

Narcotics Anonymous World Services  
Consolidated Statement of Financial Position  
Assets

CURRENT ASSETS  
Cash and Cash Equivalents  
Checking Accounts  
Petty Cash

Narcotics Anonymous World Services  
Consolidated Statement of Financial Position  
Assets

CURRENT ASSETS  
Cash and Cash Equivalents  
Checking Accounts  
Petty Cash

Accounts Receivable  
Accounts Payable  
Contribution & Sales Deposits Clearing  
Less Allowance for Doubtful Accounts

Inventory  
Prepaid Expenses  
Total Current Assets

EQUIPMENT, FURNITURE AND IMPROVEMENTS  
Equipment and Furniture  
Leasehold Improvements  
Intellectual and Software Property  
Less Accumulated Depreciation and Amortization  
Total Equipment, Furniture and Improvements

TOTAL ASSETS

CURRENT LIABILITIES  
Accounts Payable  
Accounts Payroll Expense

TOTAL CURRENT LIABILITIES

LONG TERM LIABILITIES  
Notes Payable  
Leases Payable

TOTAL LONG TERM LIABILITIES

DEFERRED INCOME  
Conventions

TOTAL DEFERRED INCOME

INTERBRANCH ACCOUNTS  
Interbranch Accounts

TOTAL INTERBRANCH ACCOUNTS

NET ASSETS  
Previous Unrestricted Net Assets  
Current Gain / (Loss) Unrestricted Net Assets

TOTAL NET ASSETS

LIABILITIES AND NET ASSETS

\$2,222,250  
850,363  
1,390,203  
(2,969,058)

1,479,458  
36,878,889

\$280,760  
150,759

\$0  
\$696,571

\$431,519

\$86,671

\$0

\$0

\$5,612,517  
(62,117)

5,550,399  
\$6,878,889

Branch	Number
<b>ABCD Region</b>	
101411 Midwest Area	16
101412 Midwest/Seaboard Area (NY)	12
101413 ABCD Region	1
<b>Arkansas - Northwest Florida</b>	
101401 Union Territory, Inc.	13
101402 Florida Group of NA (AL)	2
101413 Total Territory Group (AL)	2
101414 The Great Group (AL)	4
Individual Members	1
101407 Arkansas/NW Florida RSC	0
<b>Florida Region</b>	
101405 Florida RSC	7
101406 Out and About Group (AR)	1
101408 To the Point Group (AR)	1
101409 Peace Church Group	1
101410 New Way of Life Group (AR)	0
<b>Georgia Region</b>	
171801 Alaska Regional Commission	0
171802 The Point Group (AR)	2
171803 Wheel of Choice Group (AR)	1
171804 Club of Life Group (AR)	0
171805 New Hope Group (AR)	0
171806 Alaska RSC	1
<b>Indiana - New Zealand Region</b>	
Individual Members	1
171807 Indiana/New Zealand RSC	1
<b>Iowa Region</b>	
101404 Iowa RSC	2
<b>Arizona Region</b>	
101403 Care NA Area	16
101404 East Valley Area	0
101405 Steps "B" 'L' Group	0
101406 Apache Junction NA	1
101407 Arizona & Beyond Group	1
101408 Group Primary Lo Officers	0
101409 Spiritually Fit Women	1
Individual Members	1
101401 Arizona RSC	1
<b>Arkansas Region</b>	
104187 Central Arkansas Area	22
104188 Tennessee Area	1
104189 Fairfield NA Group	2
104190 New Providence Group (TX)	1
104191 Recovery in the Delta	1
104192 Cape Without Edge Group (AZ)	1
104193 Clean & Sober Group (AR)	0
104194 Kentucky High Line Group (AR)	1
1211 Central Bond Group (AR)	1
1211 We Do Recover Group (AR)	4
1211 Individual Members	1
Arkansas RSC	1

# Our Freedom, Our Responsibility

## Financial Reports

This section of the annual report is broken into four parts: unit distribution trends, consolidated statement of financial position and consolidated statement of activities, independent auditors' report, and donations report.

The **unit distribution trends** report is a report on the numbers of inventory items distributed throughout the year. These numbers are presented in the form of charts and graphs that illustrate the number of books, booklets, IPs, keytags, chips, and medallions that were distributed by NA World Services during the fiscal year.

The **consolidated statement of financial position (SoFP)** and **consolidated statement of activities (SoA)**, also known as the "balance sheet" and "income statement," respectively, provide a report on the financial activity of NA World Services during the fiscal year. The SoFP, or balance sheet, gives a simple breakdown of the current assets and liabilities of NA World Services in financial terms. The SoA, or income statement, provides a breakdown of the total income and expense for all branches of NAWS compared to the budget adopted at WSC 2006, broken down in the following categories:

	% of expense for 2007–2008
❖ Literature Production and Distribution.....	34%
❖ World Service Conference Support.....	25%
❖ Fellowship Development.....	31%
❖ Events.....	10%

Under each set of expenses we include costs for accounting, personnel, overhead, and technology. These are expenses that cannot be attributed directly to any of the specific areas of activity. They are budgeted and allocated (distributed) according to a calculated, fixed percentage across the four activity areas listed above. The allocated percentage is based on three factors: the number of personnel devoted to the activity, the approximate number of labor hours, and the amount of physical office space required by the activity, all of which are estimated for the two-year budget cycle.



The **independent auditors' report** is a report provided by an outside firm that conducts a professional audit of NA World Services' financial reports and practices. NAWS contracts with an independent auditor to conduct an annual review of all of our financial activity for each fiscal year as well as to perform random forensic (spot) checks. These forensic checks review and verify our internal controls and internal financial practices. In order to comply with legal requirements, we have created an audit committee consisting of members from the Business Plan Workgroup. Consistent with normal practice, this workgroup is independent of specific NAWS management control and operates on behalf of the board.

References to specific line items and expenses are shown differently in the NAWS income statement and the independent auditor's report. But within a range of a few dollars, our figures do show the same income and expense as those that have undergone an outside impartial verification of our financial reporting for this fiscal year. With the illness and ultimate passing of our comptroller during this year, we did have some specific expenses allocated to areas other than where they were originally budgeted. We are working on correcting this for future reports and will also be working with the auditors to minimize the differences between our reporting and theirs.

Finally, the **fellowship contributions report** is a report on the contributions received by NA World Services throughout the fiscal year from the NA Fellowship, broken down by region and/or country.

## Providing Services in the Face of Rising Costs and Changing Economies

The most important story to be told about our finances, aside from the previously-covered WCNA 32 reporting, is the explanation of why our expenses were nearly \$400,000 higher than our income for this fiscal year. (This figure and all of the following descriptions exclude WCNA 32 event-specific income and expense.) According to the two-year budget adopted at WSC 2006, we anticipated a net loss of \$113,701 for this fiscal year (2007–2008), along with a net income of \$270,776 for the previous fiscal year (2006–2007). While our net income for 2006–2007 actually exceeded budget, our net loss (before WCNA 32) for 2007–2008 was actually \$394,989. We believe it is important that we explain the areas of expense that exceeded budget during this fiscal year, so you can better understand this financial report and, more importantly, some of the trends that continue to affect our financial picture.

