



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 led 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.

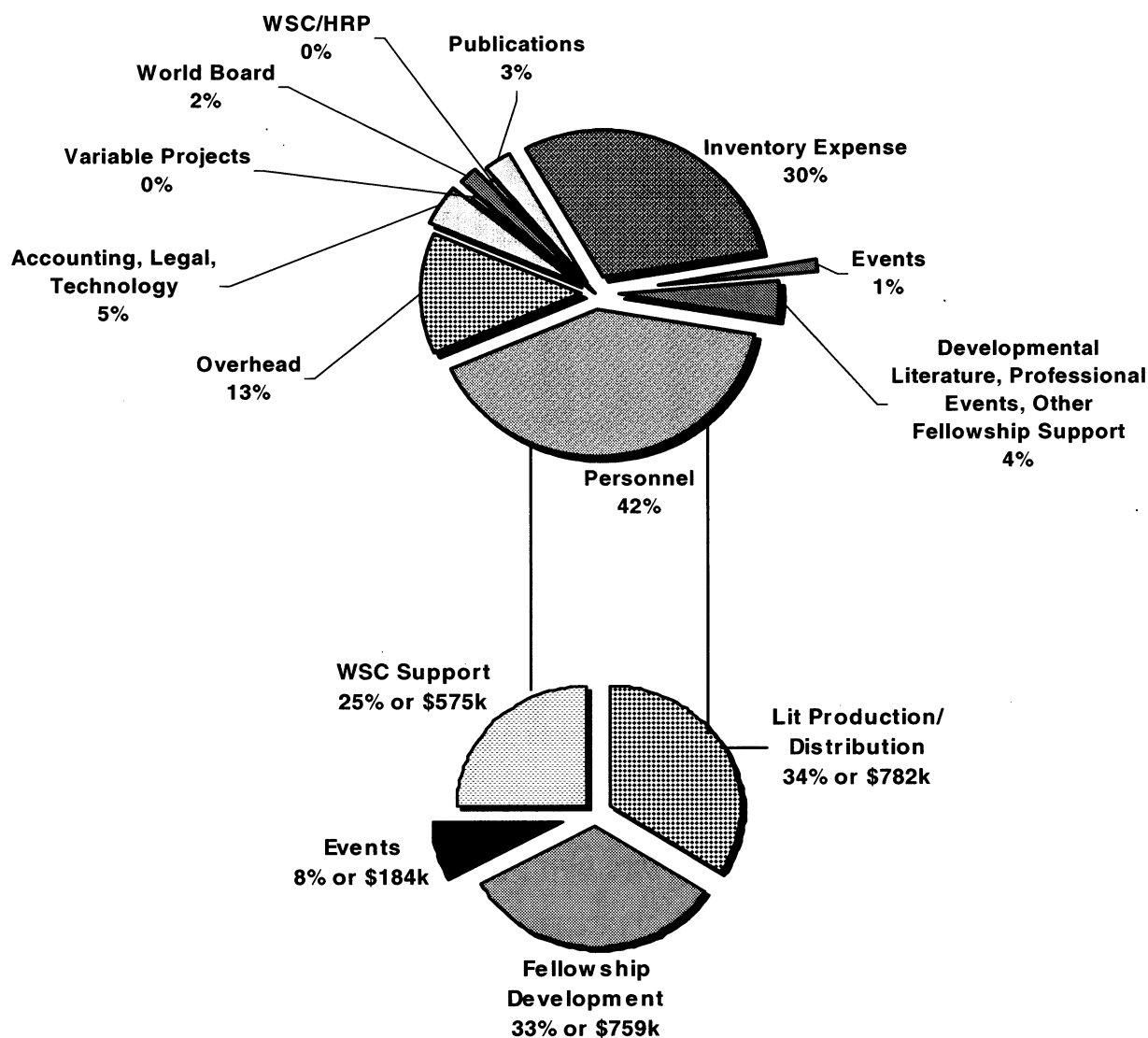
NAWS is committed to ensuring that the WSO stays a stable and reliable resource for the fellowship and would like to thank each and every member that has supported, and continues to support, that objective. As our fellowship expands throughout the world, we will always have a need for additional funds. 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:

