



# **Foreword**

## **NA World Services, Inc., 2002 Annual Report**

The theme of the World Service Conference this year was *"Coming Together: The Voice of NA."* Much has transpired in the time since the conference took place on 28 April-4 May. NA's 29th World Convention, in Atlanta, Georgia, USA, occurred from 4-7 July; in addition, many projects approved by the Conference have surged ahead. It seems very appropriate to continue the theme of this year's conference, *"Coming Together: The Voice of NA,"* throughout this annual report.

The period covered by this report is our fiscal year, 1 July 2001-30 June 2002. Much of the narrative and human data we'll report will continue past 30 June right up to the writing of this report to keep you as informed as possible.

This year has truly been a historic year and a benchmark in the development of Narcotics Anonymous World Services. This fiscal year represents the second half of our first-ever biennial conference cycle. It finds us right between two world conventions: Atlanta, 2002, and San Diego, 2003. Hosting a conference so unlike any other in response to the fellowship's wishes that the WSC be more discussion based, and hosting two world conventions in two consecutive years, culminating in our fellowship's fiftieth anniversary celebration in July 2003, has taxed our resources to their limits. The support of the fellowship for both the World Board and the staff have made these accomplishments possible. Just as any machine depends on the function of its parts, in our organic machine the World Service Conference, the World Board, the staff, and the Fellowship of Narcotics Anonymous must come together as the voice of NA in order to make real our vision. We feel that the 2001-02 fiscal year is a shining example of this kind of teamwork, with all of us working together to fulfill a shared vision.

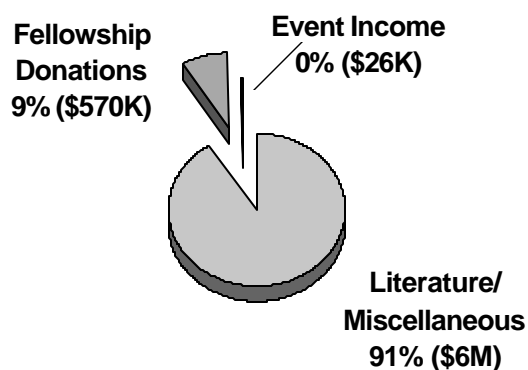
Annual reports, as a general rule, tend to be rather dry, weighty documents. While a certain measure of clear and comprehensive data is necessary so that our members can monitor our finances and ensure that we remain accountable to them, we also want to make this report informative and believe it or not, interesting, for our general membership. The activities of NA World Services, both here at home at WSO-Chatsworth, and around the world in workshops, conventions, and development trips should come to life in this report so that any reader can get a feel for what NA World Services is about and how we are interacting and communicating with the people who matter most to us: the members of the fellowship of Narcotics Anonymous. In order to accomplish this we've stretched a couple of rules and tried to push the boundaries a bit here and there. We encourage you to give us feedback on this report because it is to please you, the reader, that we are taking risks and trying to enliven these pages. We need to know where we have succeeded and where we need improvement so that we can report more effectively about our efforts to serve the needs of the fellowship we all love and owe so much too.

Our headlights during these days of innovation, change, and growth have been the NA World Services Vision Statement, and the WSC Mission Statement. With the clarity of the light provided by these two beams it would be hard to go too far off track. We so appreciate the opportunity to serve, and we hope to never lose sight of the powerful vision we all share.

## Where Does Our Money Come From Breakdown of Total Income \$6,630,396

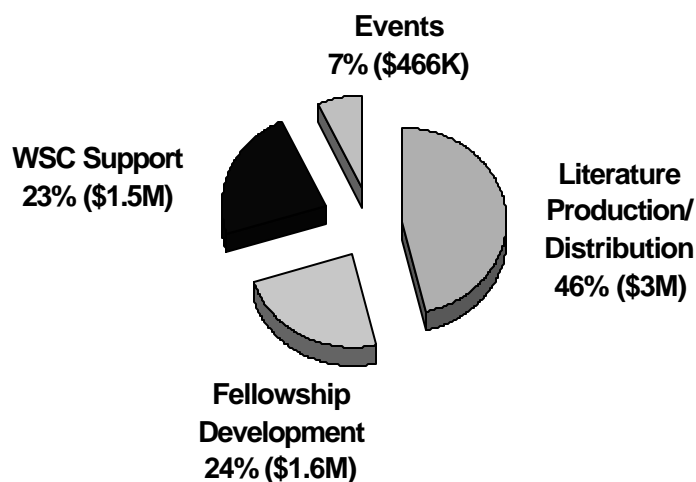
1 July 2001 - 30 June 2002

[\*\*Excludes Deferred Convention Income]



## Where Does Our Money Go Breakdown of Total Expenses of \$6,653,884

1 July 2001 - 30 June 2002



## Total Gain/Loss

**\$-23,488**

(\*\*Loss due to approximately \$466K WCNA-29 expenses paid in this fiscal year. For more information, please see pages 53-62 in the Financial Reports section.)