Our net income for 2007–2008 was ahead of budget by about 11% with an actual income of \$7,640,889. Our expenses, however, also exceeded budget by about 14% with actual expenses of \$8,035,878. Much of this is due to sharp increases in business costs, such as travel and shipping, whose prices have been driven up in an economic climate that has changed drastically since the budget was adopted. A portion of the increased expenses comes as a result of increased demand for the services we provide and the expense associated with the manner in which we provide them. For example, we provide free publications that are translated into four or more languages and shipped to locations all over the world, and



the costs of both translations and shipping have continued to rise dramatically.

What we want to provide you with in this report is a summary of our activity and the associated expense. If you have specific questions after reviewing this, we welcome them at any time. Our fixed expenses for personnel, overhead, and technology were all over budget. Some of this variance was due to an error in the original budget framework for both overhead and personnel. Our personnel expenses rose less than 3% over the previous fiscal year while overhead expenses rose over 10%. Most of this increase was due to rising costs in this period rather than any dramatic changes in the activity. Under technology, we were under budget in the previous fiscal year and over budget this year, so for the two-year conference cycle we were under budget.

The World Service Conference biennial meeting is another example of a service that has not changed much in recent years, but still was significantly more expensive this year. Actual expenses for this event came in 65% over budget, for a total cost of over \$200,000. The 2008 World Service Conference was not much different from WSC 2006 in planning or execution, but costs for travel, translation, and set-up have risen dramatically over these two years.

Other areas of rising expense resulted from much more deliberate actions and decisions on our part. The expense areas for Worldwide Workshops and Fellowship Support together were almost 55% over budget (slightly over \$150,000) because we made a decision to say yes to many of the requests we received for guidance and support at a time when travel and shipping expenses were rising. The same is true for Developmental Subsidies and Allowances and Developmental Literature, which together were over 28%

over budget with a total expense of \$623,063, which was \$137,584 more than budgeted. We operated on the premise that all NA communities should have the literature they need, whether they can afford it or not. At the same time, we were also arranging for local printing in several locations around the world to try to reduce this expense to NAWS for several different NA communities. But part of the reason this is so important is because of the growing demand from new communities and the dramatic increase in translated literature.

## Looking Ahead

We know that we cannot continue to spend more than we take in. We believe that we were able to take unprecedented steps in this cycle in carrying our message worldwide. We have trained trusted servants so they can be more effective locally, improved the overall public image of Narcotics Anonymous in the eyes of both the general public and the professional community, and made literature more reliably available in terms of both distribution and translation. Cutting back on any of these efforts is difficult in light of our overall mission.

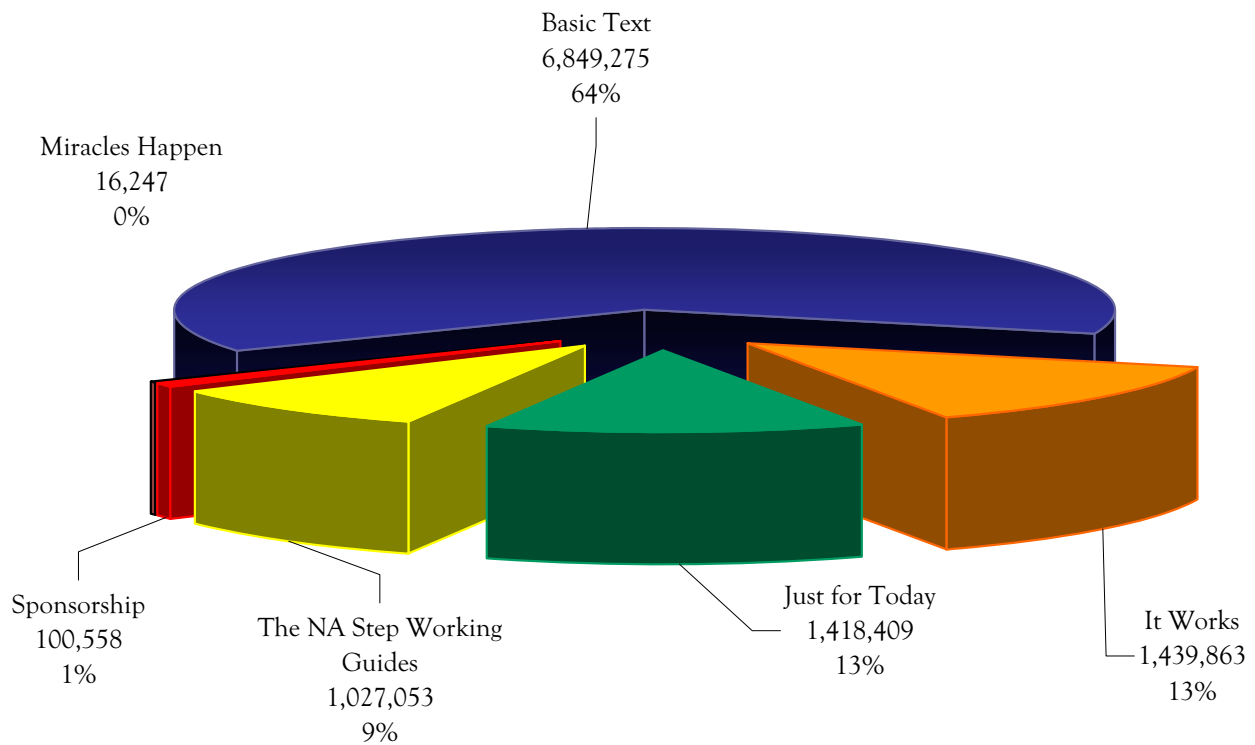
You will see many ideas from us over the course of this conference cycle about how to increase income, and either reduce expense, increase effectiveness, or both. The collective challenge we all share is that so much of this directly affects local NA communities and our members. To further our discussions and decisions about how to move forward and be effective, we need your ideas. We encourage you to engage in this discussion with us about exactly what we want our world services to look like and to accomplish in the future. To stay abreast of this discussion, we encourage you to read our quarterly publication, *NAWS News*.



## Unit Distribution Trends

### Book Distribution 1983–2008

This was a very special year in terms of our oldest and revered publications, the Basic Text, for a number of reasons. This year marked the twenty-fifth anniversary of the initial publication of the Basic Text, as well as the twentieth anniversary of the Fifth Edition. To top it off, the World Service Conference unanimously approved the Sixth Edition Basic Text this year. Through the end of the fiscal year, we continued selling the Fifth Edition in eighteen languages, up from sixteen since last year. Even with the Sixth Edition going on sale only a few short months after the end of the fiscal year, we saw no considerable reduction in demand for the Basic Text. We distributed 3,000 more English-language Basic Texts this year than last year, and total distribution in all languages came very near to half a million this year at 487,169 copies. All-time distribution of the Basic Text accounts for 64% of all books, at 6,849,275 copies.



