Anahola, Hawaii, USA
Jack Hovenier	2016	2022	Bellingham, Washington, USA
Jose Luis Andreu	2016	2022	San Juan, Puerto Rico
Khalil Johnson*	2016	2022	Atlanta, Georgia, USA
MaryEllen Polin	2012	2022	Encino, California, USA
Tim Smith	2016	2022	Brisbane, Queensland, Australia

### Human Resource Panel

	First Elected	Term Ends	
Michael B	2014	2018	Nashville, Tennessee, USA
Sherry V	2014	2018	Bunker Hill, West Virginia, USA
Jim B	2016	2020	North Chicago, Illinois, USA
Veronica B	2016	2020	Husqvarna, Sweden

### WSC Cofacilitators

	First Elected	Term Ends	
Laura B	2014	2018	Albuquerque, New Mexico, USA
Mark B	2016	2020	Oviedo, Florida, USA

\* Resigned due to personal reasons

# Projects, Workgroups, and Fellowship Discussions

The World Board develops a strategic plan in advance of each World Service Conference. It sets out objectives for the two-year Conference cycle ahead. Project plans, including timelines and budgets, derive directly from the strategic plan and require Conference approval. Decisions at WSC 2016 set the agenda for the projects, workgroups, and Fellowship discussions described below.

## Future of the WSC

The Future of the WSC is the name of a workgroup created at the last Conference for the 2016–2018 Conference cycle. In the course of the cycle, they have released three reports related to Objective Four of the NAWS Strategic Plan.

All three reports are posted at [www.na.org/future](http://www.na.org/future). The first two reports were released in the 2017 fiscal year, and the third report was released in the following fiscal year. After each report was published, a Conference par-

ticipant web meeting was held so that the Board could talk through the ideas and Conference participants could discuss them and ask questions.

The first and third reports describe some suggestions for changes to WSC decision making and discussion processes (Strategy 2) as well as some ideas for how to improve the use of time between WSC meetings (Strategy 3). The reports suggested four approaches to improve consideration and discussion of ideas between Conferences, all of which we have implemented:

- a formal method for Conference participants to give input to the NAWS Strategic Plan;
- Conference participant posting of ideas to the FTP site throughout the cycle;
- CAR surveys for recovery literature, service material, and Issue Discussion Topic ideas; and
- a survey of Conference participants about ideas to discuss at the WSC or by webinar.



**OBJECTIVE 4 — Future of the WSC:** Continue work to make the WSC a more effective resource to help achieve the Vision for NA Service

Strategies:

- Based on the results of the WSC discussions, continue to further the discussion about WSC sustainability and effectiveness, and frame viable options for WSC seating.*
- Improve the effectiveness of the WSC meeting by continuing to refine decision making processes, discussion protocols, consensus building strategies, and use of time during the week.*
- Improve the effectiveness of the time between meetings by working on processes to forward issues and have discussions on ideas between WSC meetings.*



There are also suggestions about changes to processes at the WSC itself, including to...

- require a 2/3 majority threshold for all WSC decisions except elections;
- eliminate formal business sessions and make decisions in the discussion session preceding business;
- handle CAT-related business in the same fashion as CAR-related business (old business), but adopt a discussion-based approach to new proposals submitted at the WSC; and
- survey participants to prioritize new proposals and discuss top priorities in two 90-minute sessions with a wrap-up session on Saturday, to determine next steps and/or make decisions.

The second report from the workgroup was focused on WSC sustainability and effectiveness (Strategy 1) and described some broad possible directions for the future of WSC seating in hopes of stimulating Conference participant discussion during the web meeting that followed.

The Board remains in the position described in the 2018 *Conference Agenda Report*: “As we have expressed throughout the cycle, we do not see it as our role to lead the WSC toward a specific model of seating. We do believe that change is necessary in order for the Conference to be effective and sustainable, but at the close of WSC 2016 we explained that we would not make a specific recommendation for seating this cycle, and we continue to hold to that commitment. We believe this is a decision the Fellowship needs to make, and if the Conference can build or express consensus around a vision for change in the future of the WSC, we will support that direction.”

## Preliminary Steps on Two (Potential) Literature Projects

Online surveys have become an important source of data that inform Board and Conference discussions and decision making. This has been especially true when it comes to prioritizing literature projects. As far back as 1999, we’ve asked members to respond to literature surveys. Such surveys offer an opportunity for members to voice their perspectives about recovery literature. Clearly, responding to a survey is not the same as casting a ballot; survey results alone do not determine priorities. Rather, the results provide an important data point for consideration by Conference participants.

The 2016 literature survey, distributed as part of the *Conference Agenda Report*, played an important role in developing an informed group conscience that set liter-

ature priorities at the 2016–2018 cycle. Survey results revealed a strong interest in an informational pamphlet (IP) on the topic of mental health. This bolstered support for a regional motion to create an IP on mental illness. Its passage authorized the preliminary work necessary to develop a project plan for consideration by WSC 2018.

The possibility of a new daily meditation book also emerged as an item of great interest to the Fellowship according to the CAR survey. The idea of addressing a spiritual principle each day, as well as the idea of building on excerpts from *Living Clean*, both gained traction in the CAR survey. The Conference ultimately determined that both approaches had merit and initiated further Fellowship input that would shape a project plan for WSC 2018 consideration.



With Conference approval to proceed, we again turned to the Fellowship for their thoughts on what an IP on mental health/illness and a new daily meditation book might look like. We developed two surveys in order to collect input on the scope and focus for each potential project. These began to circulate at the start of this fiscal year, and with help from regional delegate teams we gathered input from far and wide. By the close of this fiscal year, we had some clear indications about members’ preferences and priorities. It was also becoming clear what challenges would face the project workgroup, and how to structure the work most effectively should the WSC approve either or both project plans. The shape of the two project plans reflects what we heard from the Fellowship. Answers to open-ended questions will also be useful as a preliminary source of front-end input toward the content of the pieces.

Our experience with online surveys tells us that we are able to get the word to more members when we use a variety of means—the communication links that exist

within our service structure, *The NA Way* and *NAWS News*, and email to almost 150,000 addresses in our system. But we still have a long way to go. We received over 2,700 responses from 37 countries for the daily meditation book and 800 responses from most US states and 28 countries for the mental health/mental illness informational pamphlet. The majority of the responses were online.

This brings us to the graphic on the next page, a light-hearted depiction of the process we rely on to develop NA literature. Each step of the way involves consultation with Conference participants and depends on input and review from the Fellowship. Our process has always depended on input from the Fellowship. Technology and experience mean that we are always improving that process. We rely on effective communications to move information throughout the Fellowship and back to NAWS. The Concepts—especially Concepts One, Five, and Eight—provide an essential foundation for this inclusive process.

- **Concept 1:** To fulfill our Fellowship's primary purpose, the NA groups have joined together to create a structure which develops, coordinates, and maintains services on behalf of NA as a whole.
- **Concept 5:** For each responsibility assigned to the service structure, a single point of decision and accountability should be clearly defined.
- **Concept 8:** Our service structure depends on the integrity and effectiveness of our communications.

## Service Tools Project

The Service Tools Project Plan approved at the 2016 WSC addresses Objective 2 from the NAWS Strategic Plan to “Develop concise, accessible, relevant, and adaptable tools that address basic concepts and that inspire users in their service efforts.”

The focus of the project was determined by responses to the service material section of the 2016 *CAR* literature survey, which prioritized local/area service tools and a conventions and events handbook. Rather than forming workgroups, online meetings open to any member wishing to be involved were used to create drafts of these pieces. The approach for each of these priorities is to create a series of short pieces—the tools in the toolbox—that focus on different aspects of these areas of service.

### Local Service Toolbox

The work of this project began with the creation of a webpage and the publication of a survey to determine priorities

for local service tools. The results of the survey confirmed our initial decision to begin work on Consensus-Based Decision Making (CBDM) Basics.

A web meeting held in January of 2017 allowed participants to discuss ideas for what should be included in a CBDM Basics piece. The draft created for the Service System Project was used as a starting point and revised after the meeting to reflect the ideas shared. The revised draft was posted online in April for a period of 90 days, along with a short survey. Two further web meetings in June offered additional revisions to the draft, which was reposted at [www.na.org/toolbox](http://www.na.org/toolbox) in October and mailed to Conference participants for a 90-day review and input period.

We also hosted three web meetings between April and December, 2016, that brought together members in rural communities to discuss some of the challenges and solutions associated with living in a geographically isolated part of our Fellowship. Some of the ideas shared in these meetings helped us to begin creating a tool focused on assisting with some of these, which is the next intended piece for the toolbox. Two further meetings were held to help develop the tool in May and September, 2017. Interested members are encouraged to contact [toolbox@na.org](mailto:toolbox@na.org) for more information and to view the resources posted at [www.na.org/ruralservice](http://www.na.org/ruralservice).

### Conventions and Events Toolbox

This project also began with a designated webpage—[www.na.org/conventions](http://www.na.org/conventions)—and a survey to establish priorities. Money management and convention program were the most highly rated areas of focus. A web meeting was held in February 2017 to gather input on these. A draft of the program piece was posted online for review and input for 90 days between March and June, 2017. A revised version, along with a range of addenda, was made available in August.

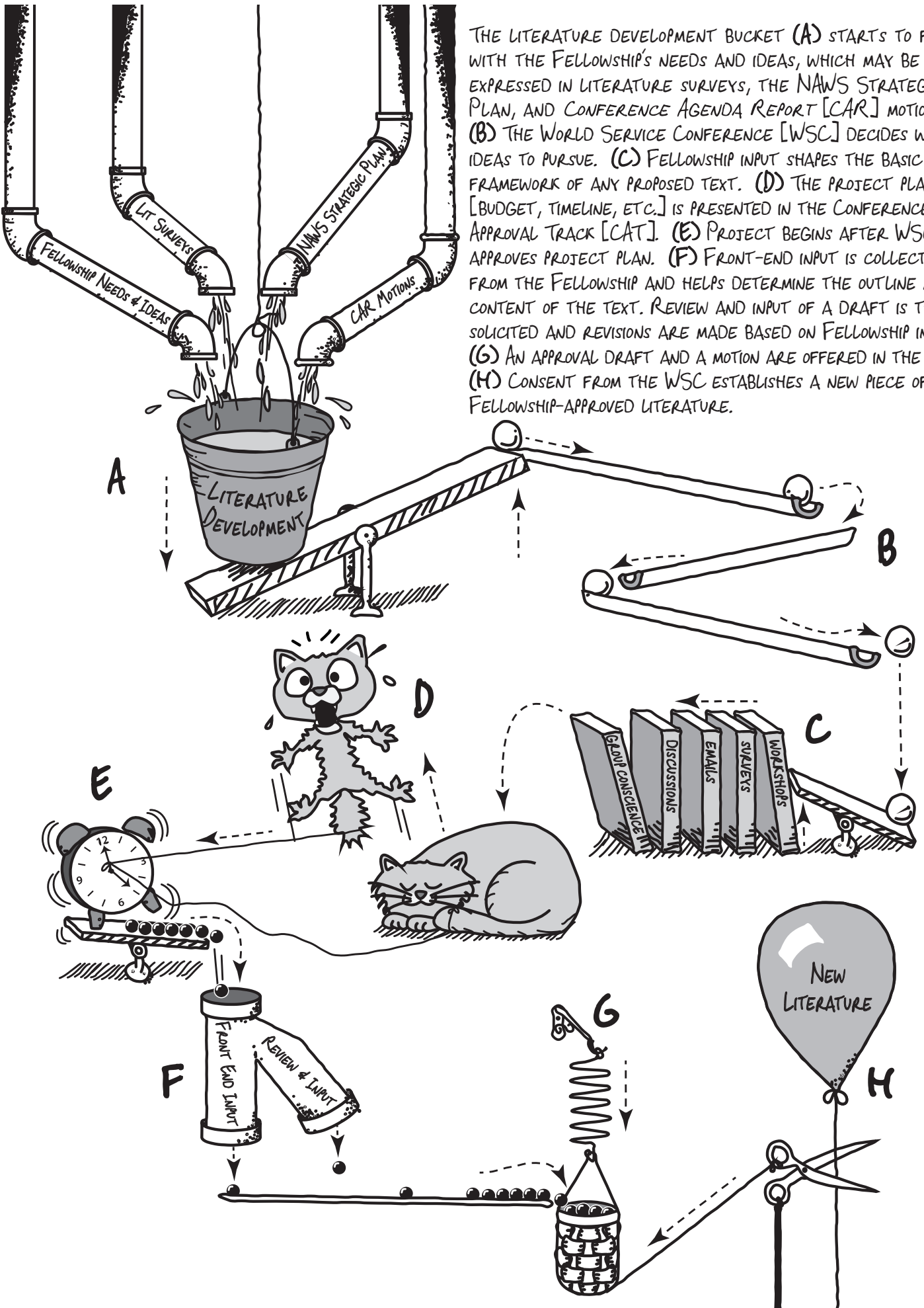
A second web meeting was held in August, 2017, to review the initial draft of the money management tool. A revised version of this was posted in September with a deadline of November 2017 for input.

Both of these tools have been informed by the ideas shared in the web meetings and locally developed tools supplied by convention committees. We encourage interested members to continue to share these resources and to contact [conventions@na.org](mailto:conventions@na.org) for more information.

## Delegates Sharing

The Delegates Sharing session project entered its second Conference cycle with 2016 WSC approval. This project was created to develop and implement a Conference session that would provide a time and place for regional

THE LITERATURE DEVELOPMENT BUCKET (A) STARTS TO FILL WITH THE FELLOWSHIP'S NEEDS AND IDEAS, WHICH MAY BE EXPRESSED IN LITERATURE SURVEYS, THE NAW'S STRATEGIC PLAN, AND CONFERENCE AGENDA REPORT [CAR] MOTIONS. (B) THE WORLD SERVICE CONFERENCE [WSC] DECIDES WHICH IDEAS TO PURSUE. (C) FELLOWSHIP INPUT SHAPES THE BASIC FRAMEWORK OF ANY PROPOSED TEXT. (D) THE PROJECT PLAN [BUDGET, TIMELINE, ETC.] IS PRESENTED IN THE CONFERENCE APPROVAL TRACK [CAT]. (E) PROJECT BEGINS AFTER WSC APPROVES PROJECT PLAN. (F) FRONT-END INPUT IS COLLECTED FROM THE FELLOWSHIP AND HELPS DETERMINE THE OUTLINE AND CONTENT OF THE TEXT. REVIEW AND INPUT OF A DRAFT IS THEN SOLICITED AND REVISIONS ARE MADE BASED ON FELLOWSHIP INPUT. (G) AN APPROVAL DRAFT AND A MOTION ARE OFFERED IN THE CAR. (H) CONSENT FROM THE WSC ESTABLISHES A NEW PIECE OF NA FELLOWSHIP-APPROVED LITERATURE.



and alternate delegates to share their experiences in more personal, small-group discussions. The goal of the session is to foster unity, familiarity, and understanding among regional and alternate delegates. The workgroup included delegates and former delegates from around the world, a World Board member, and one NAWS staff person.

The workgroup was also charged with developing and coordinating a workshop for the Unity Day held at the Conference hotel the Saturday before the WSC officially opens. The Unity Day is open to all Conference participants and to members from local NA communities, so the workshop is intended to offer opportunities to learn together and exchange service experiences.

As in the 2014–2016 Conference cycle, the workgroup conducted a survey of delegates to help frame the session and workshop. The survey results also provided ideas and experiences about preparing for the WSC, and the workgroup planned to distribute these in a newsletter format to the delegates as a part of the 2018 CAR, CAT, and *Conference Report* mailings. The workgroup expressed gratitude for the opportunity to work together to plan and present these sessions. The hope is that this and future Delegates Sharing sessions will help everyone move through the Conference week with a greater appreciation of their peers and a sense of camaraderie and unity.

## Issue Discussion Topics for 2016–2018

Issue Discussion Topics (IDTs) are subjects that recovering addicts in NA communities around the world focus on in workshops throughout each two-year Conference cycle. Each new cycle ushers in new topics for members to discuss. For the last two Conference cycles a survey in the *Conference Agenda Report* has offered a list of topics to choose from, enabling members and NA communities to participate in prioritizing the issues that are most relevant to them.

Discussion topics encourage us to think more deeply about relevant issues and help build unity within our groups and service bodies. These session materials embrace the use of technology to share ideas with the World Board, encouraging attendees to email pictures of notes and other input directly to the Board at [world-board@na.org](mailto:world-board@na.org). This inclusive approach has enabled more members than ever to participate in shaping the Fellowship resources and services that often result from this process.

Below, you'll find a short summary of the three topics explored in the 2016–2018 Conference cycle and some of the ideas received about each IDT. A more complete sum-

mary of the input is included in the Conference Report, which is published shortly before each WSC. Resources to support IDT workshops can be found in a variety of languages at [www.na.org/idt](http://www.na.org/idt).

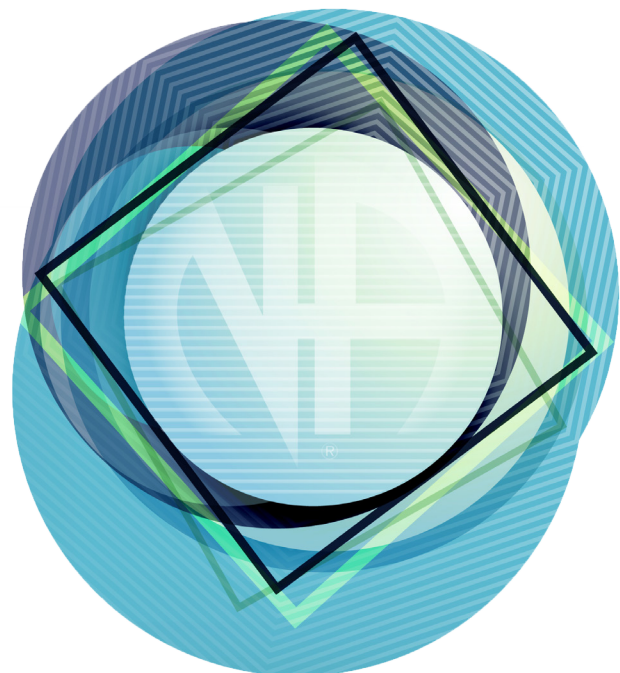
### How to Use *Guiding Principles*

**Purpose:** To introduce *Guiding Principles: The Spirit of Our Traditions*. As in previous cycles, this IDT is intended to familiarize members with a new piece of NA literature.

**Process:** Provides an outline of the different parts of the book and focuses discussion on a few questions from the “In Service” section of the first three Tradition essays in *Guiding Principles*.

**Input:** This session has been one of the most popular IDTs in recent years, with standing room only reported at several events. During the fiscal year covered by this report we received input from twelve area, regional, and multiregional workshops.

Much of the input for Tradition One agreed that we demonstrate unity as a Fellowship, whether this is shown by strong meetings or the consistent structure of NA as a whole, by the application of commonly accepted spiritual principles—although it was also acknowledged that there are challenges with ego and room for growth. Some ideas for enhancing or building a spirit of unity include group-based activities, cooperating with other groups and service bodies, inventories, training and mentoring new trusted servants, and reaching out to new members via phone calls and texts. We were also reminded that NA unity is enhanced when we focus on our primary purpose and not on our personal issues.



The questions that focused on the Second Tradition offered a vision of a process that is inclusive, open-minded, and respectful to all participants. Input suggested that an observer would see us as unified (if a little chaotic sometimes), focused on carrying our message, and passionate.

When we asked about who was missing when discussing the Third Tradition a familiar list was offered, including old and young addicts, LGBTQ members, those with physical limitations, addicts with young children, geographically isolated members, women, and various ethnic and language groups. Some of the outside issues that affect the opportunities for addicts to recover in NA include the stigma of being an addict in some societies, the influence of treatment programs, and the perception of NA as an unsafe place by addiction professionals.

## Applying Our Principles to Technology and Social Media

**Purpose:** To discuss the NA principles that apply to our use of social media and concrete ideas for how to apply them. This topic was one of the two prioritized in the 2016 CAR Survey.

**Process:** Review available resources to aid discussion of this issue, brainstorm applicable principles, and share about challenges and solutions encountered when using social media as members and service bodies. The small-group discussion section of the IDT focused on the challenges prioritized by those in attendance, asking what principles were lacking and what solutions could be offered. The session suggested closing with an opportunity to share successes and challenges of service bodies using social media as a PR tool, and reminded everyone of the project, Social Media as a PR Tool, adopted at WSC 2016.

**Input:** We received ten pieces of input during this fiscal year, which is again an increase over previous years. Members identified a wide range of applicable, and sometimes missing, spiritual principles. Unsurprisingly, anonymity was mentioned in every list. Some of the prioritized challenges included protecting personal anonymity; the presence of outside issues, personal opinions, and abusive behavior when using social media platforms;

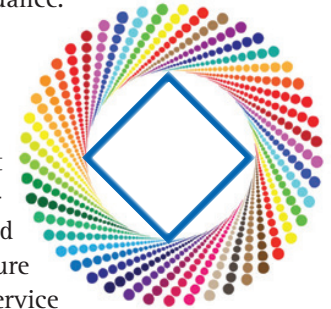
and challenges with using existing resources and creating Fellowship-wide guidelines. Solutions shared centered on the application of personal recovery principles, educating ourselves and others on how to use social media and how to apply the Traditions to its use, and creating new resources to provide guidance.

## Atmosphere of Recovery in Service

**Purpose:** By discussing what spiritual growth and fulfillment means to us personally, and then discussing ways to nurture an atmosphere of recovery in service and encourage others to serve, this session aims to improve our sometimes challenging atmosphere in service meetings. This topic was also prioritized by the 2016 CAR Survey.

**Process:** The final focus of the discussion session was influenced by a regional proposal asking it to be based on the second bullet point from A Vision for NA Service: "Every member, inspired by the gift of recovery, experiences spiritual growth and fulfillment through service." The small-group discussion section of the session again asked attendees to focus on concrete ways to encourage change in this area. The session closed with an opportunity to fill out an action card by answering the question, "What actions will you take to revitalize the service culture in your NA community?" Sharing these with the Board has proved particularly popular.

**Input:** We received more input on this topic than any other during this fiscal year: 19 from various workshops and 92 completed action cards, making this one of the mostly widely discussed topics in recent cycles. Much of the input offered thoughts about service as a way of experiencing gratitude and growth in recovery, and many members stressed the importance of mutual respect and goodwill. Some of the practical ideas to achieve a positive service atmosphere included creating and adhering to simple and realistic guidelines, clear reporting, and the effective handover of service positions so new trusted servants are well prepared. Many of the action cards we received talked about the importance of encouraging others to get involved, modeling positive behavior, and practicing principles before personalities.



*Applying  
Our Principles*

# Fellowship Development and a Growing NA

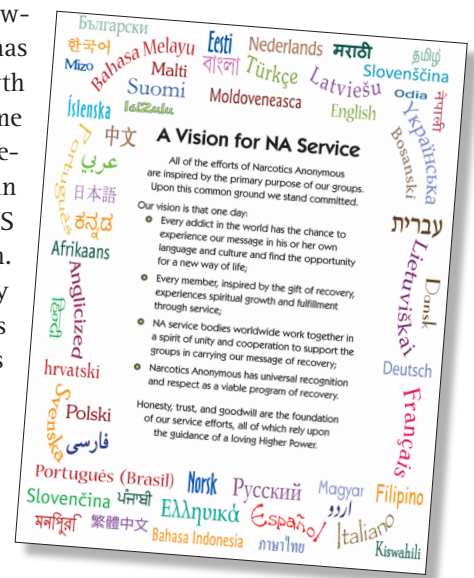
A Vision for NA Service anchors all of our work at NAWS and articulates what we mean by Fellowship development. We use this two-word phrase as shorthand for the many ways NA growth around the world is fostered—by local members, nearby service bodies, and NAWS. Everything we do at NAWS demonstrates our commitment to helping the Fellowship develop and grow. We are grateful for the opportunities we have to support individuals, groups, and service bodies as they carry the message.

This section captures some of this work, including profiles of Fellowship support in Africa and the Middle East, a translations update, the latest from our Public Relations Team, and the essential services that make up the infrastructure for so much of our work: Fellowship services, communications, informational technology, and production and distribution.

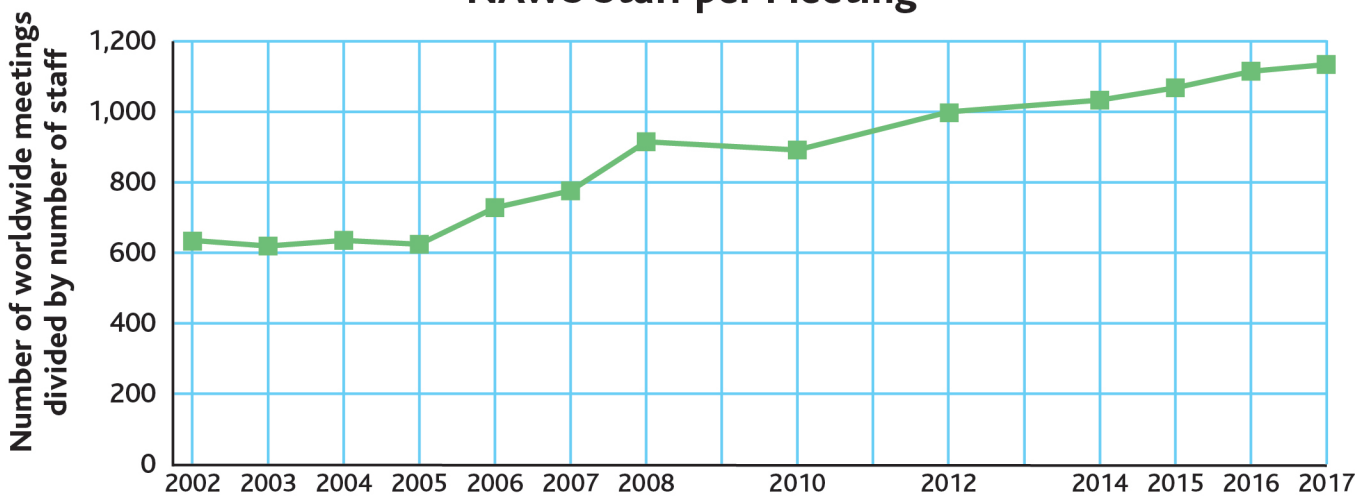
You may be interested to know that the level of NAWS staffing has remained remarkably consistent over the years. We have employed just over 50 to almost 60 special workers worldwide for the last dozen years. The largest change in staffing came in 2005, when we opened WSO Iran with three employees; that number has now grown

to eight. The Fellowship as a whole has seen dramatic growth over this same time span without a corresponding increase in the number of NAWS staff outside of Iran. To get a sense of why our human resources seem stretched, as noted in the narrative that follows, we divided the number of meetings by the number of NAWS staff over the last

fifteen years. We found that the number of meetings per staff hovered just above 600 in the early years of this century, and the current staff-to-meeting ratio stands at nearly one staff member for nearly double that number of meetings.



