



# Financial Reports



# First Full Year of Consolidated Financial Management Completed

This report marks the first full year of using the new consolidated financial management system, previously referred to as the Unified Budget. This budget is actually a budget for two years beginning July 2000 and continuing until June 2002. The conclusion of the first year was 30 June 2001. Since this is now the basis of our financial management, we will only refer to it as the NAWS Budget in the future.

The pages that follow provide a snapshot of our overall financial performance for the year. Basically, we performed ahead of our budget objectives despite the fact that for the first time in our recent history, donations did not increase by at least 5 percent. This may be a result of members who felt that we were doing fine financially and did not feel it was necessary to forward additional contributions. It is also possible that some communities have experienced reductions in member donations themselves and, as a result, did not have the money to pass on. Whatever the reason we will keep a close eye on our donations level through the first few months of the new budget year to determine if a clear pattern emerges.

We want to mention here that there is a basic understanding of the two-year budget that should be pointed out. This budget was projected to have its best financial performance in the first year, since year two is loaded with expenses that do not have offsetting income. To put it in simple terms, this means that much of the money we accumulated in year one will be spent based upon the budget plan in year two. Consider the 30 June 2001 figures, for example, we show a net profit of \$653,000, our budgeted figure for this period was \$355,000, which means that we actually out-performed our budgeted figure by \$298,113.

We must remember that most of our large single expense items, in this budget cycle, are in year two of the budget. We have to pay for delegate funding (approximately \$110,000), as well as the WSC meeting itself (approximately \$65,000). Additionally, we have to make the necessary deposits for WCNA-29, in Atlanta, Georgia, and WCNA-30, in San Diego, California. So even though it now seems we have more money than we need, this will not necessarily be the picture at the conclusion of budget year two. These additional resources will allow us to ensure that we meet all of the expenditure projections for the year two portion of the budget. It will also allow us to build upon our operating reserve targets.

In 1997, the WSO had approximately \$15,000 or less than one operating day in reserve funds. This was one of the dramatic factors that lead to the creation of a business plan and prompted changes to our sales policies, budget structure, internal financial management, and a host of other changes designed to create more stability for the fellowship's primary service office, the WSO. Today, largely as a result of these changes, we have 39.8 operating days in reserve. Previously, we described our reserve funds in terms of just "days." This was because we used 365 calendar days in a year as the basis for calculation. However, from now on we will refer to these funds in terms of operating days, which is a more realistic reflection. The primary difference is that there are approximately 261 operating days in a year.

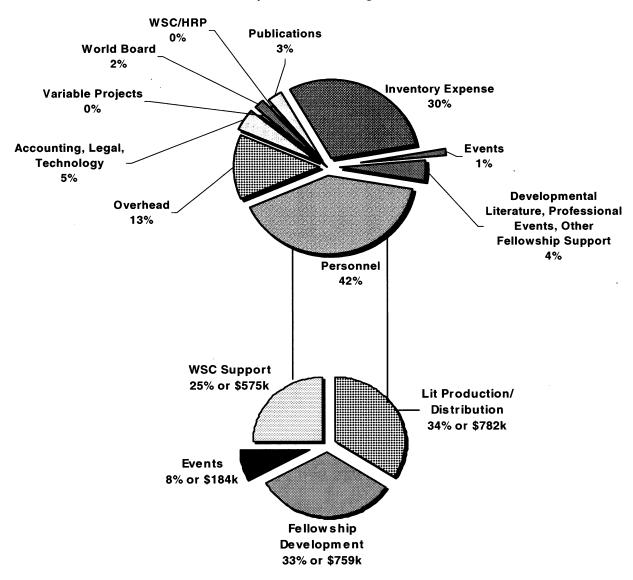
NAWS is committed to ensuring that the WSO stays a stable and reliable resource for the fellowship and would like to thank each and every member that has supported, and continues to support, that objective. As our fellowship expands throughout the world, we will always have a need for additional funds. Your World Service Office stands ready to answer the telephone calls, respond to the letters and emails, and maintain its commitment to meeting the ever-changing needs of our global NA community. Thank you for your continued support of our global mission to serve Narcotics Anonymous.



# **Breakdown of 2000-2001 FY Expenses**

In the preceding pages we have illustrated the breakdown of 2000-2001 FY expenses of \$5.9 million according to the four divisions of the Unified Budget: Fellowship Development, Literature Production and Distribution, WSC Support, and Events. Another way of breaking down these expenses is by functional categories, as shown in the pie chart below:

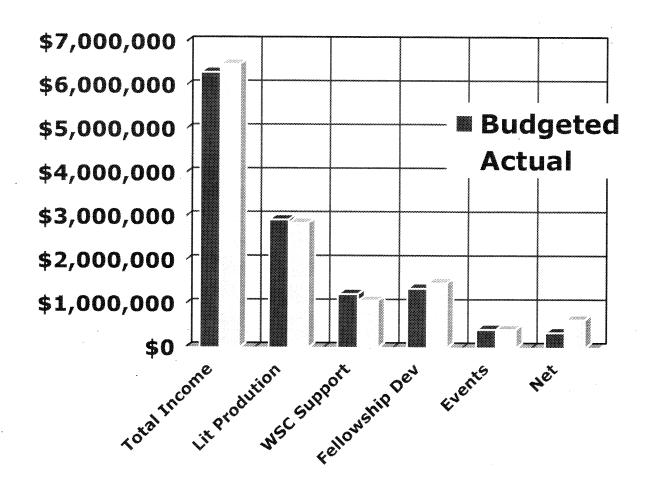
# Breakdown of Total Expenses (\$5.9 Million) by Functional Categories



Personnel expenses are allocated among the four major divisions of the budget. The second pie chart shows the relative percentage of staffing devoted to literature production and distribution (34%), fellowship development (33%), WSC support (25%), and events (8%). Overhead (13% of total expense) is divided among these four categories in a similar fashion.



# Quick Summary FY 2000-2001



- Total income was three percent over budget
- Literature Production expense was two percent below budget
- \* World Service Conference Support expense was 13 percent below budget
- Fellowship Development expense was nine percent over budget
- Events expense was one percent below budget
- Total expense was two percent below budget
- Net profit was 84 percent over budget

### NA WORLD SERVICES COMBINED BALANCE SHEET JUNE 30, 2001

### **CURRENT ASSETS**

**TOTAL ASSETS** 

COMBINED CASH ON HAND	\$3,299	
BANK ACCOUNTS:		
WSO CHATSWORTH	\$1,126,939	
WSO CANADA	\$367,014	
WSO EUROPE	\$185,181	
WSO-CHATSWORTH ACCOUNTS RECEIVABLE	\$535,840	
WSO-CANADA ACCOUNTS RECEIVABLE	\$32,810	
WSO-EUROPE ACCOUNTS RECEIVABLE	\$9,465	
ALLOWANCE FOR DOUBTFUL ACCTS	(\$14,000)	
EMPLOYEE EXCHANGE & ADVANCE	(\$184)	
WSO-CANADA PREPAID RENT	\$5,870 <sup>°</sup>	
COMBINED INVENTORY	\$513,581	
PREPAID INSURANCE	\$20,045	
TOTAL CURRENT ASSETS		\$2,785,860
FIXED ASSETS		
COMPUTER EQUIPMENT	\$537,606	•
DUPLICATING EQUIPMENT	\$4,952	
TYPESETTING EQUIPMENT	\$5,025	
OFFICE EQUIPMENT	\$137,562	
FURNITURE	\$84,119	
LEASEHOLD IMPROVEMENTS	\$514,619	
LESS: ACCUMULATED DEPRECIATION	(\$1,029,677)	
TOTAL FIXED ASSETS		\$254,206
OTHER ASSETS		
DEPOSITS	\$42,214	
CLEARING ACCOUNT	\$42,214 \$18,814	
OTHER PREPAID EXPENSES	\$10,014 \$2,873	
TRADEMARKS & COPYRIGHTS	\$2,673 \$261,558	
DIES, MOLDS, & PLATES	\$201,556 \$29,128	
MEI DATA BASE SOFTWARE	\$29,128 \$360,487	
LESS: ACCUMULATED AMORTIZATION	\$3 <b>60,487</b> (\$219,607)	
LEGG. ACCOMOLATED AMORTIZATION	(\$\alpha 18,001)	
TOTAL OTHER ASSETS	-	\$495,466

\$3,535,532

### NA WORLD SERVICES COMBINED BALANCE SHEET JUNE 30, 2001

### **LIABILITIES AND FUND BALANCE**

ACCOUNTS PAYABLE PREPAID OPEN ORDERS VACATION PAYABLE SALES TAX PAYABLE GOODS & SERVICES TAX PAYABLE (CANADA) SALARIES PAYABLE WSO DATABASE UPGRADE LOAN	\$194,841 \$0 \$97,000 \$3,403 \$2,332 \$25,704 \$179,167	
TOTAL LIABILITIES	_	\$502,447
TOTAL LIABILITIES		\$502,447
FUND BALANCE RETAINED EARNINGS-CURRENT YEAR	\$2,379,863 \$653,222	
TOTAL FUND BALANCE	_	\$3,033,085
TOTAL LIABILITIES AND FUND BALANCE	_	\$3,535,532

### COMBINED INCOME EXPENSE STATEMENT JUNE 30, 2001

<u>INCOME</u> WSO-CHATSWORTH / LITERATURE	\$5,443,436		
WSO-CANADA / LITERATURE	\$196,823		
WSO-EUROPE / LITERATURE	\$157,812		
CONFERENCE SUPPORT DONATIONS	\$612,967		
EVENTS	\$120,541		
TOTAL INCOME		\$6,531,580	
COST OF GOODS			
WSO-CHATSWORTH / LITERATURE	\$1,630,203		
WSO-CANADA / LITERATURE	\$45,867		
WSO-EUROPE / LITERATURE	\$58,824		
EVENTS	<u>\$19,754</u>		
TOTAL COST OF COORS		\$4.754.C40	
TOTAL COST OF GOODS		\$1,754,648	
TOTAL OPERATING INCOME			\$4,776,931
OPERATIONAL EXPENSES			
WSO-CHATSWORTH	\$1,430,496		
WSO-CANADA	\$45,809		
WSO-EUROPE	\$42,353		
CONFERENCE SUPPORT	\$288,069		
EVENTS .	<u>\$79,065</u>	•	
TOTAL OPERATIONAL EXPENSES	•	\$1,885,792	
HUMAN RESOURCES EXPENSES			
WSO-CHATSWORTH	\$2,236,877		
WSO-CANADA	\$4,678		
WSO-EUROPE	\$57,248		
TOTAL HUMAN RESOURCES EXPENSES		\$2,298,803	
OTHER INCOME & EXPENSES			
WSO-CHATSWORTH	(\$56,302)		
WSO-CANADA	(\$1,165)		
WSO-EUROPE	(\$3,419)		
EVENTS .	\$0		
TOTAL OTHER INCOME & EXPENSES		(\$60,886)	
TOTAL OPERATING EXPENSES			\$4,123,710
NET OPERATING INCOME			****