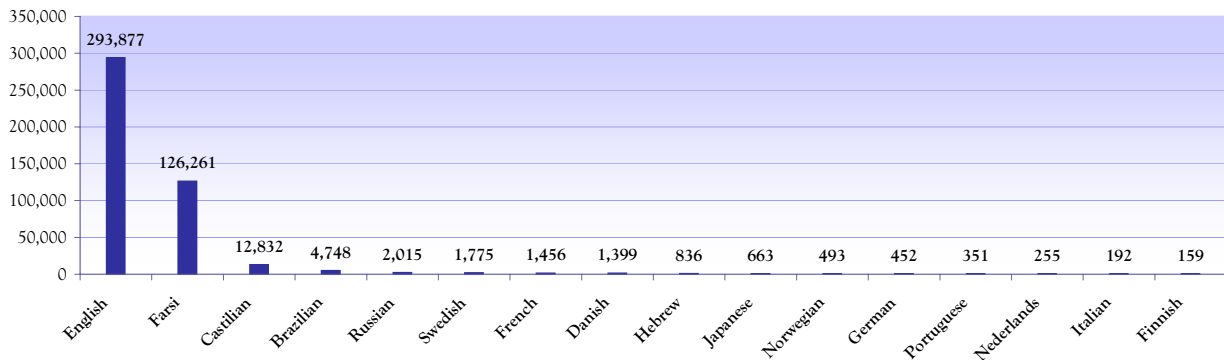


## Unit Distribution Trends

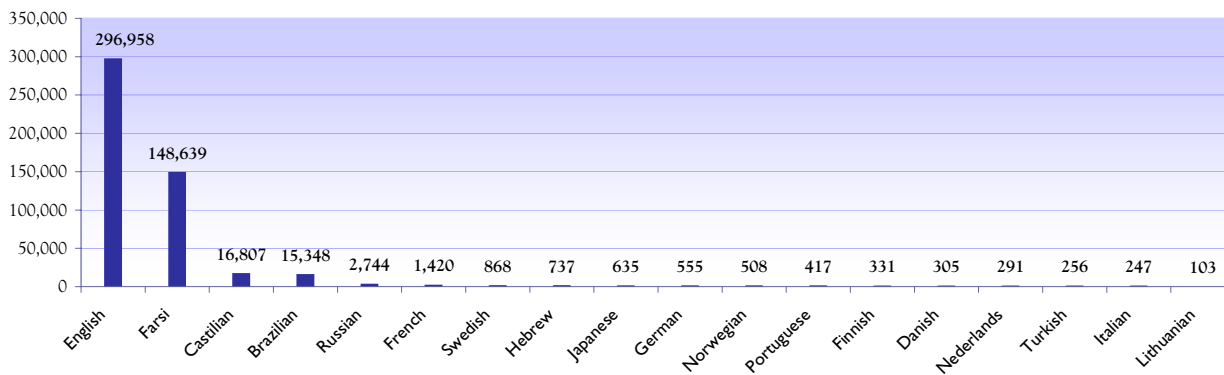
### Basic Text Distribution 2006-2008

NAWS-Iran saw continued growth in book sales this year, distributing 22,000 more Basic Texts than last year. It was the second year for the Farsi *Just for Today*, sales of which nearly doubled, jumping from less than 30,000 to almost 58,000 copies. And this year was the first year of distribution for *Sponsorship* in Farsi, jumping off with more than 35,000 copies. Below are two-year comparison charts of all Basic Texts.

#### 2006-2007 Basic Text Distribution by Language



#### 2007-2008 Basic Text Distribution by Language

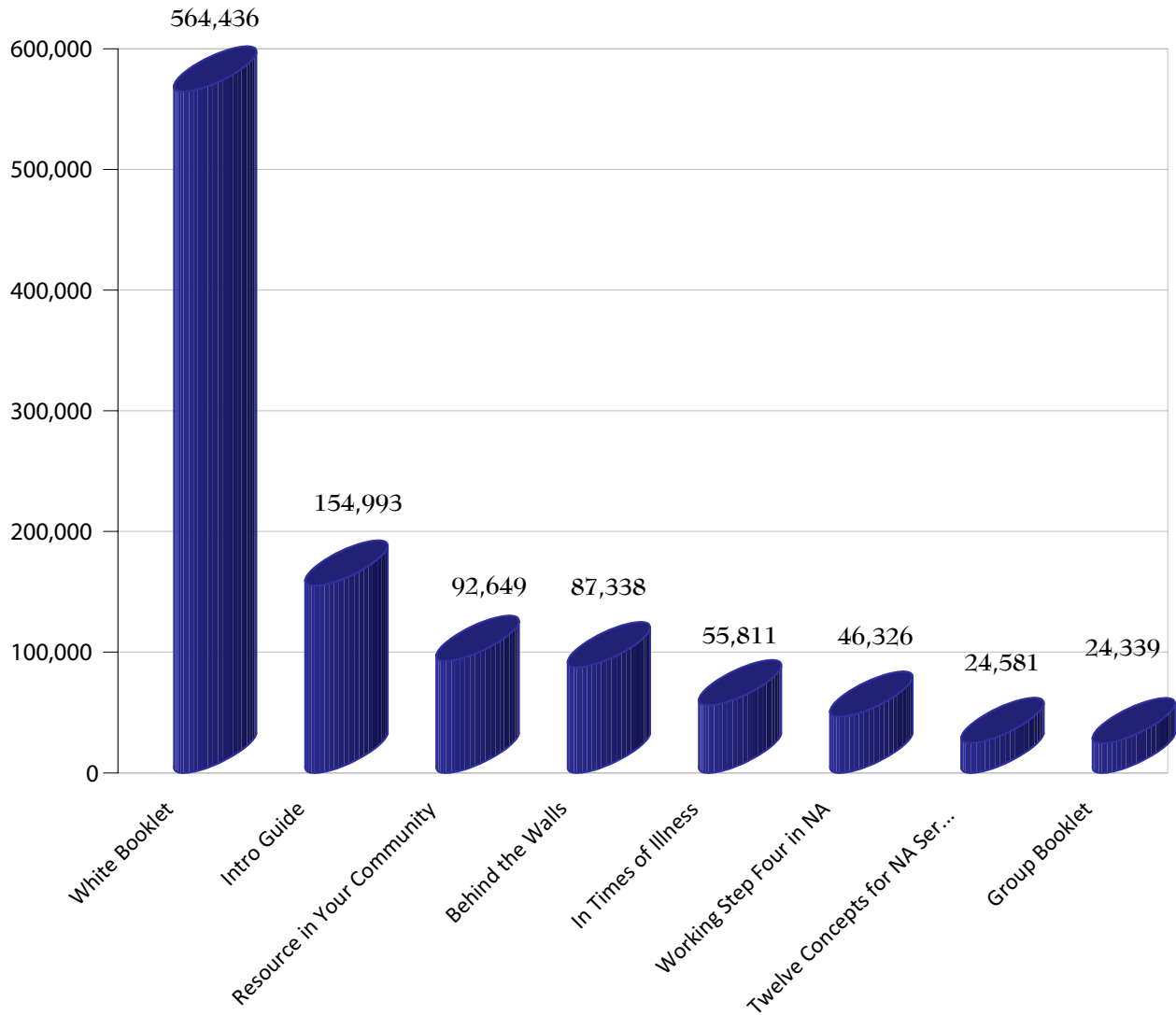




## Unit Distribution Trends

### Booklets 2007-2008

This year showed a decline in distribution of many of our booklets, with only *NA: A Resource in Your Community* and *Twelve Concepts for NA Service* showing increases. We still distributed over half a million White Booklets this year, in spite of declines in each of our branch locations, including NAWS-Iran.