**NAWS Staff per Meeting**



## Fellowship Support

Bringing members of NA World Services to zonal forums, service symposiums, regional learning days, and other events hosted by various NA service bodies starts with a request. Although time and money constraints mean we must decline some requests, the table that follows catalogs all of the events attended and workshops conducted. Issue Discussion Topics make up the vast majority—as is typical in a non-Conference year—though discussions about the role of zones, the future of the WSC, and general NAWS updates were also popular. Missing from the list, however, are the countless ways that these contacts affect all involved and foster our growth as individuals and as a Fellowship.

Direct interactions allow World Board members and NAWS staff to work with members from various NA communities and, significantly, for members to serve, network, and fellowship with one another. Bringing members together is vital to building community among NA members who would not otherwise have the opportunity to interact.

Self-determination is a key element to the success of these efforts. Not only does each trip come in response to a request from an NA community, but we plan collaboratively with the members best positioned to assess their own needs. Members in the Philippines needed literature, not visitors, to bolster their response to rapidly unfolding conditions. We shipped over 3,000 White Booklets and 50,000 IPs to help them address the influx of released drug offenders and introduce them to NA.

Collaborative planning builds mutual trust and goodwill. Good communication helps to ensure the success of the various sessions, not to mention the less tangible benefits these opportunities present. The whole process activates growth—growth of the individuals and service bodies involved, and growth of our capacity to serve and reach the addict who still suffers.



*Shipment sent to Philippines*

Fellowship support continues to be a priority, especially where NA remains relatively new, may just be gaining a foothold, or where—for a variety of reasons—NA communities might benefit from NAWS support. For example, NA World Services has long been committed to helping members of Iran and elsewhere in the Middle East come together so that they might better understand and support each other—and help us to understand how NAWS can assist. Our work in the Middle East offers a great example of the collaborative work of Fellowship support, and reminds us that we carry the message much more effectively when we work together.

NAWS is currently engaged in similar work—characterized by long-term commitments and slow but steady growth—in India, Southeast Asia, Africa, and the Middle East. To be sure, visiting emerging NA communities to provide Fellowship support requires considerable resources. We believe these investments of our human and financial resources reflect our values.

We could write books about our experiences providing Fellowship support. Instead, we offer two notable highlights: profiles of NAWS' support of two events held by NA communities, one in Africa, the other in the Middle East.

### Nurturing Growth in the Middle East

NAWS travelers always make the most of their time when visiting distant parts of our Fellowship. That was certainly true of the time spent in Oman by one World Board member, two staff members from the Chatsworth office, and another from the Tehran office, in the fall of 2016. The plan involved supporting the Arabic Language Translation Committee, attending the fourth NA Middle East Convention, and engaging with a gathering of women scheduled to coincide with these events.

In addition to the scheduled activities, NA travelers know the value of saying “yes” to impromptu opportunities. While in Oman, the WB member accepted an invitation to attend a local meeting. He envisioned a gathering of 20–25 members, like at home; maybe they'd ask him to share. Instead, he found himself in a convoy of cars traveling three hours to speak on a panel to about 700 people, including roughly 150 women and many nonmembers who were interested in NA. Another unscheduled opportunity made it possible for two NAWS staffers to join locals in conducting a PR panel. Not just any panel, as it turned out—they found themselves addressing a top government administrator and a physician, and were able to offer a different perspective to these professionals to explain local members' resistance to some official requests that might have compromised our Traditions.

Connecting with women and fostering growth in their numbers is vital in this kind of outreach. Given that NA communities reflect elements of the larger society and

# Fellowship Support 2016–2017

## NAWS Participation at Zonal Forums and Other NA Events

Event/Location	Workshops Held
<b>July 2016</b>	
European Delegates Meeting (EDM)/ECCNA – Paris, France	NAWS Update
Rocky Mountain Zonal Forum (RMZF) – Powell, Wyoming, USA	Future of the WSC, Technology and Social Media IDT
<b>Sept 2016</b>	
Iran	A Plan Is a Path, Atmosphere of Recovery IDT, <i>FIPT</i> , <i>Guiding Principles</i> IDT, NAWS Update, Technology and Social Media IDT, SSP Update
Multi Zonal Service Symposium (MZSS) – Milwaukee, Wisconsin, USA	NAWS Update, Technology and Social Media IDT, Atmosphere of Recovery IDT, exploring NA.org, Zonal PR/FD efforts
Canadian Assembly (CANA & CCNA) – Toronto, Canada	NAWS Update, Welcoming All Members, PR/FD workshop, Conventions and Events, Technology and Social Media IDT, Atmosphere of Recovery IDT, <i>Guiding Principles</i> IDT
Southern California Spanish Speaking Area Convention – Orange, California, USA	Regaining the Spirit of Service, Area Planning Tool
<b>Oct 2016</b>	
Colombia Regional Convention – Cali, Colombia	NAWS Update, Atmosphere of Recovery IDT, Technology and Social Media IDT, NA History
WSLD XXX – San Diego, California, USA	NAWS Update, WSC Seating and Sustainability, Conventions and Events Best Practices, Public Relations and Fellowship Development, RSO/Convention Boards—Balancing the Legal and Spiritual Responsibilities, Atmosphere of Recovery IDT, What I Learned at WSLD
<b>Nov 2016</b>	
Afri-Can Zonal Forum/South African Convention – Durban, South Africa	<i>Guiding Principles</i> IDT (twice), Atmosphere of Recovery IDT
NA Middle East Convention 4 – Oman	NAWS Update, <i>Guiding Principles</i> IDT, Atmosphere of Recovery IDT
<b>Jan 2017</b>	
NA Cuba – La Habana Vieja, Cuba	PR workshop
SOSONA at Chennai Area Convention – India	Atmosphere of Recovery IDT, <i>Guiding Principles</i> IDT
<b>Feb 2017</b>	
Mid-Atlantic Learning Conference 33 – Lancaster, Pennsylvania, USA	Future of the WSC report, NAWS Update, Conventions & Events, <i>Guiding Principles</i> IDT, Technology and Service, input gathering for meditation book
European Delegates Meeting – Kiev, Ukraine	NAWS Update, NAWS PR efforts, Role of the chairperson/ recovery meeting challenges, <i>Guiding Principles</i> IDT
Western States Zonal Forum – Phoenix, Arizona, USA	Lack of Trusted Servants, Scanning and Planning, Future of the WSC, NAWS Update



**March 2017**

Asia Pacific Forum/APF Convention – Kathmandu, Nepal	WSC 101, Traditions workshop, translations workshop, Strategic Planning
Florida Service Symposium – Tampa, Florida, USA	<i>Guiding Principles</i> IDT, Atmosphere of Recovery IDT, Virtual/Remote Meetings, WCNA 37/Convention Best Practices, 9 Public Misconceptions About NA . . . Solutions?, Technology and Social Media IDT, Future of the WSC, Advocacy with Anonymity, NAWS Update

**April 2017**

European Service Learning Days – Wroclaw, Poland	PI vs. PR, PI PR Best Practices, Planning Our Services (Planning Tool introduction), Literature Translation Committee Basics, Atmosphere of Recovery IDT
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**May 2017**

Pacific Cascade Regional Convention – Warm Springs, Oregon, USA	Facilitation training for professionals, PR, Social Media, Atmosphere of Recovery IDT, <i>In Times of Illness</i> , Concepts, <i>Guiding Principles</i> IDT
East African Convention – Mombasa, Kenya	What Is an NA Group?, Traditions workshop
Upper Rocky Mountain Regional Convention – Cheyenne, Wyoming, USA	<i>Guiding Principles</i> IDT, Sixth Tradition workshop

**June 2017**

California Mid State Regional Assembly – Tracy, California, USA	<i>Guiding Principles</i> ; NAWS Update; successes, challenges and practices in rural and isolated communities
Serenity Café – Badgerland Area (virtual)	NAWS Update, NAWS 101, current projects and ways members can get involved

**Fiscal Year 2014–2015**

65 workshops  
20 events/locations

**Fiscal Year 2015–2016**

110 workshops  
39 events/locations

**Fiscal Year 2016–2017**

86 workshops  
23 events/locations

13  
CAR workshops

culture in which they develop, it is perhaps not surprising that many—but not all—younger NA communities tend to be largely male. This was true, too, of the Fellowship’s early years in the US where men outnumbered women for our first three or more decades. Indeed, they still do in many service bodies including the World Service Conference. Clearly, it’s not our role to confront family dynamics, religious traditions, legal restrictions, or other cultural factors that may shape this gender imbalance. Our principles guide us to avoid outside issues, focusing instead on how we nurture an inclusive atmosphere of recovery.

Trips like this one to Oman demonstrate the significance of member-to-member interactions. Small-group and one-on-one exchanges provide unparalleled opportunities to encourage and mentor members, and to frame discussions that help NA communities to discover their own paths to development. The growing proportion of women in Iranian, Kuwaiti, and other NA communities speaks to the value of considering questions like “Who is missing from our meetings?” Personal interactions amplify the message of inclusion offered by NA literature and accelerate growth, not just in terms of numbers, but



NA Middle East Convention 4



also in the maturity of an NA community. It seems unlikely that the relationships and understanding cultivated by this work would occur at such an early stage of an NA community's development without help from NAWS funding to bring people together and share experience—not only from Chatsworth staff and the WB but among members who share linguistic and cultural common ground.

## Nurturing Growth in Africa

A request for NAWS to provide a number of sessions at the First East African Convention in 2013 grew into our planning, at local request, a gathering of eleven NA communities scattered across this vast continent. The assembly created an opportunity for them to share experience with each other and helped us learn how to provide better support. The communities present in 2013, with the exception of South Africa, represented a collection of a small number of NA meetings that had historically had a difficult time surviving. Since then, we have seen many of these communities grow and solidify. The delegates present in 2013 created the Afri-Can Zonal Forum (AZF) and it has been a privilege to support these efforts and to see our Fellowship grow.

The AZF met for the fourth time in 2016 with 13 communities, two World Board members, and one staff member participating, the week after the South African regional convention. This allowed us to bring delegates in early for the zonal meeting to attend the convention. Providing exposure to diversity and lengths of recovery that does not exist (yet!) in most of these communities allowed members to connect and form bonds within the zone, so they can support one another in their development.

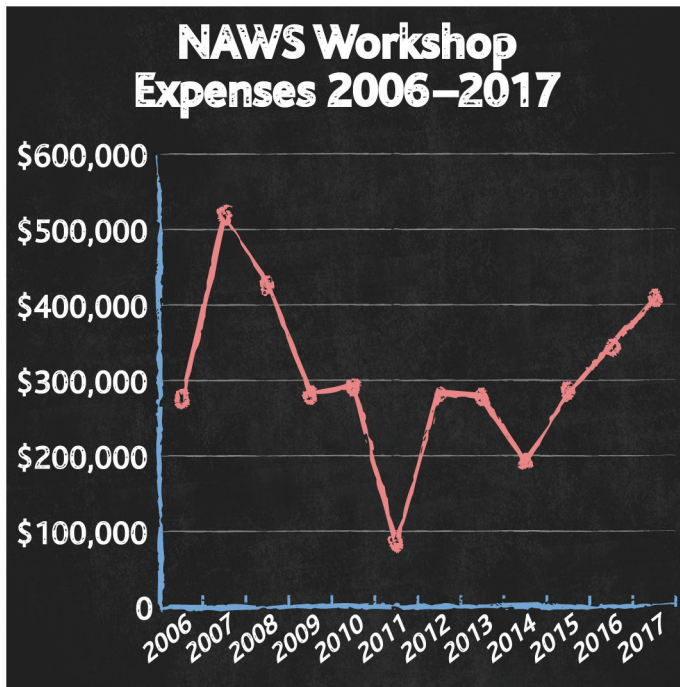
This zonal forum has made a difference in the availability of recovery on the continent. There is still a long, long way to go but the connections and support that this gathering has created among these communities has had an effect. The zonal members have a monthly call and use this forum as a resource.

Their communication has provided us with a number of different ways to provide meaningful support. In this fiscal year we provided funding for members from Tanzania to attend a learning day in Kenya to help them with issues like service structure and general understanding of NA principles.

We also sent two staff members and a World Board member to the East African Convention (EACNA) in May of 2017 in Mombasa, Kenya. It was the first time that the convention had been held outside of Tanzania, and we brought together the delegates from Uganda, Zanzibar, Tanzania, and Kenya to discuss ongoing challenges with the Swahili translations.



23rd South African Regional Convention



## Translating the NA Message

Narcotics Anonymous is a worldwide Fellowship whose primary purpose transcends national boundaries, cultural barriers, and linguistic differences. Once the NA message bridges those obstacles and takes root in a particular place, local members have to figure out how to communicate that message in their own language. That’s where the literature translations process comes into play—a collaborative effort between NA World Services (NAWS) and local translation committees (LTCs) that makes NA literature available in local languages and ensures conceptual fidelity of the NA message.

The LTC is key to successful translation of our message. LTCs need members with some time in recovery who are familiar with NA’s Steps, Traditions, Concepts, principles, and “NA language,” and who are proficient in their local language. At least one member—preferably more—should be skilled both in English and the local language. NAWS staff provides information and support, especially in considering cultural concerns and challenges that may affect conceptual fidelity.

NA has its own unique language with phrases like “spiritual disease,” “Higher Power,” and “the disease of addiction,” and words such as *surrender*, *self-will*, and *powerlessness*, and so forth. It is more important that the concept and spirit of the expression are conveyed in translation than that we reproduce the actual words. Many times, a more culturally relevant expression conveys meaning much better than a literal translation

would. At other times, the original phrase is the only one that works, so it must be translated literally.

These decisions are made on a case-by-case basis. Creating a “recovery glossary” in the target language begins this process and guides many of these decisions. The recovery glossary contains key NA words, phrases, and principles. Carefully translating these fundamental concepts ensures that future translation work accurately reflects the NA message. Once completed and approved, the recovery glossary is used as a foundation for all future translations in that particular language.

Translating IP #1 first makes sense for many reasons: It is a manageable size, and its completion and approval help to instill a sense of accomplishment in the local NA community. IP #1 provides NA basics and is a helpful recovery pamphlet for members who might also be used for Fellowship development and public relations efforts. After gaining this experience, the LTC can take on other projects, building on their success with IP #1 with the next item, IP #7: *Am I an Addict?*

Once a first draft is created, NAWS translations staff and the World Board coordinate the evaluation process—a collaborative procedure with the LTC designed to ensure that there is conceptual fidelity, that crucial concepts are maintained, and that the piece clearly reflects NA philosophy. At the same time, the evaluation considers cultural adaptations recommended by the LTC. LTC members discuss the evaluator’s input and provide staff with feedback about word choices until everyone is satisfied with the translation. The final draft is then reviewed, professionally proofread, and corrected until it is error-free. This is a circular flow that usually involves several rounds of proofreading and editing.

From there, the file is prepared for production. It gets a final proofreading, then it goes into print and is made available to the local NA community.



## Tacky clothes?

Even with this painstaking translations process, it can be difficult to pinpoint the right meaning. For example, in early February 1998 we communicated with the Farsi LTC in Iran about the difficulty of translating particular sayings. “Once an addict, always an addict” was translated as “the camel which has slept at your door will not stand up again.”

In Latvian, this phrase was first translated to “a dilled pickle can never be a fresh cucumber again.”

An early attempt at the Zulu translation for “It can, however, be arrested at some point, and recovery is then possible” was “It can, however, be toned down, and then recovery is possible.”

One of the evaluation methods includes converting translations from the local language back to English. In one such example, in Korean, a line from a personal story translated back into English as “I put a tacky clothes on the chest of drawers” instead of “I put a git-up on the chest of drawers” (The term *git-up* is a variation of *get-up*, an addict’s first drug dose of the day.) This was later corrected to “I put the drugs on the chest of drawers.”

## Machine translations

Translation is a creative process that requires human beings carefully considering the nuances of language. Computer-generated or “machine” translations may serve as easily accessible tools for quick, informal communication, but even the best technology doesn’t adequately capture the soul and spirit of language, especially NA’s unique terminology.

We have encountered some machine translations that did not clearly reflect the NA message. For example, a T-shirt for the East Africa Convention offered the message “One Promise: Freedom from Active Addiction.”

One machine translation of this message from Swahili (*uhuru kutuoka kwenye uraibu kamili*) to English was “freedom of rituals in full deception” and by another as “freedom to sneeze in full dungeon.”

In another situation, a social media post included a diagram entitled “NA Service Structure” and the Swahili translation included in the post was “mfumo wa huduma za NA,” which was the correct translation; however, the machine translation offered by the social media site was “service of the service service.”

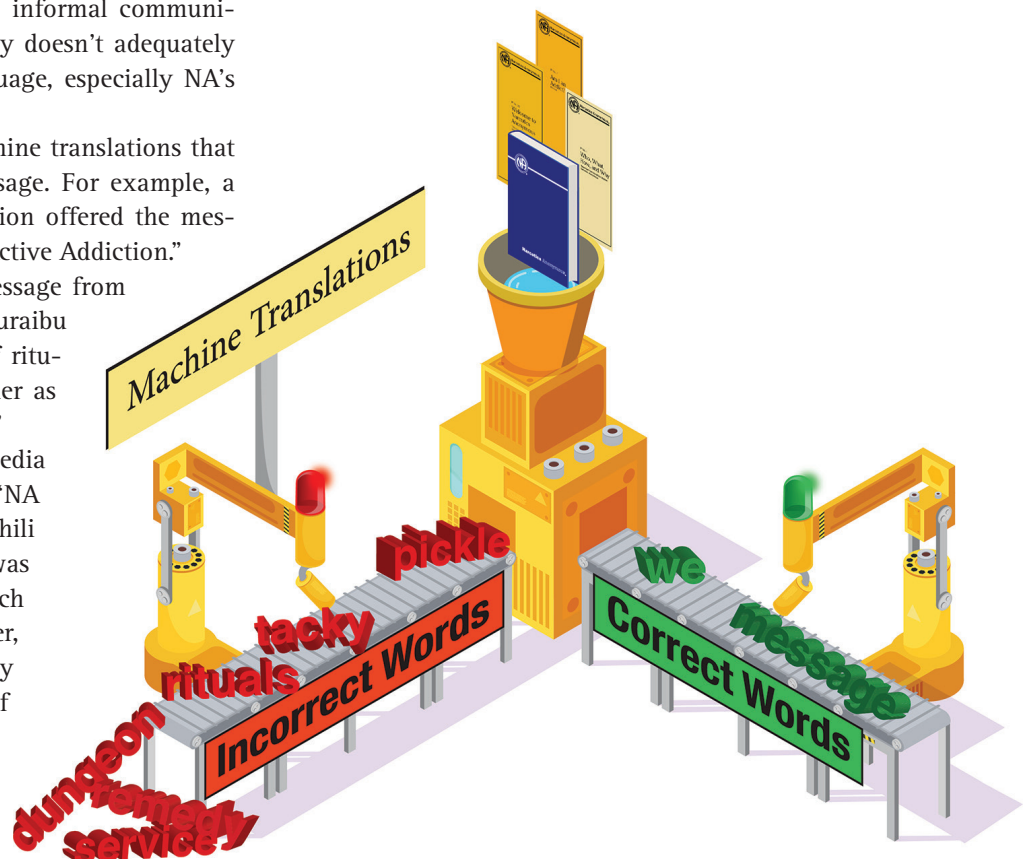
Sometimes the mistaken translations can be humorous, but more worrisome is the possibility that

machine translations can send an inaccurate impression of what the NA program is. Especially in places where NA is just beginning to establish a reputation, relying on machine translations is a risky proposition at best. So translating NA literature is always a “we” process, best served by human beings who are NA members.

We have had many challenges keeping up with the volume of translations to be typeset, proofed, signed off on, and sent for publication in this fiscal year. Our process has been much slower than we would like and we are working to find ways to improve. We have had many challenges with the hundreds of contractors we work with, staff positions turning over, and other expected and unexpected limitations. We want simply to acknowledge this here, thank you for your patience, and assure you we are working to improve.

We added 57 pieces of newly-translated literature in 27 languages to our catalog in FY 2017, including:

- IP #1: *Who, What, How, & Why* in Odia, Bengali, Czech, Tamil, and Zulu
- 11 pieces of literature in Polish including *Behind the Walls*, *The Group Booklet*, *NA Step Working Guides*, and 8 IPs
- *Just for Today* in Hindi, *Twelve Concepts for NA Service* in Portuguese, and four IPs in Japanese, Korean, Russian, and Slovenian



## Public Relations in Fiscal Year 2017

Every level of NA service seems to be active in PR efforts. We want every addict seeking recovery to find an NA meeting. PR helps our Fellowship to grow by letting the public and professionals know about NA. PR committee members deliver presentations, supply literature, staff booths at professional events and health fairs, and arrange for posters, billboards and public service announcements, all in an effort to raise public awareness in our communities. All of these activities help us to fulfill our primary purpose and reach addicts in need of our services.

When the public sees NA as a viable and credible means of recovery, more addicts find their way to our meetings. Nearly half of our members attended their first meeting because a treatment facility or counseling agency referred them to NA. It's important, therefore, that we continue to reach out to professionals and organizations that regularly come into contact with addicts.

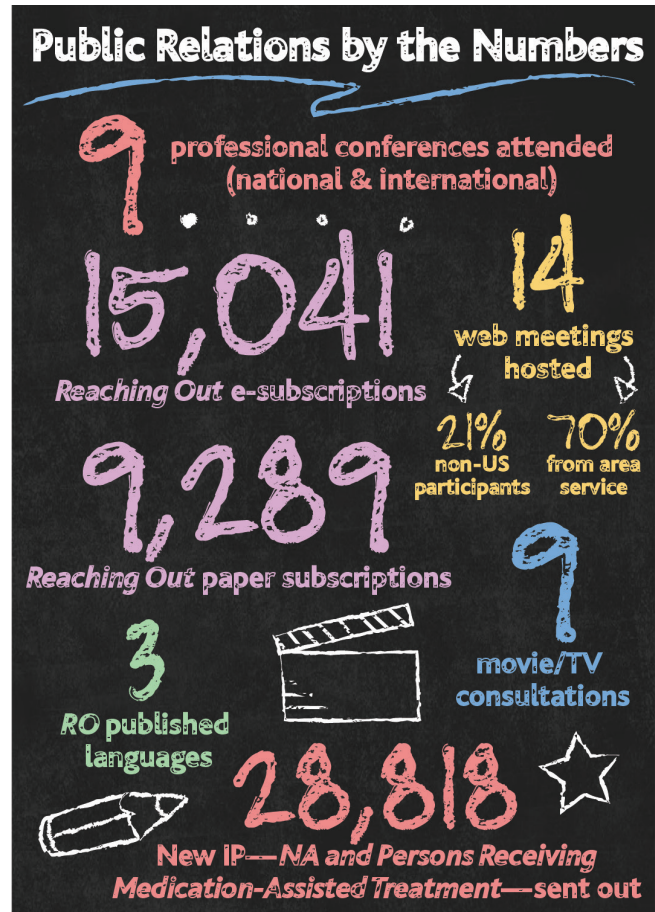
In the constantly evolving world of addiction treatment, it may be more important than ever to consistently reach out to professionals to let them know that their clients are welcome in NA. The PR pamphlet *Narcotics Anonymous and Persons Receiving Medication-Assisted Treatment* supports these efforts. It clearly states that abstinence is not a prerequisite for membership; a person simply needs a desire to stop using. Tradition Three guides us to welcome all addicts to our meetings and to help them gain a sense of hope and belonging.

Public relations committees around the world perform much of this important service work. As illustrated by the following highlights of the 2017 fiscal year, NA World Services engages in PR with a twofold focus:

- to support the PR work of NA's areas, regions, and zones by providing relevant tools and networking opportunities; and
- to attend to matters of a larger scope, including government and media relations, zonal planning, and national or international conferences.

### Using Technology to Support PR Efforts

Web meetings bring together NA service enthusiasts from across the globe to share their experience and discuss challenges as well as solutions. As in years past, members interested in PR, H&I, and inmate step writing collaborated in live online conversations hosted by NAWS. We convened web meetings for each of these areas of service every three to four months this year and discussed three topics in breakout groups at each meeting. Technology



made it possible to overcome geographic barriers and allowed all involved to share tools and learn from each other. As a result, we've built powerful and supportive networks brimming with passion and expertise.

WSC 2016 support for a project plan on public relations and Fellowship development instigated a series of PR/FD web meetings for zones. Our aim is to foster collaboration among service bodies and assist with the zones' public relations work as a key contributor to Fellowship development efforts. The Plains States Zonal Forum, Canadian Assembly of NA, European Delegates Meeting, Russian Zone, Latin American Zonal Forum, Asia Pacific Forum, and Midwest Zonal Service Forum participated in FY 2017 and found the collaboration and shared experience beneficial. The zones have identified two topics for upcoming Zoom meetings; look for lively discussions on strategic planning and on recruiting/training trusted servants.

### Building NA's Reputation Across the Nation and Around the World

National and international conferences provided important opportunities to build NA's reputation by interacting with professionals who work with addicts. Our presence in exhibit halls—among booths with representatives of varying approaches—allowed us to inform thousands of

professionals about NA over the course of a few days. We demonstrated NA's viability and gave professionals more confidence in sending their clients to our meetings.

Recent trends in the treatment industry have led some to ignore or dismiss the NA booth. Treatment centers increasingly offer drug replacement therapy in conjunction with other treatment modalities. Unfortunately, some clients receiving medication-assisted treatment have reported getting a less-than-warm welcome in NA meetings. Clinicians seemed receptive to the new PR pamphlet, *Narcotics Anonymous and Persons Receiving Medication-Assisted Treatment*. It clarifies that although abstinence remains a core tenet of our program, it is not required for membership.