UNAUDITED COMBINED INCOME STATEMENT FOR FISCAL YEAR ENDING JUNE 30, 2001

**NET OPERATING INCOME** 

**NET OPERATING INCOME (PROFIT/LOSS)** 

\$653,222

\$653,222

FELLOWSHIP DONATIONS P-T- BREAKDOWN BY DONOR TYPE Members \$ Groups \$ Areas \$ Regions \$ Unity Day \$ Events/Conventions \$ Zonal & Other Forums \$ Subtotal \$  RECOVERY LITERATURE INCOME P-T- BASIC TEXT:Hardcover English \$ Basic Text: Translated \$ BASIC TEXT:SOFTBOUND \$ JUST FOR TODAY \$ IT WORKS: HOW & WHY \$ STEP WORKING GUIDES \$ OTHER RECOVERY LITERATURE \$  OTHER RECOVERY LITERATURE \$  OTHER INVENTORY INCOME P-T- MEDALLIONS \$ KEY TAGS & CHIPS \$ NON-FIPT INFORMATION BOOKLETS \$ MISCELLANEOUS \$ HANDBOOKS \$ SPECIALTY ITEMS \$ PI PRODUCTS \$ AUDIO MATERIALS \$ GROUP/AREA MATERIALS \$ MIRACLES HAPPEN \$ SUBTOTAL S  SHIPPING SIDDICATE S DEVELOPMENTAL S DEVELOPMENTAL S DISCOUNTS & ALLOWANCES \$ DEVELOPMENTAL S DEVELOPMENTAL S DISCOUNTS & ALLOWANCES \$ DEVELOPMENTAL S DEVELOPMENTAL S SUBTOTAL S SUBTOT	D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122	\$ 30,5 \$ 54,5 \$ 472,5 \$ 36,4 \$ 1,5 \$ 612,5 \$ 1,648,2 \$ 125,5 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 5,099,3 \$ 725,4 \$ 43,6 \$ 43,6 \$ 1,96,3 \$ 725,4 \$ 1,96,3 \$ 725,4 \$ 1,96,3 \$ 1,96	262   171   1757	\$ 25,582 \$ 77,167 \$ 415,757 \$ 8,835 \$ 6,668 \$ 543,924 Budget Y-T-D \$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 1,462	\$ \$ 4 \$ \$ 5 \$ 5 \$ \$ 1,0 \$ \$ 5,0 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
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Regions \$ Unity Day \$ Events/Conventions \$ Zonal & Other Forums \$ Subtotal \$  RECOVERY LITERATURE INCOME P-T- BASIC TEXT: Hardcover English \$ Basic Text: Translated \$ BASIC TEXT-SOFTBOUND \$ JUST FOR TODAY \$ IT WORKS: HOW & WHY \$ STEP WORKING GUIDES \$ OTHER RECOVERY LITERATURE \$  Subtotal \$  DTHER INVENTORY INCOME P-T- MEDALLIONS \$ KEY TAGS & CHIPS \$ NON-FIPT INFORMATION BOOKLETS \$ MISCELLANEOUS \$ HANDBOOKS \$ SPECIALTY ITEMS \$ PI PRODUCTS \$ AUDIO MATERIALS \$ GROUP/AREA MATERIALS \$ MIRACLES HAPPEN \$ SUBTOTAL \$  SHIPPING \$ DISCOUNTS & ALLOWANCES \$ Developmental Subsidies & Allowances \$ Literature income less discounts and allowances \$ EVENT INCOME P-T- UNITY DAY \$ DONATIONS (TELEPHONE HOOKUP) \$ ACTIVITY INCOME \$ MERCHANDISE/JEWELRY \$ WCNA 28 REGISTRATION \$ SPECIAL EVENTS \$	6,049 20,423 - 4,874 - 34,419  D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519  D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 6,431 \$ 34,646 \$ 736 \$ 756 \$ 556 \$ 45,327 Budget for Period \$ 142,432 \$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 148,435 Budget for Period \$ 2,941 \$ 190 \$ 2,317 \$ 2,317 \$ 2,445 \$ 3,736	\$ 54,5 \$ 472,5 \$ 2,5 \$ 36,4 \$ 1,5 \$ 612,5 <b>Y-T-D Actual</b> \$ 1,648,2 \$ 125,9 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 <b>Y-T-D Actual</b> \$ 437,8 \$ 725,4 \$ 43,6 \$ 5,099,3 <b>Y-T-D Actual</b> \$ 1,096,3 \$ 5,099,3	957 957 958 958 958 958 958 958 958 958	\$ 77,167 \$ 415,757 \$ 8,835 \$ 6,668 \$ 543,924 Budget Y-T-D \$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462	\$ 4 \$ 5 \$ 5 \$ 5 \$ 1,7 \$ 1 \$ 4 \$ 5 \$ 5 \$ 5,0 \$ 4,0 \$ 5,0 \$ 7 \$ 5,0
Regions Unity Day Events/Conventions Zonal & Other Forums  Subtotal  RECOVERY LITERATURE INCOME BASIC TEXT:Hardcover English Basic Text: Translated BASIC TEXT-SOFTBOUND JUST FOR TODAY IT WORKS: HOW & WHY STEP WORKING GUIDES OTHER RECOVERY LITERATURE  Subtotal  DIHER INVENTORY INCOME P-T- MEDALLIONS KEY TAGS & CHIPS NON-FIPT INFORMATION BOOKLETS MISCELLANEOUS HANDBOOKS SPECIALTY ITEMS PI PRODUCTS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances  EVENT INCOME P-T- UNITY DAY DONATIONS (TELEPHONE HOOKUP) ACTIVITY INCOME MERCHANDISE/JEWELRY WCNA 28 REGISTRATION SPECIAL EVENTS  \$ SUBTORIAN SUBTORIAN SUBTORIAN SPECIAL EVENTS \$  REGISTRATION \$ SPECIAL EVENTS \$  SUBTORIAN SUB	20,423 4,874 - 34,419 D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 34,646 \$ 736 \$ 7556 \$ 45,327 Budget for Period \$ 142,432 \$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 148,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 2,445 \$ 4,877 \$ 4,877	\$ 472,5 \$ 36,4 \$ 1,5 \$ 612,5 Y-T-D Actual \$ 1,648,2 \$ 125,9 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 1,9 \$ 1,9 \$ 1,9 \$ 1,9 \$ 1,9 \$ 1,0 \$ 1,0	338	\$ 415,757 \$ 8,835 \$ 6,668 \$ 543,924 Budget Y-T-D \$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 4 \$ \$ \$ \$ \$ \$ \$ 5 \$ 1 \$ 4 \$ 5 \$ 5 \$ 5 \$ 1,0 \$ 5,0 Adop
Unity Day Events/Conventions Zonal & Other Forums  Subtotal  RECOVERY LITERATURE INCOME BASIC TEXT: Hardcover English Basic Text: Translated BASIC TEXT-SOFTBOUND JUST FOR TODAY IT WORKS: HOW & WHY STEP WORKING GUIDES OTHER RECOVERY LITERATURE  Subtotal  DIHER INVENTORY INCOME MEDALLIONS KEY TAGS & CHIPS MISCELLANEOUS HANDBOOKS SPECIALTY ITEMS PI PRODUCTS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances  EVENT INCOME MERCHANDISE/JEWELRY WCNA 28 REGISTRATION SPECIAL EVENTS  SUBTORIAN SUBTORIAN SPECIAL EVENTS SUBTORIAN SPECIAL EVENTS SUBTORIAN SUBTORIAN SPECIAL EVENTS SUBTORIAN SUB	A,874  - 34,419  D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519  D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$	\$ 2 \$ 36,4 \$ 1,5 \$ 612,9 Y-T-D Actual \$ 1,648,2 \$ 125,9 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 43,6 \$ 5,9 \$ 5,0 \$ 5,	2880 : 336 :	\$ 8,835 \$ 6,668 \$ 543,924 Budget Y-T-D \$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 1,462 \$ 29,335	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
Events/Conventions  Zonal & Other Forums  Subtotal  RECOVERY LITERATURE INCOME  BASIC TEXT: Hardcover English  Basic Text: Translated  BASIC TEXT-SOFTBOUND  JUST FOR TODAY  IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal  DITHER INVENTORY INCOME  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS  PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  SUBTOTAL  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  SUBTOTAL  S	D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 736 \$ 556 \$ 45,327 Budget for Period \$ 142,432 \$ 19,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 148,435 Budget for Period \$ 0,928 \$ 2,941 \$ 190 \$ 1,194 \$ 2,317 \$ 122 \$ 2,445 \$ 2,436	\$ 36,4 \$ 1,5 \$ 612,9 Y-T-D Actual \$ 1,648,2 \$ 125,9 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 1,9 \$ 1,9 \$ 1,0 \$ 1,	336 : 336 :	8,835 6,668 543,924 Budget Y-T-D 5 1,709,184 5 122,687 5 476,409 5 535,398 5 527,465 5 583,924 5 1,066,152 5 5,021,219 Budget Y-T-D 6 424,034 5 731,138 6 35,292 6 2,277 6 50,325 6 27,802 6 1,462 6 1,462 6 29,335	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
Zonal & Other Forums  Subtotal  RECOVERY LITERATURE INCOME  BASIC TEXT: Hardcover English  Basic Text: Translated  BASIC TEXT-SOFTBOUND  JUST FOR TODAY  IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal  DITHER INVENTORY INCOME  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS  PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  SUBTOTAL  SUBTOTAL  P-T-  WCNA 28  REGISTRATION  \$  SPECIAL EVENTS  \$  P-T-  SUBTOTAL  SUBTOTAL  SUBTOTAL  P-T-  WCNA 28  REGISTRATION  \$  SPECIAL EVENTS  \$  SUBTOTAL  P-T-  WCNA 28  REGISTRATION  \$  SPECIAL EVENTS  \$  SUBTOTAL  P-T-  SUBTOTAL  SUBTOT	D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 556 \$ 45,327 Budget for Period \$ 142,432 \$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 1,94 \$ 2,317 \$ 122 \$ 2,445 \$ 2,736	\$ 1,5 \$ 612,5  Y-T-D Actual \$ 1,648,2 \$ 125,5 \$ 569,9 \$ 623,2 \$ 508,2 \$ 5,099,3  Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5,099,3  \$ 5,099,3	2323	Budget Y-T-D  \$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219  Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,355 \$ 27,805 \$ 1,462 \$ 1,462	\$ Adop \$ 1,7 \$ 1 \$ 4 \$ 5 \$ 5 \$ 1,0 \$ 4,0 \$ 5,0  Adop \$ 4,5 \$ 7 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5
RECOVERY LITERATURE INCOME  BASIC TEXT:Hardcover English  Basic Text: Translated  BASIC TEXT:OFTBOUND  JUST FOR TODAY  IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal  DITER INVENTORY INCOME  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS  PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  SUBTOTAL  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subicials & Allowances  Literature income less discounts and allowances  EVENT INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$  P.T.	D Actual 161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519  D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 45,327  Budget for Period \$ 142,432 \$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 148,435  Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 1,736	\$ 612,5  Y-T-D Actual \$ 1,648,2 \$ 125,5 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3  Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5,99,3 \$ 5,99,3	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	\$ 543,924  Budget Y-T-D  \$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219  Budget Y-T-D  \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 1,462 \$ 29,335	\$ 5 Adop \$ 1,7 \$ 1 \$ 4 \$ 5 \$ 5 \$ 1,0 \$ 5,0 Adop \$ 4 \$ 7 \$ 5 \$ 5 \$ 5,0
BASIC TEXT:Hardcover English  Basic Text: Translated  BASIC TEXT-SOFTBOUND  JUST FOR TODAY  IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal  DITHER INVENTORY INCOME  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  SUBTOTAL  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$  REGISTRATION  \$  SPECIAL EVENTS  \$  REGISTRATION  \$  SPECIAL EVENTS  \$  \$  REGISTRATION  \$  SPECIAL EVENTS  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 142,432 \$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 4,877	\$ 1,648,2 \$ 125,9 \$ 569,3 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 36,9 \$ 1,9 \$ 5,09	255	\$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 1,7 \$ 1 \$ 4 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5,0 Adop \$ 4 \$ 7 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5
BASIC TEXT:Hardcover English  Basic Text: Translated  BASIC TEXT-SOFTBOUND  JUST FOR TODAY  IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal  DITHER INVENTORY INCOME  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  SUBTOTAL  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  VENT INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$	161,734 11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 142,432 \$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 4,877	\$ 1,648,2 \$ 125,9 \$ 569,3 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 36,9 \$ 1,9 \$ 5,09	255	\$ 1,709,184 \$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 1,7 \$ 1 \$ 4 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5,0 Adop \$ 4 \$ 7 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5 \$ 5
Basic Text: Translated BASIC TEXT-SOFTBOUND JUST FOR TODAY IT WORKS: HOW & WHY STEP WORKING GUIDES OTHER RECOVERY LITERATURE Subtotal  DITHER INVENTORY INCOME MEDALLIONS KEY TAGS & CHIPS NON-FIPT INFORMATION BOOKLETS MISCELLANEOUS HANDBOOKS SPECIALTY ITEMS PI PRODUCTS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances EVENT INCOME MERCHANDISE/JEWELRY WCNA 28 REGISTRATION SPECIAL EVENTS S REGISTRATION SPECIAL EVENTS S REGISTRATION SPECIAL EVENTS S SALDWANCES S SALDWANCES S REGISTRATION SPECIAL EVENTS S SALDWANCES S SALDWANC	11,992 73,758 68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 10,224 \$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 2,445 \$ 4,877 \$ 2,736	\$ 125,9 \$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ \$ 1,99 \$ \$ 36,9 \$ 5,00,0 \$ \$ 5,00,0 \$ 5,00,0	224 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	\$ 122,687 \$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 1 \$ 4 \$ 5 \$ 5 \$ 5 \$ 1,0 \$ 5,0 Adop \$ 7 \$ 5 \$ 5
BASIC TEXT-SOFTBOUND  JUST FOR TODAY  IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal	73,758 68,474 53,169 43,129 103,263 515,519  D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 39,701 \$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 4,877	\$ 569,9 \$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3	119 1278 1278 1290 1290 1291 1291 1291 1291 1291 1291	\$ 476,409 \$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 4 \$ 5 \$ 5 \$ 5 \$ 1,0 \$ 5,0 Adop \$ 7 \$ 5 \$ 5
JUST FOR TODAY IT WORKS: HOW & WHY STEP WORKING GUIDES OTHER RECOVERY LITERATURE Subtotal S OTHER INVENTORY INCOME MEDALLIONS KEY TAGS & CHIPS NON-FIPT INFORMATION BOOKLETS MISCELLANEOUS SPECIALTY ITEMS PI PRODUCTS AUDIO MATERIALS GROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances  EVENT INCOME P-T UNITY DAY DONATIONS (TELEPHONE HOOKUP) ACTIVITY INCOME MERCHANDISE/JEWELRY WCNA 28 REGISTRATION SPECIAL EVENTS S SUBTORIAN SPECIAL EVENTS S  REGISTRATION SPECIAL EVENTS S  SUBTORIAN SPECIAL EVENTS S  SUBTORIAN SPECIAL EVENTS S  SUBTORIAN SUBTORIAN SPECIAL EVENTS S  SUBTORIAN	68,474 53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 44,617 \$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 623,2 \$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0	278 99 99 99 99 99 99 99 99 99 99 99 99 99	\$ 535,398 \$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 5 \$ 5 \$ 5 \$ 1,0 \$ 5,0 Adop \$ 4 \$ 7 \$ \$ \$ \$ \$ \$
IT WORKS: HOW & WHY  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  Subtotal  STEP WORKING GUIDES  OTHER RECOVERY LITERATURE  SUBTOTAL  SUBTOTAL  P-T-  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS  PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  SUBTOTAL  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  SEVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  SUBTOTAL  SUBTOT	53,169 43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 43,955 \$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 4,877	\$ 527,2 \$ 508,2 \$ 1,096,3 \$ 5,099,3	990	\$ 527,465 \$ 583,924 \$ 1,066,152 \$ 5,021,219 Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 5 \$ 5 \$ 1,0 \$ 5,0 Adop \$ 4 \$ 7 \$ \$ \$ \$ \$ \$
STEP WORKING GUIDES OTHER RECOVERY LITERATURE  Subtotal  OTHER INVENTORY INCOME  MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS  PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  \$ 5	43,129 103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 48,660 \$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 4,877	\$ 508,2 \$ 1,096,3 \$ 5,099,3 Y-T-D Actual  \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	66	\$ 583,924 \$ 1,066,152 \$ 5,021,219 \$ Budget Y-T-D \$ 424,034 \$ 731,138 \$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ 5,0 \$ 1,0 \$ 5,0 Adop \$ 4 \$ 7 \$ \$ \$ \$ \$ \$ \$ \$
OTHER RECOVERY LITERATURE  Subtotal \$  OTHER INVENTORY INCOME	103,263 515,519 D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 88,846 \$ 418,435 Budget for Period \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 4,877	\$ 1,096,3 \$ 5,099,3 Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	99 9 31 9 58 9 97 9 604 9 605 9 60 9 73 9	Budget Y-T-D  424,034 5 35,292 6 22,277 6 50,325 6 27,802 6 1,462 6 29,335	\$ 1,0 \$ 5,0 Adop \$ 4 \$ 7 \$ \$ \$ \$ \$ \$
Subtotal \$  OTHER INVENTORY INCOME P-T-  MEDALLIONS \$  KEY TAGS & CHIPS \$  NON-FIPT INFORMATION BOOKLETS \$  MISCELLANEOUS \$  HANDBOOKS \$  SPECIALTY ITEMS \$  PI PRODUCTS \$  AUDIO MATERIALS \$  GROUP/AREA MATERIALS \$  MIRACLES HAPPEN \$  Subtotal \$  SHIPPING \$  DISCOUNTS & ALLOWANCES \$  Developmental Subsidies & Allowances \$  Literature income less discounts and allowances \$  EVENT INCOME P-T-  UNITY DAY DONATIONS (TELEPHONE HOOKUP) \$  ACTIVITY INCOME \$  MERCHANDISE/JEWELRY \$  WCNA 28  REGISTRATION \$	515,519  D Actual 28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 418,435  Budget for Period  \$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 5,099,3  Y-T-D Actual \$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	31 9 58 9 97 9 604 9 60 9 73 9 57 9	Budget Y-T-D  424,034  731,138  35,292  2,277  5,503,25  27,802  1,462  29,335	Adop  \$ 4 \$ 7 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances  Literature income less discounts and allowances  VINITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$  \$  **TOTAL TOTAL TOTA	28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 50,0 \$ 57,6	58 5 97 5 04 5 95 5 20 5 60 5 73 5	5 424,034 5 731,138 5 35,292 6 2,277 5 50,325 6 27,802 6 1,462 6 29,335	\$ 4 \$ 7 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
MEDALLIONS  KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances  Literature income less discounts and allowances  VINITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$  \$  **TOTAL TOTAL TOTA	28,647 56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 35,336 \$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 437,8 \$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 50,0 \$ 57,6	58 5 97 5 04 5 95 5 20 5 60 5 73 5	5 424,034 5 731,138 5 35,292 6 2,277 5 50,325 6 27,802 6 1,462 6 29,335	\$ 4 \$ 7 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
KEY TAGS & CHIPS  NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances  Literature income less discounts and allowances  VINITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION \$  \$  SPECIAL EVENTS  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	56,812 3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 60,928 \$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 725,4 \$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	97 9 04 9 95 9 20 9 60 9 73 9	5 731,138 5 35,292 5 2,277 5 50,325 5 27,802 5 1,462 5 29,335	\$ 7 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$
NON-FIPT INFORMATION BOOKLETS  MISCELLANEOUS  HANDBOOKS  SPECIALTY ITEMS  PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  VENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$  \$	3,419 (8) 4,344 2,098 2 2,426 5,129 1,703	\$ 2,941 \$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 43,6 \$ 5 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	95 9 20 9 60 9 73 9	\$ 35,292 \$ 2,277 \$ 50,325 \$ 27,802 \$ 1,462 \$ 29,335	\$ \$ \$ \$ \$ \$
MISCELLANEOUS \$ HANDBOOKS \$ SPECIALTY ITEMS \$ PI PRODUCTS \$ AUDIO MATERIALS \$ GROUP/AREA MATERIALS \$ MIRACLES HAPPEN \$ Subtotal \$  SHIPPING \$ DISCOUNTS & ALLOWANCES \$ Developmental Subsidies & Allowances \$ Literature income less discounts and allowances \$  EVENT INCOME P-T- UNITY DAY DONATIONS (TELEPHONE HOOKUP) \$ ACTIVITY INCOME \$ MERCHANDISE/JEWELRY \$ WCNA 28  REGISTRATION \$ SPECIAL EVENTS \$	(8) 4,344 2,098 2 2,426 5,129 1,703	\$ 190 \$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 55 \$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	95 9 20 9 60 9 73 9	5 2,277 5 50,325 5 27,802 5 1,462 5 29,335	\$ \$ \$ \$ \$ \$
HANDBOOKS  SPECIALTY ITEMS SPECIALTY ITEMS PI PRODUCTS AUDIO MATERIALS SGROUP/AREA MATERIALS MIRACLES HAPPEN Subtotal SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances SUBSTITUTE ON SUBSTITUTE OF SUBST	4,344 2,098 2 2,426 5,129 1,703	\$ 4,194 \$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 49,8 \$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	20 9 60 9 73 9	50,325 5 27,802 6 1,462 6 29,335	\$
SPECIALTY ITEMS \$ PI PRODUCTS \$ AUDIO MATERIALS \$ GROUP/AREA MATERIALS \$ MIRACLES HAPPEN \$ Subtotal \$  SHIPPING \$ DISCOUNTS & ALLOWANCES \$ Developmental Subsidies & Allowances \$ Literature income less discounts and allowances \$  EVENT INCOME P-T- UNITY DAY DONATIONS (TELEPHONE HOOKUP) \$ ACTIVITY INCOME \$ MERCHANDISE/JEWELRY \$ WCNA 28  REGISTRATION \$ SPECIAL EVENTS \$	2,098 2 2,426 5,129 1,703	\$ 2,317 \$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 36,9 \$ 1,9 \$ 50,0 \$ 57,6	60 9 73 9 57 9	27,802 1,462 29,335	\$ \$ \$
PI PRODUCTS  AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  SEVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  \$ \$	2 2,426 5,129 1,703	\$ 122 \$ 2,445 \$ 4,877 \$ 2,736	\$ 1,9 \$ 50,0 \$ 57,6	73 5	1,462 29,335	\$ \$ \$
AUDIO MATERIALS  GROUP/AREA MATERIALS  MIRACLES HAPPEN  Subtotal  SHIPPING  DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  \$ \$	2,426 5,129 1,703	\$ 2,445 \$ 4,877 \$ 2,736	\$ 50,0 \$ 57,6	57 5	29,335	\$ \$
GROUP/AREA MATERIALS MIRACLES HAPPEN  Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances  EVENT INCOME UNITY DAY DONATIONS (TELEPHONE HOOKUP) ACTIVITY INCOME MERCHANDISE/JEWELRY WCNA 28  REGISTRATION SPECIAL EVENTS  \$	5,129 1,703	\$ 4,877 \$ 2,736	\$ 57,6			\$
MIRACLES HAPPEN  Subtotal  Subtotal  SHIPPING DISCOUNTS & ALLOWANCES Developmental Subsidies & Allowances Literature income less discounts and allowances  EVENT INCOME UNITY DAY DONATIONS (TELEPHONE HOOKUP) ACTIVITY INCOME MERCHANDISE/JEWELRY WCNA 28  REGISTRATION SPECIAL EVENTS  Subtotal  \$  Subtotal  \$  \$  SUBTOTA  \$  SUBTOTA	1,703	\$ 2,736				
Subtotal \$  SHIPPING \$  DISCOUNTS & ALLOWANCES \$  Developmental Subsidies & Allowances \$  Literature income less discounts and allowances \$  EVENT INCOME P-T-  UNITY DAY  DONATIONS (TELEPHONE HOOKUP) \$  ACTIVITY INCOME \$  MERCHANDISE/JEWELRY \$  WCNA 28  REGISTRATION \$  SPECIAL EVENTS \$			₹ 20,9			
DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	ŀ		\$ 1,432,8			\$ \$ 1,3
DISCOUNTS & ALLOWANCES  Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	22,246	\$ 19,039	\$ 253,2	co (	200 470	
Developmental Subsidies & Allowances  Literature income less discounts and allowances  EVENT INCOME  UNITY DAY  DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  \$ SPECIAL EVENTS  \$ \$	(99,986)					
Literature income less discounts and allowances \$  EVENT INCOME P-T-  UNITY DAY  DONATIONS (TELEPHONE HOOKUP) \$  ACTIVITY INCOME \$  MERCHANDISE/JEWELRY \$  WCNA 28  REGISTRATION \$  SPECIAL EVENTS \$	(5,879)			67) \$		
UNITY DAY DONATIONS (TELEPHONE HOOKUP) ACTIVITY INCOME MERCHANDISE/JEWELRY WCNA 28 REGISTRATION SPECIAL EVENTS \$	536,472					
UNITY DAY DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION SPECIAL EVENTS  \$	D Actual	Budget for Period	V T D A			
DONATIONS (TELEPHONE HOOKUP)  ACTIVITY INCOME  MERCHANDISE/JEWELRY  WCNA 28  REGISTRATION  SPECIAL EVENTS  \$	DACIUAL	Budget for Period	Y-T-D Actual	-+	Budget Y-T-D	Adop
ACTIVITY INCOME \$ MERCHANDISE/JEWELRY \$ WCNA 28 REGISTRATION \$ SPECIAL EVENTS \$	150	s -	\$ 2.3	00		
MERCHANDISE/JEWELRY \$ WCNA 28 REGISTRATION \$ SPECIAL EVENTS \$		<del>, .</del>		00 \$		\$
WCNA 28 REGISTRATION \$ SPECIAL EVENTS \$		<u>,</u>		55 \$		\$
REGISTRATION \$ SPECIAL EVENTS \$		<del>-</del>	<u> </u>		·	\$
SPECIAL EVENTS \$		\$ -	\$ 41,4	23 \$	32,000	e .
· · · · · · · · · · · · · · · · · · ·		, \$ .		23 3 50 \$		
NEWCOMER DONATIONS \$		<u> </u>		15 \$		
MERCHANDISE \$		\$ -		14 \$		
OTHER SALES \$		\$ .	\$ 43,7	- \$		
REBATES \$		\$ .		00 \$		
Subtotal \$	1,445		\$ 120,5			
MISCELLANEOUS INCOME P-T-	D Actual	Budget for Period	Y-T-D Actual		Budget Y-T-D	Adop
LICENSED VENDOR PAYMENTS \$	-			00 \$		
INTEREST \$				11 \$		
MISCELLANEOUS \$	5,565	\$ 1213				
Subtotal \$	5,565 (3.841)		<u>_</u>	74.   ₹		<del></del>
TOTAL INCOME ALL SOURCES \$	5,565 (3,841) 1,724	\$ 3,240	\$ 11,6	74 \$ 85 \$		