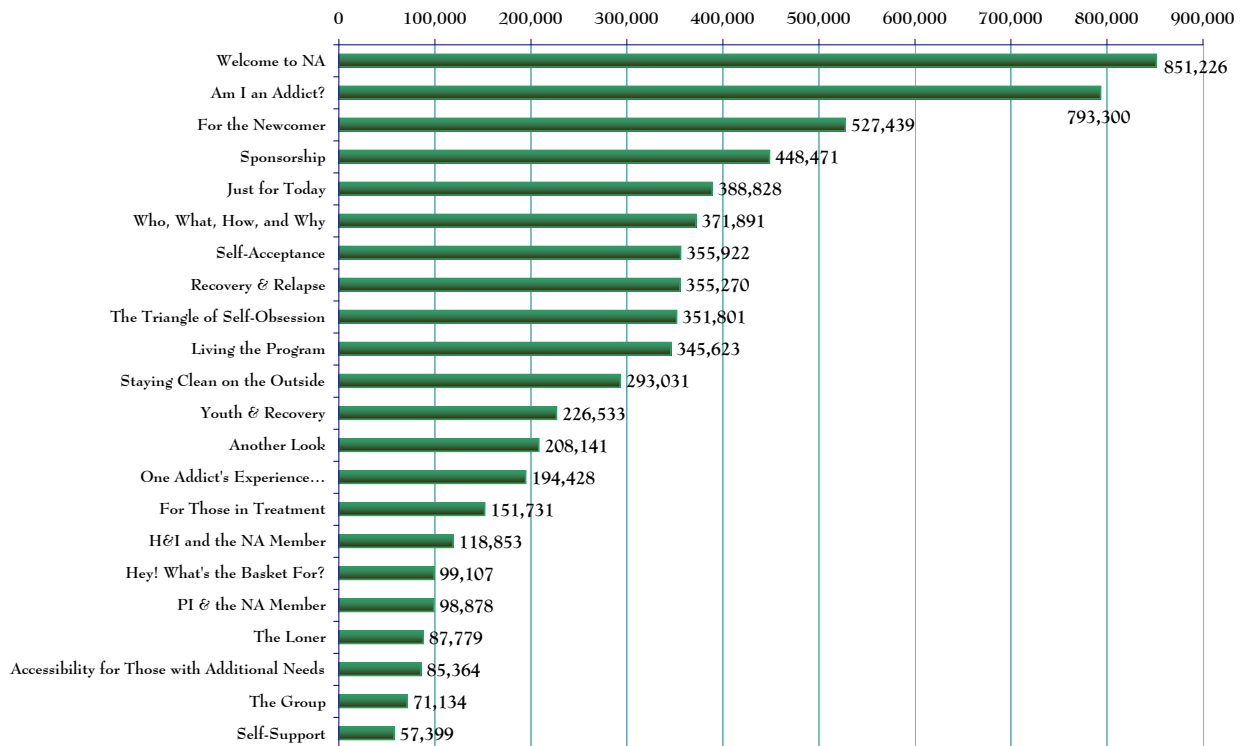




# Unit Distribution Trends

## Informational Pamphlets 2007-2008

Distribution of most IPs was also down this year, with only four of twenty-two pamphlets showing a net gain over last year. Those four include IPs #7: *Am I An Addict*, #9: *Living the Program*, #22: *Welcome to NA*, and #26: *Accessibility for Those with Additional Needs*. All of those four IPs, and others, showed increased distribution from NAWS-Iran. Distribution numbers of IPs out of Chatsworth were, almost completely across the board, down from last year.