Highlights of fiscal year 2017 include the following:

- Annual conferences that were first-time ventures for NAWS include: Correctional Healthcare (October 2016), National Prescription Drug Abuse and Heroin Summit (April 2017), and Innovations in Behavioral Healthcare (June 2017). The National Prescription Drug Abuse and Heroin Summit provided NAWS with the opportunity to inform attendees of our community presence; however, we heard some attendees argue that NA was killing people because NA is abstinence based. The Innovations in Behavioral Healthcare conference was friendly toward abstinence-based recovery, and a few treatment centers stated they would maintain abstinence in their programs. Additionally, we attended the National Conference on Addiction Disorders (August 2016); the attendees seemed to appreciate NAWS' attendance.
- NAWS' participation in international conferences offered similar networking opportunities and benefits in the 2017 fiscal year. We attended the International Society of Addiction Medicine Conference in October 2016, held in conjunction with the Canadian Society of Addiction Medicine. At this conference, we interacted with addiction physicians, some of whom were supportive of abstinence-based recovery; however, the Director of the National Institute of Drug Abuse remained critical of abstinence-based recovery programs, including NA.
- We showcased the most recent Membership Survey results in a presentation to the Asia Pacific Behavioral and Addiction Medicine Conference in Borneo, Malaysia. Conference attendance also made it possible to meet with the clinical director of a local treatment center who has become a friend and supporter of NA. Since the conference, NA meetings have grown in Malaysia, with indigenous members attending in both Borneo and Kuala Lumpur following treatment.
- NAWS had a follow-up visit to Vietnam in November 2016, with stops in Hanoi and Ho Chi Minh City. We offered presentations to treatment-facility

staff in both locations geared to supporting new NA meetings in their communities. A primary obstacle remains the prohibition on gatherings of addicts. Vietnam's social police monitor gatherings, questioning and even drug testing at will. Treatment seems to be the only way legal way for addicts to congregate, so NA groups meet under the auspices of treatment. Finding ways to navigate between legal obstacles and spiritual principles requires ongoing education and cooperation.

Our interactions with medical and treatment professionals throughout this conference season drive home our need to communicate two central principles about recovery in Narcotics Anonymous: first, that abstinence is central to our approach; and second, that the only requirement for membership is a desire to stop using. *Narcotics Anonymous and Persons Receiving Medication-Assisted Treatment* attempts to clarify these key ideas for professionals. It seems apparent that we still have work to do as a Fellowship. Continued discussion and application of the Third Tradition may reduce some of the stigma and shame associated with drug replacement therapy, allowing every addict seeking recovery in Narcotics Anonymous to experience a warm welcome as we practice unconditional love, faith, and tolerance.

## New Opportunities for PR on the Horizon

Inquiries from individuals and organizations offer evidence that our attention to our public image and reputation has been effective. Two such inquiries brought opportunities for collaboration. Once implemented, these collaborative efforts promise to bring the life-saving message of NA to more addicts.

Technology may assist our efforts to provide incarcerated members with free NA literature in the very near future. Increasingly, prisons offer inmates access to tablets or e-readers loaded with content. A vendor that supplies preloaded tablets reached out to NAWS and the Board has agreed to provide NA literature for inmates to utilize at no charge. Once implemented, the agreement will bring electronic versions of NA literature into institutions in twelve US states.

Bureaucratic roadblocks have often interfered with local attempts to provide services to addicts in need at US Department of Veterans Affairs (VA) facilities. Many VA facilities currently limit access by NA volunteers to once a month. A memorandum of understanding (MOU) in the works between NAWS and the VA may ease the way for weekly meetings. For service bodies that prioritize service to veterans and have the necessary human resources, an MOU may open doors for more regular meetings.

## Basic Services

The basic purposes of our world services are communication, coordination, information, and guidance. We provide these services so that our groups and members can more successfully carry the message of recovery and so that our program of recovery can be made more available to addicts everywhere.

—A Guide to World Services in NA

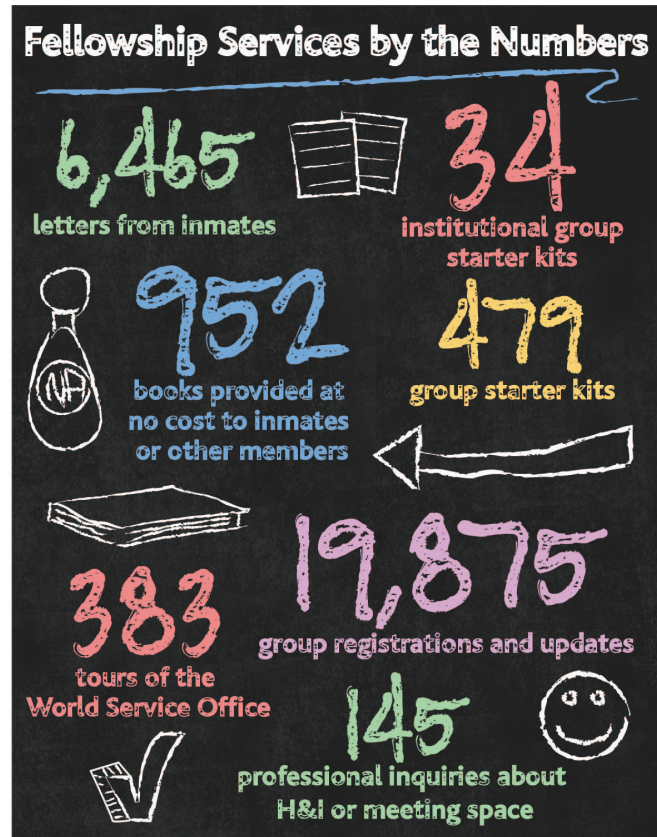
While Conference-related work is cyclical in nature, revolving around the timeline of our biennial World Service Conference, a great deal of the work at NA World Services is steady and ongoing. Each team at NAWS provides essential services that aim to meet the needs of the Fellowship for “communication, coordination, information, and guidance.”

Fellowship growth, combined with increased ease of access through technology, has prompted us to build capacity in each of these areas, expanding our reach in ways unimaginable just a decade or two ago. We respond to more requests and inquiries than ever before and get literature into the hands of those who need it with greater efficiency. Our growth as a Fellowship and ability to meet growing demands seem like our founders’ dreams becoming a reality. We’ve grown from one office in the US to our current configuration: a center of operations in the US with branch offices in Belgium and Iran, distribution centers in India and Canada, and the indispensable work of regions and zones making this all possible. You’ll find specifics about our “basic services” in the 2017 fiscal year in the sections that follow.

## Fellowship Services

Our Fellowship Services Team serves as the first point of contact when someone writes or calls NA World Services for something other than ordering literature or translations. We get hundreds of requests and inquiries each week from members and the public. These come from inmates requesting literature, trusted servants seeking to understand and apply Traditions and Concepts, family members and government officials looking for solutions to addiction, and members trying to solve problems at the local level, among others.

We respond by providing resources and information. We cite literature, suggest readings, and share anecdotes and observations that recount what has worked elsewhere—our collective experience, strength, and hope. We send meeting starter kits and literature to members requesting such support—many of them behind bars. We connect members with the wealth of resources available at [www.na.org](http://www.na.org), linking to specific handbooks, ser-



vice pamphlets, bulletins, and recovery literature. With increasing frequency, we are being contacted by clergy members, municipal government officials, and healthcare professionals about starting meetings. We put them in touch with local trusted servants for follow-up, opening the doors for public relations opportunities and/or new possibilities for meeting facilities.

The data tells the story, revealing how we have directed resources—human and financial—to respond to the needs of the Fellowship, and how that’s changed over the past few years.

## Communications

The most important part of communication is listening, and that is at the heart of the work of the Communications Team. A big part of the team’s job is acting as a conduit for information between the World Board and the NA Fellowship.

The Communications Team uses every avenue available to hear the Fellowship—surveys, workshop results, web meetings, project input, phone calls, emails, Issue Discussion Topic feedback, regional reports, zonal meetings, and much more. A big part of the job is reporting to the Board, which may mean categorizing, summarizing, illustrating, or describing all of that input so that the Board can make decisions based on the Fellowship’s needs and ideas.

In turn, the team listens to the Board, and with the Board's direction, drafts reports and other communications to the Fellowship, on their behalf—everything from e-blasts and memos to workshop outlines and materials to regular NAWS publications. World Services publishes three quarterly periodicals—*NAWS News*, *The NA Way Magazine*, and *Reaching Out*—and three larger reports that are related to the World Service Conference—the *Conference Agenda Report*, the *Conference Approval Track*, and the *Conference Report*. These publications are each described below. Our primary method of distribution has moved from paper to electronic copy in recent years, and we encourage anyone who is interested to subscribe to our periodicals by visiting [www.na.org/subscribe](http://www.na.org/subscribe) and signing up. If you are subscribed electronically to at least one of the three quarterly publications, you'll also get an email notice when the various Conference reports are distributed and posted.

Here's a brief description of what you'll find in our periodicals and Conference-related publications:

- *NAWS News* informs readers about the discussions and decisions of the World Board. Published quarterly after each Board meeting, *NAWS News* brings transparency to our work and keeps members informed about all of NA World Services' efforts. At the end of this fiscal year, we revamped the front page so that it focuses on announcements and opportunities for members to get involved. It makes a great handout for the home-group literature table.
- *Reaching Out* is a quarterly, recovery-oriented newsletter made available free of charge to incarcerated addicts. It contains articles, artwork, and letters from members on both sides of the prison wall. Translations by members in Brazil and Spanish-speaking Latin America make it possible to provide this resource in Portuguese and Spanish, as well as English.
- *The NA Way Magazine* is our quarterly journal of recovery and service information, recovery-related entertainment, current issues, and events. It also contains updates on projects, events, literature, and other products. The magazine is published in English, Farsi, French, German, Japanese, Portuguese, Russian, and Spanish.
- The *Conference Agenda Report (CAR)* is published and distributed in English a minimum of 150 days before each biennial World Service Conference, with translations produced and distributed no fewer than 120 days prior to the WSC. The *CAR* provides vital information on topics that may be discussed at the WSC as well as motions that will be considered during the "old business" portion of the Conference. The *CAR* helps regional delegates to prepare for the Conference and to keep their local NA communities informed.



- The *Conference Approval Track (CAT)* informs the Fellowship and prepares Conference participants for the WSC's "new business" session. It contains the Board's strategic plan, project plans for the upcoming two-year cycle, seating requests, and the proposed NAWS budget. The *CAT* is distributed 90 days before the WSC.
- The *Conference Report*, published shortly before the WSC, contains a day-by-day and session-by-session breakdown of the Conference week, including information for participants to consider in preparation for the Conference's discussions and decisions. Regional reports are summarized and included as an addendum to the report, and delegates are able to submit articles for the *Conference Report* as well. The *CR* also includes updates on project ideas submitted by members of the Fellowship and a list of nominees for World Service trusted servant positions (World Board, Cofacilitators, and Human Resource Panel members).

## NAWS Technology

NAWS technology supports every aspect of A Vision for NA Service and is indispensable for the bulk of our work. Communication, publication, sales, accounting, and translations efforts all rely, in part, on technology. Technology is also essential to the effectiveness of the World Service Conference and the World Convention of NA.

Technological advancements seem to increase in frequency with each passing day and are never "one and done." Just keeping up with the pace of change requires considerable effort. Our ability to replace aging equipment remains constrained by limited resources. Operating within



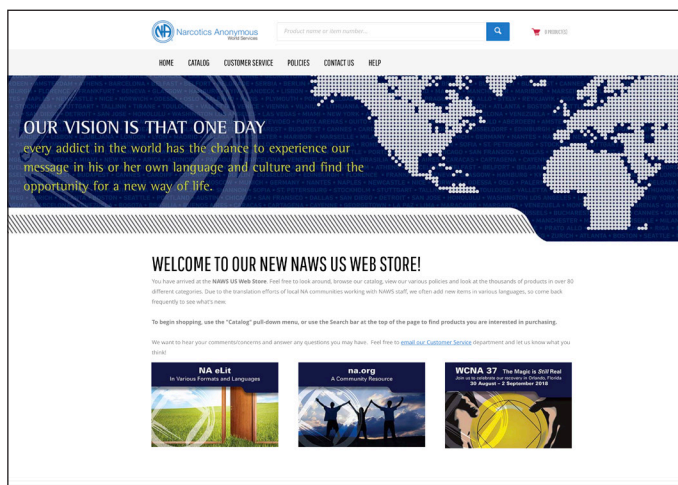
these constraints frequently leads us to rely on bandages while delaying needed surgery. We practice discernment as we evaluate which technologies will add value to our work and determine which investments offer the biggest “bang for the buck.”

Our focus has been on enhancing how members, trusted servants, and the public experience NA World Services online, no matter what device or platform they are using. We are mindful that internet access remains uneven across the Fellowship. In light of this, we’ve invested in improvements that enhance accessibility and offer broad returns worldwide. Our IT team has selectively invested in hardware and software in order to increase the effectiveness and efficiency of our staff and our systems.

In order to make informed decisions on next steps for IT, we regularly pause to evaluate our efforts. The comprehensive review completed in 2013 identified needs for equipment, accounting software, and infrastructure investments. This report reflects on our responses to those findings and provides a snapshot of our current IT efforts.

### ***New, Integrated Business Management Software System***

The 2013 report highlighted the need to modernize our accounting software and the online store. Since 2014, we have committed a considerable amount of time and effort to planning, configuring, and implementing a new software suite. Once fully functional, these better-integrated business processes will save time and money. The software package will enhance our ability to report and project sales, revenue, and production needs. Visitors to our online store will also see improvements, including the ability to track orders and to access their purchase history. Although implementation has been difficult and time-consuming, we expect these returns on our investment will make our efforts worthwhile.



*Our new online store went live on March 1, 2018!*

### ***Improved Connectivity and Communication***

NAWS is not a digital native—that is, our organization predates the widespread use of computers and the internet. Many of our business practices were established when the IBM Selectric typewriter was cutting-edge technology. Since then, we have taken an incremental approach to adopting technologies, often merging new tools with old practices.

As we have transformed digitally, we have become more and more agile with online tools like YouTube and Zoom. We regularly produce videos and host web meetings. Increasingly, we plan and write with digital output in mind. Knowing that workshops and presentations will have a digital component helps our planning process and improves the quality of our communications.

### ***A Stronger IT Infrastructure***

Digital transformation requires a robust infrastructure. In the IT world, the term *infrastructure* refers to an organization’s collection of hardware, software, networks, and databases, as well as all the equipment required for IT operations. These are the roads and bridges of the digital world. They enable much of the work we undertake as we strive to fulfill our vision. And just like our roads and bridges, IT infrastructure requires maintenance.

Infrastructure maintenance and selected upgrades assure support of core services, including literature distribution, around the world. In order to conserve our limited resources, we work to extend the life of our equipment and delay replacement as long as possible. When we do upgrade or replace equipment, we want to see maximum returns on our investments. Increased bandwidth enabled a switch to a digital telephone system with enhanced functionality at a lower cost. We have also purchased and deployed some new servers in recent years. They are more powerful and energy efficient than the previous generation, allowing us to upgrade the technology running on those servers.

### ***Enhanced Security***

We continue to implement security measures to keep our network safe and reliable. We think holistically to assess risks, and have implemented multiple layers of protection to assure members’ privacy, keep information safe, and secure our network. We have implemented a security program inside our network and at its perimeter to protect against sabotage or breaches in data security and to defend against malware, hacking, and other threats to network integrity. Our security program quarantines, evaluates, and removes all traces of malware on an ongoing basis.

Proper computer security considerations offer the added advantage of preparing us for disaster. We back up our entire system to local servers and the cloud every night. Such backups ensure that we can recover all data and rebound quickly should disaster strike. A recent day-long power outage provided a stress test of our system. We are happy to report that network equipment survived intact and we were able to restore all data.

**Priorities and Next Steps**

There is no shortage of shiny objects that beckon for attention in the tech world. IT managers with large budgets sometimes try to buy their way out of network shortcomings. It seldom works.

Strategically planned investments have a greater return. As detailed previously, recent and upcoming upgrades ensure our preparedness for current challenges with room to grow as needed. On the heels of these investments, our human resources need some shoring up. Put simply, we need time and expertise to fully realize the potential of the systems we are putting in place.

Additional labor can take many forms. Hiring new staff requires training and acculturation. Outsourcing requires an up-front investment in research to find appropriate solutions, as well as ongoing monitoring. Automation saves time down the road, but takes time to implement and fine-tune in order to maximize results. The way forward most likely lies in some combination of these—along with a commitment to slowing down, limiting new projects, and allowing us all to catch up. The most sensible approach calls for deliberation and careful planning. Protecting staff time and investing wisely offer the best odds for satisfying results for all concerned.

**Production and Distribution**

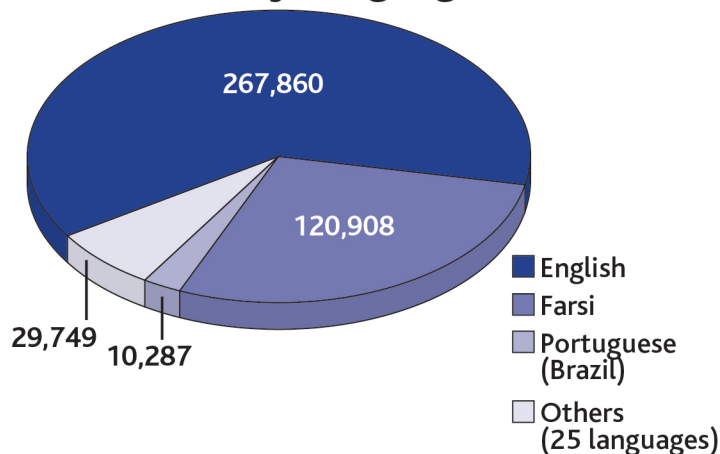
We continued to adapt and fine-tune our approach to production and distribution in the 2017 fiscal year, always seeking the most cost-effective and efficient methods available. In recent years, we have moved more production in-house. This has proven to be more economical for smaller orders and some language groups.

Keeping our fingers on the pulse of buying trends and inventory has helped us address distribution challenges and expand availability of NA literature in Argentina, Brazil, Egypt, and Russia. In those locations, we produce and distribute locally to decrease production and distribution costs and reduce shipping time. Continued creative problem-solving in evolving contexts demonstrates NAWS' commitment to using Fellowship resources responsibly. We remain dedicated to getting the NA message into the hands of addicts seeking recovery as quickly and prudently as possible.

Highlights of the 2017 fiscal year include:

- We produced 36,876 books, 133,000 booklets, 22,000 handbooks and reports, and more than 800,000 IPs and booklets *in-house*.
- We fulfilled more than 22,000 orders, averaging about 1,800 per month.
- We produced 65 new pieces of translated literature, bringing our inventory to 1,058 titles.
- With each piece of literature, with each order throughout each year, our goal is to help fulfill our Vision for NA Service and NA's primary purpose.

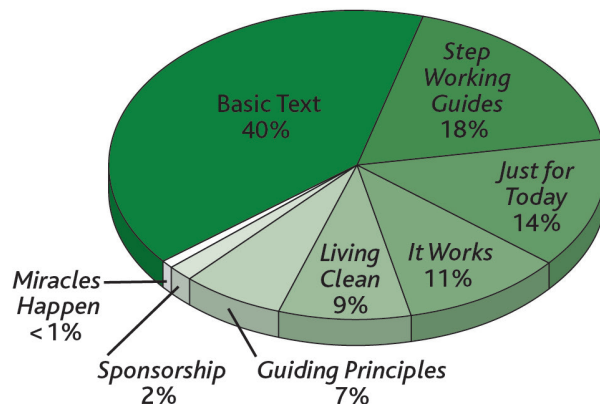
**FY 2017 Basic Text Distributed by Language**



**Books**

The Basic Text continues to be the NA book in greatest demand, making up 40% of the books distributed in FY 2017. Nearly eleven million copies of *Narcotics Anonymous* (aka the Basic Text) have been distributed since it was first published in 1983. It also makes up 54% of all the NA books circulated between 1983 and the close of the 2017 fiscal year. Combined with the distribution

**Books Distributed in FY 2017**



numbers for other book-length NA literature, Narcotics Anonymous has distributed nearly twenty million books to date. Our newest book, *Guiding Principles: The Spirit of the Traditions*, went on sale in October and made up 7% of book sales for FY 2017, as shown in the graph on the previous page.

### Cumulative Book Distribution, 1983–2017

Book (pub date)	Total distributed	% of total	Average per year
Basic Text (1983)	10,865,581	54%	319,576
<i>Just for Today</i> (1991)	2,903,272	15%	111,664
<i>Step Working Guides</i> (1998)	2,614,264	13%	137,593
<i>It Works: How &amp; Why</i> (1993)	2,607,513	13%	108,646
<i>Living Clean</i> (2012)	589,780	3%	117,956
<i>Sponsorship</i> (2004)	253,078	1%	19,468
<i>Miracles Happen</i> (1998)	86,154	0%	4,534
<i>Guiding Principles</i> (2016)	70,936	0%	70,936
	19,990,578	100%	

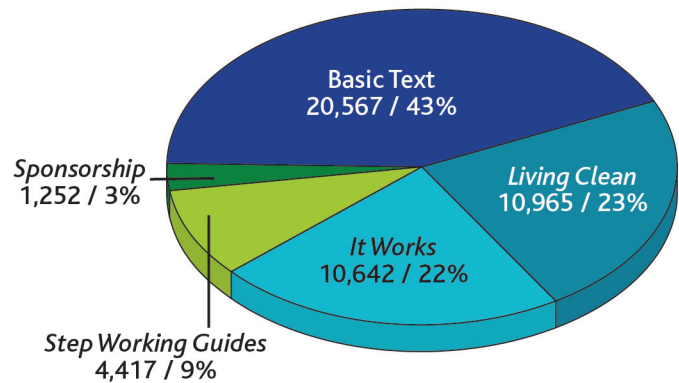
#### Electronic Literature (e-lit)

E-lit represents a relatively small proportion of the books we distribute. Monthly distributions through a variety of commercial portals total only a few hundred e-books each month. As with print literature, our most popular titles—the Basic Text and *Living Clean*—top e-lit sales, as illustrated by the chart to the right.

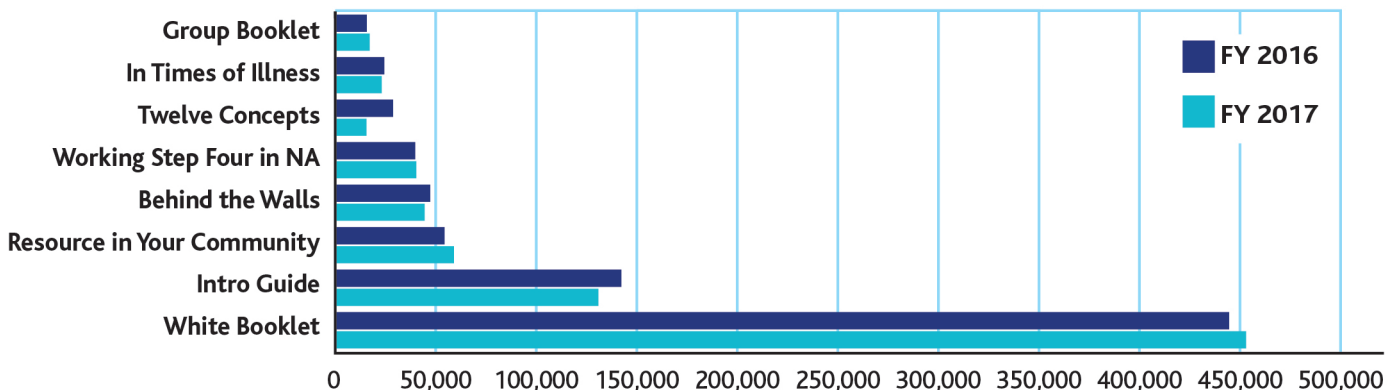
#### Booklets

Booklet distribution fluctuated, as usual, with some titles increasing and others decreasing. *The Twelve Concepts for NA Service* saw a double-digit decline in distribution, with 46% fewer copies than in the previous year. Distribution numbers for *The Group Booklet* represent the only other substantial change, having increased 11% over FY 2016.

### Total E-Lit Sales 2012–2017



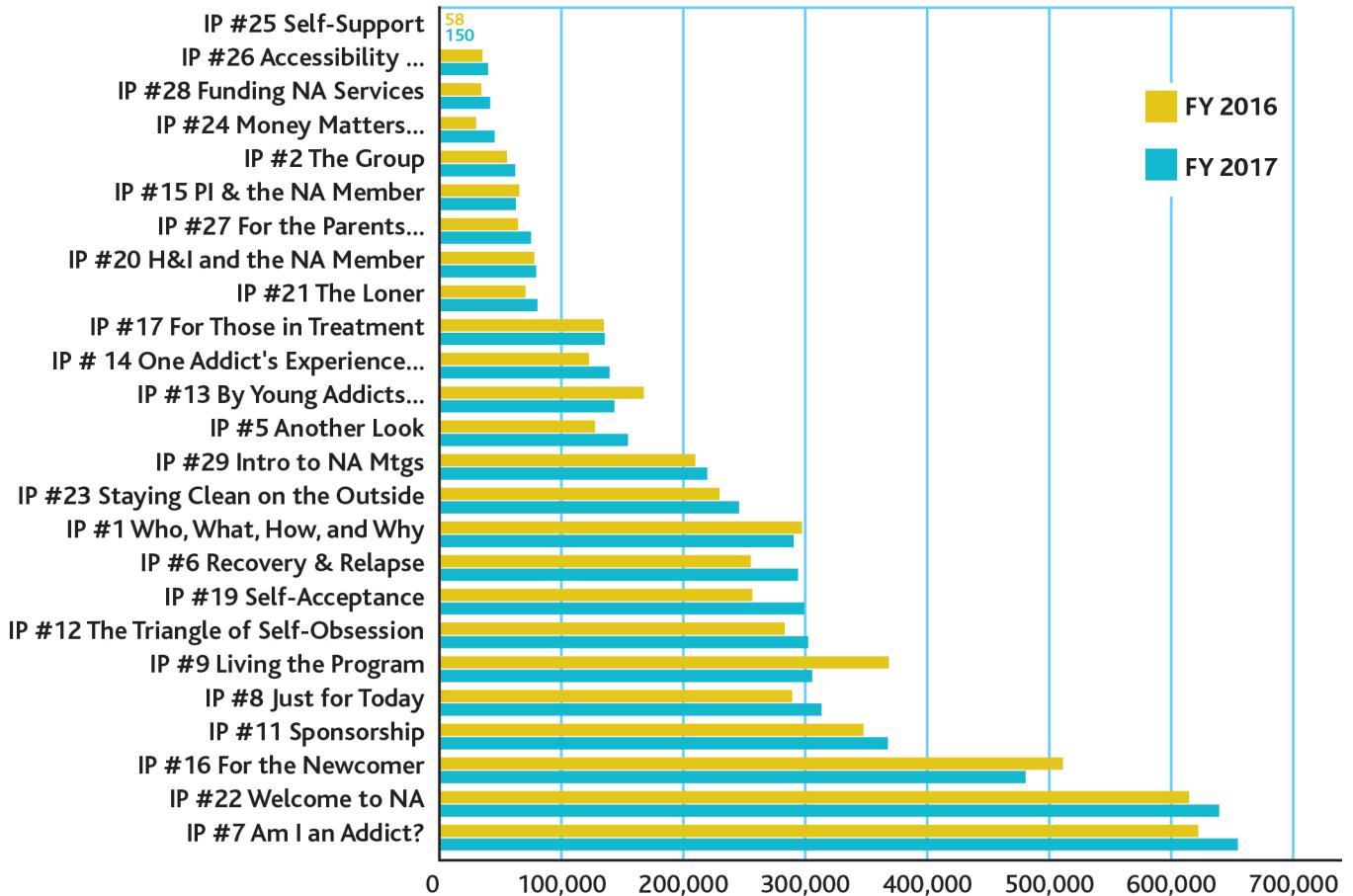
### FY 2016 & FY 2017 Booklet Distribution



### Informational Pamphlets (IPs)

Distribution for all IPs increased by 4% over the previous fiscal year. *Am I an Addict?* (IP #7) and *Welcome to NA* (IP #22) continue to top distribution numbers.