	NAWS I	EXPE	NSE							
TERATURE PRODUCTION & DISTRIBUTION	P-T-D Ac	ctual	Budget for Perio	od	γ.	T-D Actual	E	Budget Y-T-D		Adopted
FIXED OPERATIONAL EXPENSES										
									_	
BASIC TEXT: HARD COVER - English		7,681		1,595		293,963		295,143	\$	295,14
Basic Text-Translated		2,774	<del> </del>	3,061		42,077		36,730	\$	36,7
BASIC TEXT-SOFTBOUND		7,417		1,200	\$	62,948	\$	50,403	\$	50,4
JUST FOR TODAY		9,061		6,657		86,201		74,761		74,70
IT WORKS: HOW & WHY		4,131		,568	<u> </u>	126,803		114,309	\$	114,30
STEP WORKING GUIDES	<del></del>	7,390	~ <del></del>	3,693	<del></del>	102,541				104,3
OTHER RECOVERY LITERATURE		2,454		2,527		228,733	\$	270,325	\$	270,32
Subtotal	\$ 90	0,908	\$ 79	9,301	\$	943,264	\$	945,984	\$	945,98
THER INVENTORY EXPENSE	P-T-D Ac	tual	Budget for Perio	od	Υ-	T-D Actual	E	Budget Y-T-D		Adopted
MARKETING	\$ 13	3,418	\$ 5	5,968	\$	76,502	\$	71,620	S	71.62
MEDALLIONS	<del></del>	4,684	<del></del>	5,211		73,325		74,536		74,5
KEY TAGS & CHIPS		3,698	and the second second	5.003		181,808	\$	192,034		192,0
NON-FIPT INFORMATION BOOKLETS		1,590	The second secon	1.604		23,580	\$	19,247		19,2
MISCELLANEOUS		1,973	\$	417		10,743		5,003		5,0
HANDBOOKS		1,267	\$	932		14,583	\$	11,184	<u> </u>	11,1
SPECIALTY ITEMS	\$	770	\$	819	\$	12,487	\$	9,830		9.8
PI PRODUCTS	\$	1	\$	65	\$	986	\$	780		70
AUDIO MATERIALS	- i	1.096		1.254	\$	21.173		15.047		15.0
GROUP/AREA MATERIALS		2.182		2.557	\$	24.055	<u> </u>	30,689	<u> </u>	30.6
MIRACLES HAPPEN	\$	317	\$	821	\$	3,519	<u> </u>	9,851	<u> </u>	9.8
IN HOUSE PRODUCTION		2.622	_ <del></del>	7.625	\$	61,480		91,500		91.5
TRANSLATIONS		1.455	\$ 1	1.775	\$	11,612		21,294		21.2
SHIPPING	\$ 30	0.952	\$ 19	9.229	\$	275,779	\$	230,743		230.7
SALES TAX EXPENSE	\$	-,	· · · · · · · · · · · · · · · · · · ·	4,300	\$	,	\$	51,603	<u>-</u> -	51,6
INVENTORY ADJUSTMENT	\$			1,507)		•	S	(18,082)	<del></del>	(18,0
Subtotal	<u> </u>	6,023	<u> </u>	B,073	\$	791,630	\$	816,879		816,8
LEGAL	\$	2.609	<b>A</b>	0.317		(40 500)		400 000		400.0
TRAVEL		2,609 1.314	\$ 10 \$	517	\$	(13,562)		123,803 6,200	\$	123,8 6,2
ACCOUNTING		2.404		2,532	\$	8,860 19,075		30,388	\$	30,3
PERSONNEL Includes amount budgeted to	<b>.</b>	2,404	3	2,332		19,075	Ð	30,300	Ð	30,3
variable projects	\$ 7:	2.855	\$ 56	6,281	\$	781,512	\$	675,373	\$	675,3
OVERHEAD	<u> </u>	3,200		3,244	\$	249,630		278,931		278,9
TECHNOLOGY	<u> </u>	8,309		4,404	\$	78,464		52,844	\$	52,8
Subtotal		0,692		7,295	\$	1,123,981		1,167,539	\$	1,167,5
							i			
Total Literature Production Expense	\$ 28	7,623	\$ 244	4,669	\$	2,858,874	- \$	2,930,402	\$	2,930,4

WORLD SERVICE CONFERENCE SUPPORT	P-1	-D Actual	В	Budget for Period	Y-T-D Actual		Budget Y-T-D		Adopted
FIXED	OPE	RATIONAL	EXP	ENSES					
PUBLICATIONS	\$	100	\$	5,500	 12,989	\$	66,000	\$	66,000
WORLD SERVICE CONFERENCE	\$	-	\$	•	\$ 1,016			\$	
WORLD BOARD	\$	· 28,850	\$		\$ 138,479	\$	163,000	\$	163,000
Allocation for Committee Meetings	\$	13,365	\$	8,163	 47,020	\$	97,950	\$	97,950
HUMAN RESOURCE PANEL	\$	1,632	\$	875	\$ 19,387	\$	10,500	\$	10,500
WSC'CO-FACILITATOR '	\$	-	\$	125	\$ -	\$	1,500	\$	1,500
TRAVEL	\$	•	\$	-	\$ 50	\$	-	\$	
LEGAL	\$		\$	(7)	\$ •	\$	(84)	\$	(84
ACCOUNTING	\$	1,103	\$	1,103	\$ 8,851	\$	13,237	\$	13,237
PERSONNEL Includes amount budgeted to	ĺ								
variable projects	\$	53,570		42,429	\$ 575,188	\$	509,145	\$	509,145
OVERHEAD	\$	17,632		17,136	\$ 191,025	\$	205,631	\$	205,631
TECHNOLOGY	\$	6,110		2,835	 57,694	\$	34,020	\$	34,020
Subtotal	\$	122,362	<b>\$</b>	83,579	\$ 1,051,700	\$	1,100,899	\$	1,100,899
The state of the s			ļ						
ADDD	OVER	VARIABLE	EVE	ENGE		_			
	1			ENSES					
World Service Meeting	\$		\$		\$ •	\$	•	\$	
Worldwide Workshops	\$	16,441	\$	3,333	\$ 17,223	\$	40,000	\$	40,000
Recovery Literature Option - Y	\$	4,659	\$	3,333	\$ 4,826	\$	40,000	\$	40,000
Standards for WS Communications	\$	-	\$	1,375	\$ 2,835	\$	16,500	\$	16,500
Service Material	s	_	\$	1,288	\$ 133	s	15,450	s	15,450
Historical Data Collection	\$	-	\$	1,667	\$ 320	\$	20,000	\$	20.000
			1		 	Ė		·	
Subtotal	\$	21,100	\$	10,996	\$ 25,339	\$	131,950	\$	131,950
Total World Service Conference Support	\$	143,462	\$	94,575	\$ 1,077,039	\$	1,232,849	S	1,232,849