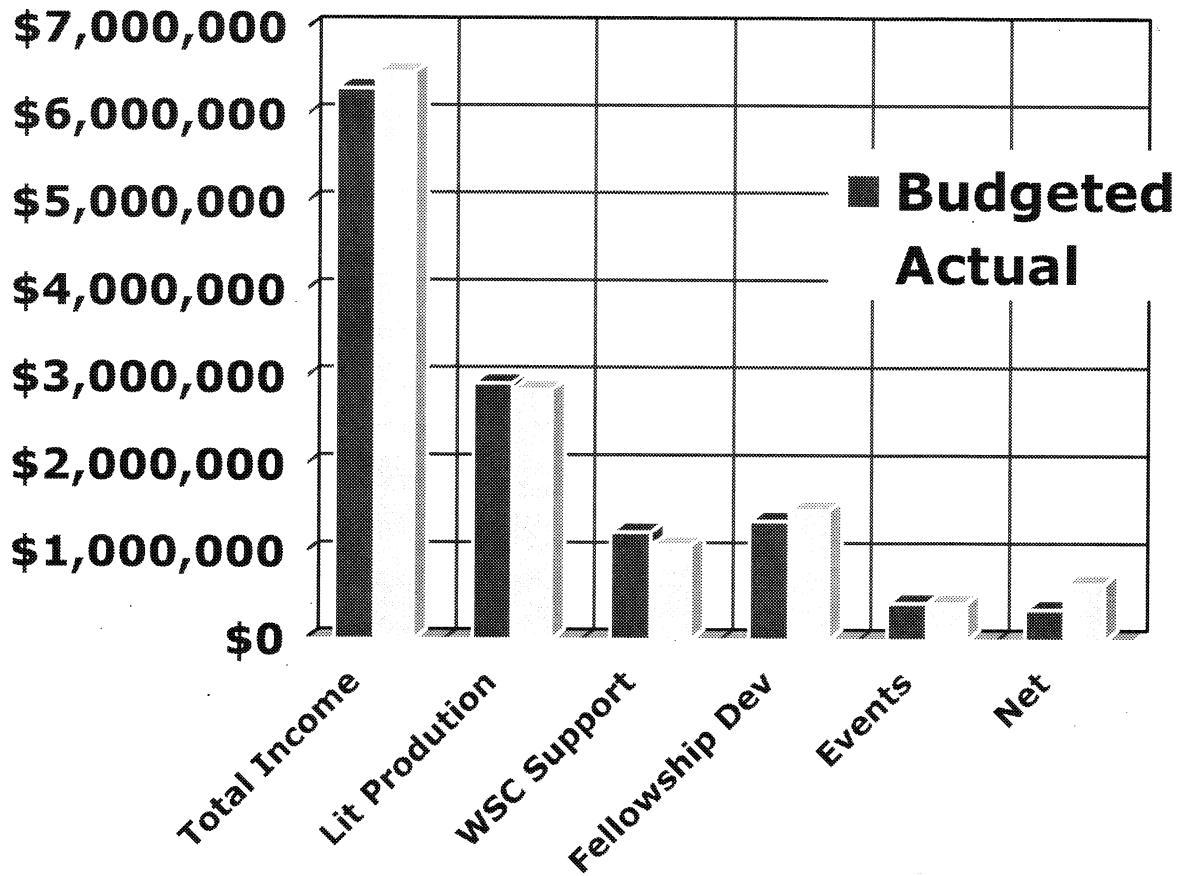
Breakdown of Total Expenses (\$5.9 Million)
by Functional Categories



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

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	
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	\$18,814	
OTHER PREPAID EXPENSES	\$2,873	
TRADEMARKS & COPYRIGHTS	\$261,558	
DIES, MOLDS, & PLATES	\$29,128	
MEI DATA BASE SOFTWARE	\$360,487	
LESS: ACCUMULATED AMORTIZATION	(\$219,607)	
TOTAL OTHER ASSETS		\$495,466
TOTAL ASSETS		\$3,535,532

NA WORLD SERVICES
COMBINED BALANCE SHEET
JUNE 30, 2001

LIABILITIES AND FUND BALANCE

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

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	<u>\$120,541</u>	
TOTAL INCOME		\$6,531,580
<u>COST OF GOODS</u>		
WSO-CHATSWORTH / LITERATURE	\$1,630,203	
WSO-CANADA / LITERATURE	\$45,867	
WSO-EUROPE / LITERATURE	\$58,824	
EVENTS	<u>\$19,754</u>	
TOTAL COST OF GOODS		\$1,754,648
TOTAL OPERATING INCOME		<u>\$4,776,931</u>
<u>OPERATIONAL EXPENSES</u>		
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
<u>HUMAN RESOURCES EXPENSES</u>		
WSO-CHATSWORTH	\$2,236,877	
WSO-CANADA	\$4,678	
WSO-EUROPE	<u>\$57,248</u>	
TOTAL HUMAN RESOURCES EXPENSES		\$2,298,803
<u>OTHER INCOME & EXPENSES</u>		
WSO-CHATSWORTH	(\$56,302)	
WSO-CANADA	(\$1,165)	
WSO-EUROPE	(\$3,419)	
EVENTS	<u>\$0</u>	
TOTAL OTHER INCOME & EXPENSES		(\$60,886)
TOTAL OPERATING EXPENSES		<u>\$4,123,710</u>
NET OPERATING INCOME		<u>\$653,222</u>
NET OPERATING INCOME (PROFIT/LOSS)		<u><u>\$653,222</u></u>