## FY 2017 Informational Pamphlets Distribution



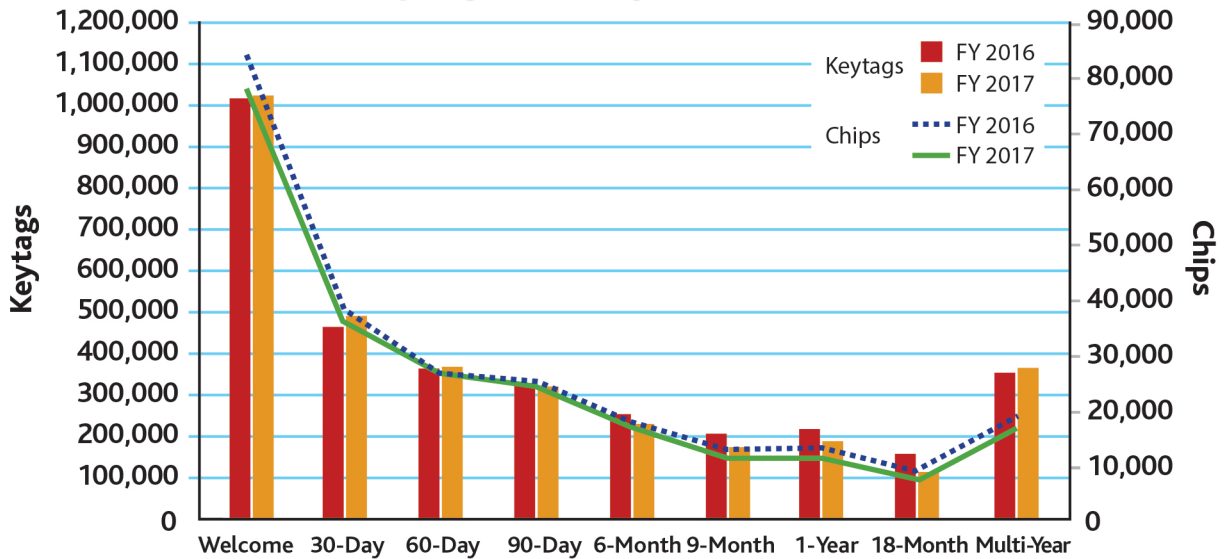
### Did you know?

- We added 47 newly translated IPs to our catalog this year including IP #1 in Czech, Zulu, and three Indian languages (Bengali [Bangladesh], Odia, & Tamil)
- We also updated more than 32 translations
- Medallion sales for years 11-40 jumped by an average of 13%

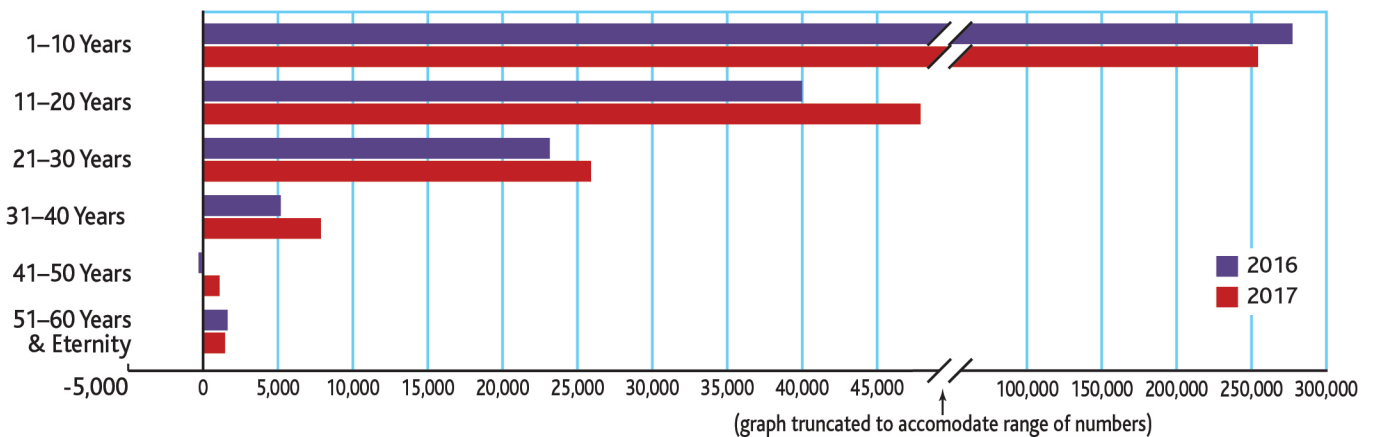
### Celebrating Milestones with Keytags, Chips, and Medallions

In Narcotics Anonymous, we stay clean “just for today” but take time to recognize various benchmarks along the journey of recovery. Many meetings recognize members’ cleantime milestones with colorful keytags or chips. Sponsors, sponsees, friends, and sometimes home groups mark anniversaries—or birthdays, as we say in California—with medallions. The charts below reveal the trends in data on this milestone-related merch.

### Keytag and Chip Distribution



### 2016–2017 Medallion Distribution



without Iran	2015–16	2016–17	2016 vs 2017
1-10 Years	124,083	120,010	-3%
11-20 Years	30,297	39,769	31%

Iran	2015–16	2016–17	2016 vs 2017
1-10 Years	153,255	134,359	-12%
11-20 Years	9,659	6,033	-38%

**Who Buys NA Literature?**

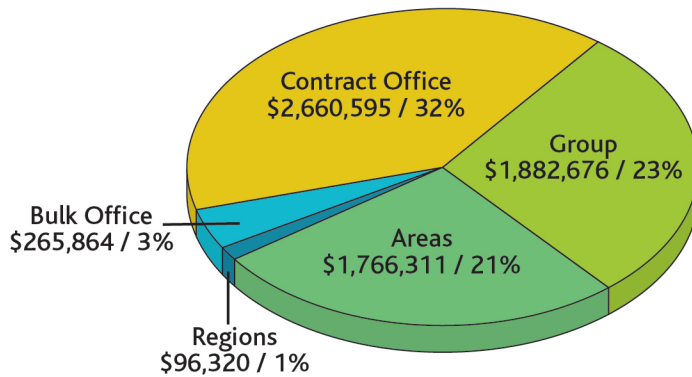
Rumors about the source of NAWS' income spring up from time to time. One recurring story claims that we're beholden to one reseller that specializes in books on addiction and recovery; that we offer them special discounts; and even that we develop literature with this reseller in mind.

There is simply no truth to these rumors. Not only would that be contrary to our guiding principles, but the financial figures show nothing of the sort. In fact, they tell a different story—as illustrated in the graphs below. As you can see, purchases from resellers make up less than 7% of our total literature sales. No customer type varied more than 1% from 2016 to 2017, and that small change was only in groups, areas, and offices.

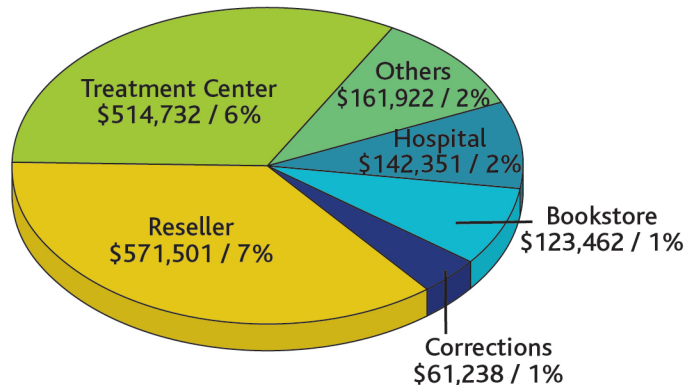
As you may know, we publish our discount policies on our website. There's a discount schedule for orders over \$500 and another for contract customers. The terms and rates are spelled out at [https://cart-us.na.org/discount\\_policy](https://cart-us.na.org/discount_policy) and

apply to Fellowship and non-Fellowship entities alike. Many regional offices benefit from these discounts. In fact, many regional service offices do sufficient volume that they enter into contracts with us year after year. These make up nearly one-third (32%) of NAWS literature sales, followed by sales to groups, and then sales to areas. Taken together, our literature customers within the Fellowship make up 81% of our 2017 sales. It is not surprising to us that NA members and service committees purchase the substantial majority of NA literature. The remaining 19% that's sold to non-NA entities includes literature purchased by correctional facilities, treatment centers, hospitals, resellers, and bookstores. We've also identified government offices, drug courts, schools, and libraries in our customer database; they're not represented on the chart below because their purchases total less than 1%. In addition, the chart represents the 2% on the Non-Fellowship chart as "Others," as we were unable to categorize these customers.

**FY 2017 Fellowship Sales  
81% of total**



**FY 2017 Non-Fellowship Sales  
19% of total**



## Staff and Offices

**Two distribution centers**—one in Bangalore, India, the other in Mississauga, Ontario, Canada—play an important role in furthering our vision.



Jacquie Sullivan and her assistant Paul Sullivan staff the Mississauga center which meets the literature needs of Canadian NA communities.



Pramila Dias distributes literature throughout South Asia from the Bangalore center.

**Two branch offices**—one in Brussels, Belgium, the other in Tehran, Iran—produce and distribute literature and provide services to many NA communities.



Paul Decock and his assistant Fred Renaux maintain our European service center. They distribute literature in 44 different languages, some of it printed onsite, some of it provided at no cost to emerging NA communities in Eastern Europe and Africa. They also provide basic support for members, groups, and institutions seeking information about NA; process contributions to NAWS; and support the continent's zonal forum, the European Delegates Meeting.



Siamak Khajeian manages the Iranian branch of the World Service Office where he and his staff—Amir Bondar, Farhad Fallah, Mehrdad Naseri, Hossein Nematzadeh, Farhad Poursohei, Reza Tavakoli, and Payam Yazdani—support NA's fastest-growing community and its 20,598 meetings (as of January 2016). The Tehran service center produces and distributes NA literature in Farsi, translates *The NA Way Magazine* each quarter, and supports many of the important services offered by the region.

**Narcotics Anonymous World Services** in Chatsworth, California, serves as a centralized resource for NA members, groups, and service bodies worldwide. Executive and administrative staff of the California office respond to inquiries from members and the public. They work closely with the World Board to carry out Conference-approved projects, coordinate workgroups, execute the World Convention, and communicate with members through a variety of periodicals, reports, web meetings, and emails. Other ongoing responsibilities coordinated from this location include the production and distribution of NA literature, protection of the Fellowship's copyrights and trademarks, and the maintenance of our website, [www.na.org](http://www.na.org).



# NA World Services Staff

Chatsworth, California, USA

## Administration

*Executive Director:* Anthony Edmondson (anthony.e@na.org)

*Assistant Executive Director:* Becky Meyer (becky@na.org)

*Executive Assistants:* Eileen Perez (eileen.p@na.org), Elaine Wickham (elaine@na.org)

*Administrative Support Specialists:* Shane Colter (shane@na.org), Andrey Glazkov (andrey@na.org),  
Johnny Lamprea (johnny@na.org)

## Human Resources

*HR Manager:* Roberta Tolkan\*

*HR Administrative Assistant:* Keri Kirkpatrick (keri@na.org)

*Receptionist:* Camille Klein (cammyk@na.org)

## Public Relations

*PR Manager:* Jane Nickels (jane@na.org)

*PR Assistant:* Doug Jarrett\*, Bob Shott (bob@na.org)

*H&I Assistant:* Kelley Taylor (kelley@na.org)

## Communications

*Director of Communications:* Travis Koplow (travis@na.org)

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## Asset Management

*Comptroller and Team Leader:* Debbie Carnahan (debbie@na.org)

*Accounting Assistant:* Rochelle Medina (rochelle@na.org)

*Customer Service Supervisor:* Sylvia Cordero (sylvia@na.org)

*Customer Service Representatives:* Peggy Labon (peggy@na.org), Pam Martin (pam2@na.org),  
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## Warehouse

*Warehouse Manager:* Vince Alcala (vince@na.org)

*Shippers:* Ryan Gallardo (ryan@na.org), Luis Padilla (luis@na.org), Jeff Rodriguez (jeffrey@na.org)

## Information Technology

*IT Manager:* Stephan Lantos (stephan@na.org)

*Database Administrator:* Lori Dunnell (lori@na.org)

*Network System Specialist:* Juan Trejo (juan@na.org)

*IT Assistant:* Arthur Carbajal (arthur@na.org)

## Fellowship Services

*Team Leader:* Steve Rusch (stever@na.org)

*Administrative Assistant:* Cindy Votaw (cindy@na.org)

*Team Assistants:* William Brundy (billy@na.org), Johnny Czifra (johnny\_c@na.org), Linda DeLeo (linda@na.org),  
Sarah Johnson (sarah@na.org), Allie Jones (allie.j@na.org)

## Production

*Production Manager:* Fatia Birault (fatia@na.org)

*Graphics Arts/Production Planner:* Chris Meyers (chris.m@na.org)

*Production Assistants:* Esperanza Lemos (esperanza@na.org), Hugo Ramirez (hugo@na.org)

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*Team Assistants:* Melanie Dow (melanie.d@na.org), Ken O'Neil (ken@na.org), Jeff Walsh (jeff@na.org)

## New Staff

Melanie Dow

Allie Jones

Chris Meyers

## \*Departing Staff

Roberta Tolkan

Doug Jarrett



# World Convention

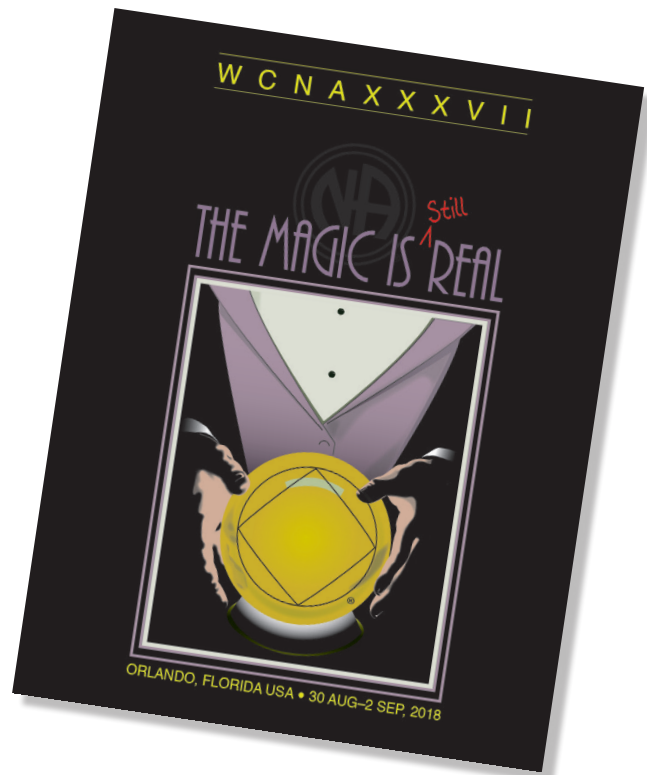
## WCNA 37: The Magic Is *Still* Real

**30 August–2 September 2018**

As we closed the 2017 fiscal year, many plans were already underway for the Convention, and we were preparing to launch pre-registration in late September. This would be the earliest pre-registration opening in WCNA history—a direct response to our members’ keen interest in planning ahead for WCNA 37. This heightened excitement about the Convention is encouraging, of course, because we all look forward to a hearty, well-attended celebration of our recovery. Pre-registration is always key to a successful WCNA, because the more pre-registrations we have, the better we are able to plan for adequate space and resources based on actual numbers. That informed planning makes for a more cost-effective event and one that is more enjoyable for our members.

WCNA 37 is also the first in our new three-year rotation schedule, with the Convention taking place just four months after the 2018 World Service Conference. Planning these two large events back-to-back will be a challenge, so we have been focused on finalizing as many details as possible well in advance, and we will rely a great deal on the support of the WCNA 37 Workgroup and other volunteers.

An event like our World Convention happens with a lot of help from the WCNA Workgroup and a team of local and international volunteers who dedicate thousands of service hours before, during, and after the Convention. The workgroup differs in form and function from a host committee or from a typical regional convention workgroup. The role of today’s WCNA Workgroup continues to evolve, adapted specifically for the projected needs of each Convention. The World Board and NA World Services are responsible for WCNA planning and implementation. The local NA community and region work closely with World Services to support that effort, primarily through the recruitment, scheduling, and training of volunteers. This is an important, complex, and time-consuming job—



this tremendous task involves the coordination of over 1,000 volunteer slots.

NAWS traditionally develops and distributes a volunteer recruitment form to the Fellowship on [www.na.org](http://www.na.org). In the past, we collected this information and simply passed it to the local workgroup to contact members and coordinate volunteer slots. For WCNA 37, we will collaborate with the workgroup using volunteer management software to streamline this work. The program provides a friendly online interface for members who can sign up and even choose their own volunteer areas and hours of service. Although we will be automating some of the volunteer coordination process, we intend to maintain a personal touch, because the local workgroup contacting volunteers directly also benefits the volunteers: They are able to make a local connection and get excited about WCNA!

Another important role of the WCNA Workgroup is collaborating closely with NAWS in providing recommendations for local speakers; input on workshop topics; and



selecting point persons, readers, and leaders, as requested. We also seek the workgroup’s ideas, thoughts, and input on matters such as local entertainment and other ideas that may add a unique, local flavor to the event.

We’re also planning some innovation in the registration process that we believe will improve our members’ onsite registration experience. Members who pre-register will be able to use self-serve kiosks at the convention center to complete their registration process and pick up their packets, tickets, and pre-reg merchandise. This is a significant change that we hope will decrease lines and wait times in the registration area.

## WCNA 38 and Beyond

The WCNA rotation plan (as outlined in *A Guide to World Services*) will take us in 2021 to a location in the Asia-Pacific, the Middle East, or Africa. We always strive for a Convention that at least breaks even, and costly past experiences guide how we evaluate potential WCNA locations. Through our research, including visits to potential sites, we seek to have a stable, cost-effective location that also ensures availability to as many of our members as possible. As we closed the 2017 fiscal year, the Board voted to evaluate Australia and South Africa as potential WCNA 38 sites. As we suggested in the 2016 *Annual Report*, more will be revealed!

Future WCNA Locations	
2021	WCNA 38 Asia-Pacific/Middle East/ Africa
2024	WCNA 39 North America
2027	WCNA 40 Europe
2030	WCNA 41 North America
2033	WCNA 42 South America

# Basic Financial Statements: An Overview

The following financial statements provide a written record of NAWS' financial condition. In the following pages, you will find four reports:

1. Fellowship Contributions Report
2. Consolidated Statement of Financial Position (Balance Sheet)
3. Consolidated Statement of Activities (Income Statement)
4. Independent Auditors' Report

Taken together, they document essential information about the business side of NA World Services, Inc., and offer a summation of our financial position at the end of FY 2017. This section of the *NAWS Annual Report* represents our principal method of communicating financial information to interested members and to outside parties, as required by law to maintain our nonprofit status. For those of us who are unaccustomed to analyzing spreadsheets full of figures, we will start by offering some descriptions of what each report represents, and a few charts to highlight some of the more significant elements of these reports.

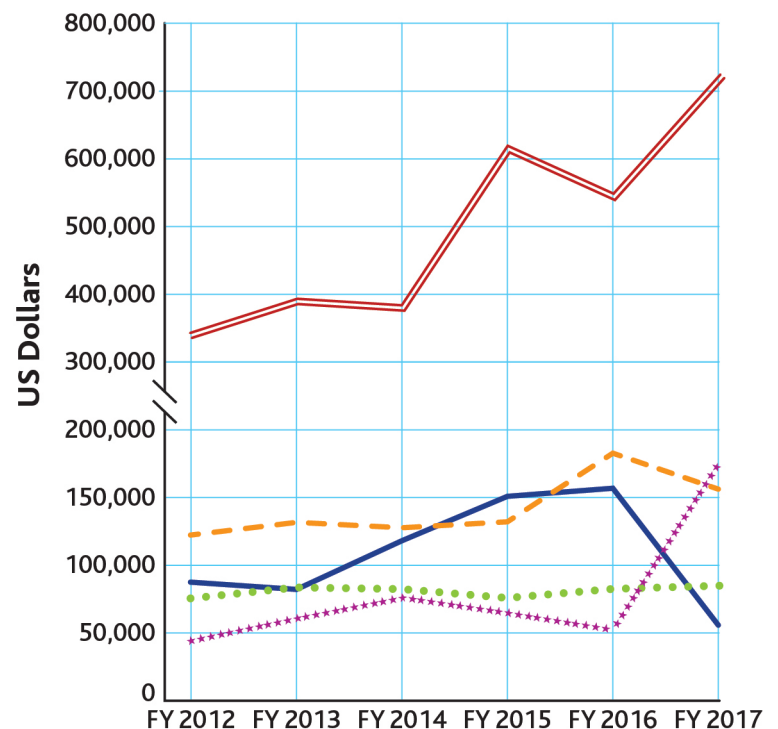
## A Giving Fellowship: Contributions from Members, Groups, and Service Bodies

Contributions from NA members, groups, and service committees to NA World Services have exceeded one million US dollars per year for the last three years in a row. We are very grateful for your contributions and for our shared commitment to Tradition Seven and A Vision for NA Service. Thank you!

In the graph to the right, you'll find Fellowship contributions in four different categories—individuals, groups,

areas, regions, and zonal forums/events—over the last six years. Although there are small shifts from year to year, the trend in each category of contributors is up. In FY 2017, contributions from zonal forums and events took a sizeable drop, while contributions from both individual members and regional service committees saw dramatic increases. Altogether, Fellowship contributions rose 17% in FY 2017 over the previous fiscal year and now make up 13% of the total NAWS operating income.

**Contributions by Donor Type**



∥ indicates scale change to accommodate range of numbers

— regions  
- - - areas  
— zonal forums/events  
..... groups  
\*\*\*\*\* members

The detailed list that follows, organized by region, will allow you to analyze contributions in your corner of the globe. We color-coded the different types of contributors in this report to allow the reader to notice trends at a glance. As you'll see, our practices vary from region to region. Some NA communities continue to follow the fund flow model of our predecessors, while others have embraced the idea of contributing to each level of our service system: area, region, and world.

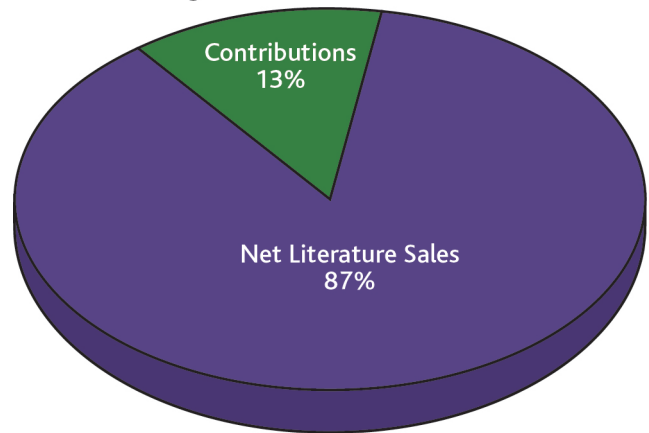
Although many of us still think of the latter approach as new, it actually predates the idea that funds should flow only from the group to the area to the region, and then to the world. The earliest editions of *The NA Tree*, adopted in 1976, recommended that groups contribute excess funds “to the area or regional committees that serve the group or through contributions directly to the World Service Office of Narcotics Anonymous.” The idea of “fund flow” first appears in our literature in the 1982 revision of our service manual.

When World Services restructured in the early 1990s, discussion about funding our services reemerged. Then, as now, many members expressed concerns about World Services' reliance on literature sales, and about area and regional service bodies growing too dependent on funds raised by conventions and other events. The potential for direct contributions from members and groups to each level of service seemed worth considering. In 1991, the Board of Trustees produced Bulletin #22: *Direct Contributions* (available at [www.na.org/wsbulletins](http://www.na.org/wsbulletins)). In both its original form and subsequent revisions in 1996 and 2002, it suggests that “[d]irect group contributions to all levels of service can provide a more stable financial base for our service structure.” IP #25, *Self-Support: Principle and Practice*, adopted by the Fellowship in 1998, further clarified this concept. After the 2010 Conference, two IPs—IP #24, *Money Matters: Self-Support in NA*, and IP #28, *Funding NA Services*—replaced *Self-Support*. These provide further context to inform group decisions, including valuable references to the Eleventh Concept and Seventh Tradition.

When all levels of our service structure receive direct financial support from our groups, the bonds of mutual responsibility are strengthened between them.