ELLOWSHIP DEVELOPMENT	P.T	-D Actual	Budget for I	Period	V.T	-D Actual	Budget Y-T-D	+	Adopted
FIXED OPERATIONAL EXPENSES	F-1-	-D Actual	Budget for i	renou	1-1	-D Actual	Buaget 1-1-D		Adopted
FIXED OF ERATIONAL EXPENSES									
PUBLICATIONS	\$	33,517	\$	10,417	\$	155,483	\$ 125,000	\$	125,000
FELLOWSHIP SUPPORT	\$	36,184	\$	7,892	\$	80,010	\$ 94,700	-	94,70
PROFESSIONAL EVENTS	\$	13,073	\$	1,792	\$	62,680	\$ 21,500		21,50
DEVELOPMENTAL LITERATURE	\$	17,804	\$	8,750	\$	97,850	\$ 105,000		105,00
LEGAL	\$	-	\$	•	\$	•	\$ -	\$	
ACCOUNTING	\$	1,199	\$	1,502	\$	9,618	\$ 18,021	\$	18,02
PERSONNEL Includes amount budgeted to		1117 4410						1	
variable projects	\$	70,712	\$	55,950	\$	758,527	\$ 671,402	\$	671,40
OVERHEAD	\$	22,518	\$	21,277	\$	241,064	\$ 255,326	\$	255,32
TECHNOLOGY	\$	8,065	\$	3,686	\$	76,157	\$ 44,237	\$	44,23
Subtotal	\$	203,072	\$	111,266	\$	1,481,388	\$ 1,335,186	\$	1,335,186
VARIABLE OPERATIONAL EXPENSES									
formation Management				2.002		4 400	<b>.</b>		25.00
formation management	\$		\$	2,083	\$	1,402	\$ 25,000	\$	25,000
Subtotal	\$	-	\$	2,083	\$	1,402	\$ 25,000	\$	25,000
Total Fellowship Development	\$	203,072	\$	113,349	\$	1,482,790	\$ 1,360,186	\$	1,360,186
VENTS	P.T.	-D Actual	Budget for I	Period	V-T	-D Actual	Budget Y-T-D	ļ	Adopted
			ES PENDING F				Dauget 1-1-D		Adopted
MERCHANDISE	\$		\$		\$	- ATTOM	\$ -	\$	
INVENTORY ADJUSTMENT	\$	-	\$		\$		\$ -	+-:-	
UNITY DAY	\$	83	\$		S	10,856	\$ -	+	
WCNA 28	Ť				•	10,000		*	
REGISTRATION	\$		\$	1,085	\$	6,420	\$ 13.018	\$	13,01
CONTRACT LABOR	\$		\$	.,,,,,,,,	\$	6,567		\$	10,011
SPECIAL EVENTS	\$		\$	1,167	\$	19,245	\$ 14,000		14,000
PROGRAM	\$		\$	1,200	\$		\$ 14,400		14,40
HOST COMMITTEE	\$	-	\$	906-	\$	11,124	\$ 10,875	+	10,87
TRAVEL	\$	(22,000)	\$	2,917	\$	25,485	\$ 35,000	+	35,000
FACILITIES	\$	-	\$	5,110	\$	16,308	\$ 61,325	\$	61,32
MERCHANDISE	\$	(12)	\$	3,667	\$	18,734	\$ 44,000	\$	44,00
LITERATURE PURCHASES	\$	(2,612)	\$	-	\$	-	\$ -	\$	
CONVENTION INFORMATION	\$	•	\$	83	\$	4,239	\$ 1,000	\$	1,00
EQUIPMENT	\$			-	\$	4,411	\$ -	\$	
TRANSPORTATION	\$		\$	167	\$	2,000	\$ 2,000	\$	2,00
GENERAL SHIPPING	\$	•	\$	167	\$	8,532	\$ 2,000		2,00
TELEPHONE	\$		\$	167	\$	5,762		\$	2,000
Subtotal	\$	(24,541)	\$	16,635	\$	139,684	\$ 199,618	\$	199,618
WCNA 29	\$	2,974	\$	163	\$	6,823		_	1,95
WCNA 30	\$	-	\$	•	\$	985		+ -	
WCNA 31	\$	-	\$ .	•	\$	1,967		\$	
LEGAL	\$		\$		\$			\$	
ACCOUNTING	\$	319	\$	457	\$	3,384	\$ 5,484	\$	5,484
PERSONNEL Includes amount budgeted to		47.47.		40 = 44		40 1 22 -		_	
variable projects	\$	17,171 6,693	\$	12,541	\$	184,200		-	150,49
variable projects		หล่นใ	<u> </u>	4,895		68,408 18,893	\$ 58,743		58,74
OVERHEAD	\$				\$	18 803	\$ 10,667	\$	10,66
	\$	1,972	\$	889	·	10,033			
OVERHEAD	\$			35,580		424,344		\$	426,962
OVERHEAD TECHNOLOGY	\$	1,972	\$		\$		\$ 426,962		426,96 5,950,39
OVERHEAD TECHNOLOGY Total Events	\$	1,972 <b>4,588</b>	\$	35,580	\$	424,344	\$ 426,962 \$ 5,950,399	\$	

# NARCOTICS ANONYMOUS WORLD SERVICE

### INCOME STATEMENT

	PERIOD TO DATE		YEAR TO DATE		
	ACTUAL	PERCENT	ACTUAL	PERCENT	
REVENUE:					
FIPT LITERATURE REVENUE	\$153,683.40	30.1 %	1,587,226.75	28.9	
BASIC TEXT	73,418.60	14.4	567,460.60	10.3	
BASIC TEXT-SOFTBOUND	2,636.06	.5	7,396.56	.1	
BASIC TEXT TRANSLATED	8,853.00	1.7	75,426.75	1.4	
BASIC TEXT SFT CVR TRANSLATED	63,040.40	12.3	564,817.00	10.3	
JUST FOR TODAY	2,142.00	.4	19,312.50	.4	
JUST FOR TODAY: GIFT EDITION	49,990.45	9.8	499,846.20	9.1	
IT WORKS: HOW & WHY	220.50	.0	3,948.00	.1	
IT WORKS: GIFT EDITION	40,281.60	7.9	474,135.75	8.6	
STEP WORKING GUIDES LITERATURE - FIPT	94,643.73	18.5	1,036,211.60	18.9	
TOTAL FIPT LITERATURE REVENUE	488,909.74	95.7	4,835,781.71	88.1	
NON - FIPT LITERATURE REVENUE					
HANDBOOKS	3,625.00	.7	46,267.94	.8	
MIRACLES HAPPEN	1,441.00	.3	25,690.15	.5	
MISCELLANEOUS	(7.55)	.0	380.65	.0	
AUDIO MATERIALS	2,364.95	.5	46,964.31	.9	
GROUP/AREA MATERIALS	4,787.80	.9	53,535.45	1.0	
PI PRODUCTS	1.75	.0	1,555.05	.0	
SPECIALTY ITEMS	2,064.80	.4	34,886.70	.6	
MEDALLIONS	27,466.62	5.4	405,208.95	7.4	
KEYTAGS & CHIPS	52,885.29	10.4	669,480.31	12.2	
INFORMATION BOOKLETS-NON FIPT	1,850.17	.4	27,514.88	.5	
TOTAL NON - FIPT LITERATURE RE	96,479.83	18.9	1,311,484.39	23.9	
MISCELLANEOUS REVENUE			222.747.02	4.2	
SHIPPING - LITERATURE	20,516.70	4.0	232,747.03	(17.1)	
DISCOUNTS	(95,155.12)	(18.6)	(936,419.37)	.0	
DEVELOPMENTAL LIT ADJUSTMENT	.00		(157.50)		
TOTAL MISCELLANEOUS REVENUE	(74,638.42)	(14.6)	(703,829.84)	(12.8)	
EVENTS MERCHANDISE REVENUE		0	10.020.00	.3	
MERCHANDISE:WEARABLES	.00.	.0	18,020.00		
MERCHANDISE:SPECIALTY	.00	.0	13,931.50	.3 .1	
MERCHANDISE:PRE-CONVENTION	.00	.0	6,910.00 4,852.00	.1	
TAPE SALES: MAIL ORDER SHIPPING - EVENTS	.00 .00	.0 .0	(15.00)	.0	
TOTAL EVENTS MERCHANDISE REVEN	.00	.0	43,698.50	.8	
	510,751.15	100.0	5,487,134.76	100.0	
TOTAL REVENUE	310,731.13	100.0	3,101,121110		

	PERIOD TO DATE	•	YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
COST OF SALES:				
FIPT COST OF SALES				
BASIC TEXT	\$26,226.97	5.1 %	283,265.46	5.2
BASIC TEXT-SOFTBOUND	7,384.00	1.4	62,709.61	1.1
BASIC TEXT TRANSLATED	753.49	.1	8,579.09	.2
BASIC TEXT SFT CVR TRANSLATED	1,784.71	.3	19,616.91	.4
JUST FOR TODAY	7,735.43	1.5	72,298.68	1.3
JUST FOR TODAY: GIFT EDITION	893.65	.2	8,454.43	.2
IT WORKS: HOW & WHY	13,505.06	2.6	120,942.38	2.2
IT WORKS: GIFT EDITION	46.90	.0	864.30	.0
STEP WORKING GUIDES	6,940.81	1.4	95,972.87	1.7
LITERATURE - FIPT	21,563.22	4.2	215,074.57	3.9
TOTAL FIPT COST OF SALES	86,834.24	17.0	887,778.30	16.2
NON - FIPT COST OF SALES				
HANDBOOKS	1,053.13	.2	13,737.93	.3
MIRACLES HAPPEN	287.22	.1	3,144.81	.1
MISCELLANEOUS	1.45	.0	192.80	.0
AUDIO MATERIALS	1,067.80	.2	20,053.17	.4
GROUP/AREA MATERIALS	2,062.23	.4	22,317.26	.4
PI PRODUCTS	.60	.0	904.92	.0
SPECIALTY ITEMS	763.83	.1	11,864.94	.2
MEDALLIONS	4,496.77	.9	67,753.24	1.2
KEYTAGS & CHIPS	12,744.47	2.5	167,769.52	3.1
INFORMATION BOOKLETS-NON FIPT	801.72	.2	14,628.50	.3
NA WAY MAGAZINE	.00	.0	535.70	.0
TOTAL NON - FIPT COST OF SALES	23,279.22	4.6	322,902.79	5.9
SHIPPING COSTS				
SHIPPING	26,645.34	5.2	230,830.13	4.2
SHIPPING SUPPLIES	1,387.55	.3	13,936.46	.3
SHIPPING AND EQUIPMENT LEASE	936.63	.2	15,250.54	.3
TOTAL SHIPPING COSTS	28,969.52	5.7	260,017.13	4.7
OTHER COST OF SALES				
REPRODUCTION LEASE	9,168.94	1.8	58,027.54	1.1
REPRODUCTION SUPPLIES	3,452.65	.7	3,452.65	.1
COST OF GOODS (DAMAGE)	308.79	.1	1,777.08	.0
TRANSLATIONS (PRODUCT COST)	1,454.85	.3	11,611.56	.2
PRODUCT DEVELOPMENT	1,662.65	.3	8,134.75	.1
CORRECTIONS MARKETING	13,417.92	2.6	76,501.67	. 1.4
TOTAL OTHER COST OF SALES	29,465.80	5.8	159,505.25	2.9
EVENTS COST OF SALES				
MERCHANDISE:WEARABLES	13.21	.0	14,188.72	.3
MERCHANDISE:SPECIALITY	.00	.0	2,827.52	.1
LITERATURE PURCHASES- EVENTS	(2,611.68)	(.5)	.00	.0