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

NARCOTICS ANONYMOUS WORLD SERVICES, INC.					
FY 2000-2001 NAWWS BUDGET					
JULY 01, 2000 THRU JUNE 30, 2001					
INCOME					
FELLOWSHIP DONATIONS	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
BREAKDOWN BY DONOR TYPE					
Members	\$ 40	\$ 826	\$ 16,262	\$ 9,915	\$ 9,915
Groups	\$ 3,033	\$ 2,132	\$ 30,571	\$ 25,582	\$ 25,582
Areas	\$ 6,049	\$ 6,431	\$ 54,957	\$ 77,167	\$ 77,167
Regions	\$ 20,423	\$ 34,646	\$ 472,938	\$ 415,757	\$ 415,757
Unity Day	\$ -	\$ -	\$ 280	\$ -	\$ -
Events/Conventions	\$ 4,874	\$ 736	\$ 36,436	\$ 8,835	\$ 8,835
Zonal & Other Forums	\$ -	\$ 556	\$ 1,523	\$ 6,668	\$ 6,668
Subtotal	\$ 34,419	\$ 45,327	\$ 612,967	\$ 543,924	\$ 543,924
RECOVERY LITERATURE INCOME					
BASIC TEXT: Hardcover English	\$ 161,734	\$ 142,432	\$ 1,648,255	\$ 1,709,184	\$ 1,709,184
Basic Text: Translated	\$ 11,992	\$ 10,224	\$ 125,924	\$ 122,687	\$ 122,687
BASIC TEXT-SOFTBOUND	\$ 73,758	\$ 39,701	\$ 569,919	\$ 476,409	\$ 476,409
JUST FOR TODAY	\$ 68,474	\$ 44,617	\$ 623,278	\$ 535,398	\$ 535,398
IT WORKS: HOW & WHY	\$ 53,169	\$ 43,955	\$ 527,290	\$ 527,465	\$ 527,465
STEP WORKING GUIDES	\$ 43,129	\$ 48,660	\$ 508,266	\$ 583,924	\$ 583,924
OTHER RECOVERY LITERATURE	\$ 103,263	\$ 88,846	\$ 1,096,399	\$ 1,066,152	\$ 1,066,152
Subtotal	\$ 515,519	\$ 418,435	\$ 5,099,331	\$ 5,021,219	\$ 5,021,219
OTHER INVENTORY INCOME					
MEDALLIONS	\$ 28,647	\$ 35,336	\$ 437,858	\$ 424,034	\$ 424,034
KEY TAGS & CHIPS	\$ 56,812	\$ 60,928	\$ 725,497	\$ 731,138	\$ 731,138
NON-FIPT INFORMATION BOOKLETS	\$ 3,419	\$ 2,941	\$ 43,604	\$ 35,292	\$ 35,292
MISCELLANEOUS	\$ (8)	\$ 190	\$ 595	\$ 2,277	\$ 2,277
HANDBOOKS	\$ 4,344	\$ 4,194	\$ 49,820	\$ 50,325	\$ 50,325
SPECIALTY ITEMS	\$ 2,098	\$ 2,317	\$ 36,960	\$ 27,802	\$ 27,802
PI PRODUCTS	\$ 2	\$ 122	\$ 1,973	\$ 1,462	\$ 1,462
AUDIO MATERIALS	\$ 2,426	\$ 2,445	\$ 50,057	\$ 29,335	\$ 29,335
GROUP/AREA MATERIALS	\$ 5,129	\$ 4,877	\$ 57,602	\$ 58,519	\$ 58,519
MIRACLES HAPPEN	\$ 1,703	\$ 2,736	\$ 28,900	\$ 32,837	\$ 32,837
Subtotal	\$ 104,572	\$ 116,085	\$ 1,432,865	\$ 1,393,021	\$ 1,393,021
SHIPPING	\$ 22,246	\$ 19,039	\$ 253,260	\$ 228,473	\$ 228,473
DISCOUNTS & ALLOWANCES	\$ (99,986)	\$ (89,280)	\$ (987,228)	\$ (1,071,355)	\$ (1,071,355)
Developmental Subsidies & Allowances	\$ (5,879)	\$ (4,355)	\$ (96,367)	\$ (52,257)	\$ (52,257)
Literature income less discounts and allowances	\$ 536,472	\$ 459,925	\$ 5,701,861	\$ 5,519,101	\$ 5,519,101
EVENT INCOME					
UNITY DAY					
DONATIONS (TELEPHONE HOOKUP)	\$ 150	\$ -	\$ 2,300	\$ -	\$ -
ACTIVITY INCOME	\$ 1,295	\$ -	\$ 4,655	\$ -	\$ -
MERCHANDISE/JEWELRY	\$ -	\$ -	\$ -	\$ -	\$ -
WCNA 28					
REGISTRATION	\$ -	\$ -	\$ 41,423	\$ 32,000	\$ 32,000
SPECIAL EVENTS	\$ -	\$ -	\$ 14,250	\$ 10,000	\$ 10,000
NEWCOMER DONATIONS	\$ -	\$ -	\$ 2,615	\$ 1,000	\$ 1,000
MERCHANDISE	\$ -	\$ -	\$ 43,714	\$ 99,000	\$ 99,000
OTHER SALES	\$ -	\$ -	\$ -	\$ -	\$ -
REBATES	\$ -	\$ -	\$ 11,600	\$ 34,800	\$ 34,800
Subtotal	\$ 1,445	\$ -	\$ 120,556	\$ 176,800	\$ 176,800
MISCELLANEOUS INCOME					
LICENSED VENDOR PAYMENTS	\$ -	\$ 1,021	\$ 14,900	\$ 12,257	\$ 12,257
INTEREST	\$ 5,565	\$ 1,213	\$ 34,311	\$ 14,552	\$ 14,552
MISCELLANEOUS	\$ (3,841)	\$ 3,240	\$ 11,674	\$ 38,874	\$ 38,874
Subtotal	\$ 1,724	\$ 5,474	\$ 60,885	\$ 65,683	\$ 65,683
TOTAL INCOME ALL SOURCES	\$ 574,060	\$ 510,726	\$ 6,496,269	\$ 6,305,508	\$ 6,305,508