—Eleventh Concept essay,  
*Twelve Concepts for NA Service*

## Income by Source for 2016–2017

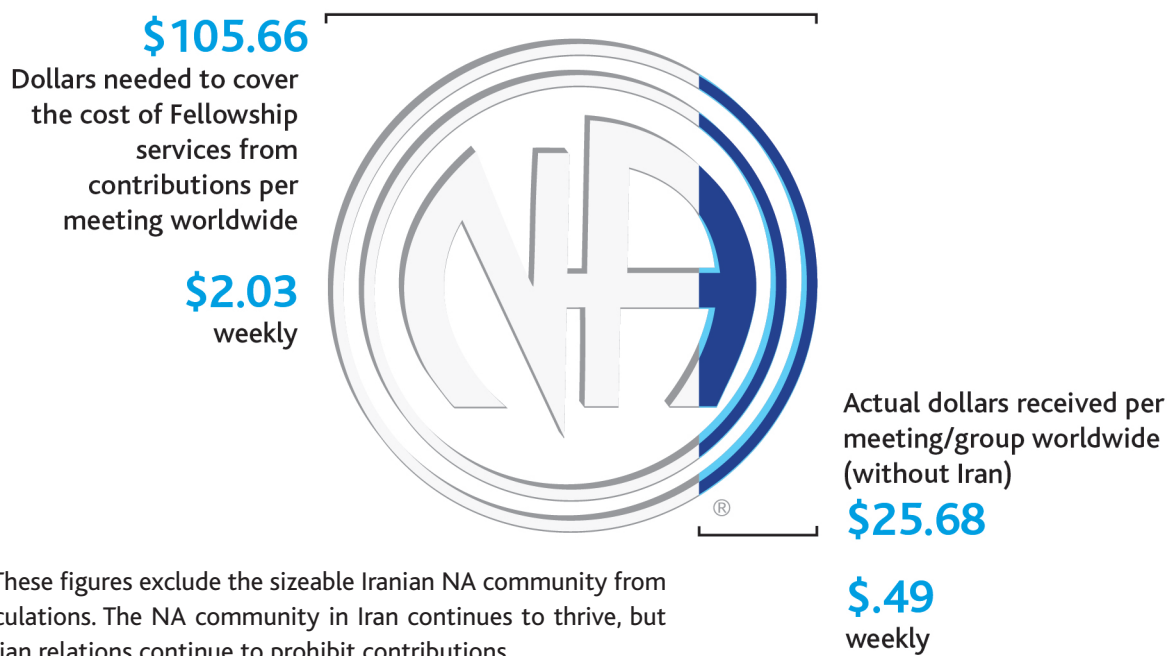


Literature sales have long made up the lion's share of the NAWS budget. In fact, since its publication, sales of the Basic Text have been a primary source of funding for World Services. Today, Fellowship contributions make up a small but growing portion of the budget for the services NAWS provides. Fortunately, NA World Services' publishing operations make up the difference, supplying 87% of the funds necessary to support all of the services we offer to the Fellowship.

As most of our members understand, the fact that NA World Services must operate as a business does not change the spiritual nature of our goals as an organization. The goals set forth in *A Vision for NA Service*, approved at WSC 2010, remain our touchstone and guide everything we do. The continued pursuit of this vision inspires us to provide the highest level of services we can, as documented in the remainder of this *Annual Report*.

Some members have asked, “What would it take to close the gap between contributions and the amount necessary to support services at the current level?” We calculated a per-group estimate strictly for conversational purposes by dividing our total contributions by the number of meetings worldwide. The graphic below illustrates what it would take to fund our services solely by contributions. By providing members with information about what it takes to make these services possible, we can help them see how the money they put in the basket is an investment in our vision.

## Worldwide Fellowship Support Cost per Meeting per Year



### Table 1: Annual WSC & Fellowship Development Expenses and Total Weekly Meetings Worldwide

Fiscal Year	2014	2014 w/out Iran	2015	2015 w/out Iran	2016	2016 w/out Iran	2017	2017 w/out Iran
Number of meetings (worldwide approx.)	63,000	44,800	63,000	44,800	66,906	46,308	66,906	46,308
Total contributions received from meetings worldwide	\$784,472	\$781,472	\$1,038,626	\$1,028,126	\$1,018,092	\$1,018,092	\$1,189,265	\$1,189,265
Annual contributions received per meeting worldwide	\$12.45	\$17.44	\$16.49	\$22.95	\$15.22	\$21.99	\$17.78	\$25.68
Cost to fund Fellowship services (WSC support and Fellowship development)	\$4,698,545		\$4,511,580		\$5,174,894		\$4,892,954	
Dollars needed annually per meeting worldwide to cover Fellowship services	\$74.58	\$104.88	\$71.61	\$100.70	\$77.35	\$111.75	\$73.13	\$105.66
Percentage of expenses currently covered by Fellowship contributions	16.7%	17%	23%	23%	20%	20%	24%	24%

## More Financial Reports

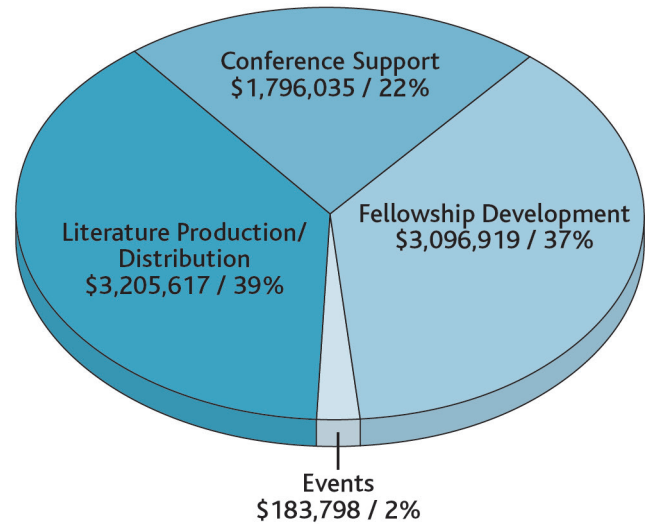
In addition to listing contributions from the NA Fellowship's regions, areas, groups, and individual members, the *NAWS Annual Report* accounts for our finances in three additional reports: a consolidated statement of financial position, a consolidated statement of activities, and a report from an independent auditing firm.

### Consolidated Statements

The *Consolidated Statement of Financial Position* (SoFP) and *Consolidated Statement of Activities* (SoA) report on the financial activity of NA World Services during the 2017 fiscal year. The SoFP, known outside the nonprofit sector as a balance sheet, gives a simple breakdown of the current NAWS financial assets and liabilities. The SoA, also known as an income statement, provides a breakdown of the total income and expenses for all branches of NAWS compared to the budget adopted at WSC 2016.

Under each set of expenses, we include allocated costs for accounting, personnel, overhead, and technology. These expenses cannot be attributed directly to any of the specific areas of activity. We calculate a fixed percentage each cycle to divide these costs among four areas of activity: literature production and distribution, World Service Conference support, Fellowship development, and events. We base the percentages on three factors: the number of personnel required, estimated labor hours, and the amount of physical office space. Other indirect costs such as electricity, water, insurance, and taxes are also estimated for the two-year budget cycle and included as part of these fixed or operational costs.

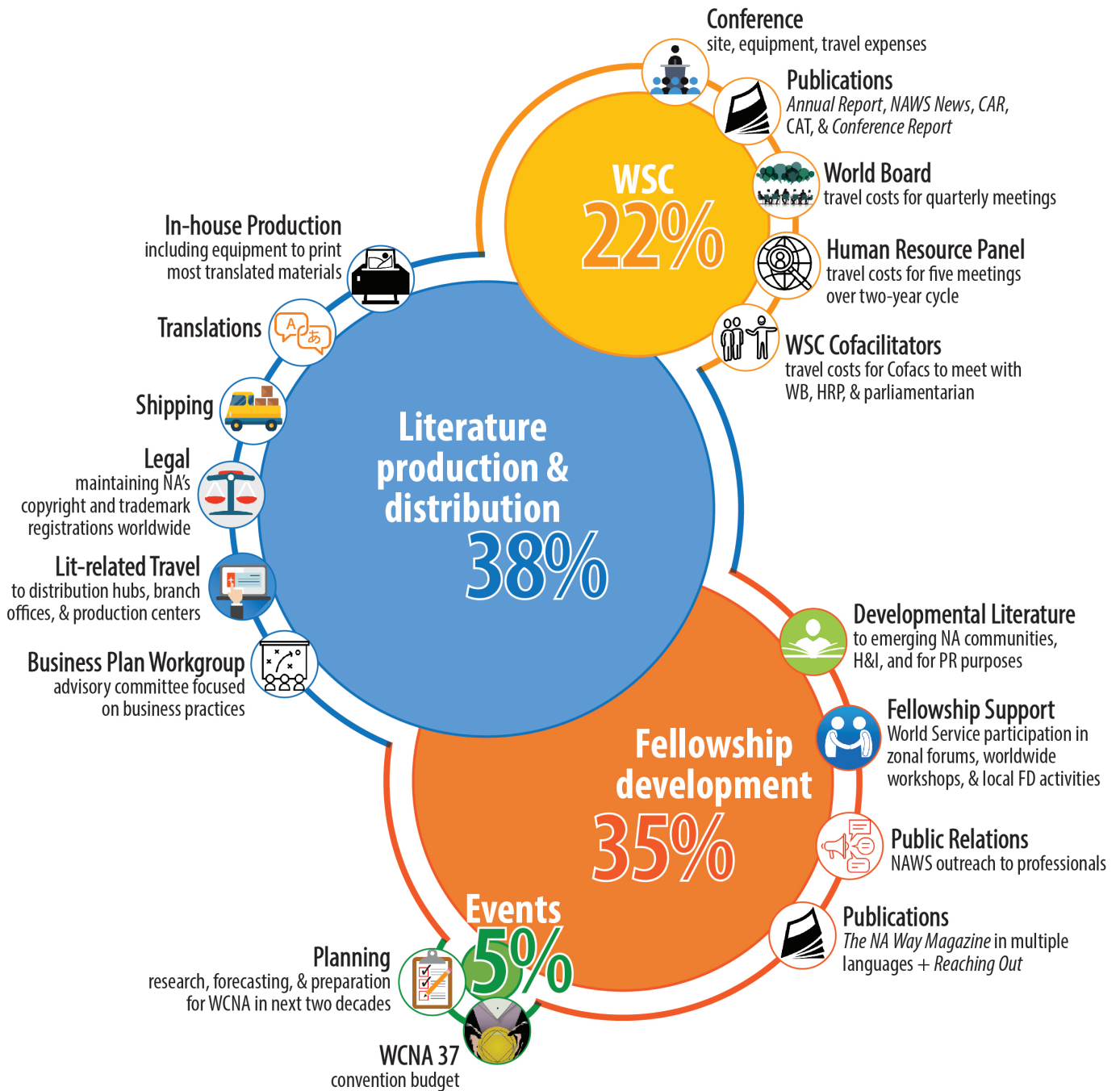
## Actual Expense for FY 2017



## Independent Auditors' Report

NAWS contracts with an independent accounting firm to audit its financial statements each fiscal year. The audit team spends about a week in the Chatsworth office after the close of each fiscal year, during which they perform transactions tests, inspect internal controls, and scrutinize internal financial practices. This professional audit of NAWS' financial reports and practices conforms to best practices in the world of accounting and complies with the legal requirements for nonprofits. In order to audit the financial activities of WSO Iran, we have to hire an accounting firm in Iran that provides its audit to our US-based auditors. While this provides management and the Board with verified figures for all branch offices, it drastically slows down the process.

In compliance with legal requirements for nonprofits, we also have an Audit Committee. This workgroup operates on behalf of the Board and independently of NAWS management. Comparing our internal reports to those of the auditor confirms the validity of our accounting and financial reporting. Our internal reports reflect income and expenses within a few dollars of those verified by an independent auditor. This impartial verification serves as an affirmation of our accounting and financial reporting.



# Fellowship Contributions Report

## 1 July 2016 through 30 June 2017

Contributor (# of contributions)	FY 2017 contributions	+ /- / = compared to FY2016	● Individuals ● Groups ● Area ● Regions ● Activities/other
<p>→ View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a></p>			
<b>ABCD Region</b>			
ABCD Region (10)	2,439.96	+	New Horizon Group (0) 0.00 -
Green Mountain Area (1)	993.41	+	Ozark Area (1) 500.00 +
Individual Members (1)	20.00	+	Recovery in the Daylight Group (9) 382.46 -
Mid-Week Gratitude Group (2)	20.00	+	Regardless of Age Group (0) 0.00 -
Miracle on Main Street Group (0)	0.00	-	Unity Group (0) 0.00 -
Never Alone Group (5)	106.00	-	<i>Arkansas Region Total:</i> 6,533.50 +
No Matter What Group (0)	0.00	-	
Wed Night Step Group (2)	307.99	-	
<i>ABCD Region Total:</i>	3,887.36	-	
<b>Alabama/NW Florida Region</b>			
Alabama/NW Florida Region (2)	5,000.00	=	<b>Australian Region</b>
Individual Members (3)	41.00	+	Australian Region (3) 13,175.53 -
Prattville Gratitude Group (0)	0.00	-	Coolum Spiritual Concepts Group (1) 100.00 +
West Central Alabama Area (1)	700.00	+	Friday Night Steps Group (0) 0.00 -
<i>Alabama/NW Florida Region Total:</i>	5,741.00	+	Individual Members (26) 776.00 +
			Leaderville Speaker Group (1) 159.26 +
			South Australian Area (0) 0.00 -
			Sydney Metro Area (1) 2,493.25 +
			Toorak Group (2) 700.00 -
			<i>Australian Region Total:</i> 17,404.04 -
<b>Alaska Region</b>			
Alaska Region (0)	0.00	-	<b>Baja Son Region</b>
Kenai Peninsula Area (1)	752.24	+	Baja Son Region (3) 440.00 +
Never Alone Group (2)	149.50	+	Baja Son Youth Committee (0) 0.00 -
Walk York Talk Group (2)	900.00	+	<i>Baja Son Region Total:</i> 440.00 +
<i>Alaska Region Total:</i>	1,801.74	+	
<b>AL-SASK Region</b>			
AL-SASK Region (2)	1,595.32	-	<b>Belgium Region</b>
Forward Bound Group (1)	200.00	-	Belgium Region (0) 0.00 -
On the Mend Group (1)	36.23	-	Center & South Area (0) 0.00 -
Peace Area (3)	1,000.00	-	Farsi Group (3) 183.90 +
<i>AL-SASK Region Total:</i>	2,831.55	-	Hasselt Group (0) 0.00 -
			Individual Members (1) 5.30 +
			<i>Belgium Region Total:</i> 189.20 -
<b>Aotearoa New Zealand Region</b>			
Aotearoa/New Zealand Region	-3,386.20	-	<b>Best Little Region</b>
Individual Members (0)	0.00	-	12 Steps - New Life Group (13) 354.01 -
<i>Aotearoa NZ Region Total:</i>	-3,386.20	-	Best Little Region (1) 500.00 =
			Best Little Region Convention (1) 1,182.65 -
			Honesty, Open-Mindedness, & Willingness Group (17) 134.00 +
			Individual Members (1) 16.00 -
			Nothing to Fear Group (12) 470.36 -
			Panhandle Area (5) 40.60 -
			Something New Group (0) 0.00 -
			Unity Area (0) 0.00 -
			<i>Best Little Region Total:</i> 2,697.62 -
<b>Arizona Region</b>			
12 to Life Group (1)	222.00	-	<b>Big Moscow Region</b>
Area Campout (1)	50.00	+	Big Moscow Region (1) 1,128.00 +
Arizona Region (2)	11,500.00	+	<i>Big Moscow Region Total:</i> 1,128.00 +
Deep South Camp Out (0)	0.00	-	
Dynamite Men's Group (4)	67.42	+	<b>Bluegrass-Appalachian Region</b>
Dynamite Recovery Group (3)	159.00	+	Bluegrass-Appalachian Region (1) 300.00 -
East Valley Area (4)	389.00	+	<i>Bluegrass-Appalachian Region Total:</i> 300.00 -
Individual Members (4)	205.63	+	
It's Time Group (3)	43.49	-	<b>Brazil Region</b>
Not Just Another NA Group (6)	156.12	-	Individual Members (1) 40.00 +
Options for Us Group (4)	320.00	+	<i>Brazil Region Total:</i> 40.00 +
Recovery on the River Group (1)	787.12	+	
Saturday Morning Group (0)	0.00	-	<b>Brazil Sul Region</b>
Turn the Page Group (0)	0.00	-	Individual Members (1) 100.00 +
West Valley Area (1)	269.77	+	<i>Brazil Sul Region Total:</i> 100.00 +
<i>Arizona Region Total:</i>	14,169.55	+	
<b>Arkansas Region</b>			
Arkansas Region (1)	5,651.04	+	
Foothills Unity Area (0)	0.00	-	
Individual Members (0)	0.00	-	



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 ● Individuals ● Groups ● Area ● Regions ● Activities/other  
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<b>British Columbia Region</b>				
British Columbia Region (3)	5,870.00	+	Individual Members (28) 10,690.00 +	
Cloverdale Group (2)	300.00	+	Just For Today Group (1) 21.12 +	
Good Life Group (1)	76.45	+	Just for Today Group (2) 92.24 -	
Individual Members (12)	120.00	-	Lake Norman Area (4) 442.00 -	
Ladysmith Steps & Traditions Group (2)	225.00	+	NAPD Group (1) 100.00 -	
Never Too Young Group (0)	0.00	+	Never Too Late Group (3) 63.00 -	
New West Nooners Group (0)	0.00	-	New Horizons Group (1) 178.00 +	
South Vancouver Island Area (4)	2,249.70	-	North Central Carolina Area (0) 0.00 -	
Thursday Night Winners Group (3)	252.20	+	Phoenix Group (1) 73.00 +	
Vancouver Island North & Powell River Area (1)	1,000.00	+	Port City Area (1) 15.25 -	
Words of Wisdom Group (2)	171.35	-	Primary Purpose Group (3) 111.00 -	
<i>British Columbia Region Total:</i>	10,264.70	+	South Coastal Area (9) 415.41 +	
<b>Buckeye Region</b>				
Buckeye Region (5)	850.00	+	Spiritually High Group (0) 0.00 -	
Great Lakes Area (1)	500.00	=	Stay Clean Group (1) 100.00 -	
Individual Members (0)	0.00	-	Sun City Area (1) 360.00 -	
Lucky Ones Group (0)	0.00	-	Surrender to Win Group (2) 194.00 +	
Stark Tuscarawas Area (0)	0.00	-	Upper South Carolina Area (8) 2,662.05 +	
WAGS Area (0)	0.00	-	<i>Carolina Region Total:</i> 35,476.14 +	
Western Reserve Area (13)	280.00	+	<b>Cayman Islands Region</b>	
<i>Buckeye Region Total:</i>	1,630.00	+	Cayman Islands Region (0)	0.00 -
<b>California Inland Region</b>				
California Inland Region (1)	25.99	-	<i>Cayman Islands Region Total:</i>	0.00 -
Southwest Area (0)	0.00	-	<b>Central Atlantic Region</b>	
We Do Recover Group (10)	80.00	-	Almost Heaven Area (0)	0.00 -
<i>California Inland Region Total:</i>	105.99	-	Central Atlantic Region (2)	6,575.61 -
<b>California Mid-State Region</b>				
CA Mid-State Region (1)	2,100.00	-	Enjoying the Journey Group (2)	245.00 +
Caring & Sharing Group (4)	98.75	-	Hope & Gratitude Group (3)	540.46 +
Central Sierra Area (1)	250.00	+	Individual Members (32)	640.00 +
First Thought Wrong Group (1)	25.00	+	Live or Die Group (1)	100.00 +
Foothill Area (6)	37.77	+	New Dominion Area (1)	1,701.00 -
Individual Members (3)	242.84	+	New Vision Group (9)	140.00 +
Just For Today Group (1)	72.00	+	Over & Beyond Group (0)	0.00 -
<i>California Mid-State Region Total:</i>	2,826.36	-	Piedmont Area (1)	500.00 -
<b>Canada Atlantic Region</b>				
Annapolis Valley Area (0)	0.00	-	Rappahannock Area (1)	240.00 +
Canadian Atlantic Region (2)	2,156.47	+	Reisterstown Family Group Miracles Happen (1)	50.00 +
Foundation Group (1)	200.00	+	Roanoke Valley Area (0)	0.00 -
New Awakenings Group (2)	150.00	-	Survivors Group (0)	0.00 -
<i>Canada Atlantic Region Total:</i>	2,506.47	+	We Do Recover Group (8)	572.88 +
<b>Carolina Region</b>				
All Kidding Aside Group (4)	214.25	-	<i>Central Atlantic Region Total:</i>	11,304.95 -
Basic Text Express Group (5)	99.26	+	<b>Central California Region</b>	
Bound For Freedom Group (0)	0.00	-	Central California Region (1)	261.98 -
Capital Area (3)	1,606.25	+	Central California Regional Convention (1)	2,598.37 -
Carolina Region (3)	17,000.00	-	Central Coast Area (11)	335.99 -
Clean & Serene Group (0)	0.00	-	Clear Message Group (0)	0.00 -
Clean Living Group (6)	130.03	+	County Line Area (8)	1,551.59 +
Early Bird Special Group (15)	298.78	+	Give it Away Men's Group (0)	0.00 -
End of the Road Group (9)	78.00	+	Gold Coast Area (13)	1,534.00 -
Expressions of Freedom Group (2)	150.00	+	Individual Members (29)	1,245.00 +
Flowerdown Group (4)	232.50	+	Kern County Area (12)	600.00 +
Foothills Area (0)	0.00	-	Kern County Women's Brunch (0)	0.00 -
Fortune Cookie Group (2)	150.00	-	Living Clean Group (1)	28.12 -
Grassroots Group (0)	0.00	-	Positive Hour Group (2)	350.00 +
Halls of Freedom Group (0)	0.00	-	Recovery Cloud Group (0)	0.00 -
Hugs Not Drugs Group (0)	0.00	-	Revolving Mondays Group (0)	0.00 -
I Can't We Can Group (0)	0.00	-	Sisters in Recovery Group (0)	0.00 -
			Spiritual Not Religious Group (10)	207.03 -
			Thursday Noon Group (0)	0.00 -
			<i>Central California Region Total:</i>	8,712.08 -
			<b>Chesapeake &amp; Potomac Region</b>	
			Chesapeake/Potomac Region (2)	7,911.95 +
			C & P Regional Convention (2)	93,826.39 +
			Girls Night Out Group (1)	10.00 +

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Individual Members (16)	389.00	-		Sanity On Sunday Group (11)
It Works How & Why Group (4)	78.51	+		Solutions for Sisters Group (0)
Old Time Recovery Group (0)	0.00	-		Steppin Thru It All Group (1)
<i>Chesapeake &amp; Potomac Region Total:</i>	<i>102,215.85</i>	<i>+</i>		What a Way to Grow Group (1)
<b>Chicagoland Region</b>				<i>Connecticut Region Total:</i>
Blue Skies Ahead Group (8)	210.00	+		12,867.28
Chicagoland Region (0)	0.00	-		
Evanston Stags Group (1)	100.00	+		<b>Costa Rica Region</b>
Individual Members (20)	1,375.00	-		Individual Members (2)
Just For Today Group (4)	75.48	+		<i>Costa Rica Region Total:</i>
Meditation On Monday Group (0)	0.00	-		6.00 =
Night Before Xmas Group (9)	120.00	+		<b>Czecho-Slovak Region</b>
Southwest City Area (9)	364.37	+		Individual Members (2)
The Group (0)	0.00	-		<i>Czecho-Slovak Region Total:</i>
West Suburbs Area (1)	500.00	+		600.00 +
<i>Chicagoland Region Total:</i>	<i>2,744.85</i>	<i>+</i>		<b>Denmark Region</b>
<b>Chile Region</b>				Copenhagen Area (0)
Chile Region (0)	0.00	-		Denmark Region (0)
Santiago Norte Area (3)	450.00	+		Individual Members (0)
Sur Oriente - Rio Maipo Area (1)	90.00	-		Storstroem og Vestsjaelland Area (1)
<i>Chile Region Total:</i>	<i>540.00</i>	<i>-</i>		Together We Can Group (1)
<b>Colombia Region</b>				<i>Denmark Region Total:</i>
Colombia Region (0)	0.00	-		200.00 -
Grupo El Camino (4)	127.00	-		<b>Eastern New York Region</b>
<i>Colombia Region Total:</i>	<i>127.00</i>	<i>-</i>		Eastern NY Region (1)
<b>Colorado Region</b>				Grupo Tomalo Con Calma (1)
9th & Emerson Group (0)	0.00	-		Individual Members (13)
Ain't Dead Yet Group (1)	367.36	-		<i>Eastern New York Region Total:</i>
Clean & Serene Group (0)	0.00	-		1,222.00 +
Colorado Region (2)	1,255.00	-		<b>Eastern Pennsylvania Region</b>
Continued Deflation Group (3)	403.91	-		Eastern Pennsylvania Region (2)
Crestone Group (2)	45.00	+		It's All Write Group (1)
Fun Addicts Group (1)	40.00	+		<i>Eastern Penn Region Total:</i>
Golden Group (0)	0.00	-		9,890.52 +
Humble Lights Group (1)	55.00	-		<b>Egypt Region</b>
Individual Members (13)	160.00	+		Egypt Region (2)
Just Can't Miss It Group (3)	391.76	+		<i>Egypt Region Total:</i>
Living Proof Group (1)	50.00	+		5,500.00 -
Mile High Area (5)	751.05	-		<b>Finland Region</b>
Pallbears Group (2)	120.50	+		Finland Region (0)
Pikes Peak Area (5)	590.58	-		Halukkuus Group (1)
Primary Purpose Group (6)	148.00	-		Hyva Tahto Group (1)
Razor's Edge Group (1)	25.00	+		Individual Members (1)
Serenity Unlimited Area (0)	0.00	-		South Area (1)
Sisters in Recovery Group (1)	15.00	+		<i>Finland Region Total:</i>
Southside Survivors Group (2)	100.00	-		1,478.36 -
Surrender to Win Group (4)	135.40	+		<b>Florida Region</b>
Together We Can in Steamboat Group (1)	25.00	+		A Train to Somewhere Group (4)
Wakeup Call Group (0)	0.00	-		Basic Meeting Group (0)
When at the End of the Road Group (5)	356.79	+		Bay Area (1)
<i>Colorado Region Total:</i>	<i>5,035.35</i>	<i>-</i>		Changing Through the Steps Group (5)
<b>Connecticut Region</b>				Circle of Hope Minneola Group (2)
Connecticut Region (7)	12,127.21	+		Florida Region (2)
Don't Quit Surrender Group (3)	35.36	+		Forest Area (1)
F F Women's Retreat (1)	70.28	+		Freedom to Change Group (0)
Get Clean or Die Trying Group (2)	122.19	+		Greater Orlando Area (8)
Greater Hartford Area (1)	51.05	+		Individual Members (7)
Individual Members (2)	28.00	+		It Works - We Do Recover Group (1)
Planet Recovery Group (1)	29.30	-		It Works How & Why Group (0)
Point Of Freedom Group (1)	50.00	+		Just for Thursday Group (2)
				Life on Life's Terms Group (11)
				Miracles of Faith Group (2)
				Old School Group (0)
				Our Primary Purpose Group (5)
				Palm Coast Area (3)
				Point of Freedom Group (4)
				Recovery Central Group (11)