EVENTS COST OF SALES  EVENTS COST OF SALES  SEAKER TAPES  ANNUAL MTG T-SHIRTS/HATS		PERIOD TO DATE		YEAR TO DATE	
SPEAKER TAPES		ACTUAL	PERCENT	ACTUAL	PERCENT
SPEAKER TAPES	EVENTS COST OF SALES	(Continued)			
ANNUAL MTG T-SHIRTS/ HATS SHIPPING .00 .0 .0 .1,101.75 .0  TOTAL EVENTS COST OF SALES .2,598.47) .0,5 .0,6 .0,7,753.61 .4  TOTAL COST OF SALES .2,598.47) .0,5 .0,7,753.61 .4  TOTAL COST OF SALES .2,598.47) .0,6 .0,7,7,68 .0,1 .0,1 .0,1,10,1,75 .0,1 .0,1 .0,1 .0,1,10,1,75 .0,1 .0,1 .0,1 .0,1,1,1,1,7,68 .0,1 .0,1 .0,1,1,1,1,7,68 .0,1 .0,1 .0,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1	SPEAKER TAPES		.0 %	620.00	0
TOTAL EVENTS COST OF SALES   (2,598.47)   (.5)   19,753.61   4	ANNUAL MTG T-SHIRTS/ HATS				
TOTAL COST OF SALES  OPERATING INCOME  344,800.84  67.5  3,837,177.68  69.9  OPERATING EXPENSES:  OPERATIONAL EXPENSES  ACCOUNTING & LEGAL  AMORTIZATION  10,433.33  2.0  70,427.33  1.3  AUTO LEASE  698.22  1.  9,231.84  2.  AUTO EXPENSES  808.22  1.  9,231.84  2.  BAD DEBTS  12,635.08  2.5  13,012.74  2.2  16,199.60  3.3  BANK SERVICE CHARGES  1,187.01  2.0  COMPUTER INFORMATION SERVICES  617.40  1.1  4,863.34  1.1  COMPUTER RIPORMATION SERVICES  19.68  0.0  347.78  0.0  COMPUTER SUPPLIES  3,278.64  6.0  COMPUTER SUPPLIES  0.0  0.0  0.0  348.70  0.0  CONTRACT LABOR - LITERATURE  1,168.50  2.  CONTRACT LABOR - CONF SUPPORT  1,94.30  0.0  0.0  1,64.270  0.0  CONTRACT LABOR - CONF SUPPORT  1,94.30  0.0  0.0  1,64.270  0.0  CONTRACT LABOR - CONF SUPPORT  1,94.30  0.0  0.0  1,64.270  0.0  CONTRACT LABOR - CONF SUPPORT  1,94.30  0.0  0.0  1,64.270  0.0  CONVERSION GAIN/LOSS  212.25  0.0  COPYRIGHTS  0.0  0.0  0.0  1,64.270  0.0  CONVERSION GAIN/LOSS  212.25  0.0  0.0  0.0  884.41  0.0  DUES & FEES  1,090  0.0  884.41  0.0  EQUIPMENT RENTAL/LEASE  0.0  0.0  0.0  884.41  0.0  0.0  1,01.91  1,	SHIPPING				
OPERATING INCOME 344,800.84 67.5 3,837,177.68 69.9  OPERATING EXPENSES:  OPERATIONAL EXPENSES  ACCOUNTING & LEGAL 2.609.25 5 5 (8,322.68) (.2)  AMORTIZATION 10,433.33 2.0 70,427.33 1.3  AUTO LEASE 698.22 1.1 9,231.84 2.  AUTO EXPENSE 53.34 0.0 2,738.22 0.0  BAD DEBTS 12,635.08 2.5 13,012.74 2.2  BANK SERVICE CHARGES 11,87.01 2 16,199.66 3.3  BANK SERVICE CHARGES 28.10 0.0 1,051.96 0.0  COMPUTER INFORMATION SERVICES 617.40 1.1 4,863.34 1.1  COMPUTER INFORMATION SERVICES 19.68 0.0 347.78 0.0  COMPUTER SUPPLIES 694.56 1.1 20,894.46 4.0  COMPUTER SUPPLIES 3,278.64 6.0 20,236.32 4.0  COMPUTER SUPPLIES 3,278.64 6.0 20,236.32 4.0  COMPUTER SUPPLIES 9.00 0.0 348.70 0.0  CONTRACT LABOR 1.1TERATURE 1,168.50 2.2 9,165.60 2.0  CONTRACT LABOR - LITERATURE 1,168.50 2.2 9,165.60 2.0  CONTRACT LABOR - LITERATURE 1,168.50 2.2 9,165.60 2.0  CONTRACT LABOR - LITERATURE 1,168.50 2.2 9,165.60 2.0  CONTRACT LABOR - CONF SUPPORT 194.30 0.0 1,642.70 0.0  CONTRACT LABOR - LITERATURE 1,168.50 2.2 9,165.60 2.0  CONVERSION GAIN/LOSS 212.25 0.0 212.25 0.0  CONVERSION GAIN/LOSS 212.25 0.0 38.26.76 1.1  DIES & FEES 0.00 0.0 5,438.80 1.1  DEPRECIATION 4.586.35 9.9 65,581.35 1.2  DUES & FEES 0.00 0.0 894.41 0.0  EQUIPMENT RENTALLEASE 192.69 0.0 854.50 0.0  FREE LITERATURE EXPENTS 0.0 0.0 10,475.42 2.2  FREE LITERATURE (FIEL DEV) 3,617.31 7 15,158.11 3.3  FREE LITERATURE (FIEL DEV) 3,617.30 7 11,168.39 2.2  FREE PUBLICATIONS (FIEL DEV) 28,637.26 5.6 123,160.60 2.2  FREE PUBLICAT	TOTAL EVENTS COST OF SALES	(2,598.47)	(.5)	19,753.61	.4
OPERATING EXPENSES ACCOUNTING & LEGAL ACCOUNTING NERVICES ACCOUNTING INFORMATION SERVICES ACCOUNTING INFO	TOTAL COST OF SALES	165,950.31	32.5	1,649,957.08	30.1
OPERATIONAL EXPENSES ACCOUNTING & LEGAL AUTO LEASE BORNAL AUTO LEASE BORNAL BORNAL AUTO EXPENSE BORNAL BORN	OPERATING INCOME	344,800.84	67.5	3,837,177.68	69.9
ACCOUNTING & LEGAL  AMORTIZATION  10,433,33  2.0  70,427,33  1.3  AUTO LEASE  698,22  1.1  9,231,84  2.2  AUTO EXPENSE  53,34  0.0  2,738,22  0.0  BAD DEBTS  12,635,08  2.5  1,187,01  2.5  BANK SERVICE CHARGES  1,187,01  2.7  16,199,60  3.3  BANK SERVICE CHARGES  1,187,01  2.7  16,199,60  3.3  BANK SERVICE CHARGES  1,187,01  2.1  1,015,196  0.0  COMPUTER INFORMATION SERVICES  19,68  0.0  347,78  0.0  COMPUTER INFORMATION SERVICES  19,68  0.0  347,78  0.0  COMPUTER SOFTWARE  1,562,89  3,278,64  6,0  20,236,32  4  COMPUTER SUPPLIES  3,278,64  6,0  0.0  1,051,96  0.0  CONTRACT LABOR  CONTRACT LABOR - LITERATURE  1,168,50  2,2  9,165,60  2  CONTRACT LABOR - CONF SUPPORT  194,30  0.0  1,642,70  0.0  CONTRACT LABOR - CONF SUPPORT  194,30  0.0  1,642,70  0.0  CONVERSION GAIN/LOSS  212,25  0.0  COPYRIGHTS  0.0  0.0  1,642,70  0.0  CONVERSION GAIN/LOSS  212,25  0.0  COPYRIGHTS  0.0  0.0  5,438,80  1.0  DEPRECIATION  4,586,35  9  65,581,35  1.2  DUES & FEES  1,295,00  3  8,206,76  1.1  DEPRECIATION DUES & FEES  1,295,00  3  8,206,76  1.1  DEPRECIATION SUPPORT  1,108,41  1,108,41  2  2,445,99  0  1,472,22  2,445,99  0  1,472,23  3,481,20  2  2,445,99  0  1,472,23  3,481,20  2  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,	OPERATING EXPENSES:		·		
ACCOUNTING & LEGAL  AMORTIZATION  10,433,33  2.0  70,427,33  1.3  AUTO LEASE  698,22  1.1  9,231,84  2.2  AUTO EXPENSE  53,34  0.0  2,738,22  0.0  BAD DEBTS  12,635,08  2.5  1,187,01  2.5  BANK SERVICE CHARGES  1,187,01  2.7  16,199,60  3.3  BANK SERVICE CHARGES  1,187,01  2.7  16,199,60  3.3  BANK SERVICE CHARGES  1,187,01  2.1  1,015,196  0.0  COMPUTER INFORMATION SERVICES  19,68  0.0  347,78  0.0  COMPUTER INFORMATION SERVICES  19,68  0.0  347,78  0.0  COMPUTER SOFTWARE  1,562,89  3,278,64  6,0  20,236,32  4  COMPUTER SUPPLIES  3,278,64  6,0  0.0  1,051,96  0.0  CONTRACT LABOR  CONTRACT LABOR - LITERATURE  1,168,50  2,2  9,165,60  2  CONTRACT LABOR - CONF SUPPORT  194,30  0.0  1,642,70  0.0  CONTRACT LABOR - CONF SUPPORT  194,30  0.0  1,642,70  0.0  CONVERSION GAIN/LOSS  212,25  0.0  COPYRIGHTS  0.0  0.0  1,642,70  0.0  CONVERSION GAIN/LOSS  212,25  0.0  COPYRIGHTS  0.0  0.0  5,438,80  1.0  DEPRECIATION  4,586,35  9  65,581,35  1.2  DUES & FEES  1,295,00  3  8,206,76  1.1  DEPRECIATION DUES & FEES  1,295,00  3  8,206,76  1.1  DEPRECIATION SUPPORT  1,108,41  1,108,41  2  2,445,99  0  1,472,22  2,445,99  0  1,472,23  3,481,20  2  2,445,99  0  1,472,23  3,481,20  2  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,99  0  2,445,	OPERATIONAL EXPENSES		•		
AMORTIZATION 10,433.33 2.0 70,427.33 1.3 AUTO LEASE 698.22 .1 9,231.84 2.2 AUTO EXPENSE 53.34 .0 2,738.22 .0 BAD DEBTS 12,635.08 2.5 13,012.74 2.2 BANK SERVICE CHARGES 11,87.01 .2 16,199.60 .3 BANK SERVICE CHARGES 28.10 .0 1,051.96 .0 COMPUTER INFORMATION SERVICES 617.40 .1 4,863.34 .1 COMPUTER INFORMATION SERVICES 19.68 .0 347.78 .0 COMPUTER INFORMATION SERVICES 694.56 .1 20,894.46 .4 COMPUTER SOFTWARE 1,562.89 .3 29,507.29 .5 COMPUTER SUPPLIES 3,278.64 .6 20,236.32 .4 COMPUTER SUPPLIES .00 .0 .0 348.70 .0 CONTRACT LABOR .00 .0 .0 175.00 .0 CONTRACT LABOR .11TERATURE 1,168.50 .2 9,165.60 .2 CONTRACT LABOR -LITERATURE 1,168.50 .2 9,165.60 .2 CONTRACT LABOR -CONF SUPPORT 194.30 .0 1,642.70 .0 CONVERSION GAIN/LOSS 212.25 .0 212.25 .0 COPYRIGHTS -CONF SUPPORT 194.30 .0 5,438.80 .1 DEFRECIATION 4,868.35 .9 65,581.35 .12 DUES & FEES 1,295.00 .3 8,206.76 .1 DUES & FEES 1,295.00 .3 8,206.76 .1 DUES & FEES 1,295.00 .0 884.41 .0 EQUIPMENT RENTAL/LEASE 192.69 .0 2,695.10 .0 EQUIPMENT RENTAL/LEASE .90 .0 .0 884.60 .0 EQUIPMENT RENTAL/LEASE .90 .0 .0 .845.60 .0 EQUIPMENT RENTAL/LEASE .90 .0 .0 .845.60 .0 EQUIPMENT REPAIR .959.40 .2 2,445.99 .0 FREE LITERATURE (CONF SUPP) .00 .0 .0 .1475.42 .2 FREE LITERATURE (CONF SUPP) .00 .0 .0 .1475.42 .2 FREE LITERATURE (CONF SUPP) .00 .0 .0 .1475.42 .2 FREE LITERATURE (ELL DEV) .3617.31 .7 .15158.11 .3 FREE LITERATURE (ELL DEV) .3617.31 .7 .15158.11 .3 FREE LITERATURE (ELL DEV) .3617.31 .7 .15158.11 .3 FREE LITERATURE (ELL DEV) .36637.26 .56 .123,160.60 .2 FREE PUBLICATIONS (CONF SUPP) .20.97 .0 .4,035.18 .1 FREE LITERATURE (FILL DEV) .26,637.26 .56 .123,160.60 .2 FREE PUBLICATIONS (FELL DEV) .26,637.26 .56 .123,160.60 .2 FREE PUBLICATIONS (FELL DEV) .26,637.26 .56 .123,160.60 .2 FREE PUBLICATIONS -TRANSLATE .79.00 .0 .826.66 .2 INFORMATION MANAGEMENT .4129.55 .8 .13,227.89 .2		2 600 25	5	(0 222 60)	(2)
AUTO LEASE 698.22 .1 9,231.84 .2 AUTO EXPENSE 53.34 .0 2,738.22 .0 BAD DEBTS 12,635 .8 2.5 13,012.74 .2 BANK SERVICE CHARGES 1,187.01 .2 16,199.60 .3 BANK SERVICE CHARGES 28.10 .0 1,051.96 .0 COMPUTER INFORMATION SERVICES 617.40 .1 4,863.34 .1 COMPUTER INFORMATION SERVICES 19.68 .0 347.78 .0 COMPUTER INFORMATION SERVICES 19.68 .0 347.78 .0 COMPUTER LEASES 694.56 .1 20,894.46 .4 COMPUTER SUPPLIES 3,278.64 .6 20,236.32 .4 COMPUTER SUPPLIES 3,278.64 .6 20,236.32 .4 COMPUTER SUPPLIES .0.0 .0 175.00 .0 CONTRACT LABOR - LITERATURE 1,168.50 .2 9,165.60 .2 CONTRACT LABOR - LOONE SUPPORT 194.30 .0 1,642.70 .0 CONTRACT LABOR - CONF SUPPORT 194.30 .0 1,642.70 .0 CONVERSION GAIN/LOSS 212.25 .0 212.25 .0 COPYRIGHTS .00 .0 5,438.80 .1 DEPRECIATION 4,586.35 .9 65,581.35 .1.2 DUES & FEES .0.0 .0 884.41 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 884.41 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 884.60 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 885.60 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 .0 884.60 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 .0 .0 .0 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 .0 .0 .0 .0 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 .0 .0 .0 .0 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 .0 .0 .0 .0 .0 .0 EQUIPMENT RENTAL/LEASE .0.0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .0 .					
AUTO EXPENSE 53.34 .0 2,738.22 .0 BAD DEBTS 12,635.08 2.5 13,012.74 .2 BANK SERVICE CHARGES 1,187.01 .2 16,199.60 .3 BANK SERVICE CHARGES 28.10 .0 1,051.96 .0 COMPUTER INFORMATION SERVICES 617.40 .1 4,863.34 .1 COMPUTER INFORMATION SERVICES 19.68 .0 347.78 .0 COMPUTER LEASES 694.56 .1 20,894.46 .4 COMPUTER SOFTWARE 1,562.89 .3 29,507.29 .5 COMPUTER SUPPLIES .00 .0 348.70 .0 CONTRACT LABOR .00 .0 348.70 .0 CONTRACT LABOR .11TERATURE 1,168.50 .2 9,165.60 .2 CONTRACT LABOR .CONF SUPPORT 194.30 .0 1,642.70 .0 CONTRACT LABOR .CONF SUPPORT 194.30 .0 1,642.70 .0 CONTRACT LABOR .00 .0 5,438.80 .1 DEPRECIATION .4,863.5 .9 65,581.35 .12 DUES & FEES .00 .0 .0 894.41 .0 EQUIPMENT RENTAL/LEASE .90 .0 .0 894.41 .0 EQUIPMENT RENTAL/LEASE .90 .0 .9 894.41 .0 EQUIPMENT RENTAL/LEASE .90 .0 .9 894.41 .0 EQUIPMENT RENTAL/LEASE .90 .0 .9 884.60 .0 EQUIPMENT RENTAL/LEASE .90 .0 .9 894.41 .0 EQUIPMENT REPAIR .959.40 .2 2,445.99 .0 EQUIPMENT REPAIR .959.40 .2 2,445.99 .0 FREE LITERATURE (CONF SUPP) .00 .0 .0 .554.37 .0 FREE LITERATURE (CONF SUPP) .90 .0 .0 .127.05 .0 FREE LITERATURE (FELL DEV) .3,617.31 .7 .15,158.11 .3 FREE LITERATURE (FELL DEV) .3,617.31 .7 .15,158.11 .3 FREE LITERATURE (FELL DEV) .3,617.31 .7 .15,158.11 .3 FREE LITERATURE (FELL DEV) .9,467.72 .18 .46,114.37 .8 SHIPPING (CONN-US) .9,147.72					
BAD DEBTS  BANK SERVICE CHARGES  \$1,187.01  \$2,161,99.60  \$3  BANK SERVICE CHARGES  \$2,10  \$0,0  \$1,051,96  \$0,0  COMPUTER INFORMATION SERVICES  \$617.40  \$1,161,99.60  \$3  BANK SERVICE CHARGES  \$2,10  \$0,0  \$1,051,96  \$0,0  COMPUTER INFORMATION SERVICES  \$19.68  \$0,0  \$347.78  \$0,0  COMPUTER LEASES  \$694,56  \$1,1  \$20,894,46  \$4,0  COMPUTER SUPPLIES  \$3,278.64  \$6,0  \$20,236,32  \$4,0  COMPUTER SUPPLIES  \$3,278.64  \$6,0  \$0,0  \$175.00  \$0,0  \$348.70  \$0,0  \$0,0  \$348.70  \$0,0  CONTRACT LABOR - LITERATURE  \$1,168.50  \$2,0  \$2,165.60  \$2,0  \$2,0  \$2,0  \$2,0  \$3,0  \$3,0  \$3,0  \$3,0  \$4,0  \$6,0  \$2,0  \$3,0  \$3,0  \$4,0  \$6					
BANK SERVICE CHARGES BANK SERVICE CHARGES BANK SERVICE CHARGES BANK SERVICE CHARGES 28.10 0.0 1,051.96 0.0 COMPUTER INFORMATION SERVICES 19.68 0.347.78 0.0 COMPUTER INFORMATION SERVICES 19.68 0.347.78 0.0 COMPUTER LEASES 694.56 1.1 20.894.46 4.0 COMPUTER SOFTWARE 1,562.89 3.278.64 6.6 20,236.32 4.0 COMPUTER SUPPLIES 0.0 0.0 0.0 348.70 0.0 CONTRACT LABOR 0.0 0.0 CONTRACT LABOR - LITERATURE 1,168.50 2.2 9,165.60 2.2 CONTRACT LABOR - CONF SUPPORT 194.30 0.0 CONTRACT LABOR - CONF SUPPORT 194.30 0.0 CONVERSION GAIN/LOSS 212.25 0.0 COPYRIGHTS 0.0 0.0 5,438.80 1. DEPRECIATION 4,586.35 9 65,581.35 1.2 DUES & FEES 0.0 0.0 0.0 844.41 0.0 EQUIPMENT RENTAL/LEASE 0.0 0.0 0.0 894.41 0.0 EQUIPMENT RENTAL/LEASE 0.0 EQUIPMENT RENT					
BANK SERVICE CHARGES  COMPUTER INFORMATION SERVICES  G17.40  G		· · · · · · · · · · · · · · · · · · ·		•	
COMPUTER INFORMATION SERVICES  19.68  0 347.78  0 COMPUTER INFORMATION SERVICES  19.68  0 347.78  0 0 0 347.78  0 0 0 0 347.78  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0					
COMPUTER INFORMATION SERVICES  19.68  0 347.78  COMPUTER LEASES  694.56  1. 20,894.46  4. COMPUTER SOFTWARE  1,562.89  3. 29,507.29  5. COMPUTER SUPPLIES  3,278.64  6 20,236.32  4. COMPUTER SUPPLIES				· ·	
COMPUTER LEASES  COMPUTER SOFTWARE  1,562.89  3,278.64  6,6  20,236.32  4,000  COMPUTER SUPPLIES  3,278.64  COMPUTER SUPPLIES  3,278.64  COMPUTER SUPPLIES  3,278.64  COMPUTER SUPPLIES  0,0  0,0  348.70  0,0  CONTRACT LABOR  CONTRACT LABOR - LITERATURE  1,168.50  2,0  1,642.70  0,0  CONTRACT LABOR - CONF SUPPORT  194.30  CONTRACT LABOR - CONF SUPPORT  194.30  CONVERSION GAIN/LOSS  212.25  COPYRIGHTS  0,0  0,0  1,642.70  0,0  CONVERSION GAIN/LOSS  212.25  COPYRIGHTS  0,0  0,0  5,438.80  1,0  DEPRECIATION  4,586.35  9,65,581.35  1,2  DUES & FEES  1,295.00  3,8,206.76  1,0  DUES & FEES  1,295.00  3,8,206.76  1,0  DUES & FEES  0,0  0,0  894.41  0,0  EQUIPMENT RENTAL/LEASE  192.69  0,0  2,695.10  0,0  EQUIPMENT REPAIR  959.40  2,445.99  0,0  FACILITIES - EVENTS  1,00  0,0  10,475.42  2,7445.99  0,0  FREE LITERATURE DISTRIBUTION  1,00  1,0475.42  2,2445.99  0,0  FREE LITERATURE (CONF SUPP)  1,00  0,0  1,0475.42  2,2445.99  0,0  FREE LITERATURE (FELL DEV)  3,617.31  7,1  5,158.11  3,7  FREE LITERATURE (H & I)  1,108.41  2,14,588.91  3,0  DEVELOPMENT DISCOUNTS  5,879.13  1,2  5,655.23  1,7  SHIPPING (NON-US)  9,147.72  1,8  SHIPPING (CUSTOMS AND DUTIES  FREE PUBLICATIONS (FELL DEV)  28,637.26  5,6  123,160.60  2,2  FREE PUBLICATIONS (FELL DEV)  28,637.26  5,6  13,168.39  2,0  INFORMATION MANAGEMENT  4,129.55  8,13,227.89  2					
COMPUTER SOFTWARE 1,562.89 3 29,507.29 5 COMPUTER SUPPLIES 3,278.64 6 20,236.32 4 COMPUTER SUPPLIES 0.0 0.0 348.70 0.0 CONTRACT LABOR 0.0 0.0 175.00 0.0 CONTRACT LABOR 1,168.50 2 9,165.60 2 CONTRACT LABOR - LITERATURE 1,168.50 2 9,165.60 2 CONTRACT LABOR - CONF SUPPORT 194.30 0.0 1,642.70 0.0 CONTRACT LABOR - CONF SUPPORT 194.30 0.0 1,642.70 0.0 CONVERSION GAIN/LOSS 212.25 0.0 212.25 0.0 COPYRIGHTS 0.0 0.0 5,438.80 1.1 DEPRECIATION 4,586.35 9 65,581.35 1.2 DUES & FEES 1,295.00 3 8,206.76 1.1 DUES & FEES 0.0 0.0 894.41 0.0 EQUIPMENT RENTAL/LEASE 192.69 0.0 2,695.10 0.0 EQUIPMENT RENTAL/LEASE 192.69 0.0 2,695.10 0.0 EQUIPMENT REPAIR 959.40 2 2,445.99 0.0 EQUIPMENT REPAIR 959.40 2 2,445.99 0.0 FACILITIES - EVENTS 0.0 0.0 0.0 10,475.42 2 FREE LITERATURE DISTRIBUTION 0.0 0.0 10,475.42 2 2 FREE LITERATURE (CONF SUPP) 0.0 0.0 127.05 0.0 FREE LITERATURE (FELL DEV) 3,617.31 7 15,158.11 3 FREE LITERATURE (FELL DEV) 3,617.31 7 15,158.11 3 FREE LITERATURE (FELL DEV) 9,147.72 1.8 46,114.37 8 SHIPPING (NON-US) 9,147.72 1.8 46,114.37 8 SHIPPING: CUSTOMS AND DUTIES 2,113.07 4 11,091.85 2 FREE PUBLICATIONS (CONF SUPP) 20.97 0.0 4,035.18 1 FREE PUBLICATIONS (FELL DEV) 28,637.26 5.6 123,160.60 2.2 FREE PUBLICATIONS - TRANSLATE 79.00 0.0 8,826.69 2 FREE PUBLICATIONS - TRANSLATE 79					
COMPUTER SUPPLIES 3,278.64 6 20,236.32 4 COMPUTER SUPPLIES					
COMPUTER SUPPLIES					
CONTRACT LABOR         .00         .0         175.00         .0           CONTRACT LABOR - LITERATURE         1,168.50         .2         9,165.60         .2           CONTRACT LABOR - CONF SUPPORT         194.30         .0         1,642.70         .0           CONVERSION GAIN/LOSS         212.25         .0         212.25         .0           COPYRIGHTS         .00         .0         5,438.80         .1           DEPRECIATION         4,586.35         .9         65,581.35         1.2           DUES & FEES         1,295.00         .3         8,206.76         .1           DUES & FEES         0.0         .0         894.41         .0           EQUIPMENT RENTAL/LEASE         192.69         .0         2,695.10         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           FACILITIES - EVENTS         .00         .0         10,475.42         .2           FREE LITERATURE DISTRIBU					
CONTRACT LABOR - LITERATURE 1,168.50 .2 9,165.60 .2 CONTRACT LABOR - CONF SUPPORT 194.30 .0 1,642.70 .0 CONVERSION GAIN/LOSS 212.25 .0 212.25 .0 212.25 .0 .0 .0 .0 .5,438.80 .1 DEPRECIATION 4,586.35 .9 65,581.35 .1.2 DUES & FEES 1,295.00 .3 8,206.76 .1 DUES & FEES .00 .0 .0 .894.41 .0 EQUIPMENT RENTAL/LEASE 192.69 .0 .2,695.10 .0 EQUIPMENT RENTAL/LEASE .00 .0 .0 .845.60 .0 EQUIPMENT RENTAL/LEASE .00 .0 .0 .845.60 .0 EQUIPMENT REPAIR .959.40 .2 2,445.99 .0 FACILITIES - EVENTS .00 .0 .0 .10,475.42 .2 FREE LITERATURE DISTRIBUTION .00 .0 .0 .554.37 .0 FREE LITERATURE (CONF SUPP) .00 .0 .0 .127.05 .0 FREE LITERATURE (FELL DEV) .3,617.31 .7 .15,158.11 .3 FREE LITERATURE (H & I) .1,108.41 .2 .14,588.91 .3 DEVELOPMENT DISCOUNTS .5,879.13 .1.2 .95,655.23 .1.7 SHIPPING (NON-US) .9,147.72 .1.8 .46,114.37 .8 SHIPPING: CUSTOMS AND DUTIES .2,113.07 .4 .11,091.85 .2 FREE PUBLICATIONS (CONF SUPP) .20.97 .0 .4,035.18 .1 FREE PUBLICATIONS (FELL DEV) .28,637.26 .5.6 .123,160.60 .2.2 FREE PUBLICATIONS (FELL DEV) .28,637.26 .5.6 .123,160.60 .2.2 FREE PUBLICATIONS (FRANSLATE .79.00 .0 .8,826.69 .2 INFORMATION MANAGEMENT .4,129.55 .8 .13,227.89 .2	CONTRACT LABOR				
CONTRACT LABOR - CONF SUPPORT  CONVERSION GAIN/LOSS  212.25  COPYRIGHTS  .00  .00  .5,438.80  .1  DEPRECIATION  4,586.35  .9  .65,581.35  .1.2  DUES & FEES  .00  .00  .00  .894.41  .00  EQUIPMENT RENTAL/LEASE  .00  .00  .00  .894.41  .00  EQUIPMENT RENTAL/LEASE  .00  .00  .00  .845.60  .00  EQUIPMENT REPAIR  .00  .00  .00  .845.60  .00  EQUIPMENT REPAIR  .00  .00  .00  .00  .00  .00  .00  .					
CONVERSION GAIN/LOSS 212.25 0 212.25 0 COPYRIGHTS 0.00 0.0 5,438.80 1 DEPRECIATION 4,586.35 9 65,581.35 1.2 DUES & FEES 1,295.00 .3 8,206.76 1 DUES & FEES 1,295.00 .0 894.41 0 EQUIPMENT RENTAL/LEASE 192.69 0.0 894.41 0.0 EQUIPMENT RENTAL/LEASE 192.69 0.0 845.60 0.0 EQUIPMENT RENTAL/LEASE 0.00 0.0 845.60 0.0 EQUIPMENT REPAIR 959.40 .2 2,445.99 0.0 FACILITIES - EVENTS 0.00 0.0 10,475.42 2.2 FREE LITERATURE DISTRIBUTION 0.0 0.0 554.37 0.0 FREE LITERATURE (CONF SUPP) 0.0 0.0 127.05 0.0 FREE LITERATURE (FELL DEV) 3,617.31 7 15,158.11 3.3 FREE LITERATURE (FELL DEV) 3,617.31 7 15,158.11 3.3 FREE LITERATURE (H & I) 1,108.41 2 14,588.91 3.3 DEVELOPMENT DISCOUNTS 5,879.13 1.2 95,655.23 1.7 SHIPPING (NON-US) 9,147.72 1.8 46,114.37 8. SHIPPING: CUSTOMS AND DUTIES 2,113.07 4 11,091.85 2.2 FREE PUBLICATIONS (CONF SUPP) 20.97 0 4,035.18 1.1 FREE PUBLICATIONS (FELL DEV) 28,637.26 5.6 123,160.60 2.2 FREE PUBLICATIONS - TRANSLATE 79.00 0.0 8,826.69 2.2					
COPYRIGHTS         .00         .0         5,438.80         .1           DEPRECIATION         4,586.35         .9         65,581.35         1.2           DUES & FEES         1,295.00         .3         8,206.76         .1           DUES & FEES         .00         .0         894.41         .0           EQUIPMENT RENTAL/LEASE         192.69         .0         2,695.10         .0           EQUIPMENT RENTAL/LEASE         .00         .0         845.60         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           FACILITIES - EVENTS         .00         .0         10,475.42         .2           FREE LITERATURE DISTRIBUTION         .00         .0         127.05         .0           FREE LITERATURE (CONF SUPP)         .00         .0         127.05         .0           FREE LITERATURE (FELL DEV)         3,617.31         .7         15,158.11         .3           FREE LITERATURE (H & 1)         1,108.41         .2         14,588.91         .3           DEVELOPMENT DISCOUNTS         5,879.13         1.2         95,655.23         1.7					
DEPRECIATION         4,586.35         .9         65,581.35         1.2           DUES & FEES         1,295.00         .3         8,206.76         .1           DUES & FEES         .00         .0         894.41         .0           EQUIPMENT RENTAL/LEASE         192.69         .0         2,695.10         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           FACILITIES - EVENTS         .00         .0         10,475.42         .2           FREE LITERATURE DISTRIBUTION         .00         .0         10,475.42         .2           FREE LITERATURE (CONF SUPP)         .00         .0         127.05         .0           FREE LITERATURE (FELL DEV)         3,617.31         .7         15,158.11         .3           FREE LITERATURE (H & I)         1,108.41         .2         14,588.91         .3           DEVELOPMENT DISCOUNTS         5,879.13         1.2         95,655.23         1.7           SHIPPING (NON-US)         9,147.72         1.8         46,114.37         .8           SHIPPING: CUSTOMS AND DUTIES         2,113.07         .4         11,091.85         <	COPYRIGHTS				
DUES & FEES         1,295.00         .3         8,206.76         .1           DUES & FEES         .00         .0         894.41         .0           EQUIPMENT RENTAL/LEASE         192.69         .0         2,695.10         .0           EQUIPMENT RENTAL/LEASE         .00         .0         845.60         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           EQUIPMENT REPAIR         .00         .0         10,475.42         .2           FACILITIES - EVENTS         .00         .0         10,475.42         .2           FREE LITERATURE DISTRIBUTION         .00         .0         554.37         .0           FREE LITERATURE (CONF SUPP)         .00         .0         127.05         .0           FREE LITERATURE (FELL DEV)         3,617.31         .7         15,158.11         .3           FREE LITERATURE (H & I)         1,108.41         .2         14,588.91         .3           DEVELOPMENT DISCOUNTS         5,879.13         1.2         95,655.23         1.7           SHIPPING (NON-US)         9,147.72         1.8         46,114.37         .8           SHIPPING: CUSTOMS AND DUTIES         2,113.07         .4         11,091.85         .	DEPRECIATION				
DUES & FEES         .00         .0         894.41         .0           EQUIPMENT RENTAL/LEASE         192.69         .0         2,695.10         .0           EQUIPMENT RENTAL/LEASE         .00         .0         845.60         .0           EQUIPMENT REPAIR         959.40         .2         2,445.99         .0           FACILITIES - EVENTS         .00         .0         10,475.42         .2           FREE LITERATURE DISTRIBUTION         .00         .0         554.37         .0           FREE LITERATURE (CONF SUPP)         .00         .0         127.05         .0           FREE LITERATURE (FELL DEV)         3,617.31         .7         15,158.11         .3           FREE LITERATURE (H & I)         1,108.41         .2         14,588.91         .3           DEVELOPMENT DISCOUNTS         5,879.13         1.2         95,655.23         1.7           SHIPPING (NON-US)         9,147.72         1.8         46,114.37         .8           SHIPPING: CUSTOMS AND DUTIES         2,113.07         .4         11,091.85         .2           FREE PUBLICATIONS (CONF SUPP)         20.97         .0         4,035.18         .1           FREE PUBLICATIONS - TRANSLATE         79.00         .0 <t< td=""><td></td><td></td><td></td><td></td><td></td></t<>					
EQUIPMENT RENTAL/LEASE       192.69       0       2,695.10       .0         EQUIPMENT RENTAL/LEASE       .00       .0       845.60       .0         EQUIPMENT REPAIR       959.40       .2       2,445.99       .0         FACILITIES - EVENTS       .00       .0       10,475.42       .2         FREE LITERATURE DISTRIBUTION       .00       .0       554.37       .0         FREE LITERATURE (CONF SUPP)       .00       .0       127.05       .0         FREE LITERATURE (FELL DEV)       3,617.31       .7       15,158.11       .3         FREE LITERATURE (H & I)       1,108.41       .2       14,588.91       .3         DEVELOPMENT DISCOUNTS       5,879.13       1.2       95,655.23       1.7         SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,				- ·	
EQUIPMENT RENTAL/LEASE       .00       .0       .845.60       .0         EQUIPMENT REPAIR       959.40       .2       2,445.99       .0         FACILITIES - EVENTS       .00       .0       10,475.42       .2         FREE LITERATURE DISTRIBUTION       .00       .0       .554.37       .0         FREE LITERATURE (CONF SUPP)       .00       .0       127.05       .0         FREE LITERATURE (FELL DEV)       3,617.31       .7       15,158.11       .3         FREE LITERATURE (H & I)       1,108.41       .2       14,588.91       .3         DEVELOPMENT DISCOUNTS       5,879.13       1.2       95,655.23       1.7         SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2	EQUIPMENT RENTAL/LEASE				
EQUIPMENT REPAIR       959.40       .2       2,445.99       .0         FACILITIES - EVENTS       .00       .0       10,475.42       .2         FREE LITERATURE DISTRIBUTION       .00       .0       .554.37       .0         FREE LITERATURE (CONF SUPP)       .00       .0       127.05       .0         FREE LITERATURE (FELL DEV)       3,617.31       .7       15,158.11       .3         FREE LITERATURE (H & I)       1,108.41       .2       14,588.91       .3         DEVELOPMENT DISCOUNTS       5,879.13       1.2       95,655.23       1.7         SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2					
FACILITIES - EVENTS  FREE LITERATURE DISTRIBUTION  FREE LITERATURE (CONF SUPP)  FREE LITERATURE (FELL DEV)  FREE LITERATURE (FELL DEV)  FREE LITERATURE (H & I)  DEVELOPMENT DISCOUNTS  SHIPPING (NON-US)  SHIPPING: CUSTOMS AND DUTIES  FREE PUBLICATIONS (CONF SUPP)  FREE PUBLICATIONS (FELL DEV)  FREE PUBLICATIONS (FELL DEV)  FREE PUBLICATIONS - TRANSLATE  FREE PUBLICATIONS - TRANSLATE  FREE PUBLICATIONS - TRANSLATE  FREE PUBLICATIONS MANAGEMENT  THORNWATTER  100  10,475.42  2  110,475.42  2  2  12  10,475.42  2  2  12  12  15,158.11  3  12  14,588.91  3  17  18  11,091.85  2  2  113.07  4  11,091.85  2  11  11  11  11  11  11  11  11  11					
FREE LITERATURE DISTRIBUTION         .00         .0         554.37         .0           FREE LITERATURE (CONF SUPP)         .00         .0         127.05         .0           FREE LITERATURE (FELL DEV)         3,617.31         .7         15,158.11         .3           FREE LITERATURE (H & I)         1,108.41         .2         14,588.91         .3           DEVELOPMENT DISCOUNTS         5,879.13         1.2         95,655.23         1.7           SHIPPING (NON-US)         9,147.72         1.8         46,114.37         .8           SHIPPING: CUSTOMS AND DUTIES         2,113.07         .4         11,091.85         .2           FREE PUBLICATIONS (CONF SUPP)         20.97         .0         4,035.18         .1           FREE PUBLICATIONS (FELL DEV)         28,637.26         5.6         123,160.60         2.2           FREE PUBLICATIONS - TRANSLATE         79.00         .0         8,826.69         .2           FREE PUBLICATIONS - TRANSLATE         3,750.08         .7         13,168.39         .2           INFORMATION MANAGEMENT         4,129.55         .8         13,227.89         .2					
FREE LITERATURE (CONF SUPP)       .00       .0       127.05       .0         FREE LITERATURE (FELL DEV)       3,617.31       .7       15,158.11       .3         FREE LITERATURE (H & I)       1,108.41       .2       14,588.91       .3         DEVELOPMENT DISCOUNTS       5,879.13       1.2       95,655.23       1.7         SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2	FREE LITERATURE DISTRIBUTION				
FREE LITERATURE (FELL DEV)  3,617.31  7  15,158.11  3  FREE LITERATURE (H & I)  1,108.41  2  14,588.91  3  DEVELOPMENT DISCOUNTS  5,879.13  1.2  95,655.23  1.7  SHIPPING (NON-US)  9,147.72  1.8  46,114.37  8  SHIPPING: CUSTOMS AND DUTIES  7,113.07  FREE PUBLICATIONS (CONF SUPP)  20.97  0  4,035.18  1  FREE PUBLICATIONS (FELL DEV)  28,637.26  5.6  123,160.60  2.2  FREE PUBLICATIONS - TRANSLATE  79.00  0  8,826.69  2  FREE PUBLICATIONS - TRANSLATE  3,750.08  7  13,168.39  2  INFORMATION MANAGEMENT  4,129.55  8  13,227.89  2					
FREE LITERATURE (H & I)       1,108.41       .2       14,588.91       .3         DEVELOPMENT DISCOUNTS       5,879.13       1.2       95,655.23       1.7         SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2					
DEVELOPMENT DISCOUNTS       5,879.13       1.2       95,655.23       1.7         SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2					
SHIPPING (NON-US)       9,147.72       1.8       46,114.37       .8         SHIPPING: CUSTOMS AND DUTIES       2,113.07       .4       11,091.85       .2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2	· · · · · · · · · · · · · · · · · · ·				
SHIPPING: CUSTOMS AND DUTIES       2,113.07       4       11,091.85       2         FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2					
FREE PUBLICATIONS (CONF SUPP)       20.97       .0       4,035.18       .1         FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2	· · · · · · · · · · · · · · · · · · ·				
FREE PUBLICATIONS (FELL DEV)       28,637.26       5.6       123,160.60       2.2         FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2				-	
FREE PUBLICATIONS - TRANSLATE       79.00       .0       8,826.69       .2         FREE PUBLICATIONS - TRANSLATE       3,750.08       .7       13,168.39       .2         INFORMATION MANAGEMENT       4,129.55       .8       13,227.89       .2					
FREE PUBLICATIONS - TRANSLATE 3,750.08 .7 13,168.39 .2 INFORMATION MANAGEMENT 4,129.55 .8 13,227.89 .2					
INFORMATION MANAGEMENT 4,129.55 .8 13,227.89 .2				•	
DIFORMAL MICHAEL CAME AND					
				·	