UNAUDITED COMBINED COMPARISON TO BUDGET FINANCIAL STATEMENT

NAWS EXPENSE					
LITERATURE PRODUCTION & DISTRIBUTION	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
FIXED OPERATIONAL EXPENSES					
BASIC TEXT: HARD COVER - English	\$ 27,681	\$ 24,595	\$ 293,963	\$ 295,143	\$ 295,143
Basic Text-Translated	\$ 2,774	\$ 3,061	\$ 42,077	\$ 36,730	\$ 36,730
BASIC TEXT-SOFTBOUND	\$ 7,417	\$ 4,200	\$ 62,948	\$ 50,403	\$ 50,403
JUST FOR TODAY	\$ 9,061	\$ 6,657	\$ 86,201	\$ 74,761	\$ 74,761
IT WORKS: HOW & WHY	\$ 14,131	\$ 9,568	\$ 126,803	\$ 114,309	\$ 114,309
STEP WORKING GUIDES	\$ 7,390	\$ 8,693	\$ 102,541	\$ 104,313	\$ 104,313
OTHER RECOVERY LITERATURE	\$ 22,454	\$ 22,527	\$ 228,733	\$ 270,325	\$ 270,325
Subtotal	\$ 90,908	\$ 79,301	\$ 943,264	\$ 945,984	\$ 945,984
OTHER INVENTORY EXPENSE					
MARKETING	\$ 13,418	\$ 5,968	\$ 76,502	\$ 71,620	\$ 71,620
MEDALLIONS	\$ 4,684	\$ 6,211	\$ 73,325	\$ 74,536	\$ 74,536
KEY TAGS & CHIPS	\$ 13,698	\$ 16,003	\$ 181,808	\$ 192,034	\$ 192,034
NON-FIPT INFORMATION BOOKLETS	\$ 1,590	\$ 1,604	\$ 23,580	\$ 19,247	\$ 19,247
MISCELLANEOUS	\$ 1,973	\$ 417	\$ 10,743	\$ 5,003	\$ 5,003
HANDBOOKS	\$ 1,267	\$ 932	\$ 14,583	\$ 11,184	\$ 11,184
SPECIALTY ITEMS	\$ 770	\$ 819	\$ 12,487	\$ 9,830	\$ 9,830
PI PRODUCTS	\$ 1	\$ 65	\$ 986	\$ 780	\$ 780
AUDIO MATERIALS	\$ 1,096	\$ 1,254	\$ 21,173	\$ 15,047	\$ 15,047
GROUP/AREA MATERIALS	\$ 2,182	\$ 2,557	\$ 24,055	\$ 30,689	\$ 30,689
MIRACLES HAPPEN	\$ 317	\$ 821	\$ 3,519	\$ 9,851	\$ 9,851
IN HOUSE PRODUCTION	\$ 12,622	\$ 7,625	\$ 61,480	\$ 91,500	\$ 91,500
TRANSLATIONS	\$ 1,455	\$ 1,775	\$ 11,612	\$ 21,294	\$ 21,294
SHIPPING	\$ 30,952	\$ 19,229	\$ 275,779	\$ 230,743	\$ 230,743
SALES TAX EXPENSE	\$ -	\$ 4,300	\$ -	\$ 51,603	\$ 51,603
INVENTORY ADJUSTMENT	\$ -	\$ (1,507)	\$ -	\$ (18,082)	\$ (18,082)
Subtotal	\$ 86,023	\$ 68,073	\$ 791,630	\$ 816,879	\$ 816,879
LEGAL	\$ 2,609	\$ 10,317	\$ (13,562)	\$ 123,803	\$ 123,803
TRAVEL	\$ 1,314	\$ 517	\$ 8,860	\$ 6,200	\$ 6,200
ACCOUNTING	\$ 2,404	\$ 2,532	\$ 19,075	\$ 30,388	\$ 30,388
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 72,855	\$ 56,281	\$ 781,512	\$ 675,373	\$ 675,373
OVERHEAD	\$ 23,200	\$ 23,244	\$ 249,630	\$ 278,931	\$ 278,931
TECHNOLOGY	\$ 8,309	\$ 4,404	\$ 78,464	\$ 52,844	\$ 52,844
Subtotal	\$ 110,692	\$ 97,295	\$ 1,123,981	\$ 1,167,539	\$ 1,167,539
Total Literature Production Expense	\$ 287,623	\$ 244,669	\$ 2,858,874	\$ 2,930,402	\$ 2,930,402