# Table of Contents

Foreword.....	1
From Your World Board.....	4-8
Your World Board.....	8
NAWS, Inc. ....	9-12
WSO-Chatsworth.....	9
WSO-Canada .....	9
WSO-Europe .....	10
WSO Staff .....	12
<i>Fellowship Development.....</i>	<i>14-26</i>
In Pursuit of the Voice of Narcotics Anonymous.....	14-16
Fellowship Services.....	17
Translations.....	18-19
Narcotics Anonymous Meetings 1983-2001.....	20
Narcotics Anonymous Meetings Worldwide .....	21-22
Fellowship Donations .....	23
Fellowship Publications.....	24
Website for NAWS .....	25
<i>World Service Conference .....</i>	<i>28-32</i>
The 2002 World Service Conference .....	28-29
NAWS Publications .....	30
Worldwide Workshops.....	31
Ever Heard of a Carnet?.....	32
New Projects: Sponsorship & Basic Text Evaluation .....	32
<i>Literature Production/Distribution.....</i>	<i>34-46</i>
Production .....	34
New Products .....	35
Recovery Material on the Internet.....	36
Fellowship Intellectual Property Trust .....	37
Marketing and Public Relations .....	38-39
Marketing & Public Relations Events/Trips.....	40-42
Unit Sales Trends .....	43-46
<i>Conventions and Events.....</i>	<i>48-51</i>
WCNA-29: Helping to Make It Happen.....	48-49
WCNA-29 Atlanta .....	50-51
<i>Financial Reports .....</i>	<i>53-62</i>



## From Your World Board

It is an exciting time for us, your World Board, to serve the Fellowship of Narcotics Anonymous. Our purpose as a board is stated quite clearly: *"to contribute to the continuation and growth of Narcotics Anonymous."* It is our privilege and responsibility to try to ensure that the necessary support services are available to help the fellowship carry our message to the addict who still suffers. In this brief report we will not only look back at what has occurred during the past year, we also look forward to the coming year—potentially one of the most moving periods for us all, as our fellowship approaches its fiftieth anniversary.

Within the past year from 1 July 2001-30 June 2002, we have experienced many changes and have taken some major steps to assure NA's continuation and growth. The NA World Services Vision Statement states:

*"NA communities worldwide and NA World Services work together in a spirit of unity and cooperation to carry our message of recovery."*

That statement truly describes the goals we have aimed for this year. We have had successes and experienced some frustrations, but despite any setbacks, we moved forward relentlessly. It is our hope that, after reading this annual report, you will agree with us that it is indeed an exciting time to be a member of Narcotics Anonymous.

### ***Development and makeup of the World Board***

When we look at the board's developmental history, we see that whenever we have reached a certain stage of progress, we realize that it has been a solid stepping-stone on our path to achieving our common vision. In 1998 the fellowship, through the conference, restructured NA World Services by replacing our old organizational setup and electing a new World Board. We used part of that first year just defining for ourselves what it meant to be a World Board in this new system. Everything from our own internal structure, to laying out other components of the new system, to the work left over from the reorganization had to be prioritized, and a plan had to be devised for implementing those priorities. In the three years since, much has transpired: the Communications Task Force project in 1999, the implementation of the two-year conference cycle, full delegate funding, the adoption of new ways of dealing with items up for fellowship and conference approval, the first Worldwide Workshops in 2001. Through all these things the new structure took shape and became a reality. At the same time the fellowship spoke clearly about its desire to have something new written on sponsorship. It also became clear that a decision had to be made about whether or not to revise the Basic Text and the Little White Booklet. Along the way, we started to utilize work groups to help us do our work and in 2000 we began to move into the committee system.

Our initial experience with the committee system confirmed what we already knew: that there was far, far too much work to be done by the board members alone and that work groups needed to be formed to help us accomplish our tasks. Since the beginning, we utilized the World Pool whenever possible to find members who could help us do our work. One of our earliest decisions was that every project and undertaking was a World Board task, not something that belonged to any of our committees. As we sought to find the balance between effective delegation and accountability, we realized that we needed to find and learn some new ways of doing our work, or burn-out would be inevitable. While we had initially believed ourselves to be an administrative board, we saw that we had to learn how to be a strategic board in order to do the planning necessary to accomplish our mission. We sought outside assistance to help us reach this objective.

We knew that the foundation for any real planning had to be both the NA World Service Vision Statement and the primary mission of the board: to ensure the continued growth of NA. With the help of an outside consultant, we learned that a strategic board has to be able to adjust course rapidly and navigate the seas consistently, be they stormy or calm. In this past year we spent a lot of time laying the foundation for becoming a strategic board. However, as we stated above, such a board needs to maintain course through whatever it faces. This past year has certainly seen some rough seas, from the overwhelming schedule of having four worldwide workshops, the first two-year conference, one of the largest conventions in NA just sixty days after that conference, as well as the first-ever embezzlement at our World Service Office—all of this and much, much more occurring in a very short time frame. We believe, however, that despite any and all obstacles, we are well on our way to becoming a strategic board.