	PERIOD TO DATE	;	YEAR TO DATE	
· · · · · · · · · · · · · · · · · · ·	ACTUAL	PERCENT	ACTUAL	PERCENT
OPERATIONAL EXPENSES	(Ctime 1)			
INSURANCE (GENERAL)	(Continued)	(1)0/	20 702 00	_
INSURANCE (GENERAL) INSURANCE (EVENTS)	\$(447.00)	(.1)%	32,702.00	.6
INTEREST EXPENSE	.00	.0	5,833.00	.1
MAINTENANCE & REPAIR	1,303.85	.3	21,255.71	.4
MEETING SPACE	4,969.88	1.0	39,003.91	.7
	225.00	.0	225.00	.0
OFFICE EXPENSE OFFICE EXPENSE	11,852.63	2.3	71,353.75	1.3
	195.91	.0	1,261.47	.0
OFFICE EXPENSE	.00	.0	2,309.77	.0
POSTAGE	(4.68)	.0	23,451.67	.4
POSTAGE	31.88	.0	2,195.18	.0
POSTAGE	138.39	.0	10,364.04	.2
POSTAGE	.00	.0	57.66	.0
PRINTING:GENERAL	.00	.0	1,225.97	.0
PUBLIC INFORMATION	11,523.81	2.3	38,306.98	.7
PROFESSIONAL EVENTS (NON NA)	1,549.13	.3	24,372.54	.4
RENT	.00	.0	229,600.54	4.2
REPRODUCTION LEASE	11,488.58	2.2	106,106.83	1.9
SERVICE CONTRACTS	735.82	.1	9,339.37	.2
TELEPHONE	6,120.77	1.2	59,247.48	1.1
TELEPHONE	93.09	.0	3,548.62	.1
TELEPHONE	1,085.03	.2	10,608.91	.2
TRANSLATIONS (LETTERS)	.00	.0	282.98	.0
TRAVEL - GENERAL	10.00	.0	414.00	.0
TRAVEL: STAFF SUPPORT	.00	.0	50.00	.0
TRAVEL - EVENTS	(22,000.00)	(4.3)	20,494.97	.4
TRAVEL - FELLOWSHIP DEVLPMNT	22,000.00	4.3	22,000.00	.4
UTILITIES	9,205.99	1.8	52,816.65	1.0
TOTAL OPERATIONAL EXPENSES	161,272.30	31.6	1,429,101.95	26.0
EVENTS OPERATIONAL COSTS				
CONTRACT LABOR:SECURITY	.00	.0	1,297.50	.0
CONTRACT LABOR:TRANSLATIONS	.00	.0	4,194.79	.1
CONTRACT LABOR:AUDIO	.00	.0	1,075.20	.0
ENTERTAINMENT: DANCES	.00	.0	1,200.00	.0
ENTERTAINMENT:MISCELLANEOUS	.00	.0	600.00	.0
ENTERTAINMENT: FRIDAY EVENT	.00	.0	14,934.34	.3
ENTERTAINMENT:SATURDAY NIGHT	.00	.0	2,511.00	.0
EQUIPMENT RENTAL:TRANSLATIONS	.00	.0	3,565.76	
PRINTING	200.93	.0	200.93	.1 .0
PRINTING: REGISTRATION	.00	.0	76.90	
PRINTING:TRANSLATIONS	.00	.0		.0
PRINTING:SIGNS	.00		549.00 2.572.46	.0
REGISTRATION REFUNDS	.00	.0	3,572.46	.1
REGISTRATION SUPPLIES		.0	60.00	.0
TAPE SALES: REFUND	.00	.0	6,359.65	.1
TRANSLATIONS	(12.00)	.0	1,098.00	.0
TRANSPORTATION-SHUTTLE	.00	.0	40.50	.0
TRAVEL: PLANNING	.00	.0	2,000.00	.0
TRAVEL: PLANNING TRAVEL: SITE VISIT	341.00	.1	2,398.19	.0
	2,633.36	.5	7,377.19	.1
TRAVEL: SUPPORT COMMITTEE	.00	.0	512.00	.0