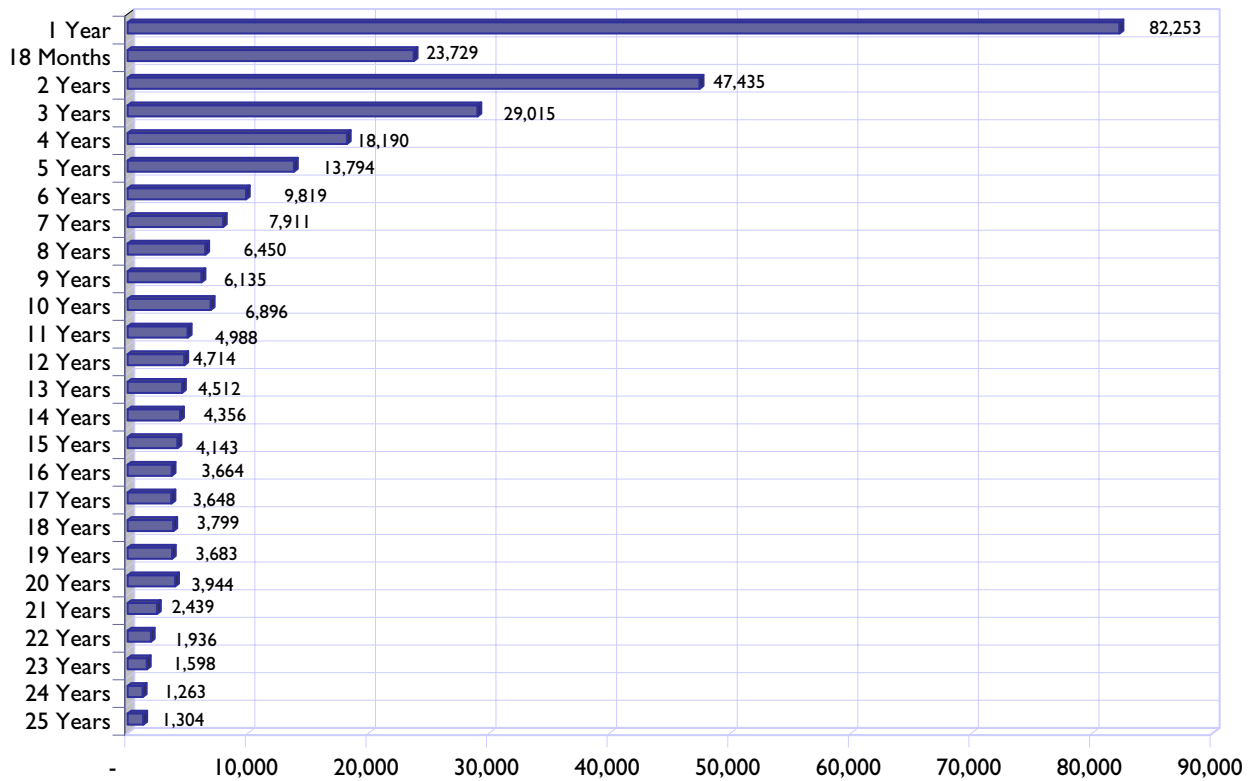




## Unit Distribution Trends

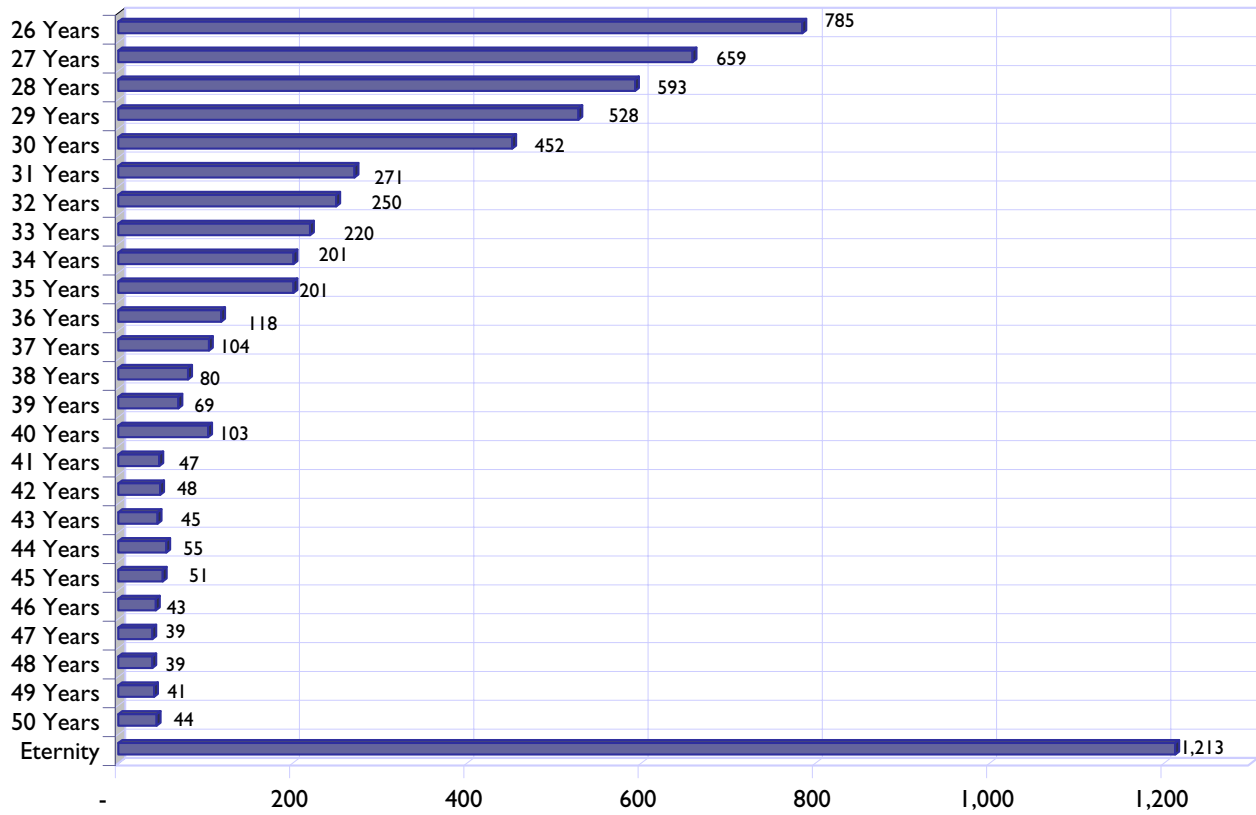
### Medallion Distribution 2007-2008 18 Months & 1-25 Years

While many of our other items showed a decline in distribution this year, medallions were one item for which numbers were up—for each denomination up to eight years, that is. While the WSC did not pass any motions regarding medallion production, with the results of the medallion survey and discussion at the conference, we began distributing Roman-numeral medallions again following the end of the fiscal year. This, however, did not seem to have a significant impact on distribution.





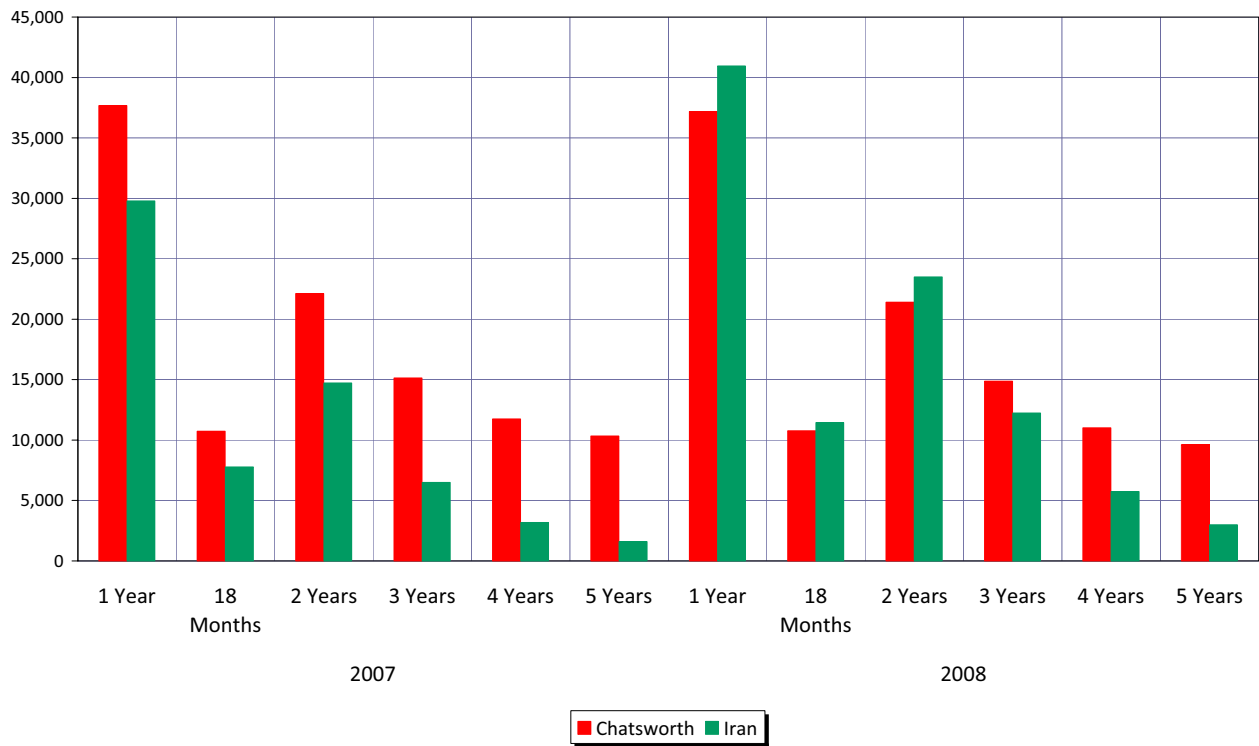
### Medallion Distribution 2007-2008 26-50 Years & Eternity





### Two-Year Medallions Distribution Chatsworth/Iran Comparison

The chart below illustrates a two-year comparison of one through five years and eighteen-month medallion distribution from the Chatsworth and Iran offices. From 2006 to 2007, distribution in Iran showed incredible growth. In Chatsworth and the other branch offices, distribution has remained relatively stable. The impressive increases in Iranian distribution have contributed to a modest increase in total worldwide distribution, especially non-North American distribution.