During our initial phase of development as a board (our administrative period, if you will) the board had more members—19 at the start of this year with one board member resigning in January to accept a position with the World Service Office. Five more board members' terms were completed at the August 2002 board meeting. WSC 2002 had confidence in one member, electing Jim B from Illinois to the board with his term officially beginning at the August 2002 board meeting. We are grateful that we had already begun moving toward becoming a strategic board—one that plans and delegates. The simple math will tell you that there are currently 14 members on the board. Each candidate needs to receive a 60% majority to be seated. Electing one person to the board seemed problematic for the delegates. With the election of only one, and with no flaws in the voting process, WSC 2002 asked the board to review the election procedures. The board will do this. However, while it is true that the board is improving its strategic board skills, we still need members to help fulfill NA's vision statement. The board can and will function adequately with 14 seated members and, we hope, will achieve our objectives. Our concern would be that if the trend continues of more members completing their term than new members voted on, we will reach a point through attrition where we will not have enough manpower to function at full capacity.

We met five times during the past fiscal year. All board members attended other meetings, as required, to work on board and world services projects. Project work groups also included members of the fellowship, most of whom were selected from the World Pool. The board operates legally under a set of corporate bylaws contained in its External Guidelines. Day-to-day NAWs operations are supervised by WSO executive management and carried out by the staff. The World Board is a resource to the fellowship; the committees are considered a resource to the WB; and the WSO staff is a resource to the WB, its committees, and the NA Fellowship.

### *2001—2002: A year of challenge and growth*

The growing call for worldwide workshops and their subsequent success is a prime example of unity and cooperation in carrying our message of recovery throughout the world. We think it very appropriate that our theme for this annual report is "Coming Together: The Voice of NA," because nowhere is that more obvious than at a worldwide workshop. These workshops have provided us with a wonderful, intimate interface with specific NA communities in a way that has never existed before. In this past year we went on the road and conducted four workshops: Vancouver, British Columbia, Canada; Wellington, New Zealand; Chicago, Illinois, USA; and São Paulo, Brazil, just 30 days before the conference. In addition, we were to have a workshop in the United Kingdom, but the tragedy of 11 September 2001 led us to postpone that event. At the conference we presented a plan that called for the postponed event in the UK as well as four more worldwide workshops, to take place in these next two years, and we received numerous requests from delegates from various communities that we hold workshops in their regions. The Birmingham, England, UK,



worldwide workshop took place in late August 2002. These worldwide workshops present a unique opportunity for your world services to meet the local fellowship, provide accurate information about who we are and what we do, learn about local needs, and engage in workshops and discussions that address areas of global and local concern. We firmly believe that these workshops will continue to provide an opportunity for direct, face-to-face interaction between us and the fellowship we are privileged to serve.

### ***A word of thanks***

We want to take a moment to acknowledge and thank each and every one of our World Pool members. We are grateful for those who were called upon during this year to participate in work groups and gave so freely of their time and skills, but we are also grateful for each and every NA member who has submitted a World Pool resume and is willing to serve. We couldn't do it without you, and tip our hat to you in gratitude.

### ***Service workshops at WCNA***

In the same way that we have tried new things via the worldwide workshops, we took a very similar approach to workshops on service-related topics at our World Convention. Most service workshops in the past have been ways to provide information mainly "one-way," the speakers or presenters provided information but there was very little interactivity between the speakers and the audience. We decided to make all of our service workshops far more interactive by organizing small discussion groups to focus on specific topics or questions, then report back to everyone present about their discussions. Most participants commented that they preferred this format as it allowed them to not only discuss issues that were of interest to them, but also meet people from all over the world, hear their perspectives, and find some common solutions. For us, more than anything else it was a learning experience as we tried new methods and made adjustments along the way.

### ***The first fully new WSC***

To go along with the changes listed above, this past WSC was the first with the full "two-year conference cycle." Briefly, what that means is that it was the first conference where we reported on two years of activity, presented project plans for the following two-year cycle, and attempted to make the conference discussion-based rather than motion-driven. To prepare for it, the *Conference Agenda Report* was drastically different, in that it only contained those items that were of interest to our groups. Additionally, 90 days before the conference, we sent a packet of material to delegates from all the regions containing material that would need to be acted upon at the conference. This packet included items like a revision resulting in the new *Guide to World Services in Narcotics Anonymous*, the new project plans, and the budget for the coming conference cycle.