	PERIOD TO DAT	E	YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
EVENTS OPERATIONAL COSTS	(Continued)			
TRAVEL: CORPORATE	\$.00	0.0/		
TRAVEL: HOST COMMITTEE	.00	.0 %	755.10	.0
TRAVEL: PROGRAM	.00	.0	11,123.88	.2
UNITY DAY		.0	3,722.91	.1
UNITY DAY: TELEPHONE HOOKUP	83.17 .00	.0	1,272.20	.0
	.00	.0	8,567.70	.2
TOTAL EVENTS OPERATIONAL COSTS	3,246.46	.6	79,065.20	1.4
CONFERENCE FIXED ITEMS				
WORLD SERVICE MEETING(S)	190.00	0	100.00	
HUMAN RESOURCE PANEL	1,632.11	.0	190.00	.0
WORLD BOARD	29,010.21	.3	19,386.59	.4
CONFERENCE AGENDA WORKSHOPS	,	5.7	138,639.21	2.5
FELLOWSHIP ASSISTANCE	.00	.0	94.00	.0
ZONAL FORUMS/WORKSHOPS	1,369.69	.3	33,463.02	.6
	12,813.81	2.5	24,501.03	.4
TOTAL CONFERENCE FIXED ITEMS	45,015.82	8.8	216,273.85	3.9
CONFERENCE VARIABLE ITEMS				
SERVICE MATERIALS PROJECT	.00	0		
STANDARD FOR WS COMMUNICATIONS	.00	.0	133.41	.0
LITERATURE DIST SYSTEM REVIEW		.0	2,835.47	.1
HISTORY PROJECT	4,658.82	.9	4,826.39	.1
FELLOWSHIP RELATION COMMITTEE	.00	.0	320.27	.0
PUBLIC RELATIONS COMMITTEE	675.00	.1	8,979.28	.2
PUBLICATION COMMITTEE	3,674.01	.7	8,297.59	.2
EVENTS COMMITTEE	8,618.07	1.7	21,507.57	.4
GUARDIANS	495.00	.1	6,627.33	.1
·-	293.00	.1	1,998.09	.0
INFORMATION MANGMNT PROJECT	.00	.0	1,402.24	.0
WORLD SERVICES WORKSHOPS	16,240.06	3.2	16,928.32	.3
FELLOWSHIP DEVELOPMENT PLAN	27.62	.0	27.62	.0
TOTAL CONFERENCE VARIABLE ITEM	34,681.58	6.8	73,883.58	1.3
HUMAN RESOURCES			73,003.50	1.3
EMPLOYEE TRAINING				
EMPLOYEE TRAINING	.00	.0	36,181.39	.7
EMPLOYEE MOVING	24.23	.0	304.23	.0
	6,456.25	1.3	9,373.42	.2
EMPLOYEE RECRUITMENT	.00	.0	3,430.40	.1
EMPLOYEE EXPENSE MISCELLANEOUS	17,987.30	3.5	102,061.29	1.9
INSURANCE (HEALTH)	13,062.69	2.6	132,507.67	2.4
INSURANCE (WORKERS COMP.)	1,376.67	.3	17,135.04	
RETIREMENT PLAN	3,031.97	.6	51,130.90	.3
PAYROLL TAXES	10,967.01	2.1	138,849.02	.9
SALARIES	155,843.04	30.5	1,745,904.13	2.5 31.8
TOTAL HUMAN RESOURCES	208,749.16	40.9	2,236,877.49	40.8
TOTAL OPERATING EXPENSES	452,965.32	88.7	4,035,202.07	73.5
NET OPERATING INCOME	(108,164.48)	(21.2)		
	,	(~1.2)	(198,024.39)	(3.6)

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
OTHER INCOME & EXPENSE:				
DONATION REVENUE				
MEMBERS	\$40.00	.0 %	16,262.02	.3
GROUPS	3,033.16	.6	30,570.81	.6
AREAS	6,049.00	1.2	54,957.34	1.0
REGIONS	20,422.58	4.0	472,937.57	8.6
UNITY DAY DONATIONS	.00	.0	279.96	.0
EVENT/CONVENTION DONATIONS	4,874.00	1.0	36,436.20	.7
ZONAL AND OTHER FORUMS	.00	.0	1,522.91	.0
TOTAL DONATION REVENUE	34,418.74	6.7	612,966.81	11.2
EVENTS REVENUE				
UNITY DAY EVENT INCOME	.00	.0	2,730.16	.0
UNITY DAY: TELEPHONE HOOKUP	150.00	.0	2,300.00	.0
UNITY DAY: BANQUET	1,295.00	.3	1,925.00	.0
REGISTRATION: EARLY	.00	.0	16,320.00	.3
REGISTRATION: PRE	.00	.0	11,732.50	.2
REGISTRATION:LATE	.00	.0	80.00	.0
REGISTRATION:ON SITE	.00	.0	13,290.00	.2
ENTERTAINMENT:FRIDAY EVENT	.00	.0	14,250.00	.3
NEWCOMER DONATION:PRE-EVENT	.00	.0		.0
NEWCOMER DONATION:ON SITE	.00	.0	2,448.50 166.50	
REBATES:COMP AIRFARES	.00	.0	11,600.00	.0 .2
TOTAL EVENTS REVENUE	1,445.00	.3	76,842.66	1.4
OTHER REVENUE				
INTEREST INCOME	5,196.95	1.0	29,323.73	.5
TOTAL OTHER REVENUE	5,196.95	1.0	29,323.73	.5
OTHER INCOME & EXPENSE				
MISCELLANEOUS INCOME & EXPENSE	(2,041.98)	(.4)	12,015.69	.2
MISCELLANEOUS INCOME/EXPENSE	.00	.o´	100.00	.0
FIPT - PAYMENTS	.00	.0	13,500.00	.2
FIPT - HANDLING	.00	.0	1,400.00	.0
FIPT - EXPENSES	(3.41)	.0	(67.51)	.0
MISCELLANEOUS INCOME	.00	.0	30.00	.0
TOTAL OTHER INCOME & EXPENSE	(2,045.39)	(.4)	26,978.18	.5
TOTAL OTHER INCOME & EXPEN	39,015.30	7.6	746,111.38	13.6
NET INCOME (LOSS)	(69,149.18)	(13.5)	548,086.99	10.0
NET INCOME (LOSS)	\$(69,149.18)	(13.5)%	548,086.99	10.0