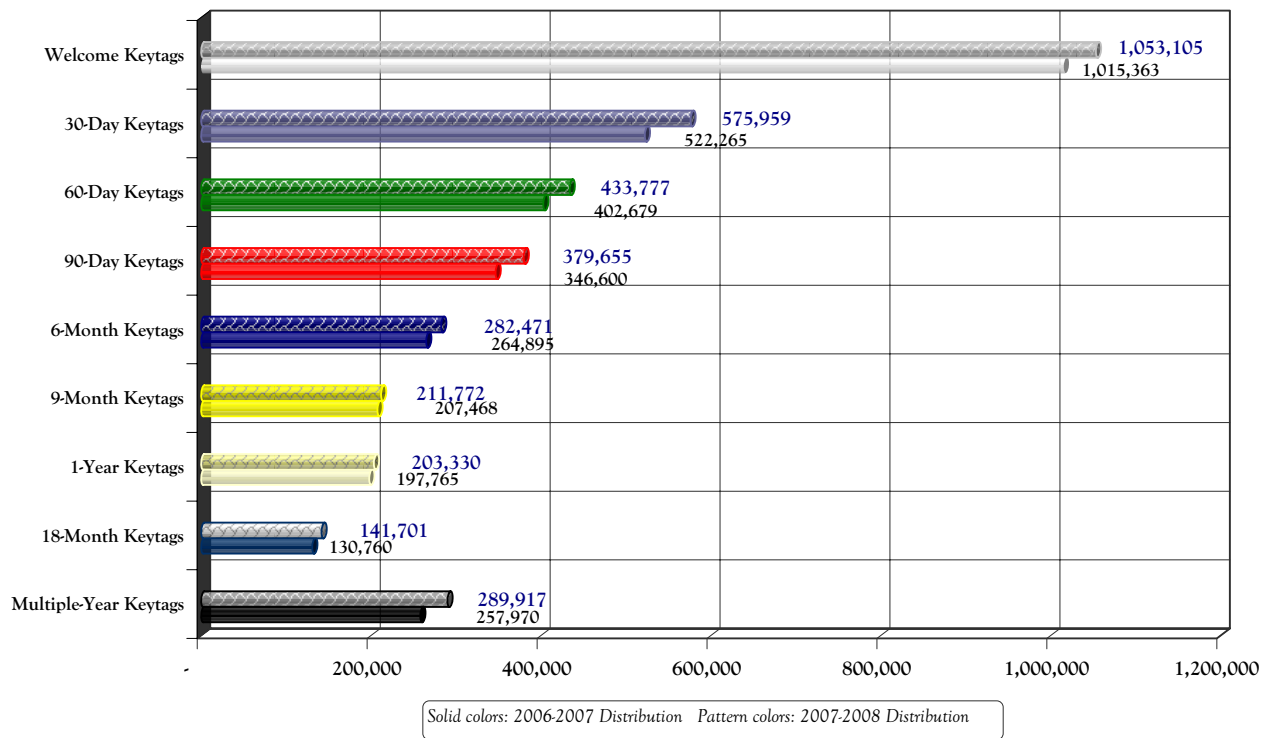


## Unit Distribution Trends

### Keytag Distribution 2007-2008

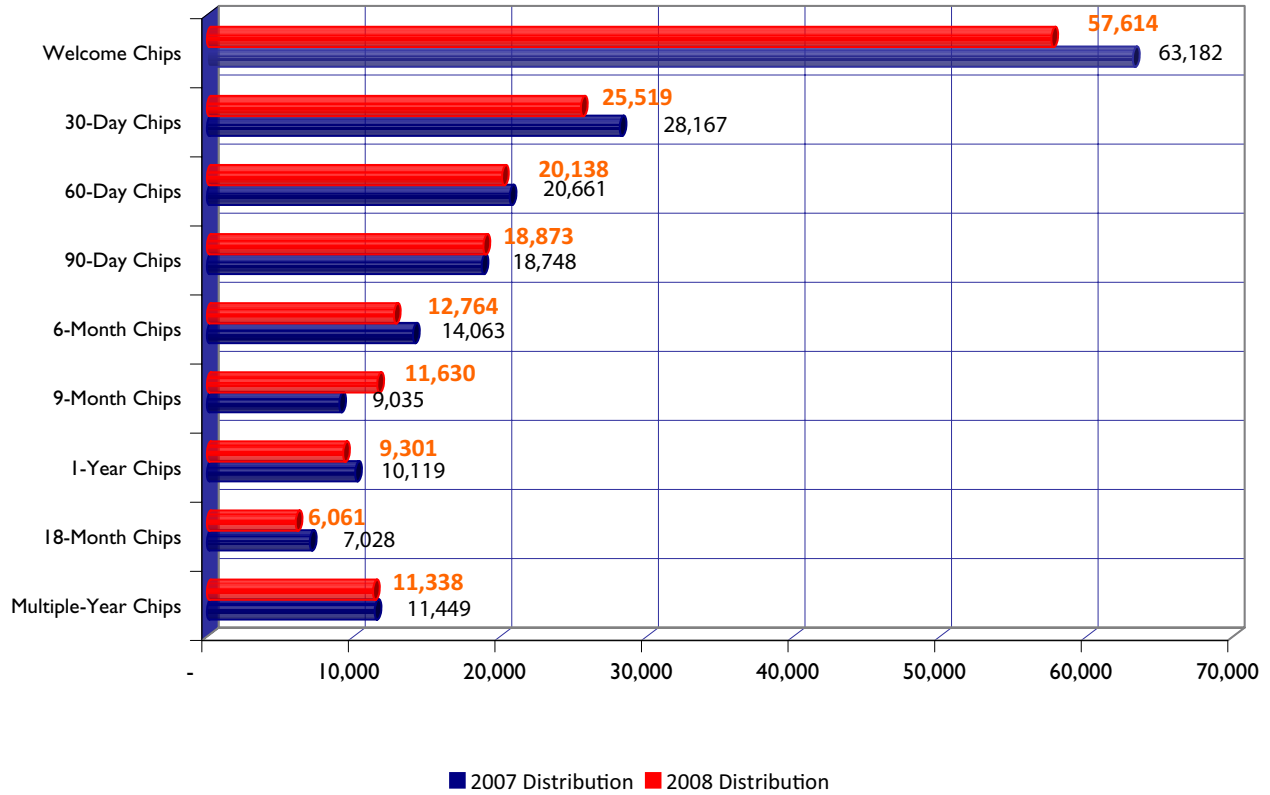
While the distributions of most chips slowed a bit, every keytag showed increased numbers for this year. A brief glance at the comparison between distribution out of the NAWS-Iran and other locations shows that chips and keytags demonstrate the same trend illustrated by other literature items. That is, while numbers have remained level or slowed in other places, NAWS-Iran has experienced continued growth. Chips are not distributed in Iran, so the numbers represented in that chart are made up of numbers from the other three locations.