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<p style="text-align: right;">→ View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a></p>			
<b>Florida Region</b>			
Recovery Matters Group (3)	71.27	-	
Recovery On Campus Group (5)	302.30	+	
Soul Sistars Group (3)	130.00	+	
Spiritual Solutions Group (3)	125.00	+	
Steps To Freedom Group (8)	470.00	+	
Sunday Skool Group (6)	155.34	+	
Tampa Funcoast Area (0)	0.00	-	
The Lie is Dead Group (3)	60.16	+	
We Do Recover Group (1)	1.00	+	
<b>Florida Region Total:</b>	<b>24,484.63</b>	<b>+</b>	
<b>France Region</b>			
France Region (2)	6,970.40	+	
Individual Members (1)	16.04	-	
<b>France Region Total:</b>	<b>6,986.44</b>	<b>+</b>	
<b>Free State Region</b>			
Clean Living Group (0)	0.00	-	
Free State Region (3)	7,814.18	-	
Girl's Night Out Group (5)	80.00	+	
Individual Members (4)	145.00	+	
Practicing Principles Group (0)	0.00	-	
Some are Sicker than Others Group (1)	100.00	+	
<b>Free State Region Total:</b>	<b>8,139.18</b>	<b>-</b>	
<b>Georgia Region</b>			
Backroom Group (3)	600.00	=	
Blind Faith Group (0)	0.00	-	
Clean Air Act Group (7)	378.99	-	
Clean in Clermont Group (3)	380.00	+	
Close Encounters Group (4)	238.05	-	
CRD @ Kennesaw University Group (0)	0.00	-	
First Step Group (5)	266.28	+	
Georgia Region (0)	0.00	-	
Grateful Heads Group (1)	140.00	+	
Hope in the Mountains Group (0)	0.00	-	
Individual Members (24)	1,989.81	-	
International City Group (8)	203.21	-	
Just For Sunday Group (0)	0.00	-	
Living Free Group (7)	309.12	+	
Macon Miracles Group (3)	170.00	-	
New Horizon Group (4)	509.82	-	
North Atlanta Area (1)	1,280.50	-	
Open Mind Group (1)	50.00	+	
Sisters in Unity Group (5)	160.14	-	
Surrender Group (2)	147.80	-	
<b>Georgia Region Total:</b>	<b>6,823.72</b>	<b>-</b>	
<b>German Speaking Region</b>			
Berlin Area (Gebiet Berlin) (4)	5,230.00	+	
Berlin Magic Monday Group (2)	109.80	-	
Bochum Group (4)	407.79	-	
Dock Nord Group (1)	108.00	+	
Freitag Jungenheim Gruppe (1)	170.00	+	
German Speaking Region (2)	2,273.30	+	
Individual Members (24)	3,988.90	+	
Mierendorfpl Group (1)	42.40	+	
Old School Thursday Group (1)	56.00	+	
Pavillon der Hoffnung Gruppe (2)	270.79	+	
Saturday Night Party Gruppe (1)	160.50	+	
<b>German Speaking Region Total:</b>	<b>12,817.48</b>	<b>+</b>	
<b>Grande Sao Paulo Region</b>			
Grupo Vila Maria (0)	0.00	-	
<b>Grande Sao Paulo Region Total:</b>	<b>0.00</b>	<b>-</b>	
<b>Greater Illinois Region</b>			
Greater Illinois Region (1)	1,054.23	-	
Helping Hands Group (1)	20.00	+	
Individual Members (2)	95.00	+	
Keep it Simple Group (0)	0.00	-	
Only One Promise Area (0)	0.00	-	
<b>Greater Illinois Region Total:</b>	<b>1,169.23</b>	<b>-</b>	
<b>Greater New York Region</b>			
A Greater Consciousness Group (10)	134.50	-	
Bridge Back to Life Group (0)	0.00	-	
Carrying the Message Group (1)	10.00	+	
Co-op Recovery Group (1)	23.00	-	
Eastern Long Island Area (1)	600.00	+	
Greater New York Region (2)	600.00	+	
Individual Members (35)	835.00	+	
Life After Drugs Group (0)	0.00	-	
Miracles in Co-op City Group (3)	135.00	+	
Monday Night Miracles Group (0)	0.00	-	
New York City Area (1)	400.00	+	
Only Game in Town Group (1)	40.00	+	
Recovery at 5 Corner Group (6)	894.00	+	
Recuperacion for Today Group (1)	73.00	+	
Recurring Themes Group (2)	75.00	-	
Rockland Area (0)	0.00	-	
Serenity on Saturday Group (9)	131.00	-	
SOS (Serenity on Saturday) Group (0)	0.00	-	
Westside Women's Group (0)	0.00	-	
Women on the Journey Group (2)	141.00	-	
<b>Greater New York Region Total:</b>	<b>4,091.50</b>	<b>+</b>	
<b>Greater Philadelphia Region</b>			
Clean Acres Area (Chester County) (6)	459.98	+	
Delco Area (8)	5,145.64	+	
Easy Does It Group (1)	75.00	+	
Folsom Group (0)	0.00	-	
Greater Philadelphia Region (4)	4,000.00	+	
Individual Members (1)	50.00	+	
Surrender To Win Group (0)	0.00	-	
<b>Greater Philadelphia Region Total:</b>	<b>9,730.62</b>	<b>+</b>	
<b>Greece Region</b>			
English Speaking Group (0)	0.00	-	
Greece Region (1)	105.79	+	
Individual Members (1)	100.00	+	
<b>Greece Region Total:</b>	<b>205.79</b>	<b>+</b>	
<b>Hawaii Region</b>			
Hawaii Region (3)	495.50	-	
Just for Today Group (0)	0.00	-	
Kauai Area (2)	150.00	+	
Living Clean: The Journey Continues Grp (2)	170.00	-	
Nooners Group (1)	10.00	+	
Oahu Area (13)	1,014.55	+	
Our Gratitude Speaks Group (0)	0.00	-	
Owau No Au Group (2)	45.66	+	
<b>Hawaii Region Total:</b>	<b>1,885.71</b>	<b>-</b>	
<b>HOW Region</b>			
Grupo Luz (1)	230.00	+	
Individual Members (1)	10.00	+	
Repasse Group (0)	0.00	-	
<b>HOW Region Total:</b>	<b>240.00</b>	<b>+</b>	

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**Indiana Region**

Beyond the End of the Road Group (1)	337.93	+
Broad Ripple Group (4)	267.00	+
Central Indiana Area (6)	1,609.98	-
Cross Roads Area (0)	0.00	-
East Central Area (6)	456.00	+
End Of Summer Celebration (1)	75.00	-
Group Ripple (3)	200.00	+
Hard Core Group (0)	0.00	-
Heartland Area (6)	1,211.58	+
Indiana Region (9)	2,215.33	+
Indiana Region Convention (1)	7,403.22	-
Individual Members (6)	1,160.20	-
Michiana Area (4)	140.00	-
Mid-State Area (2)	200.00	-
NE Indiana Area (2)	276.53	+
Rats NA Drain Ditch Group (15)	348.25	+
South Shore Area (1)	250.00	+
Tuesday Night Group (4)	110.53	-
Wonderful Place Group (0)	0.00	-
<i>Indiana Region Total:</i>	16,261.55	-

**Iowa Region**

Dubuque Area (0)	0.00	-
Individual Members (12)	180.00	=
Iowa Region (2)	3,565.60	-
New Way of Life Group (0)	0.00	-
New Way to Live Group (0)	0.00	-
Rathburn Regional Group (1)	200.00	+
Southwest Iowa Area (0)	0.00	-
Vision of Hope Group (0)	0.00	-
<i>Iowa Region Total:</i>	3,945.60	-

**Iran Region**

Iran Region (1)	10,000.00	+
<i>Iran Region Total:</i>	10,000.00	+

**Irish Region**

Individual Members (5)	180.00	-
Irish Region (1)	702.00	+
Lunch Time Recovery Group (1)	30.00	+
<i>Irish Region Total:</i>	912.00	+

**Italy Nation Region**

Italy Region (1)	2,120.00	-
<i>Italy Nation Region Total:</i>	2,120.00	-

**Japan Region**

Individual Members (2)	27.00	+
Japan Region (0)	0.00	-
Shinjuku Group (0)	0.00	-
<i>Japan Region Total:</i>	27.00	-

**Kentuckiana Region**

How it Works Group (5)	211.57	+
Individual Members (7)	36.00	-
Just Us Home Group (10)	140.00	+
Kentuckiana Region (0)	0.00	-
Living the Program Group (3)	40.00	-
Louisville Area (11)	550.00	-
Serene Warriors Group (0)	0.00	-
South Central Kentucky Area (2)	87.68	+
<i>Kentuckiana Region Total:</i>	1,065.25	-

**Kuwait Region**

Kuwait Region (2)	4,171.00	+
<i>Kuwait Region Total:</i>	4,171.00	+

**Lone Star Region**

Another Chance Group (12)	120.00	+
Broadway Group (12)	1,245.00	+
Dallas Area (9)	5,817.94	+
Desoto Group (0)	0.00	-
Eastside Recovery Group (2)	17.80	-
Expect A Miracle Group (3)	550.00	+
Fort Worth Area (13)	1,506.88	+
Individual Members (28)	1,386.26	+
Irving Group (9)	843.30	+
Just for Today Group (5)	242.50	-
Last House on the Block Group (13)	1,626.18	-
Lone Star Region (1)	666.67	-
Mansfield Group (4)	225.00	+
McKinney Group (5)	1,700.00	+
New Beginnings Group (5)	125.00	-
Northside Group (11)	4,870.42	+
Piney Woods Area (1)	101.00	-
Stonewall Group (2)	20.00	+
Town East Group (11)	550.00	+
Visions of Recovery Group (1)	100.00	+
Wylie Group (2)	75.00	+
<i>Lone Star Region Total:</i>	21,788.95	+

**Louisiana Region**

Awaken Spiritually Group (2)	147.00	+
Giving It Back BBQ (0)	0.00	-
Louisiana Region (3)	1,100.00	+
Northshore Area (6)	683.61	-
Providence Group (1)	20.00	+
Recovery in General Group (0)	0.00	-
Serenity Group (0)	0.00	-
SNRP Group (1)	50.00	+
Spirituality in the Wilderness Group (0)	0.00	-
Stairway To Life Group (1)	120.00	+
Unity Area (1)	50.00	+
<i>Louisiana Region Total:</i>	2,170.61	+

**Metro Detroit Region**

Daily Maintenance Group (1)	50.00	+
Metro Detroit Region (3)	2,200.00	+
Monroe County Area (7)	550.00	+
Tri City Area (0)	0.00	-
Western Wayne Area (7)	4,765.53	+
<i>Metro Detroit Region Total:</i>	7,565.53	+

**Mexico Region**

Individual Members (1)	50.00	+
<i>Mexico Region Total:</i>	50.00	+

**Michigan Region**

Alpha Group (5)	70.00	-
Battle Creek Area (0)	0.00	-
Brett Snow (1)	30.00	-
Capital Area (5)	300.71	-
Daily Maintenance Group (2)	70.00	+
Greater Grand Rapids Area (2)	327.61	+
Individual Members (5)	87.53	-
Michigan Region (14)	4,950.18	+
Principles Before Personalities Group (11)	608.71	+
R&R at the Fort (0)	0.00	-

Contributor (# of contributions)	FY 2017 contributions	+ /- / = compared to FY2016	<span style="color: purple;">●</span> Individuals <span style="color: green;">●</span> Groups <span style="color: orange;">●</span> Area <span style="color: blue;">●</span> Regions <span style="color: red;">●</span> Activities/other → View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a>
Recovery on the Rock Group (0)	0.00	-	<b>Nebraska Region</b> <hr/> Fremont Area (0) 0.00 - Happy Havelock Group (3) 143.50 + Nebraska Region (3) 10,695.72 + Sunday Nooners Club Group (1) 200.00 + Ties that Bind Group (0) 0.00 - <i>Nebraska Region Total:</i> 11,039.22 + <hr/> <b>Nepal Region</b> <hr/> Pokhara Area (0) 0.00 - <i>Nepal Region Total:</i> 0.00 - <hr/> <b>Netherlands Region</b> <hr/> Amersfoort Group (0) 0.00 - Individual Members (0) 0.00 - South Netherlands Area (0) 0.00 - <i>Netherlands Region Total:</i> 0.00 - <hr/> <b>New England Region</b> <hr/> Dorchester Young People's Group (0) 0.00 - Greater Providence Area (3) 1,500.00 - Individual Members (2) 290.00 - Leggs n Eggs Group (2) 90.00 + Martha's Vineyard Area (3) 3,500.00 + New England Region (6) 21,666.52 + Recovery in the Chapel Group (2) 61.00 + The Promise is Freedom Group (1) 30.00 + Watertown Men's Group (1) 124.00 + <i>New England Region Total:</i> 27,261.52 + <hr/> <b>New Jersey Region</b> <hr/> Back to Basics Group (0) 0.00 - Bordertown Group (8) 218.10 + Burlington County Area (3) 462.39 + Individual Members (19) 692.00 + Morning Miracle Group (2) 212.00 + New Jersey Region (4) 22,200.00 + Ocean Area (1) 500.00 - Steppin' Out on Saturday Group (0) 0.00 - What's in a Name Group (0) 0.00 - <i>New Jersey Region Total:</i> 24,284.49 + <hr/> <b>North Carolina Region</b> <hr/> Individual Members (29) 699.00 + North Carolina Region (4) 7,777.98 + Surrender to Win Group (0) 0.00 - <i>North Carolina Region Total:</i> 8,476.98 + <hr/> <b>NW Russia Region</b> <hr/> North West Russia Region (0) 0.00 - <i>North West Russia Region Total:</i> 0.00 - <hr/> <b>Northern California Region</b> <hr/> Area de Habla Hispana Area (2) 226.56 - Atmosphere of Recovery Group (1) 30.00 - Back to Basics Group (9) 138.50 - Camden Home Group (0) 0.00 - Contra Costa Area (3) 1,000.00 - CUG Group (0) 0.00 - Davis Group (12) 436.79 + Early Serenity Men's Group (10) 815.55 + East Bay North Women's Group (0) 0.00 - Echoing Recovery Home Group (0) 0.00 - Elk Grove Home Group (1) 19.25 - Friday Night Alternative Group (12) 613.51 + Gilroy Home Group (1) 105.00 -
Southwest Michigan Area (0)	0.00	-	
Work the Steps or Die Group (3)	110.00	-	
<i>Michigan Region Total:</i>	6,554.74	+	
<b>Mid-America Region</b>			
Individual Members (1)	320.00	+	
Just For Today Group (0)	0.00	-	
Mid-America Region (1)	13.46	+	
OZ Area (1)	400.00	+	
Unity Day (1)	50.00	+	
<i>Mid-America Region Total:</i>	783.46	+	
<b>Mid-Atlantic Region</b>			
How Group (0)	0.00	-	
Individual Members (39)	582.57	+	
MARLCNA (0)	0.00	-	
Mid-Atlantic Region (4)	12,782.75	-	
Nothing To Fear Group (1)	13.00	-	
Only With Vigilance Group (1)	20.00	+	
The Journey Continues Group (3)	505.51	-	
<i>Mid-Atlantic Region Total:</i>	13,903.83	-	
<b>Minnesota Region</b>			
A New Way to Live Group (5)	125.00	+	
Addicts in Recovery Group (2)	43.50	+	
Back to Basics Area (2)	-8,659.23	-	
Fresh Start Group (3)	144.51	-	
Gotta Do Something Group (1)	33.31	-	
Individual Members (6)	285.00	+	
Minnesota Region (2)	20,110.33	+	
Northern Lights Area (1)	1,953.68	+	
Open Door Area (1)	250.00	+	
Our Freedom Springs Group (0)	0.00	-	
Recovery in the Heartland Area (1)	1,000.00	=	
So Suburban Fireside Area (1)	218.18	-	
Twin Cities Area (1)	142.92	-	
Vision of Hope Area (1)	137.54	+	
Wee Are Here Area (1)	1,000.00	+	
<i>Minnesota Region Total:</i>	16,784.74	-	
<b>Mississippi Region</b>			
Delta Area (1)	100.00	+	
Individual Members (1)	50.00	+	
Just for Today Group (4)	200.00	+	
Mississippi Region (4)	4,038.00	+	
<i>Mississippi Region Total:</i>	4,388.00	+	
<b>Montana Region</b>			
Freedom Group (1)	25.00	-	
Individual Members (13)	1,500.00	+	
Montana Region (4)	2,180.21	-	
Never Alone Group (0)	0.00	-	
<i>Montana Region Total:</i>	3,705.21	-	
<b>Mountaineer Region</b>			
Beacon of Hope Group (1)	10.80	+	
Choose to Live Group (1)	10.00	+	
Home Group (1)	25.00	+	
Hope without Dope Group (2)	25.00	-	
Individual Members (1)	30.00	+	
Mountaineer Region (2)	3,000.00	-	
Oceana Group (0)	0.00	-	
Phoenix Group (3)	140.00	+	
We All Belong Group (5)	80.00	-	
<i>Mountaineer Region Total:</i>	3,320.80	-	

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				→ View previous NAWs Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a>
Individual Members (16)	455.13	-		
Just for Today Group (0)	0.00	-		
Just For Today Nooner Group (1)	50.00	+		
Living Clean Group (4)	135.00	+		
Los Gatos Home Group (0)	0.00	-		
Mission Peak Area (7)	4,895.69	+		
Monday at a Time Group (2)	127.00	+		
Monterey County Area (13)	2,300.00	+		
Napa/Solano Area (0)	0.00	-		
Nooner Group (12)	472.50	+		
Northern California Region (7)	19,057.65	-		
Old School Group (0)	0.00	-		
Orland Back to Basics Group (7)	235.10	-		
Paradise Monday Night Group (3)	5.00	-		
Sacramento Area Convention (0)	0.00	-		
San Tomas Solution Group (2)	78.25	-		
Shasta/Trinity Area (11)	1,246.15	+		
Sponsoring Group (1)	25.00	+		
Sunday Night Serenity Group (5)	171.71	-		
Three to Life Group (0)	0.00	-		
We Do Recover Group (16)	525.00	-		
Wild Recovery Group (1)	158.00	-		
<b>Northern California Region Total:</b>	<b>33,322.34</b>	<b>-</b>		
<b>Northern New England Region</b>				
Individual Members (0)	0.00	-		
Northern New England Region (2)	6,970.00	+		
Presque Isle Group (0)	0.00	-		
Pure & Simple Group (0)	0.00	-		
Waterville Five & Dime Group (0)	0.00	-		
<b>N. New England Region Total:</b>	<b>6,970.00</b>	<b>+</b>		
<b>Northern New Jersey Region</b>				
Bergen Area (1)	500.00	+		
Bergen Area Convention (0)	0.00	-		
Expect a Miracle Group (1)	75.00	+		
Free at Last Group (1)	30.00	+		
Freedom Through Unity Area (7)	813.95	+		
Greater New Brunswick Area (4)	3,231.05	+		
Greater Plainfield Area (0)	0.00	-		
Hudson County Area (13)	241.00	-		
Individual Members (2)	282.00	-		
Midday Matinee Group (1)	50.00	-		
More Will Be Revealed Group (1)	73.00	-		
Northern New Jersey Region (7)	11,200.00	+		
Northwest New Jersey Area (7)	92.96	+		
Passaic County Area (0)	0.00	-		
Plainfield Connection Group (0)	0.00	-		
Principles before Personalities Group (1)	90.00	+		
Recovery Primary Purpose Group (1)	20.00	=		
We Do Recover Group (3)	72.50	+		
<b>Northern New Jersey Region Total:</b>	<b>16,771.46</b>	<b>+</b>		
<b>Northern New York Region</b>				
Atmosphere of Recovery Group (0)	0.00	-		
I Just Don't Know Group (1)	76.00	-		
Individual Members (7)	392.57	+		
Northern New York Region (3)	385.22	+		
We Together Hand in Hand Group (1)	50.00	+		
<b>Northern New York Region Total:</b>	<b>903.79</b>	<b>+</b>		
<b>Norway Region</b>				
Fredags Gruppa (1)	152.60	+		
Kongsberg Group (1)	700.00	+		
Norway Region (0)	0.00	-		
			● Omrade East 2 Area (0)	0.00 -
			● South Area (3)	850.31 -
			<b>Norway Region Total:</b>	<b>1,702.91 -</b>
<b>Occidente-Mexico Region</b>				
			● Occidente Region (1)	200.00 -
			<b>Occidente-Mexico Region Total:</b>	<b>200.00 -</b>
<b>Ohio Region</b>				
			● Come Together Group (5)	235.00 +
			● Greater Cincinnati Area (2)	292.41 -
			● Individual Members (12)	900.00 +
			● Ohio Region (4)	8,479.32 +
			● Principles Group (1)	136.53 -
			● Therapeutic Value Group (1)	25.00 -
			● West Side Story Group (1)	120.00 -
			● Winners' Group (4)	750.00 +
			<b>Ohio Region Total:</b>	<b>10,938.26 +</b>
<b>OK Region</b>				
			● 33rd Street Recovery Group (1)	15.00 =
			● Broken Arrow Serenity Seekers Group (1)	120.00 +
			● Claremore Group (2)	100.00 +
			● Cushing Connections Group (8)	150.00 +
			● Hump Day Group (0)	0.00 -
			● Individual Members (9)	180.00 +
			● Living Room Group (4)	35.83 -
			● NA-A-Risin' Group (0)	0.00 -
			● No Grass Group (3)	384.00 +
			● Northside Stroll Group (6)	662.50 +
			● OK Region (6)	3,000.00 -
			● Serenity Seekers Group (1)	50.00 +
			● Walk Your Talk Group (0)	0.00 -
			● Way Out North Group (1)	3.20 +
			● Western Area (3)	150.00 +
			● Westside Group (0)	0.00 -
			<b>OK Region Total:</b>	<b>4,850.53 +</b>
<b>Ontario Region</b>				
			● Anchor Area (1)	500.00 +
			● Better Days Group (1)	100.00 +
			● Bring Your Own Book Group (1)	50.00 -
			● Freedom Group (0)	0.00 -
			● Greater London Area (0)	0.00 -
			● Halton Peel Area (1)	2,500.00 +
			● Hunger For Healing Group (0)	0.00 -
			● Individual Members (3)	57.00 -
			● Inside Recovery Group (0)	0.00 -
			● New Freedom Group (1)	246.33 +
			● New Hope Group (1)	300.00 +
			● New Hope Group (0)	0.00 -
			● Ontario Region (2)	5,200.00 -
			● Saturday Night Live Group (3)	185.00 +
			● Toronto Area (7)	8,447.49 -
			● Walking in Recovery Group (0)	0.00 -
			<b>Ontario Region Total:</b>	<b>17,585.82 -</b>
<b>Pacific Cascade Region</b>				
			● 12 Steps To Freedom Group (0)	0.00 -
			● 12 To Life Group (1)	92.43 -
			● Awakening Group (0)	0.00 -
			● Basic Group (1)	50.00 +
			● Central Oregon High Desert Area (2)	300.00 -
			● Courage to Change Group (1)	13.00 +
			● Eugene Area Activities (0)	0.00 -

Contributor (# of contributions)	FY 2017 contributions	+ /- / = compared to FY2016	<span style="color: purple;">●</span> Individuals <span style="color: green;">●</span> Groups <span style="color: orange;">●</span> Area <span style="color: blue;">●</span> Regions <span style="color: red;">●</span> Activities/other
			→ View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a>
Fireside Men's Group (0)	0.00	-	It Works How & Why Group (3)
Harold Street Blues Group (7)	320.80	+	North By Northwest Area (9)
Individual Members (9)	629.00	+	Not High at Noon Group (1)
Kick the Monkey Group (8)	280.00	+	Primary Purpose Group (2)
Lane County Area Activities (1)	1,237.96	+	Region 51 Region (3)
Learning to Live Group (1)	225.00	+	Saturday Night Surrender Group (12)
Linn-Benton Area (0)	0.00	-	Saturday Night Unloaded Group (11)
Out to Lunch Bunch Group (3)	200.00	+	Southern Nevada Area (0)
Outlaws in the Woods Men's Gathering (1)	519.98	-	Wednesday's Women Group (2)
Pacific Cascade Region (2)	4,427.41	+	<b>Region 51 Total:</b>
Pacific Cascade Regional Convention (2)	2,550.09	+	27,655.78 +
Serene & Clean Group (0)	0.00	-	<b>Region Del Coqui</b>
Southern Oregon Area (0)	0.00	-	Grupo Solo Por Hoy (4)
Spiritual Journeys Group (0)	0.00	-	Individual Members (11)
Tuesday Parkside Group (0)	0.00	-	Norte Centro Area (5)
Umpqua Valley Area (0)	0.00	-	Oeste Area (11)
Washington County Area (4)	564.40	+	<b>Region Del Coqui Total:</b>
<i>Pacific Cascade Region Total:</i>	11,410.07	+	623.60 +
<b>Panama Region</b>			<b>Rio Grande Region</b>
Panama Area (0)	0.00	-	Breakfast Club Group (4)
<i>Panama Region Total:</i>	0.00	-	Cavern City Group (1)
<b>Peru Region</b>			Experience, Strength & Hope Group (1)
Peru Region (0)	0.00	-	Greater Albuquerque Area (6)
<i>Peru Region Total:</i>	0.00	-	Individual Members (5)
<b>Poland Region</b>			More Will Be Revealed Group (7)
Individual Members (1)	1.00	+	Never Alone Group (1)
Poland Region (0)	0.00	-	Options Group (5)
We Want to be Free Group (1)	25.00	+	Sunday Nite Live Group (2)
<i>Poland Region Total:</i>	26.00	-	<b>Rio Grande Region Total:</b>
<b>Portugal Region</b>			1,473.97 -
Portugal Region (1)	205.11	+	<b>San Diego/Imperial Counties Region</b>
Soul Searchers Group (0)	0.00	-	Caring & Sharing Group (3)
<i>Portugal Region Total:</i>	205.11	+	Generations of Recovery Group (3)
<b>Quebec Region</b>			Individual Members (12)
English Area (1)	800.00	+	Just for Today Group (0)
Groupe de C'te Porte La (0)	0.00	-	Living the Dream Group (3)
Individual Members (1)	20.00	+	Men's Weekly Group (7)
Quebec Region (3)	3,000.00	-	NA by the Bay Group (0)
Rive-Nord Area (0)	0.00	-	New Beginnings Group (0)
Sororite Women's Retreat (1)	1,600.00	+	Noon at the Beach Group (0)
Sud-Ouest Area (1)	2,000.00	+	North Coastal Area (10)
Yamaska Area (0)	0.00	-	OB Smokeless Group (6)
<i>Quebec Region Total:</i>	7,420.00	-	Red Eye Group (4)
<b>Quisqueyana Region</b>			San Diego/Imperial Region (12)
Individual Members (1)	20.00	+	Saturday Morning Live Group (3)
<i>Quisqueyana Region Total:</i>	20.00	+	South Bay Area (1)
<b>Red River Region</b>			The Other Side Group (1)
Kiamichi Group (2)	255.00	+	<b>San Diego/Imperial Counties Region Total:</b>
OKLATEX Group (0)	0.00	-	5,491.46 +
Red River Region (2)	2,000.00	+	<b>Saudi Arabia Region</b>
Refinishing Group (0)	0.00	-	Freedom Group (0)
Trail Of Tears Area (1)	100.00	+	Individual Members (5)
<i>Red River Region Total:</i>	2,355.00	+	Jeddah Area (1)
<b>Region 51</b>			<b>Saudi Arabia Region Total:</b>
CAN Area (2)	3,646.02	+	1,001.80 +
Drugs No More Group (2)	100.00	-	<b>Show-Me Region</b>
How it Works Group (1)	50.00	+	A New Influence Group (1)
Individual Members (3)	6,050.00	+	Central Ozarks Area (7)
			Door To Recovery Group (4)
			Flight to Freedom Campout (2)
			Gratitude in Recovery (3)
			Greater St Charles Area (2)
			Heartland Area (1)
			I Can't, We Can Group (1)
			Individual Members (14)