UNAUDITED COMBINED COMPARISON TO BUDGET FINANCIAL STATEMENT

WORLD SERVICE CONFERENCE SUPPORT	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
FIXED OPERATIONAL EXPENSES					
<i>PUBLICATIONS</i>	\$ 100	\$ 5,500	\$ 12,989	\$ 66,000	\$ 66,000
<i>WORLD SERVICE CONFERENCE</i>	\$ -	\$ -	\$ 1,016	\$ -	\$ -
<i>WORLD BOARD</i>	\$ 28,850	\$ 13,583	\$ 138,479	\$ 163,000	\$ 163,000
Allocation for Committee Meetings	\$ 13,365	\$ 8,163	\$ 47,020	\$ 97,950	\$ 97,950
<i>HUMAN RESOURCE PANEL</i>	\$ 1,632	\$ 875	\$ 19,387	\$ 10,500	\$ 10,500
<i>WSC CO-FACILITATOR</i>	\$ -	\$ 125	\$ -	\$ 1,500	\$ 1,500
<i>TRAVEL</i>	\$ -	\$ -	\$ 50	\$ -	\$ -
<i>LEGAL</i>	\$ -	\$ (7)	\$ -	\$ (84)	\$ (84)
<i>ACCOUNTING</i>	\$ 1,103	\$ 1,103	\$ 8,851	\$ 13,237	\$ 13,237
<i>PERSONNEL</i> Includes amount budgeted to variable projects	\$ 53,570	\$ 42,429	\$ 575,188	\$ 509,145	\$ 509,145
<i>OVERHEAD</i>	\$ 17,632	\$ 17,136	\$ 191,025	\$ 205,631	\$ 205,631
<i>TECHNOLOGY</i>	\$ 6,110	\$ 2,835	\$ 57,694	\$ 34,020	\$ 34,020
Subtotal	\$ 122,362	\$ 83,579	\$ 1,051,700	\$ 1,100,899	\$ 1,100,899
APPROVED VARIABLE EXPENSES					
<i>World Service Meeting</i>	\$ -	\$ -	\$ -	\$ -	\$ -
<i>Worldwide Workshops</i>	\$ 16,441	\$ 3,333	\$ 17,223	\$ 40,000	\$ 40,000
<i>Recovery Literature Option - Y</i>	\$ 4,659	\$ 3,333	\$ 4,826	\$ 40,000	\$ 40,000
<i>Standards for WS Communications</i>	\$ -	\$ 1,375	\$ 2,835	\$ 16,500	\$ 16,500
<i>Service Material</i>	\$ -	\$ 1,288	\$ 133	\$ 15,450	\$ 15,450
<i>Historical Data Collection</i>	\$ -	\$ 1,667	\$ 320	\$ 20,000	\$ 20,000
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	\$ 1,232,849