### Keytag Distribution 2-Year Comparison





### Chip Distribution 2-Year Comparison



**Narcotics Anonymous World Services**  
**Consolidated Statement of Financial Position**  
 Balance Sheet - For the Twelve Months Ending 30 June 2008

ASSETS		
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents		
Checking Accounts	\$748,894	
Reserve Accounts	1,751,771	
		\$2,500,665
Accounts Receivable		
Accounts Receivable	\$996,250	
Convention & Sales Deposits Clearing	6,010	
Less Allowance for Doubtful Accounts	(78,820)	
		923,440
Inventory		878,024
Prepaid Expenses		322,235
<b>Total Current Assets</b>		<b>\$4,624,364</b>
<b>EQUIPMENT, FURNITURE AND IMPROVEMENTS</b>		
Equipment and Furniture	\$2,438,411	
Leasehold Improvements	855,113	
Intellectual and Software Property	1,309,427	
Less Accumulated Depreciation and Amortization	(3,222,968)	
		1,379,984
<b>Total Equipment, Furniture and Improvements</b>		<b>\$6,004,348</b>
<b>TOTAL ASSETS</b>		
<b>LIABILITIES AND NET ASSETS</b>		
<b>CURRENT LIABILITIES</b>		
Accounts Payable	\$424,672	
Accrued Payroll Expense	259,904	
<b>Total Current Liabilities</b>		\$684,576
<b>LONG TERM LIABILITIES</b>		
Notes Payable	\$0	
Leases Payable	\$665,011	
<b>Total Long Term Liabilities</b>		665,011
<b>DEFERRED INCOME</b>		
Conventions	\$0	
<b>Total Deferred Income</b>		0
<b>INTERBRANCH ACCOUNTS</b>		
Interbranch Accounts	\$0	
<b>Total Interbranch Accounts</b>		0
<b>NET ASSETS</b>		
Previous Unrestricted Net Assets	\$5,829,323	
Current Gain / (Loss) Unrestricted Net Assets	(1,174,563)	
<b>Total Net Assets</b>		4,654,760
<b>TOTAL LIABILITIES AND NET ASSETS</b>		<b>\$6,004,348</b>



## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement - For the Twelve Months Ending 30 June 2008

INCOME	YTD Actual	YTD Budget	Variance
<b>RECOVERY LITERATURE INCOME</b>			
BASIC TEXT: Hardcover English	\$2,144,829	\$2,277,108	(\$132,279)
BASIC TEXT: Translated	226,177	154,238	71,939
BASIC TEXT: Softcover	791,547	694,909	96,638
JUST FOR TODAY	988,763	867,649	121,114
IT WORKS: HOW & WHY	708,328	706,241	2,087
SPONSORSHIP BOOK	58,213	244,344	(186,131)
STEP WORKING GUIDES	719,403	707,210	12,193
LITERATURE INCOME (IRAN)	794,225	266,058	528,167
OTHER RECOVERY LITERATURE	1,511,588	1,509,784	1,804
<b>Subtotal</b>	<b>\$7,943,072</b>	<b>\$7,427,541</b>	<b>\$515,531</b>
<b>OTHER INVENTORY INCOME</b>			
MEDALLIONS	\$608,262	\$547,049	\$61,214
KEYTAGS & CHIPS	990,705	1,041,407	(50,701)
NON-FIPT INFORMATION BOOKLETS	42,405	65,967	(23,562)
HANDBOOKS	68,549	74,260	(5,711)
SPECIALTY ITEMS	40,108	52,006	(11,898)
AUDIO MATERIALS	1,695	3,230	(1,535)
GROUP/AREA MATERIALS	232,346	79,006	153,340
MIRACLES HAPPEN	43,303	28,760	14,544
<b>Subtotal</b>	<b>\$2,027,374</b>	<b>\$1,891,684</b>	<b>\$135,690</b>
SHIPPING	\$397,489	\$376,469	\$21,021
DISCOUNTS	(1,317,502)	(1,395,794)	78,292
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(279,822)	(240,443)	(39,379)
<b>Subtotal</b>	<b>(\$1,199,835)</b>	<b>(\$1,259,768)</b>	<b>\$59,934</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$8,770,611</b>	<b>\$8,059,457</b>	<b>\$711,155</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>			
BASIC TEXT: Hardcover English	\$304,208	\$380,699	(\$76,491)
BASIC TEXT: Translated	41,216	37,437	3,779
BASIC TEXT: Softcover	67,798	66,427	1,370
JUST FOR TODAY	161,783	99,541	62,242
IT WORKS: HOW & WHY	117,339	135,485	(18,146)
SPONSORSHIP BOOK	12,074	50,233	(38,158)
STEP WORKING GUIDES	88,559	127,348	(38,790)
LITERATURE PRODUCTION (IRAN)	542,387	300,086	242,301
OTHER RECOVERY LITERATURE	254,892	311,927	(57,035)
<b>Subtotal</b>	<b>\$1,590,255</b>	<b>\$1,509,183</b>	<b>\$81,072</b>



**Narcotics Anonymous World Services  
Consolidated Statement of Activities**

Income Statement - For the Twelve Months Ending 30 June 2008

INCOME	YTD Actual	YTD Budget	Variance
<b>OTHER INVENTORY COST OF GOODS</b>			
MEDALLIONS	\$169,137	\$114,004	\$55,134
KEYTAGS & CHIPS	266,026	278,450	(12,424)
NON-FIPT INFORMATION BOOKLETS	47,014	38,902	8,112
HANDBOOKS	29,098	21,925	7,173
SPECIALTY ITEMS	12,564	20,387	(7,824)
AUDIO MATERIALS	475	1,036	(561)
GROUP/AREA MATERIALS	76,502	45,184	31,319
MIRACLES HAPPEN	4,735	3,856	879
<b>Subtotal</b>	<b>\$605,551</b>	<b>\$523,744</b>	<b>\$81,807</b>
<b>Total Cost of Goods</b>	<b>\$2,195,806</b>	<b>\$2,032,927</b>	<b>\$162,879</b>
<b>Net Literature Income</b>	<b>\$6,574,805</b>	<b>\$6,026,529</b>	<b>\$548,276</b>
<b>FELLOWSHIP DONATIONS</b>			
BREAKDOWN BY DONOR TYPE			
Members	\$11,775	\$8,118	\$3,657
Groups	60,790	45,350	15,440
Areas	139,542	101,309	38,232
Regions	693,271	617,615	75,656
Events/Conventions	31,186	46,812	(15,626)
Unity Day	18,461	9,912	8,549
Zonal & Other Forums	23,649	7,214	16,435
<b>Total Donations</b>	<b>\$978,673</b>	<b>\$836,330</b>	<b>\$142,343</b>
<b>MISCELLANEOUS INCOME</b>			
LICENSED VENDOR PAYMENTS	\$25,750	\$24,000	\$1,750
INTEREST	61,619	25,500	36,119
MISCELLANEOUS	42	0	42
<b>Total Miscellaneous Income</b>	<b>\$87,411</b>	<b>\$49,500</b>	<b>\$37,911</b>
<b>INCOME ALL SOURCES (Not including event specific)</b>	<b>\$7,640,889</b>	<b>\$6,912,359</b>	<b>\$728,530</b>



**Narcotics Anonymous World Services**  
**Consolidated Statement of Activities**  
 Income Statement – For the Twelve Months Ending 30 June 2008