Contributor (# of contributions)	FY 2017 contributions	+ /- / = compared to FY2016			
			● Individuals	● Groups	● Area
<p>→ View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a></p>					
Last Resort Group (0)	0.00	-	Out of the Darkness Group (1)	7.50	-
Little Egypt Area (1)	5,541.17	+	Quest For Serenity Group (0)	0.00	-
Mid Eastern Missouri Area (0)	0.00	-	Santa Clarita Area (4)	1,550.00	+
New Hope Group (6)	150.00	-	Sharing From The Heart Group (1)	16.00	-
No Excuses Group (11)	900.00	-	Southern California Regional Office (4)	49,678.30	+
Northland Area (5)	1,854.61	+	Spiritual Awakening Group (0)	0.00	-
One Disease Group (1)	38.38	+	Sunday Surrender Group (4)	175.00	+
One Promise Many Gifts Group (0)	0.00	-	Tell it Like it is Group (5)	145.00	+
OP Group (33)	2,081.00	+	TGIF Group (0)	0.00	-
Other Side Group (0)	0.00	-	The Journey Continues Group (7)	366.50	+
Point of Freedom Group (0)	0.00	-	Topanga Tranquil Group (0)	0.00	-
Primary Purpose Area (2)	252.95	+	Tuesday Step Study Group (10)	455.00	+
Saint Louis Area (0)	0.00	-	Westend Area (3)	817.94	-
Show-Me Region (1)	15,893.67	+	Women's Literature Study Group (0)	0.00	-
Spiritual Connection Group (2)	364.00	+	<b>Southern California Region Total:</b>	<b>65,429.28</b>	<b>+</b>
Subject To Change Group (1)	25.00	-	<b>Southern Idaho Region</b>		
Survivors Group (1)	20.36	+	Glenns Ferry Group (0)	0.00	-
United Kansas City Area (1)	37.19	-	Group In Idaho (6)	550.00	+
Webster Hope Group (4)	204.00	+	Hoping for Survival Group (9)	207.74	+
<b>Show-Me Region Total:</b>	<b>33,699.99</b>	<b>+</b>	Individual Members (9)	250.00	-
<b>Sierra Sage Region</b>			Insanity to Serenity Group (0)	0.00	-
Greater Owens Valley Area (0)	0.00	-	Late Night with NA Group (0)	0.00	-
Living For Today Group (2)	20.00	=	New Attitudes Group (4)	375.00	-
Never Alone Group (2)	75.00	-	No Matter What Club Group (2)	25.00	-
Rural Nevada Area (2)	160.00	-	Southern Idaho Region (1)	3,000.00	+
Saturday Night Special Group (4)	46.97	-	Treasure Valley Area (2)	994.95	-
Sierra Sage RSO (6)	12,400.00	+	Wood River Group (0)	0.00	-
<b>Sierra Sage Region Total:</b>	<b>12,701.97</b>	<b>+</b>	<b>Southern Idaho Region Total:</b>	<b>5,402.69</b>	<b>+</b>
<b>South Dakota Region</b>			<b>Spain Region</b>		
Cruzin Not Uzin Group (0)	0.00	-	Bilbao Aterpe Group (0)	0.00	-
Early Risers Group (1)	50.00	+	Grupo Cambiando Actitudes (1)	115.00	+
New Hope Group (1)	200.00	-	Grupo Creciendo Juntos (0)	0.00	-
Other Side Group (1)	100.00	+	Grupo Vivir Limpios (3)	163.00	+
South Dakota Region (0)	0.00	-	Individual Members (1)	55.00	-
West River Area (1)	247.00	+	Spain Region (3)	4,032.98	+
<b>South Dakota Region Total:</b>	<b>597.00</b>	<b>-</b>	<b>Spain Region Total:</b>	<b>4,365.98</b>	<b>+</b>
<b>South Florida Region</b>			<b>Sweden Region</b>		
Beach & Bay Area (4)	1,000.00	-	A New Way of Living Group (2)	254.25	+
Gulf Coast Area (12)	2,343.94	+	Antligen hemma Gruppen (3)	322.00	+
Individual Members (6)	65.08	-	Enkelhert Gruppen (1)	140.00	+
Never Alone Group (1)	23.50	+	Frolundagruppen (0)	0.00	-
New Sunday Morning Group (0)	0.00	-	Individual Members (6)	938.00	-
Recovery Group (12)	160.00	+	Nacka Gruppen (1)	500.00	+
South Dade Area (1)	250.00	-	Nacka Peakerday Group (0)	0.00	-
South Florida Region (1)	6,674.47	+	Radda Rambo Mansgruppen (1)	140.00	+
Sunset Coast Area (1)	404.43	+	Sweden Region (NA Sverige) (1)	5,191.41	-
Truth Will Set You Free Group (0)	0.00	-	<b>Sweden Region Total:</b>	<b>7,485.66</b>	<b>-</b>
<b>South Florida Region Total:</b>	<b>10,921.42</b>	<b>+</b>	<b>Switzerland Region</b>		
<b>Southern California Region</b>			French Speaking Area (0)	0.00	-
After Noon Recovery Group (1)	50.00	=	Switzerland Region (1)	2,220.00	+
Belly of the Beast Group (2)	42.50	+	<b>Switzerland Region Total:</b>	<b>2,220.00</b>	<b>-</b>
Courage to Change Group (4)	165.00	+	<b>Tejas Bluebonnet Region</b>		
DOA Group (1)	20.00	=	Alive & Kicking Group (0)	0.00	-
Free on Friday Group (0)	0.00	-	Central Texas Area (1)	1,055.00	-
Full Issue Group (3)	143.50	-	Easy Does It Group (2)	205.00	+
Gate 7 Group (0)	0.00	-	Esperanza Area (0)	0.00	-
Individual Members (184)	10,985.00	+	Hill Country Area (1)	229.00	-
Inside Job Group (1)	44.00	-	Houston Area (10)	2,373.70	+
Invitation To Live Group (4)	67.64	+	Hugs not Drugs Group (8)	80.00	+
Men's Spiritual Retreat (1)	500.00	+	Individual Members (34)	1,946.62	+
New Life Noon Group (8)	200.40	-			



Contributor (# of contributions)	FY 2017 contributions	+ /- / = compared to FY2016	<span style="color: purple;">●</span> Individuals <span style="color: green;">●</span> Groups <span style="color: orange;">●</span> Area <span style="color: blue;">●</span> Regions <span style="color: red;">●</span> Activities/other
			→ View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a>
<b>Thailand Region</b>			
Bangkok Area (0)	0.00	-	
<i>Thailand Region Total:</i>	0.00	-	
<b>Tri-State Region</b>			
Beechwood Group (5)	50.00	+	
Central Western PA Area (0)	0.00	-	
Dormont Group (0)	0.00	-	
East End Area (4)	1,289.74	+	
Free For Life Group (18)	240.00	+	
Growing Tree Group (2)	200.00	+	
Individual Members (4)	40.00	=	
Interstate Crossroads Area (4)	1,700.00	-	
Living in Recovery Group (3)	132.66	+	
NEWS Area (North East West South) (0)	0.00	-	
Pittsburgh Area (0)	0.00	-	
Second Chance Group (1)	85.00	+	
Shady Group (1)	22.00	+	
South Hills Area (10)	2,772.06	-	
Tri-State Regional Office (2)	10,000.00	-	
Tuesday Night Elizabeth Township Group (1)	100.00	+	
We Do Recover Group (1)	100.00	-	
<i>Tri-State Region Total:</i>	16,731.46	-	
<b>Turkey Region</b>			
Turkey Region (0)	0.00	-	
<i>Turkey Region Total:</i>	0.00	-	
<b>UK Region</b>			
Blackburn Group (0)	0.00	-	
Free Counties Area (1)	1,263.07	+	
Individual Members (10)	246.00	-	
Living Clean Study Group (1)	85.99	+	
UK Region (3)	7,405.12	+	
<i>UK Region Total:</i>	9,000.18	+	
<b>United Arab Emirates</b>			
United Arab Emirates Area (2)	665.00	+	
<i>United Arab Emirates Total:</i>	665.00	+	
<b>Upper Midwest Region</b>			
That's It Group (1)	200.00	+	
Upper Midwest Region (0)	0.00	-	
<i>Upper Midwest Region Total:</i>	200.00	+	
<b>Upper Rocky Mountain Region</b>			
Alive & Free Group (1)	175.00	-	
Central Basin Area (1)	200.00	-	
Central Wyoming Area (1)	134.00	+	
Clean & Free Group (1)	10.00	=	
Cody Group (1)	225.00	-	
Hope Not Dope Group (1)	183.00	-	
Individual Members (1)	28.00	+	
Living Proof Group (7)	753.03	+	
Refuge Group (0)	0.00	-	
Upper Rocky Mountain Region (1)	4,189.61	+	
Wake Up Call Group (1)	100.00	+	
Wyoming Western Area (1)	150.00	=	
<i>Upper Rocky Mountain Region Total:</i>	6,147.64	+	
<b>Ural &amp; West Siberia Region</b>			
Individual Members (0)	0.00	-	
<i>Ural and West Siberia Region Total:</i>	0.00	-	
<b>Utah Region</b>			
Lakeside Unity Area (7)	228.62	-	
Living the Promise Group (0)	0.00	-	
Northern Utah Area (21)	467.01	-	
Search For Serenity Group (1)	30.00	-	
Second Chance Group (1)	50.00	+	
Thank God It's Friday Group (1)	40.00	-	
Utah Region (4)	318.84	+	
<i>Utah Region Total:</i>	1,134.47	-	
<b>Volunteer Region</b>			
Individual Members (2)	28.00	-	
Never Alone Group (0)	0.00	-	
Nickel & Dime Group (1)	200.00	+	
Primary Purpose Group (13)	261.00	+	
Quiet Riot Group (1)	24.00	+	
Recovery First Group (1)	797.30	+	
Volunteer Region (3)	6,100.00	-	
<i>Volunteer Region Total:</i>	7,410.30	-	
<b>Washington/N Idaho Region</b>			
Atmosphere of Recovery Group (19)	3,778.50	+	
Basic NA Group (1)	35.00	-	
Battle Ground Group (9)	130.00	-	
Better Late than Never Group (2)	400.00	+	
Burning Desires Group (8)	282.50	+	
Central WA Area Unity Day (0)	0.00	-	
Chelan & Douglas Counties Area (3)	993.91	+	
Freedom Group (0)	0.00	-	
Friday Harbor Group (0)	0.00	-	
Friday Night Alive Group (13)	470.25	+	
Friday Night Live Group (1)	147.14	-	
Friday Night Step Out Group (0)	0.00	-	
Friday Night Step Study Group (1)	14.00	+	
Greater Cascade Loop Area (0)	0.00	-	
Hope in South Everett Group (1)	88.50	+	
Individual Members (69)	116,835.70	+	
Kind of Thursday Night Group (8)	697.19	+	
Lewis County Area (0)	0.00	-	
Living Clean Group (5)	205.00	-	
Living Clean Group (4)	100.25	+	
Men's Night Out Group (0)	0.00	-	
More Gratitude Less Attitude Group (9)	241.10	+	

Contributor (# of contributions)	FY 2017 contributions	+ /- / = compared to FY2016	<span style="color: purple;">●</span> Individuals <span style="color: green;">●</span> Groups <span style="color: orange;">●</span> Area <span style="color: blue;">●</span> Regions <span style="color: red;">●</span> Activities/other
<p style="text-align: right;">→ View previous NAWS Annual Reports at <a href="http://www.na.org/AR">www.na.org/AR</a></p>			
Moving Mountains Group (9)	738.00	-	
New Opportunities Unlimited Possibilities Group (2)	46.00	+	
North Olympic Peninsula Area (4)	100.00	+	
Oasis Group (4)	243.94	-	
Port Hadlock Group (2)	50.00	-	
Rainbow Circle Group (1)	20.00	+	
Rock Bottom Group (2)	46.00	+	
Roving Women's Group (0)	0.00	-	
Seattle Area (4)	1,589.00	+	
Serenity Circle Group (0)	0.00	-	
Serenity in Snohomish Group (0)	0.00	-	
Simple Solution Group (0)	0.00	-	
South King County Area (13)	3,158.16	+	
South Puget Sound Area (6)	2,650.00	+	
Take It or Leave It Group (1)	153.00	+	
The Lie is Dead Group (1)	12.50	+	
Tower of Power Group (15)	108.00	+	
Unity in Union Group (6)	183.44	+	
Vashon Wake Up Call Group (0)	0.00	-	
Washington/N Idaho Region (11)	89,155.81	+	
We Do Recovery Group (3)	383.75	+	
<b>Washington/N Idaho Region Total:</b>	<b>223,056.64</b>	<b>+</b>	
<b>Western New York Region</b>			
Buffalo Area (1)	1,000.00	+	
Franklinville Discussion Group (3)	250.00	+	
Individual Members (15)	181.03	+	
Sunday Night Beginners Group (1)	20.00	-	
Wednesday Night Newcomers Group (0)	0.00	-	
Western New York Region (3)	10,000.00	+	
<b>Western New York Region Total:</b>	<b>11,451.03</b>	<b>+</b>	
<b>Western Russia Region</b>			
Hug Group (0)	0.00	-	
Individual Members (1)	100.00	+	
Nothing to Fear Group (1)	31.25	+	
Western Russia Region (2)	827.00	-	
<b>Western Russia Region Total:</b>	<b>958.25</b>	<b>-</b>	
<b>Wisconsin Region</b>			
Badgerland Area (10)	82.29	+	
Basic Area (0)	0.00	-	
Fine Line Group (0)	0.00	-	
Individual Members (18)	276.71	-	
Lifeboat Group (1)	140.00	+	
Milwaukee Area (4)	2,055.27	+	
Morning Sky Group (1)	25.00	+	
New You Group (3)	64.25	+	
North Central WI Area (8)	723.31	-	
North East Wisconsin Area (6)	600.00	-	
Silver Linings Group (0)	0.00	-	
Straight Ahead Group (1)	60.00	+	
There is Serenity Group (1)	50.00	+	
Time to Share Group (1)	140.00	=	
Upper Peninsula Area (0)	0.00	-	
When at the End of the Road Group (1)	181.00	+	
Wisconsin Region (0)	0.00	-	
Women in Recovery Group (3)	41.50	+	
Y12SR Group (1)	40.00	+	
<b>Wisconsin Region Total:</b>	<b>4,479.33</b>	<b>+</b>	
<b>Other Events</b>			
Circle of Sisters Convention (2)	27,646.38	+	
Mexico-Arizona-California Convention (1)	4,259.85	+	
Miracle of Women Conference (0)	0.00	-	
Pacific Northwest Convention (0)	0.00	-	
Texas State Convention (1)	1,095.00	-	
United States Service Comm (0)	0.00	-	
Western Service Learning Day (1)	1,913.69	+	
<b>Other Event Total:</b>	<b>34,914.92</b>	<b>+</b>	
<b>Zonal Forums</b>			
Canadian Assembly (1)	12,000.00	-	
European Delegates Meeting (1)	7,420.00	-	
Latin America Zonal Forum (0)	0.00	-	
Midwest Zonal Forum (1)	79.00	+	
Plains States Zonal Forum (1)	594.57	-	
Russian Zonal Forum (0)	0.00	-	
Southeast Zonal Forum (0)	0.00	-	
Southern Zonal Forum (1)	142.86	-	
<b>Zonal Forum Total:</b>	<b>20,236.43</b>	<b>-</b>	
<b>Grand Total:</b>			<b>\$1,189,264.03 +</b>

## Narcotics Anonymous World Services Consolidated Statement of Financial Position

Balance Sheet – For the Twelve Months Ending 30 June 2017

### CURRENT ASSETS

Cash and Cash Equivalents		
Checking Accounts and Money Market	\$1,879,292	
Reserve Accounts	1,500,630	
<b>Total Accessible Cash for Operations</b>		<b>\$3,379,922</b>
Cash in Iran	305,351	
Reserve for WCNA	0	
<b>Cash Total</b>		<b>\$3,685,273</b>
Accounts Receivable		
Accounts Receivable	\$839,906	
Convention & Conference Clearing Accounts	7,819	
Less Allowance for Doubtful Accounts	(87,460)	
<b>Receivable Total</b>		<b>760,265</b>
Inventory		1,549,385
Prepaid Expenses and Sales Deposits		228,326
WCNA Deposits and Prepaid Expenses		13,349
<b>Total Current Assets</b>		<b>\$6,236,597</b>
<b>EQUIPMENT, FURNITURE AND IMPROVEMENTS</b>		
Equipment and Furniture	\$1,518,248	
Leasehold Improvements	1,072,760	
Intellectual and Software Property	2,813,141	
Less Accumulated Depreciation and Amortization	(4,218,795)	
<b>Total Equipment, Furniture and Improvements</b>		<b>1,185,354</b>
<b>TOTAL ASSETS</b>		<b>\$7,421,951</b>

### CURRENT LIABILITIES

Accounts Payable	\$283,056	
Accrued Payroll Expense	152,701	
<b>Total Current Liabilities</b>		<b>\$435,758</b>

### LONG TERM LIABILITIES

Notes Payable	\$0	
Leases Payable	\$0	
<b>Total Long Term Liabilities</b>		<b>0</b>

### DEFERRED INCOME

Conventions	\$0	
<b>Total Deferred Income</b>		<b>0</b>

### NET ASSETS

Previous Unrestricted Net Assets	\$5,937,778	
Current Gain / (Loss) Unrestricted Net Assets	1,048,415	
<b>Total Net Assets</b>		<b>6,986,193</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>		<b>\$7,421,951</b>

## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

INCOME	YTD ACTUAL	YTD BUDGET	VARIANCE
<b>RECOVERY LITERATURE INCOME</b>			
BASIC TEXT: Hardcover English	\$2,102,889	\$2,144,043	(\$41,154)
BASIC TEXT: Translated	181,841	171,517	10,324
BASIC TEXT: Softcover	961,266	904,802	56,464
JUST FOR TODAY	776,286	818,065	(41,779)
IT WORKS: HOW & WHY	599,767	609,897	(10,130)
SPONSORSHIP BOOK	29,521	32,779	(3,258)
STEP WORKING GUIDES	818,222	751,945	66,277
LIVING CLEAN	409,247	508,801	(99,554)
GUIDING PRINCIPLES	833,161	300,000	533,161
ePUB BOOKS	98,768	69,322	29,446
LITERATURE INCOME (IRAN)	690,543	797,915	(107,372)
OTHER RECOVERY LITERATURE	1,317,603	1,291,793	25,810
<b>Subtotal</b>	<b>\$8,819,114</b>	<b>\$8,400,879</b>	<b>\$418,235</b>
<b>OTHER INVENTORY INCOME</b>			
MEDALLIONS	\$859,696	\$769,960	\$89,736
KEY TAGS & CHIPS	1,300,113	1,252,157	47,956
NON-FIPT INFORMATION BOOKLETS	60,871	57,387	3,484
HANDBOOKS	49,478	51,718	(2,240)
SPECIALTY ITEMS	77,261	63,678	13,583
GROUP/AREA MATERIALS	115,479	125,220	(9,741)
MIRACLES HAPPEN	24,695	23,857	838
<b>Subtotal</b>	<b>\$2,487,593</b>	<b>\$2,343,977</b>	<b>\$143,616</b>
SHIPPING	\$611,302	\$577,363	\$33,939
DISCOUNTS	(1,433,968)	(1,305,887)	(128,081)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(181,336)	(166,962)	(14,374)
<b>Subtotal</b>	<b>(\$1,004,002)</b>	<b>(\$895,486)</b>	<b>(\$108,516)</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$10,302,705</b>	<b>\$9,849,370</b>	<b>\$453,335</b>
<b>Gross Literature Income ( without IRAN )</b>	<b>\$9,612,162</b>	<b>\$9,051,455</b>	<b>\$560,707</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>			
BASIC TEXT: Hardcover English	\$333,396	\$405,220	(\$71,824)
BASIC TEXT: Translated	40,368	49,546	(9,178)
BASIC TEXT: Softcover	114,454	114,280	174
JUST FOR TODAY	61,276	77,758	(16,482)
IT WORKS: HOW & WHY	88,799	92,485	(3,686)
SPONSORSHIP BOOK	5,607	9,347	(3,740)
STEP WORKING GUIDES	71,932	80,615	(8,683)
LIVING CLEAN	51,225	67,382	(16,157)
GUIDING PRINCIPLES	107,762	90,000	17,762
ePUB BOOKS	31,821	22,017	9,804
LITERATURE PRODUCTION (IRAN)	466,092	605,282	(139,190)
OTHER RECOVERY LITERATURE	230,618	218,479	12,139
<b>Subtotal</b>	<b>\$1,603,350</b>	<b>\$1,832,411</b>	<b>(\$229,061)</b>

## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
<b>OTHER INVENTORY COST OF GOODS</b>			
MEDALLIONS	\$185,332	\$167,961	\$17,371
KEY TAGS & CHIPS	277,581	269,211	8,370
NON-FIPT INFORMATION BOOKLETS	4,744	8,429	(3,685)
HANDBOOKS	10,522	13,126	(2,604)
SPECIALTY ITEMS	18,896	21,126	(2,230)
GROUP/AREA MATERIALS	26,028	38,663	(12,635)
MIRACLES HAPPEN	4,371	4,206	165
<b>Subtotal</b>	<b>\$527,474</b>	<b>\$522,722</b>	<b>\$4,752</b>
<b>Total Cost of Goods</b>	<b>\$2,130,824</b>	<b>\$2,355,133</b>	<b>(\$224,309)</b>
<b>Total Cost of Goods without IRAN</b>	<b>\$1,664,732</b>	<b>\$1,749,851</b>	<b>(\$85,119)</b>
<b>Net Literature Income</b>	<b>\$8,171,881</b>	<b>\$7,494,237</b>	<b>\$677,644</b>
<b>Net Literature Income without IRAN</b>	<b>\$7,947,430</b>	<b>\$7,301,603</b>	<b>\$645,827</b>
<b>FELLOWSHIP DONATIONS</b>			
BREAKDOWN BY DONOR TYPE			
Members	\$175,295	\$76,026	\$99,269
Groups	88,284	80,052	8,232
Areas	153,332	126,126	27,206
Regions	594,455	378,679	215,776
Events/Conventions	143,563	37,438	106,125
Unity Day	0	21,549	(21,549)
Zonal & Other Forums	34,336	64,602	(30,266)
<b>Total Donations</b>	<b>\$1,189,265</b>	<b>\$784,472</b>	<b>\$404,793</b>
<b>MISCELLANEOUS INCOME</b>			
LICENSED VENDOR PAYMENTS	\$30,700	\$26,976	\$3,724
INTEREST	3,782	6,218	(2,436)
MISCELLANEOUS	36	0	36
<b>Total Miscellaneous Income</b>	<b>\$34,518</b>	<b>\$33,194</b>	<b>\$1,324</b>
<b>OPERATING INCOME (Not including event specific)</b>	<b>\$9,395,664</b>	<b>\$8,311,902</b>	<b>\$1,083,762</b>
<b>OPERATING INCOME (Not including IRAN)</b>	<b>\$9,171,213</b>	<b>\$8,119,269</b>	<b>\$1,051,944</b>

## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

EXPENSE	YTD ACTUAL	YTD BUDGET	VARIANCE
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
MARKETING	\$996	\$0	\$996
IN HOUSE PRODUCTION (not included in Cost of Goods)	99,921	106,580	(6,659)
TRANSLATIONS (not included in Cost of Goods)	31,624	31,633	(9)
LITERATURE DISTRIBUTION (IRAN)	94,448	104,710	(10,262)
SHIPPING	635,586	597,916	37,670
BUSINESS PLAN WORK GROUP	6,860	30,000	(23,140)
LEGAL	40,768	42,306	(1,538)
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	16,169	12,580	3,589
ACCOUNTING	18,905	18,802	103
PERSONNEL (Includes amount budgeted to variable projects)	1,370,768	1,358,668	12,100
OVERHEAD	755,652	713,371	42,281
TECHNOLOGY	130,142	115,486	14,656
<b>Total Literature Production &amp; Distribution</b>	<b>\$3,201,839</b>	<b>\$3,132,052</b>	<b>\$69,787</b>
<b>Total Literature Production &amp; Distribution without IRAN</b>	<b>3,107,391</b>	<b>3,027,342</b>	<b>80,049</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
PUBLICATIONS	\$12,043	\$42,004	(\$29,961)
WORLD SERVICE CONFERENCE BIENNIAL MEETING	2,981	25,000	(22,019)
WORLD BOARD	148,755	253,354	(104,599)
HUMAN RESOURCE PANEL	22,085	23,350	(1,265)
WSC CO-FACILITATOR	0	0	0
ACCOUNTING	13,360	13,287	73
PERSONNEL (Includes amount budgeted to variable projects)	968,676	960,126	8,550
OVERHEAD	535,330	504,115	31,215
TECHNOLOGY	91,967	81,610	10,357
<b>Subtotal</b>	<b>\$1,795,197</b>	<b>\$1,902,846</b>	<b>(\$107,649)</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>			
SERVICE SYSTEM	15	0	15
BOOK LENGTH PIECE - TRADITIONS	944	0	944
WSC DECISION MAKING WORKGROUP	203	0	203
PROJECTS ADOPTED AT WSC 2016	2	200,000	(199,998)
<b>Subtotal</b>	<b>\$1,164</b>	<b>\$200,000</b>	<b>(\$198,836)</b>
<b>Total World Service Conference Support</b>	<b>\$1,796,361</b>	<b>\$2,102,846</b>	<b>(\$306,485)</b>

## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

	<i>YTD ACTUAL</i>	<i>YTD BUDGET</i>	<i>VARIANCE</i>
<b>FELLOWSHIP DEVELOPMENT</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
PUBLICATIONS	\$71,588	\$77,546	(\$5,958)
FELLOWSHIP SUPPORT	406,753	243,975	162,778
PUBLIC RELATIONS	92,750	77,243	15,507
DEVELOPMENTAL LITERATURE	465,112	339,533	125,579
ACCOUNTING	16,637	16,546	91
PERSONNEL (Includes amount budgeted to variable projects)	1,206,276	1,195,628	10,648
OVERHEAD	791,573	627,766	163,807
TECHNOLOGY	114,525	101,628	12,897
<b>Subtotal</b>	<b>\$3,165,214</b>	<b>\$2,679,865</b>	<b>\$485,349</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>			
PUBLIC RELATIONS ROUNDTABLES		\$38,000	(\$38,000)
		<b>\$38,000</b>	<b>(\$38,000)</b>
<b>Total Fellowship Development</b>	<b>\$3,165,214</b>	<b>\$2,717,865</b>	<b>\$447,349</b>
	<b>YTD ACTUAL</b>	<b>YTD BUDGET</b>	<b>VARIANCE</b>
<b>EVENTS</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
FUTURE (AND PRIOR) CONVENTIONS	\$1,815	\$21,000	(\$19,185)
WCNA 37 WORKGROUP	0	\$0	\$0
ACCOUNTING	1,512	1,504	8
PERSONNEL (Includes amount budgeted to variable projects)	109,661	108,693	968
OVERHEAD	60,435	57,070	3,365
TECHNOLOGY	10,411	9,239	1,172
<b>Total Events (Not including WCNA)</b>	<b>\$183,834</b>	<b>\$197,506</b>	<b>(\$13,672)</b>
<b>TOTAL EXPENSE (Not inc. WCNA)</b>	<b>\$8,347,248</b>	<b>\$8,150,269</b>	<b>\$196,979</b>
<b>TOTAL EXPENSE (Not inc. IRAN )</b>	<b>\$8,252,800</b>	<b>\$8,045,559</b>	<b>\$207,241</b>
<b>EXCESS REV/EXP (Not inc. WCNA)</b>	<b>\$1,048,416</b>	<b>\$161,633</b>	<b>\$886,783</b>
<b>EXCESS REV/EXP (Not inc. IRAN )</b>	<b>918,413</b>	<b>73,710</b>	<b>844,703</b>



## INDEPENDENT AUDITORS' REPORT

To the World Board of  
Narcotics Anonymous World Services, Inc.