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
REVENUE:				
FIPT LITERATURE REVENUE				
BASIC TEXT	\$3,346.50	18.6 %	30,932.40	15.7
BASIC TEXT - SOFTBOUND	281.30	1.6	1,858.45	.9
BASIC TEXT TRANSLATED	.00	.0	19,671.35	10.0
BASIC TEXT SFT CVR TRANSLATED	.00	.0	42.50	.0
JUST FOR TODAY	1,640.10	9.1	23,255.30	11.8
JUST FOR TODAY: GIFT EDITION	157.50	.9	591.75	.3
IT WORKS: HOW & WHY	1,692.20	9.4	11,812.05	6.0
IT WORKS: GIFT EDITION	157.50	.9	468.00	.2
STEP WORKING GUIDE	1,795.80	10.0	17,854.30	9.1
LITERATURE - FIPT	6,408.62	35.6	37,469.59	19.0
TOTAL FIPT LITERATURE REVENUE	15,479.52	86.0	143,955.69	73.1
NON - FIPT LITERATURE REVENUE				
HANDBOOKS	403.10	2.2	2,034.40	1.0
MIRACLES HAPPEN	.00	.0	1,348.60	.7
AUDIO MATERIALS	.00	.0	2,260.40	1.1
GROUP/AREA MATERIALS	175.25	1.0	1,603.05	.8
PI PRODUCTS	.00	.0	154.85	.1
SPECIALTY ITEMS	.00	.0	940.20	.5
MEDALLIONS	864.76	4.8	20,522.91	10.4
KEYTAGS & CHIPS	1,581.75	8.8	27,642.18	14.0
INFORMATION BOOKLETS-NON FIPT	146.89	.8	1,475.94	.7
TOTAL NON - FIPT LITERATURE RE	3,171.75	17.6	57,982.53	29.5
MISCELLANEOUS REVENUE				
SHIPPING	1,023.60	5.7	10.002.20	<i>5.</i> (
DISCOUNTS	(1,682.04)	(9.3)	10,982.30 (16,097.56)	5.6
			(10,097.30)	(8.2)
TOTAL MISCELLANEOUS REVENUE	(658.44)	(3.7)	(5,115.26)	(2.6)
TOTAL REVENUE	17,992.83	100.0	196,822.96	100.0
COST OF SALES:				
FIPT COST OF SALES				
BASIC TEXT	671.13	3.7	5,358.93	2.7
BASIC TEXT - SOFTBOUND	27.29	.2	180.68	.1
BASIC TEXT TRANSLATED	.00	.0	5,622.75	2.9
BASIC TEXT SFT CVR TRANSLATED	.00	.0	9.52	.0
JUST FOR TODAY	164.01	.9	3,200.39	1.6
JUST FOR TODAY: GIFT EDITION	65.72	.4	247.07	.1
IT WORKS: HOW & WHY	326.81	1.8	2,364.01	1.2
IT WORKS: GIFT EDITION	33.50	.2	100.50	.1
STEP WORKING GUIDE	283.38	1.6	2,909.93	1.5
LITERATURE - FIPT	(15.05)	(.1)	7,088.80	3.6
TOTAL FIPT COST OF SALES	1,556.79	8.7	27,082.58	13.8
				6.7

_	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
NON - FIPT COST OF SALES				
HANDBOOKS	\$118.40	.7 %	478.56	.2
MIRACLES HAPPEN	.00	.0	157.27	.1
AUDIO MATERIALS	.00	.0	759.35	.4
GROUP/AREA MATERIALS	57.20	.3	610.18	.3
PI PRODUCTS	.00	.0	30.14	.0
SPECIALTY ITEMS	.00	.0	305.76	.2
MEDALLIONS	137.81	.8	3,555.11	1.8
	384.75	.o 2.1	6,927.86	3.5
KEYTAGS & CHIPS			,	
INFORMATION BOOKLETS-NON FIPT	58.37	.3	724.11	.4
NA WAY MAGAZINE	.00	.0	15.75	.0
TOTAL NON - FIPT COST OF SALES	756.53	4.2	13,564.09	6.9
SHIPPING COSTS				
SHIPPING	992.84	5.5	5,174.57	2.6
SHIPPING SUPPLIES	.00	.0	45.54	.0
TOTAL SHIPPING COSTS	992.84	5.5	5,220.11	2.7
TOTAL COST OF SALES	3,306.16	18.4	45,866.78	23.3
OPERATING INCOME	14,686.67	81.6	150,956.18	76.7
OPERATING EXPENSES:				
OPERATIONAL EXPENSES	05.05	_	212.55	
BANK SERVICE CHARGES	97.07	.5	212.77	.1
CONVERSION GAIN/LOSS	844.59	4.7	834.53	.4
CONVERSION GAIN/LOSS	.00	.0	.60	.0
DEPRECIATION	40.15	.2	326.15	.2
DUES & FEES	.00	.0	3.75	.0
EQUIPMENT RENTAL/LEASE	.00	.0	10.70	.0
SHIPPING INTO CANADA: FELL	2,845.43	15.8	14,387.03	7.3
SHIPPING: CUSTOMS AND DUTIES	67.04	.4	279.44	.1
FREE PUBLICATIONS - TRANSLATE	21.34	.1	4,565.46	2.3
GOODS & SERVICES TAX	200.59	1.1	4,161.99	2.1
MAINTENANCE & REPAIR	105.10	.6	433.16	.2
OFFICE EXPENSE	520.69	2.9	1,009.51	.5
POSTAGE	124.74	.7	2,376.31	1.2
RENT	1,956.50	10.9	11,761.50	6.0
TELEPHONE	137.34	.8	1,541.09	.8
TRAVEL	1,304.06	7.2	1,823.28	.9
UTILITIES	97.18	.5	2,082.13	1.1
TOTAL OPERATIONAL EXPENSES	8,361.82	46.5	45,809.40	23.3
CONFERENCE FIXED ITEMS				
FELLOWSHIP ASSISTANCE	.00	.0	45.75	.0
TOTAL CONFERENCE FIXED ITEMS	.00	.0	45.75	.0



	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
HUMAN RESOURCES				
SALARIES	\$390.94	2.2 %	4,677.94	2.4
TOTAL HUMAN RESOURCES	390.94	2.2	4,677.94	2.4
TOTAL OPERATING EXPENSES	8,752.76	48.6	50,533.09	25.7
NET OPERATING INCOME	5,933.91	33.0	100,423.09	51.0
OTHER INCOME & EXPENSE:				
OTHER REVENUE				
INTEREST EARNED	.00	.0	1,604.33	.8
TOTAL OTHER REVENUE	.00	.0	1,604.33	.8
OTHER INCOME & EXPENSE				
MISCELLANEOUS EXPENSE	.00	.0	(439.67)	(.2)
TOTAL OTHER INCOME & EXPENSE	.00	.0	(439.67)	(.2)
TOTAL OTHER INCOME & EXPEN	.00	.0	1,164.66	.6
NET INCOME (LOSS)	5,933.91	33.0	101,587.75	51.6
NET INCOME (LOSS)	\$5,933.91	33.0 %	101,587.75	51.6

	PERIOD TO DATE		YEAR TO DATE	
•	ACTUAL	PERCENT	ACTUAL	PERCENT
REVENUE:				
FIPT LITERATURE REVENUE				
BASIC TEXT	\$4,704.50	34.6 %	30,096.05	19.1
BASIC TEXT-SOFTBOUND	58.20	.4	600.30	.4
BASIC TEXT TRANSLATED	503.00	3.7	23,386.55	14.8
JUST FOR TODAY	1,493.80	11.0	15,164.90	9.6
JUST FOR TODAY: GIFT EDITION	.00	.0	136.50	.1
IT WORKS: HOW & WHY	1,108.80	8.1	11,184.10	7.1
IT WORKS: SPECIAL EDITION	.00	.0	31.50	.0
STEP WORKING GUIDES	1,051.20	.0 7.7	16,275.50	10.3
LITERATURE - FIPT	2,210.30	16.2	22,717.79	14.4
TOTAL FIPT LITERATURE REVENUE	11,129.80	81.8	119,593.19	75.8
NON PIPE LIBERATURE REVENUE				
NON - FIPT LITERATURE REVENUE	215.00	2.2	4 540 45	4.0
HANDBOOKS	315.90	2.3	1,518.65	1.0
MIRACLES HAPPEN	262.00	1.9	1,861.35	1.2
MISCELLANEOUS	.00	.0	172.35	.1
AUDIO MATERIALS	60.80	.4	831.95	.5
GROUP/AREA MATERIALS	166.00	1.2	2,464.60	1.6
PI PRODUCTS	.00	.0	262.25	.2
SPECIALTY ITEMS	33.00	.2	1,132.85	.7
MEDALLIONS	315.85	2.3	12,125.90	7.7
KEYTAGS AND CHIPS	2,344.75	17.2	28,374.70	18.0
INFORMATION BOOKLETS-NON FIPT	1,422.35	10.5	14,612.85	9.3
NA WAY MAGAZINE	.00	.0	41.95	.0
TOTAL NON - FIPT LITERATURE RE	4,920.65	36.2	63,399.40	40.2
MISCELLANEOUS REVENUE				
SHIPPING - LITERATURE	705.95	5.2	9,530.48	6.0
DISCOUNTS	(3,149.15)	(23.1)	(34,710.73)	(22.0)
TOTAL MISCELLANEOUS REVENUE	(2,443.20)	(18.0)	(25,180.25)	(16.0)
TOTAL REVENUE	13,607.25	100.0	157,812.34	100.0
COST OF SALES:	20,007,20		107,012.51	100.0
FIPT COST OF SALES				
BASIC TEXT	783.03	5.8	5,338.31	3.4
BASIC TEXT-SOFTBOUND	5.65	.0	57.66	.0
BASIC TEXT TRANSLATED	236.02	1.7	8,248.69	5.2
JUST FOR TODAY	202.35	1.5	1,950.33	1.2
JUST FOR TODAY: GIFT EDITION	.00	.0	49.91	.0
IT WORKS: HOW & WHY	218.26	1.6	2,524.71	1.6
IT WORKS: SPECIAL EDITION	.00	.0	6.70	.0
STEP WORKING GUIDES	165.88	1.2	3,658.37	2.3
LITERATURE - FIPT	905.33	6.7	6,569.25	4.2
TOTAL FIPT COST OF SALES	2,516.52	18.5	28,403.93	18.0

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	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
NON - FIPT COST OF SALES				
HANDBOOKS	\$95.64	.7 %	366.37	.2
MIRACLES HAPPEN	29.68	.2	216.63	.1
MISCELLANEOUS	.00	.0	76.15	.0
AUDIO MATERIALS	27.78	.2	360.49	.2
GROUP/AREA MATERIALS	62.33	.5	1,127.12	.7
PI PRODUCTS	.00	.0	51.05	.0
SPECIALTY ITEMS	6.11	.0	316.58	.2
MEDALLIONS	49.43	.4	2,016.40	1.3
KEYTAGS AND CHIPS	569.26	4.2	7,110.51	4.5
INFORMATION BOOKLETS-NON FIPT	729.59	5.4	8,226.95	5.2
NA WAY MAGAZINE	.00	.0	10.64	.0
TOTAL NON - FIPT COST OF SALES	1,569.82	11.5	19,878.89	12.6
SHIPPING COSTS				
SHIPPING	673.65	5.0	9,849.90	6.2
SHIPPING SUPPLIES	316.00	2.3	691.51	.4
TOTAL SHIPPING COSTS	989.65	7.3	10,541.41	6.7
TOTAL COST OF SALES	5,075.99	37.3	58,824.23	37.3
OPERATING INCOME	8,531.26	62.7	98,988.11	62.7
OPERATING EXPENSES:				•
OPERATIONAL EXPENSES				
BAD DEBTS	.00	.0	17.21	.0
BANK SERVICE CHARGES	518.86	3.8	533.35	.3
COMPUTER INFORMATION SERVICES	214.71	1.6	3,448.20	2.2
COMPUTER SOFTWARE	212.72	1.6	612.25	.4
COMPUTER SUPPLIES	65.95	.5	692.12	. <del>4</del> .4
CONSULTING	.00	.0	931.29	.6
CONVERSION GAIN/LOSS	774.68	5.7	(2.84)	.0
DEPRECIATION	229.41	1.7	4,068.41	2.6
DUES & FEES	329.78	2.4	329.78	.2
FREE LIT FELLOWSHIP DEVELOPMEN	.00	.0	328.85	.2
SHIPPING INTO EUROPE	80.83	.6	7,271.21	4.6
SHIPPING- CUSTOMS AND DUTIES	.00	.0	3,219.13	2.0
INSURANCE (GENERAL)	236.42	1.7	477.98	
MAINTENANCE & REPAIR	.00	.0	60.44	.3 .0
OFFICE EXPENSE	30.62	.2		
POSTAGE	3.55	.0	1,772.78	1.1
PUBLIC INFORMATION			1,043.81	.7
RENT	.00 578.61	.0	277.85	.2
TELEPHONE		4.3	7,350.86	4.7
TRANSPORT	876.99	6.4	3,132.02	2.0
TRAVEL	10.63	.1	156.13	.1
UTILITIES	.00 54.55	.0 .4	5,675.17 956.50	3.6 .6
TOTAL OPERATIONAL EXPENSES	4,218.31	31.0		
OI DIGITIONAL LAI ENGLO	4,210.31	31.0	42,352.50	26.8

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
HUMAN RESOURCES	* **			
INSURANCE (HEALTH) PAYROLL TAXES	\$.00 2,511.58	.0 % 18.5	363.15 27,824.15	.2 17.6
SALARIES	2,585.56	19.0	29,060.35	18.4
TOTAL HUMAN RESOURCES	5,097.14	37.5	57,247.65	36.3
TOTAL OPERATING EXPENSES	9,315.45	68.5	99,600.15	63.1
NET OPERATING INCOME	(784.19)	(5.8)	(612.04)	(.4)
OTHER INCOME AND EXPENSES:				
OTHER REVENUE				
INTEREST EARNED	367.80	2.7	3,383.43	2.1
TOTAL OTHER REVENUE	367.80	2.7	3,383.43	2.1
OTHER INCOME AND EXPENSES				
MISCELLANEOUS INCOME/EXPENSE	(1,795.22)	(13.2)	35.53	.0
TOTAL OTHER INCOME AND EXPENSE	(1,795.22)	(13.2)	35.53	.0
TOTAL OTHER INCOME AND EXP	(1,427.42)	(10.5)	3,418.96	2.2
NET INCOME {LOSS}	(2,211.61)	(16.3)	2,806.92	1.8
NET INCOME (LOSS)	\$(2,211.61)	(16.3)%	2,806.92	1.8