FELLOWSHIP DEVELOPMENT	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
FIXED OPERATIONAL EXPENSES					
PUBLICATIONS	\$ 33,517	\$ 10,417	\$ 155,483	\$ 125,000	\$ 125,000
FELLOWSHIP SUPPORT	\$ 36,184	\$ 7,892	\$ 80,010	\$ 94,700	\$ 94,700
PROFESSIONAL EVENTS	\$ 13,073	\$ 1,792	\$ 62,680	\$ 21,500	\$ 21,500
DEVELOPMENTAL LITERATURE	\$ 17,804	\$ 8,750	\$ 97,850	\$ 105,000	\$ 105,000
LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -
ACCOUNTING	\$ 1,199	\$ 1,502	\$ 9,618	\$ 18,021	\$ 18,021
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 70,712	\$ 55,950	\$ 758,527	\$ 671,402	\$ 671,402
OVERHEAD	\$ 22,518	\$ 21,277	\$ 241,064	\$ 255,326	\$ 255,326
TECHNOLOGY	\$ 8,065	\$ 3,686	\$ 76,157	\$ 44,237	\$ 44,237
Subtotal	\$ 203,072	\$ 111,266	\$ 1,481,388	\$ 1,335,186	\$ 1,335,186
VARIABLE OPERATIONAL EXPENSES					
Information 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
EVENTS					
FIXED OPERATIONAL EXPENSES PENDING FINAL RECONCILIATION					
MERCHANDISE	\$ -	\$ -	\$ -	\$ -	\$ -
INVENTORY ADJUSTMENT	\$ -	\$ -	\$ -	\$ -	\$ -
UNITY DAY	\$ 83	\$ -	\$ 10,856	\$ -	\$ -
WCNA 28					
REGISTRATION	\$ -	\$ 1,085	\$ 6,420	\$ 13,018	\$ 13,018
CONTRACT LABOR	\$ -	\$ -	\$ 6,567	\$ -	\$ -
SPECIAL EVENTS	\$ -	\$ 1,167	\$ 19,245	\$ 14,000	\$ 14,000
PROGRAM	\$ -	\$ 1,200	\$ -	\$ 14,400	\$ 14,400
HOST COMMITTEE	\$ -	\$ 906	\$ 11,124	\$ 10,875	\$ 10,875
TRAVEL	\$ (22,000)	\$ 2,917	\$ 25,485	\$ 35,000	\$ 35,000
FACILITIES	\$ -	\$ 5,110	\$ 16,308	\$ 61,325	\$ 61,325
MERCHANDISE	\$ (12)	\$ 3,667	\$ 18,734	\$ 44,000	\$ 44,000
LITERATURE PURCHASES	\$ (2,612)	\$ -	\$ -	\$ -	\$ -
CONVENTION INFORMATION	\$ -	\$ 83	\$ 4,239	\$ 1,000	\$ 1,000
EQUIPMENT	\$ -	\$ -	\$ 4,411	\$ -	\$ -
TRANSPORTATION	\$ -	\$ 167	\$ 2,000	\$ 2,000	\$ 2,000
GENERAL SHIPPING	\$ -	\$ 167	\$ 8,532	\$ 2,000	\$ 2,000
TELEPHONE	\$ -	\$ 167	\$ 5,762	\$ 2,000	\$ 2,000
Subtotal	\$ (24,541)	\$ 16,635	\$ 139,684	\$ 199,618	\$ 199,618
WCNA 29	\$ 2,974	\$ 163	\$ 6,823	\$ 1,955	\$ 1,955
WCNA 30	\$ -	\$ -	\$ 985	\$ -	\$ -
WCNA 31	\$ -	\$ -	\$ 1,967	\$ -	\$ -
LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -
ACCOUNTING	\$ 319	\$ 457	\$ 3,384	\$ 5,484	\$ 5,484
PERSONNEL <i>Includes amount budgeted to variable projects</i>	\$ 17,171	\$ 12,541	\$ 184,200	\$ 150,495	\$ 150,495
OVERHEAD	\$ 6,893	\$ 4,895	\$ 68,408	\$ 58,743	\$ 58,743
TECHNOLOGY	\$ 1,972	\$ 889	\$ 18,893	\$ 10,667	\$ 10,667
Total Events	\$ 4,588	\$ 35,580	\$ 424,344	\$ 426,962	\$ 426,962
TOTAL NAWS EXPENSE	\$ 638,746	\$ 488,173	\$ 5,843,047	\$ 5,950,399	\$ 5,950,399
Excess Revenue/Expense	\$ (64,686)	\$ 22,553	\$ 653,222	\$ 355,109	\$ 355,109