EXPENSE	YTD Actual	YTD Budget	Variance
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>			
<i>FIXED OPERATIONAL EXPENSES</i>			
MARKETING	\$24,606	\$107,567	(\$82,960)
IN HOUSE PRODUCTION (not included in Cost of Goods)	63,586	81,518	(17,932)
TRANSLATIONS (not included in Cost of Goods)	57,495	28,663	28,832
LITERATURE DISTRIBUTION (IRAN)	100,918	68,336	32,581
SHIPPING	538,526	414,693	123,832
BUSINESS PLAN WORK GROUP	\$5,513	\$34,200	(\$28,687)
LITERATURE & CONVENTION WORKSHOP	10,070	15,000	(4,930)
LEGAL	50,719	95,976	(45,257)
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	24,857	26,000	(1,143)
INVENTORY ADJUSTMENT	0	0	0
ACCOUNTING	9,555	15,671	(6,116)
PERSONNEL (Includes amount budgeted to variable projects)	1,163,605	1,047,411	116,193
OVERHEAD	561,938	474,049	87,889
TECHNOLOGY	93,195	77,928	15,267
Total Literature Production & Distribution	\$2,704,583	\$2,487,012	\$217,571
<i>WORLD SERVICE CONFERENCE SUPPORT</i>			
<i>FIXED OPERATIONAL EXPENSES</i>			
PUBLICATIONS	\$83,571	\$33,657	\$49,914
WORLD SERVICE CONFERENCE BIENNIAL MEETING	517,648	314,136	203,512
WORLD BOARD	166,937	199,290	(32,353)
HUMAN RESOURCE PANEL	20,522	28,302	(7,781)
WSC CO-FACILITATOR	0	6,114	(6,114)
CONFERENCE RELATED TRAVEL	498	0	498
LEGAL	0	0	0
ACCOUNTING	5,733	9,402	(3,669)
PERSONNEL (Includes amount budgeted to variable projects)	697,270	630,768	66,502
OVERHEAD	340,131	286,536	53,595
TECHNOLOGY	55,917	46,824	9,093
Subtotal	\$1,888,226	\$1,555,029	\$333,197
<i>VARIABLE OPERATIONAL EXPENSES</i>			
NAWS COMMUNICATIONS AND PUBLICATIONS	\$0	\$25,000	(\$25,000)
WORLD WIDE WORKSHOPS	74,499	127,500	(53,001)
FINISHED WSC PROJECTS (Implement PR Handbook)	7,374	50,000	(42,626)
Subtotal	\$81,874	\$202,500	(\$120,626)
<i>Total World Service Conference Support</i>	<i>\$1,970,100</i>	<i>\$1,757,529</i>	<i>\$212,571</i>



**Narcotics Anonymous World Services  
Consolidated Statement of Activities**

Income Statement - For the Twelve Months Ending 30 June 2008

EXPENSE	YTD Actual	YTD Budget	Variance
<b>FELLOWSHIP DEVELOPMENT</b>			
<i>FIXED OPERATIONAL EXPENSES</i>			
PUBLICATIONS	\$98,552	\$140,082	(\$41,530)
FELLOWSHIP SUPPORT	355,101	148,362	206,739
PROFESSIONAL EVENTS/ PUBLIC RELATIONS	113,470	62,981	50,489
DEVELOPMENTAL LITERATURE	343,241	245,036	98,205
ARCHIVES & INFORMATION MANAGEMENT	0	36	(36)
LEGAL	0	976	(976)
ACCOUNTING	8,463	13,880	(5,417)
PERSONNEL (Includes amount budgeted to variable projects)	1,029,303	927,707	101,596
OVERHEAD	459,545	340,876	118,670
TECHNOLOGY	82,544	69,022	13,522
<b>Subtotal</b>	<b>\$2,490,219</b>	<b>\$1,948,958</b>	<b>\$541,261</b>
<i>VARIABLE OPERATIONAL EXPENSES</i>			
BASIC TEXT PROJECT	\$4,262	\$62,300	(\$58,038)
PUBLIC RELATIONS DEVELOPMENT	926	20,000	(19,074)
SERVICE MATERIALS	0	37,375	(37,375)
SERVICE HANDBOOKS	110	20,000	(19,890)
SELF-SUPPORT PAMPHLET	0	0	0
SERVICE STRUCTURE RELATIONSHIP & DEFINITION	0	0	0
TARGETED LITERATURE	4,662	37,875	(33,213)
FELLOWSHIP ISSUE DISCUSSIONS	623	22,500	(21,877)
<b>Subtotal</b>	<b>\$10,583</b>	<b>\$200,050</b>	<b>(\$189,467)</b>
<b>Total Fellowship Development</b>	<b>\$2,500,802</b>	<b>\$2,149,008</b>	<b>\$351,794</b>
<b>EVENTS</b>			
<i>FIXED OPERATIONAL EXPENSES</i>			
UNITY DAY	\$0	\$0	\$0
FUTURE (AND PRIOR) CONVENTIONS	\$117,728	\$13,912	\$103,816
LEGAL	0	0	0
ACCOUNTING	20,049	8,238	11,811
PERSONNEL (Includes amount budgeted to variable projects)	434,530	390,975	43,555
OVERHEAD	253,470	190,382	63,087
TECHNOLOGY	34,615	29,003	5,612
<b>Total Events (Not including event specific)</b>	<b>\$860,392</b>	<b>\$632,510</b>	<b>\$227,882</b>
<b>TOTAL EXPENSE ALL SOURCES (Not including event specific)</b>	<b>\$8,035,878</b>	<b>\$7,026,060</b>	<b>\$1,009,818</b>
<b>EXCESS REVENUE/EXPENSE (Not including event specific)</b>	<b>(\$394,989)</b>	<b>(\$113,701)</b>	<b>(\$281,288)</b>



**Narcotics Anonymous World Services  
Consolidated Statement of Activities**

Income Statement - For the Twelve Months Ending 30 June 2008

EXPENSE	YTD Actual	YTD Budget	Variance
<i>EVENT SPECIFIC</i>			
<b>EVENT SPECIFIC INCOME</b>			
WCNA-32 INCOME			
REGISTRATION	\$615,308	\$1,199,600	(\$584,292)
SPECIAL EVENTS	745,321	655,000	90,321
NEWCOMER DONATIONS	16,596	20,000	(3,404)
MERCHANDISE	669,487	977,500	(308,013)
OTHER SALES	28,683	60,000	(31,317)
REBATES	86,611	120,000	(33,389)
<i>Total Event Specific Income</i>	<u><i>\$2,162,006</i></u>	<u><i>\$3,032,100</i></u>	<u><i>(\$870,094)</i></u>
<b>EVENT SPECIFIC EXPENSE</b>			
WCNA-32 EXPENSE			
REGISTRATION	\$687,731	\$596,500	\$91,231
SPECIAL EVENTS	850,365	525,000	325,365
PROGRAM	32,350	309,000	(276,650)
MERCHANDISE	560,700	630,250	(69,550)
FACILITIES	563,006	410,000	153,006
SUPPORT COMMITTEE	19,231	34,900	(15,669)
ADMINISTRATION	228,197	252,000	(23,803)
<i>Total Event Specific Expense</i>	<u><i>\$2,941,580</i></u>	<u><i>\$2,757,650</i></u>	<u><i>\$183,930</i></u>
<i>Total Event Specific Excess Revenue/Expense</i>	<u><i>(\$779,574)</i></u>	<u><i>\$274,450</i></u>	<u><i>(\$1,054,024)</i></u>
<b>INCREASE (DECREASE) NET UNRESTRICTED ASSETS</b>	<u><b>(\$1,174,563)</b></u>	<u><b>\$160,749</b></u>	<u><b>(\$1,335,313)</b></u>