### **Report on the Consolidated Financial Statements**

We have audited the accompanying consolidated financial statements of Narcotics Anonymous World Services, Inc. (a nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2017, 2016 and 2015, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We did not audit the financial statements of Payam Omega (the official business name of the Iran service office) which statements reflect total assets of \$921,634, \$880,151 and \$750,845 as of June 30, 2017, 2016 and 2015, respectively, and total revenues of \$224,450, \$287,943 and \$239,000, respectively, for the years then ended. Those statements were audited by other auditors whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for Payam Omega, is based solely on the report of the other auditors. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence obtained is sufficient and appropriate to provide a basis for our audit opinion.

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To the World Board of  
Narcotics Anonymous World Services, Inc.

**Opinion**

In our opinion, based on our audits and the report of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Narcotics Anonymous World Services, Inc. as of June 30, 2017, 2016 and 2015 and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



MILLER KAPLAN ARASE LLP

North Hollywood, California

February 20, 2018

**Narcotics Anonymous World Services  
Consolidated Statement of Financial Position  
Exhibit A**

	<u>30 June 2017</u>	<u>30 June 2016</u>	<u>30 June 2015</u>
<b>Assets</b>			
Current assets:			
Cash and cash equivalents	\$ 3,155,165	\$ 2,594,246	\$ 3,096,902
Investments - at fair value	537,927	544,138	377,456
Accounts receivable (net of allowance for uncollectible accounts of \$87,460, \$82,395, and \$84,529, respectively)	752,449	581,576	550,597
Publication inventory	1,549,384	1,396,352	1,339,605
Prepaid expenses	<u>253,807</u>	<u>197,114</u>	<u>130,389</u>
Total current assets	<u>6,248,732</u>	<u>5,313,426</u>	<u>5,494,949</u>
Property and equipment:			
Furniture and equipment	1,518,246	1,480,528	1,348,807
Leasehold improvements	<u>1,072,760</u>	<u>1,023,202</u>	<u>977,567</u>
	2,591,006	2,503,730	2,326,374
Less: accumulated depreciation and amortization	<u>(2,263,265)</u>	<u>(2,214,316)</u>	<u>(2,078,220)</u>
Total property and equipment - net	<u>327,741</u>	<u>289,414</u>	<u>248,154</u>
Other assets:			
Deposits	(12,132)	(15,959)	(58,668)
Trademarks, software and copyrights (net of accumulated amortization of \$1,955,531, \$1,781,336, and \$1,635,634, respectively)	<u>857,610</u>	<u>722,568</u>	<u>654,753</u>
Total other assets	<u>845,478</u>	<u>706,609</u>	<u>596,085</u>
Total assets	<u>\$ 7,421,951</u>	<u>\$ 6,309,449</u>	<u>\$ 6,339,188</u>
 <b>Liabilities and net assets</b>			
Current Liabilities:			
Accounts payable	\$ 283,057	\$ 119,003	\$ 311,043
Accrued salaries, vacation and tax withholdings payable	<u>152,700</u>	<u>252,667</u>	<u>234,030</u>
Deferred convention revenue	<u>-</u>	<u>-</u>	<u>-</u>
Total liabilities	435,757	371,670	545,073
Unrestricted net assets	<u>6,986,194</u>	<u>5,937,779</u>	<u>5,794,115</u>
Total liabilities and net assets	<u>\$ 7,421,951</u>	<u>\$ 6,309,449</u>	<u>\$ 6,339,188</u>

See accompanying notes to consolidated financial statements.

**Narcotics Anonymous World Services  
Consolidated Statement of Financial Position  
Exhibit B**

	Years Ended		
	30 June 2017	30 June 2016	30 June 2015
Revenues, gains and other support:			
Sales of publications and program materials	\$ 10,308,835	\$ 9,921,371	\$ 9,353,106
Less discounts and cost of sales	2,988,512	3,013,802	2,979,369
Net sales of publications and program materials	7,320,323	6,907,569	6,373,737
Convention registration and other revenue	1,196	4,436	501,814
Fellowship contributions	1,189,265	1,018,092	1,038,626
Interest	3,782	3,753	4,268
Other	30,533	32,210	26,561
Total revenues, gains and other support	8,545,099	7,966,060	7,945,006
Expenses:			
Literature production and distribution	2,302,818	2,062,147	1,950,838
World Service Conference support	1,694,297	1,968,287	1,584,933
Fellowship development	3,001,405	2,959,648	2,650,119
Events	173,477	550,517	1,442,643
Total expenses	7,171,997	7,540,599	7,628,533
Depreciation and amortization	324,687	281,797	264,662
Loss on disposal of fixed assets	-	-	-
Total expenses	324,687	281,797	264,662
Total expenses	7,496,684	7,822,396	7,893,195
Change in net assets	1,048,415	143,664	51,811
Unrestricted net assets:			
Beginning of year	5,937,779	5,794,115	5,742,304
End of year	\$ 6,986,194	\$ 5,937,779	\$ 5,794,115

See accompanying notes to consolidated financial statements.

## Narcotics Anonymous World Services Consolidated Statement of Financial Position Exhibit C-1

Year Ended 30 June 2017

	Literature Production and Distribution	World Service Conference Support	Fellowship Development	Events	Total
Expenses:					
Salaries, wages and payroll taxes	\$ 1,128,949	\$ 797,791	\$ 993,476	\$ 90,316	\$ 3,010,532
Employee health benefits	188,968	133,537	166,292	15,118	503,915
Retirement contribution	28,406	20,074	24,998	2,272	75,750
Contract labor	20,269	14,323	17,837	1,622	54,051
Convention expense	-	-	-	3,011	3,011
Occupancy	368,641	193,763	241,290	21,935	825,629
Travel	5,636	4,186	6,544	451	16,817
Conferences	-	26,010	-	-	26,010
Worldwide workshops	-	-	205,372	-	205,372
Telephone	49,390	34,903	43,463	3,951	131,707
Postage	8,921	7,222	7,851	714	24,708
Office expense	43,259	30,570	38,068	3,461	115,358
Professional fees	105,232	24,415	30,403	2,764	162,814
Equipment leases	186,337	131,678	163,977	14,907	496,899
Computer expense	115,588	81,682	101,717	9,247	308,234
Insurance	25,242	17,838	22,213	2,019	67,312
Developmental literature	-	-	59,196	-	59,196
Free publications	-	12,043	71,588	-	83,631
Free literature	-	567	369,204	-	369,771
Currency conversion	-	-	125,197	-	125,197
Public relations	-	-	92,750	-	92,750
Workgroups	6,860	15	2	-	6,877
World Board	-	148,755	-	-	148,755
Fellowship assistance	-	-	201,382	-	201,382
Website expense	14,554	10,285	12,807	1,164	38,810
Other operating expenses	6,566	4,640	5,778	525	17,509
	<u>2,302,818</u>	<u>1,694,297</u>	<u>3,001,405</u>	<u>173,477</u>	<u>7,171,997</u>
Depreciation and amortization	121,758	86,042	107,147	9,740	324,687
Total expenses	<u>\$ 2,424,576</u>	<u>\$ 1,780,339</u>	<u>\$ 3,108,552</u>	<u>\$ 183,217</u>	<u>\$ 7,496,684</u>

See accompanying notes to consolidated financial statements.

## Narcotics Anonymous World Services Consolidated Statement of Financial Position Exhibit C-2

Year Ended 30 June 2016

	Literature Production and Distribution	World Service Conference Support	Fellowship Development	Events	Total
Expenses:					
Salaries, wages and payroll taxes	\$ 1,035,741	\$ 636,241	\$ 1,006,148	\$ 281,130	\$ 2,959,260
Employee health benefits	184,277	113,198	179,011	50,018	526,504
Retirement contribution	25,748	15,817	25,013	6,989	73,567
Contract labor	36,930	22,685	35,874	10,024	105,513
Convention expense	-	-	-	18,199	18,199
Occupancy	255,376	136,852	216,416	60,469	669,113
Travel	2,594	21,139	2,520	704	26,957
Conferences	-	521,379	-	-	521,379
Worldwide workshops	-	-	236,595	-	236,595
Telephone	40,080	24,620	38,934	10,879	114,513
Postage	2,933	2,463	2,850	796	9,042
Office expense	43,974	31,190	42,718	11,936	129,818
Professional fees	101,773	20,513	32,438	9,064	163,788
Equipment leases	171,594	105,407	166,691	46,575	490,267
Computer expense	96,121	59,046	93,374	26,090	274,631
Insurance	20,413	12,540	19,830	5,541	58,324
Developmental literature	-	-	46,065	-	46,065
Free publications	-	14,336	126,706	-	141,042
Free literature	-	-	240,132	-	240,132
Currency conversion	-	-	213,939	-	213,939
Public relations	-	-	83,849	-	83,849
Workgroups	-	-	1	-	1
World Board	-	203,468	-	-	203,468
Fellowship assistance	-	-	107,224	-	107,224
Website expense	24,863	15,273	24,153	6,748	71,037
Other operating expenses	19,730	12,120	19,167	5,355	56,372
	<u>2,062,147</u>	<u>1,968,287</u>	<u>2,959,648</u>	<u>550,517</u>	<u>7,540,599</u>
Depreciation and amortization	98,629	60,586	95,811	26,771	281,797
Total expenses	<u>\$ 2,160,776</u>	<u>\$ 2,028,873</u>	<u>\$ 3,055,459</u>	<u>\$ 577,288</u>	<u>\$ 7,822,396</u>

See accompanying notes to consolidated financial statements.

**Narcotics Anonymous World Services  
Consolidated Statement of Financial Position  
Exhibit C-3**

Year Ended 30 June 2015

	Literature Production and Distribution	World Service Conference Support	Fellowship Development	Events	Total
Expenses:					
Salaries, wages and payroll taxes	\$ 993,771	\$ 610,459	\$ 908,590	\$ 326,525	\$ 2,839,345
Employee health benefits	158,004	97,060	144,461	51,916	451,441
Retirement contribution	26,216	16,104	23,969	8,614	74,903
Contract labor	29,488	18,114	26,961	9,689	84,252
Convention expense	-	-	-	818,520	818,520
Occupancy	262,805	161,437	240,278	86,350	750,870
Travel	6,759	4,152	6,180	4,841	21,932
Conferences	-	166,520	-	-	166,520
Worldwide workshops	-	-	109,601	-	109,601
Telephone	34,939	21,462	31,944	11,480	99,825
Postage	5,291	3,897	4,837	2,584	16,609
Office expense	30,036	18,451	27,462	9,869	85,818
Professional fees	94,072	19,773	29,430	10,576	153,851
Equipment leases	180,091	110,627	164,655	59,173	514,546
Computer expense	80,100	49,204	73,234	26,319	228,857
Insurance	22,409	13,765	20,488	7,363	64,025
Developmental literature	-	-	74,446	-	74,446
Free publications	-	26,986	74,997	-	101,983
Free literature	-	-	267,634	-	267,634
Currency conversion	-	-	166,553	-	166,553
Public relations	-	-	53,819	-	53,819
Workgroups	-	5	1	-	6
World Board	-	230,419	-	-	230,419
Fellowship assistance	-	-	176,025	-	176,025
Website expense	17,461	10,726	15,964	5,737	49,888
Other operating expenses	9,396	5,772	8,590	3,087	26,845
	<u>1,950,838</u>	<u>1,584,933</u>	<u>2,650,119</u>	<u>1,442,643</u>	<u>7,628,533</u>
Depreciation and amortization	<u>92,632</u>	<u>56,902</u>	<u>84,692</u>	<u>30,436</u>	<u>264,662</u>
Total expenses	<u><u>\$ 2,043,470</u></u>	<u><u>\$ 1,641,835</u></u>	<u><u>\$ 2,734,811</u></u>	<u><u>\$ 1,473,079</u></u>	<u><u>\$ 7,893,195</u></u>

See accompanying notes to consolidated financial statements.

**Narcotics Anonymous World Services  
Consolidated Statement of Financial Position  
Exhibit D**

	Years Ended		
	30 June 2017	30 June 2016	30 June 2015
Cash flows from operating activities:			
Change in net assets	\$ 1,048,415	\$ 143,664	\$ 51,811
Adjustment to reconcile change in net assets to net cash provided by operating activities:			
Depreciation and amortization	324,687	281,797	264,662
(Increase) decrease in assets:			
Accounts receivable	(170,873)	(30,979)	4,007
Publication inventory	(153,032)	(56,747)	(160,410)
Prepaid expenses	(56,693)	(66,725)	(18,940)
Deposits	(3,827)	(42,709)	98,554
Increase (decrease) in liabilities:			
Accounts payable	164,054	(192,040)	53,773
Accrued salaries and withholdings payable	(99,967)	18,637	15,580
Net cash provided by operating activities	<u>1,052,764</u>	<u>54,898</u>	<u>309,037</u>
Cash flows from investing activities:			
Purchases of investments	(207,670)	(495,415)	(444,907)
Proceeds from the sale of investments	213,881	328,733	451,989
Purchases of furniture and equipment	(141,030)	(131,720)	(86,233)
Purchases of leasehold improvements	(47,789)	(45,635)	(8,864)
Payments to secure copyrights and trademarks and purchase software	<u>(309,237)</u>	<u>(213,517)</u>	<u>(217,648)</u>
Net cash (used) by investing activities	<u>(491,845)</u>	<u>(557,554)</u>	<u>(305,663)</u>
Net increase (decrease) in cash and cash equivalents	560,919	(502,656)	3,374
Cash and cash equivalents:			
Beginning of year	<u>2,594,246</u>	<u>3,096,902</u>	<u>3,093,528</u>
End of year	<u><u>\$ 3,155,165</u></u>	<u><u>\$ 2,594,246</u></u>	<u><u>\$ 3,096,902</u></u>

See accompanying notes to consolidated financial statements.

## Notes to Consolidated Financial Statement

### Independent Auditors' Report Years Ended June 2017, 2016, and 2015

#### NOTE 1 - ORGANIZATION AND NATURE OF ACTIVITIES

Narcotics Anonymous World Services, Inc. (NAWS) was incorporated on 25 January 1977 and is headquartered in Chatsworth, California. In addition, NAWS operates literature distribution facilities in India and Toronto, Canada, and offices in Brussels, Belgium, and Iran. NAWS' Iranian service office is known as Payam Omega. NAWS is a not-for-profit organization that provides communications and information for the Fellowship of Narcotics Anonymous (NA). NAWS achieves its purpose by maintaining correspondence with NA groups and service committees, by printing and distributing World Services Conference (WSC) approved literature, and by maintaining the archives and files of NA.

In 1993, NA established the Fellowship Intellectual Property Trust (the Trust). The Trust was established for the purpose of holding and administering all recovery material and other intellectual properties of NA. The Trust is included in the consolidated financial statements of NAWS as a result of common control.

NAWS is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code and under the California Revenue and Taxation Code. The Trust is also exempt under the applicable Internal Revenue Code and comparable California Revenue and Taxation Code. In addition, the Internal Revenue Service has determined that NAWS and the Trust are not private foundations within the meaning of Section 509(a) of the Internal Revenue Code. Therefore, no provision for federal and state income taxes was made for either NAWS or the Trust.

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- A. **Consolidation Policy and Basis of Accounting:** The accompanying consolidated financial statements include the accounts of NAWS and the Trust. Significant intercompany balances and transactions are eliminated in consolidation. The consolidated financial statements are prepared on the accrual basis of accounting.
- B. **Financial Statement Presentation:** Under U.S. generally accepted accounting principles (GAAP) not-for-profit organizations are required to report information regarding financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. As of 30 June 2017, 2016 and 2015, NAWS held no temporarily or permanently restricted net assets.
- C. **Cash and Cash Equivalents:** NAWS considers all funds held in checking, savings and money market accounts to be cash and cash equivalents. Short term investments with initial maturities of 90 days or less are also considered cash equivalents.
- D. **Investments:** NAWS investments are reported at fair value. Investments include certificates of deposit, equities and government securities. See Note 5.
- E. **Publication Inventory:** Publications and other items held for resale are included in inventory and are carried at the lower of cost or market, with cost determined by the first-in, first-out method.
- F. **Property and Equipment:** Leasehold improvements and furniture and equipment are stated at cost. Major additions are capitalized while replacements, maintenance and repairs that do not improve or extend the useful life of the asset are expensed. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the related assets, which are as follows:

Leasehold improvements	5 years
Furniture and equipment	5 - 10 years

Depreciation and amortization expense for the years ended 30 June 2017, 2016, and 2015 amounted to \$150,492, \$136,095 and \$125,557, respectively.

- G. **Trademarks and Copyrights:** The cost of acquiring and defending copyrights and trademarks is capitalized and is amortized over the approximate economic life of the copyright or trademark, which is estimated to be ten years. The cost of computer software is also capitalized and amortized over a period of seven years. Amortization expense for the years ended 30 June 2017, 2016 and 2015 amounted to \$174,195, \$145,702 and \$139,105, respectively.
- H. **Accounts Receivable and Allowance for Doubtful Accounts:** Accounts receivable are reported net of an allowance for doubtful accounts. The allowance is based on management's estimate of the amount of receivables that will actually be collected. Management estimates uncollectible accounts based on the age of the receivable and other factors.



**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

- I. **Translation of Foreign Financial Statements:** Financial operations in Canada, Europe and the Middle East are translated throughout the year to United States dollars. Gains or losses resulting from translating foreign currency financial statements are recorded in the consolidated statements of activities.
- J. **Estimates:** The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures in the financial statements. Actual results could differ from those estimates.
- K. **Functional Allocation of Expenses:** Based on estimates developed by management, 2017, 2016 and 2015 program service costs totaled \$6,747,016, \$7,040,156 and \$7,103,875, management and general costs totaled \$749,668, \$782,240 and \$789,320, respectively.
- L. **Tax Status:** Accounting principles generally accepted in the United States of America require management to evaluate tax positions taken by NAWS and recognize a tax liability if NAWS has taken a tax position that more likely than not would not be sustained upon examination by a tax authority. NAWS is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.

**NOTE 3 - RETIREMENT PLAN**

NAWS maintains a qualified defined contribution retirement plan, which covers all employees. Under the terms of the plan, employees may elect to contribute pre-tax earnings up to the maximum allowable amount under the Internal Revenue Code. NAWS matches deferrals of up to 5% of compensation based on the employee's number of years of service. NAWS contributions totaled \$75,750, \$73,567 and \$74,903 for the years ended 30 June 2017, 2016 and 2015, respectively.

**NOTE 4 - OPERATING AND CAPITAL LEASES**

NAWS has entered into various capital lease agreements for the use of office equipment and facilities. The following is a schedule of future minimum rental payments required under operating leases that have initial or remaining noncancelable lease terms in excess of one year as of 30 June 2017:

Year ending 30 June,		
	2018	\$ 686,165
	2019	552,232
	2020	398,132
	2021	82,725
		<u>82,725</u>
	Total minimum payments required	<u>\$ 1,719,254</u>

Total payments made under the leases during the years ended 30 June 2017, 2016 and 2015 were \$966,155, \$995,641 and \$1,008,338, respectively.

**NOTE 5 - INVESTMENTS**

GAAP establishes a fair value hierarchy that prioritizes valuation inputs into three levels based on the extent to which inputs used in measuring fair value are observable in the market:

Level 1 – Inputs are quoted prices in an active market.

Level 2 – Inputs are quoted prices for similar instruments and model-based valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data.

Level 3 – Inputs are generally unobservable and typically reflect management's estimates of assumptions that market participants would use in pricing the asset or liability.

**NOTE 5 - INVESTMENTS (Continued)**

The following tables summarize investments based on the inputs used to value them:

	30 June 2017			
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ -	\$ -	\$ 535,983	\$ 535,983
U.S. Government and Government Agency obligations	-	1,944	-	1,944
	<u>\$ -</u>	<u>\$ 1,944</u>	<u>\$ 535,983</u>	<u>\$ 537,927</u>
	30 June 2016			
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ -	\$ -	\$ 535,364	\$ 535,364
U.S. Government and Government Agency obligations	-	2,359	-	2,359
Equities	6,415	-	-	6,415
	<u>\$ 6,415</u>	<u>\$ 2,359</u>	<u>\$ 535,364</u>	<u>\$ 544,138</u>
	30 June 2015			
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ -	\$ -	\$ 367,646	\$ 367,646
U.S. Government and Government Agency obligations	-	3,010	-	3,010
Equities	6,800	-	-	6,800
	<u>\$ 6,800</u>	<u>\$ 3,010</u>	<u>\$ 367,646</u>	<u>\$ 377,456</u>

Level 1 investments comprise equities traded daily on an active exchange. Level 2 investments consist of government obligations valued based on trade prices for similar securities. Level 3 investments are certificates of deposit reported at cost, which approximates fair value.

The following tables reconcile the beginning and ending fair value of the Plan's Level 3 investments:

	Years Ended		
	30 June 2017	30 June 2016	30 June 2015
Balance, 1 July	\$ 535,364	\$ 367,646	\$ 373,516
Purchases/acrued interest	207,670	495,415	444,907
Sales/maturities	(207,051)	(327,697)	(450,777)
Balance, 30 June	<u>\$ 535,983</u>	<u>\$ 535,364</u>	<u>\$ 367,646</u>

**NOTE 6 - CONCENTRATIONS OF CREDIT RISK**

NAWS places its cash and cash equivalents with high quality financial institutions. Cash in U.S. banks is covered by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per bank. Cash in Canadian accounts is insured up to \$100,000 (CAD) per bank. At 30 June 2017, deposits in U.S. institutions exceeded insurance limits by \$626,067 and deposits in Canadian banks exceeded insurance limits by \$669,758 (CAD). Cash in other foreign accounts is not insured by the FDIC and totaled approximately \$679,300 (excluding Iran) as of 30 June 2017.

Assets reported in the statement of financial position as of 30 June 2017 include cash of approximately \$305,000 and publication inventory of approximately \$577,000 at Payam Omega. Due to current relations between Iran and the United States, it is unlikely that NAWS could transfer such assets out of Iran; accordingly their use is limited to Iranian operations.

**NOTE 7 - EMPLOYMENT CONTRACT**

NAWS has entered into an employment agreement with its Executive Director. The agreement provides for compensation and benefits and expires on 31 December 2018. Should the agreement be terminated by NAWS, certain amounts would be payable to the Executive Director as defined in the agreement. Such amounts have not been accrued as of 30 June 2017.

**NOTE 8 - SUBSEQUENT EVENTS**

Management has evaluated subsequent events through 20 February 2018, the date these financial statements were available to be issued. There were no material subsequent events that require recognition or additional disclosure in these financial statements.



**It can be easy to forget how we  
got where we are today, both  
as individuals and as groups.**

**Gratitude and a sense of  
wonder change our perception.**

**Keeping the basics alive  
is one of the rewards  
of carrying the message.**

*Guiding Principles:  
The Spirit of Our Traditions,  
Tradition One*