UNAUDITED COMBINED COMPARISON TO BUDGET FINANCIAL STATEMENT

INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
REVENUE:				
FIPT LITERATURE REVENUE				
BASIC TEXT	\$153,683.40	30.1 %	1,587,226.75	28.9
BASIC TEXT-SOFTBOUND	73,418.60	14.4	567,460.60	10.3
BASIC TEXT TRANSLATED	2,636.06	.5	7,396.56	.1
BASIC TEXT SFT CVR TRANSLATED	8,853.00	1.7	75,426.75	1.4
JUST FOR TODAY	63,040.40	12.3	564,817.00	10.3
JUST FOR TODAY: GIFT EDITION	2,142.00	.4	19,312.50	.4
IT WORKS: HOW & WHY	49,990.45	9.8	499,846.20	9.1
IT WORKS: GIFT EDITION	220.50	.0	3,948.00	.1
STEP WORKING GUIDES	40,281.60	7.9	474,135.75	8.6
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				
SHIPPING - LITERATURE	20,516.70	4.0	232,747.03	4.2
DISCOUNTS	(95,155.12)	(18.6)	(936,419.37)	(17.1)
DEVELOPMENTAL LIT ADJUSTMENT	.00	.0	(157.50)	.0
TOTAL MISCELLANEOUS REVENUE	(74,638.42)	(14.6)	(703,829.84)	(12.8)
EVENTS MERCHANDISE REVENUE				
MERCHANDISE:WEARABLES	.00	.0	18,020.00	.3
MERCHANDISE:SPECIALTY	.00	.0	13,931.50	.3
MERCHANDISE:PRE-CONVENTION	.00	.0	6,910.00	.1
TAPE SALES: MAIL ORDER	.00	.0	4,852.00	.1
SHIPPING - EVENTS	.00	.0	(15.00)	.0
TOTAL EVENTS MERCHANDISE REVEN	.00	.0	43,698.50	.8
TOTAL REVENUE	510,751.15	100.0	5,487,134.76	100.0

INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	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

INCOME STATEMENT

NARCOTICS ANONYMOUS WORLD SERVICE

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
EVENTS COST OF SALES				
(Continued)				
SPEAKER TAPES	\$.00	.0 %	620.00	.0
ANNUAL MTG T-SHIRTS/ HATS	.00	.0	1,015.62	.0
SHIPPING	.00	.0	1,101.75	.0
TOTAL EVENTS COST OF SALES	(2,598.47)	(.5)	19,753.61	.4
TOTAL COST OF SALES	165,950.31	32.5	1,649,957.08	30.1
OPERATING INCOME	344,800.84	67.5	3,837,177.68	69.9
OPERATING EXPENSES:				
OPERATIONAL EXPENSES				
ACCOUNTING & LEGAL	2,609.25	.5	(8,322.68)	(.2)
AMORTIZATION	10,433.33	2.0	70,427.33	1.3
AUTO LEASE	698.22	.1	9,231.84	.2
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	3,278.64	.6	20,236.32	.4
COMPUTER SUPPLIES	.00	.0	348.70	.0
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	.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 (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
INFORMATION MNGMNT - WEB SITE	285.73	.1	6,648.43	.1

INCOME STATEMENT

NARCOTICS ANONYMOUS WORLD SERVICES

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
OPERATIONAL EXPENSES				
(Continued)				
INSURANCE (GENERAL)	\$(447.00)	(.1)%	32,702.00	.6
INSURANCE (EVENTS)	.00	.0	5,833.00	.1
INTEREST EXPENSE	1,303.85	.3	21,255.71	.4
MAINTENANCE & REPAIR	4,969.88	1.0	39,003.91	.7
MEETING SPACE	225.00	.0	225.00	.0
OFFICE EXPENSE	11,852.63	2.3	71,353.75	1.3
OFFICE EXPENSE	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	.1
PRINTING	200.93	.0	200.93	.0
PRINTING: REGISTRATION	.00	.0	76.90	.0
PRINTING:TRANSLATIONS	.00	.0	549.00	.0
PRINTING:SIGNS	.00	.0	3,572.46	.1
REGISTRATION REFUNDS	.00	.0	60.00	.0
REGISTRATION SUPPLIES	.00	.0	6,359.65	.1
TAPE SALES: REFUND	(12.00)	.0	1,098.00	.0
TRANSLATIONS	.00	.0	40.50	.0
TRANSPORTATION-SHUTTLE	.00	.0	2,000.00	.0
TRAVEL: PLANNING	341.00	.1	2,398.19	.0
TRAVEL: SITE VISIT	2,633.36	.5	7,377.19	.1
TRAVEL: SUPPORT COMMITTEE	.00	.0	512.00	.0

INCOME STATEMENT

NARCOTICS ANONYMOUS WORLD SERVICE

FOR THE 12 PERIODS ENDED JUNE 30

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
EVENTS OPERATIONAL COSTS				
TRAVEL: CORPORATE	\$.00	.0 %	755.10	.0
TRAVEL: HOST COMMITTEE	.00	.0	11,123.88	.2
TRAVEL: PROGRAM	.00	.0	3,722.91	.1
UNITY DAY	83.17	.0	1,272.20	.0
UNITY DAY: TELEPHONE HOOKUP	.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	190.00	.0
HUMAN RESOURCE PANEL	1,632.11	.3	19,386.59	.4
WORLD BOARD	29,010.21	5.7	138,639.21	2.5
CONFERENCE AGENDA WORKSHOPS	.00	.0	94.00	.0
FELLOWSHIP ASSISTANCE	1,369.69	.3	33,463.02	.6
ZONAL FORUMS/WORKSHOPS	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	133.41	.0
STANDARD FOR WS COMMUNICATIONS	.00	.0	2,835.47	.1
LITERATURE DIST SYSTEM REVIEW	4,658.82	.9	4,826.39	.1
HISTORY PROJECT	.00	.0	320.27	.0
FELLOWSHIP RELATION COMMITTEE	675.00	.1	8,979.28	.2
PUBLIC RELATIONS COMMITTEE	3,674.01	.7	8,297.59	.2
PUBLICATION COMMITTEE	8,618.07	1.7	21,507.57	.4
EVENTS COMMITTEE	495.00	.1	6,627.33	.1
GUARDIANS	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				
EMPLOYEE TRAINING	.00	.0	36,181.39	.7
EMPLOYEE TRAINING	24.23	.0	304.23	.0
EMPLOYEE MOVING	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	.3
RETIREMENT PLAN	3,031.97	.6	51,130.90	.9
PAYROLL TAXES	10,967.01	2.1	138,849.02	2.5
SALARIES	155,843.04	30.5	1,745,904.13	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)	(198,024.39)	(3.6)

INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	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	2,448.50	.0
NEWCOMER DONATION:ON SITE	.00	.0	166.50	.0
REBATES:COMP AIRFARES	.00	.0	11,600.00	.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	.0	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

FOR THE 12 PERIODS ENDED JUNE 30

	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	10,982.30	5.6
DISCOUNTS	(1,682.04)	(9.3)	(16,097.56)	(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

INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	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
KEYTAGS & CHIPS	384.75	2.1	6,927.86	3.5
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				
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

INCOME STATEMENT

FOR THE 12 PERIODS ENDED JUNE 30

	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

INCOME STATEMENT

NA WORLD SERVICES - EUROPE

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	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	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 - FIPT LITERATURE REVENUE				
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:				
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

INCOME STATEMENT

NA WORLD SERVICES - EUROPE

FOR THE 12 PERIODS ENDED JUNE 30

	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	.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	.3
MAINTENANCE & REPAIR	.00	.0	60.44	.0
OFFICE EXPENSE	30.62	.2	1,772.78	1.1
POSTAGE	3.55	.0	1,043.81	.7
PUBLIC INFORMATION	.00	.0	277.85	.2
RENT	578.61	4.3	7,350.86	4.7
TELEPHONE	876.99	6.4	3,132.02	2.0
TRANSPORT	10.63	.1	156.13	.1
TRAVEL	.00	.0	5,675.17	3.6
UTILITIES	54.55	.4	956.50	.6
TOTAL OPERATIONAL EXPENSES	4,218.31	31.0	42,352.50	26.8

FOR THE 12 PERIODS ENDED JUNE 30, 2001

	PERIOD TO DATE		YEAR TO DATE	
	ACTUAL	PERCENT	ACTUAL	PERCENT
HUMAN RESOURCES				
INSURANCE (HEALTH)	\$.00	.0 %	363.15	.2
PAYROLL TAXES	2,511.58	18.5	27,824.15	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