This was also the first conference where all delegates were fully funded—meaning that their travel costs, including lodging and meals, were funded by NAWS. Part of the original reason for this idea was to equalize access to the conference and ensure the participation of all the seated regions, regardless of their ability to pay. This is something that we are all responsible to ensure. The average cost for travel-related expenses for 96 delegates was \$1,415 per delegate, with overall conference expenses costing closer to \$2,500 per delegate. This is, most certainly, in keeping with the second point in our vision statement, and ensures that the collective voice of NA is heard at the conference.

- ◆ To be a trustworthy leader, with the foresight to identify trends and issues affecting the fellowship and the ability to develop innovative solutions to address them.
- ◆ To be a reliable resource for information about Narcotics Anonymous recovery and access to the recovery process.
- ◆ To be the spokesperson for the interests and concerns of Narcotics Anonymous and the issues that further our vision.
- ◆ To create and distribute products and services that meet changing fellowship needs.
- ◆ To foster a worldwide community of members with unity of purpose and a keen sense of mutual accountability and support.

### *A major internal challenge*

We learned that a long-time employee had embezzled approximately \$290,000 from NA World Services. Another member of staff discovered the theft. When the embezzler was confronted with the evidence, she admitted stealing about \$50,000. We immediately terminated her employment with us.

We worked with our attorneys, our auditors, and the insurance company to resolve this matter and try to ensure, to the best of our ability, that it does not happen again. In addition to implementing stronger internal controls, such as redefining job responsibilities and redirecting bank statements, our auditing contract has been modified to cover more outside oversight, including external spot checks by the independent auditor of our cash accounts on a random basis.

We had a representative of our auditing firm present at the World Service Conference to answer questions from conference participants. We believe that this session helped the conference to better understand what had occurred.

We are pleased to report that we maintain an employee embezzlement insurance policy and received reimbursement that covered our loss, less our \$2,500 deductible. This payment was not received until after the close of the fiscal year being covered in this report.

Any decisions regarding prosecution in this matter will be made outside of NAWS. We will comply with any requests made of us to the best of our ability.



loss, less our \$2,500  
the close of the  
III

The image is a black and white photograph of a person's face, which is mostly obscured by a large, diagonal watermark. The watermark consists of a stylized world map in the background and the text "Narcotics Anonymous" in a bold, sans-serif font overlaid on top. The text is slanted upwards from left to right. The person's face, visible in the background, appears to be looking directly at the camera with a neutral expression.

***WCNA-30, 3-7 July 2003: A celebration of the first 50 years***

We are excited about the convention coming up next summer in San Diego, California, USA. It will be the opportunity for us to host a celebration of our fellowship's fiftieth anniversary. We are expecting it to be the largest convention ever held by Narcotics Anonymous, and we are making plans as this is being written to ensure that the convention gives us a chance to reflect upon where we have come from as a fellowship, savor where we are in the present, and look with great hope and anticipation to the future. We shall begin to accept registrations online on 1 December, and we hope to have registration flyers out to the fellowship by or about that date.

In conclusion, we are excited about the changes that are occurring and reaffirm our commitment to you that in whatever we do, we shall hold the needs of the fellowship, current and future uppermost in our minds and hearts. Thank you for allowing us the privilege of serving you.

## **Your World Board**

***The membership of the World Board is as follows:***

---

<b>Board Member</b>	<b>Year Elected</b>	<b>Current Term Ends</b>	<b>From City/State/Country</b>
Saul Alvarado	2000	2006	Panama City, Panama
Bella Blake	1998	2004	Victoria, Australia
Susan Chess	1998	2004	Washington, United States
Lib Edmonds	1998	2004	Christchurch, New Zealand
Giovanna Ghisays	2000	2006	Cartagena, Colombia
Ron Hofius	2000	2006	New Mexico, United States
David James	2000	2006	Manchester, England
Bob Jordan	2000	2006	Florida, United States
Stephan Lantos	1998	2002	California, United States
Claudio Lemionet	1998	2002	Mexico City, Mexico
Tom McCall	2000	2006	Hawaii, United States
Michael McDermott	1998	2002	California, United States
Jane Nickels	1998	2004	Connecticut, United States
Craig Robertson	1998	2004	North Carolina, United States
Larry Roche	1998	2002	Hawaii, United States
Daniel Schuessler	2000	2006	Offenbach, Germany
Cary Seltzer	1998	2002	Illinois, United States
Jon Thompson	1998	2002	New Jersey, United States
Tony Walters	1998	2004	South Carolina, United States



**Narcotics Anonymous World Services, Inc.**

NA World Services Inc. employs 47 people, 44 of whom work at the headquarters office in Chatsworth, California. The World Service Office is currently comprised of our headquarters in Chatsworth and two branch offices—one in Brussels, Belgium, and one in Mississauga, Ontario, Canada. Fortunately, we currently have a very low staff turnover rate. Fifty percent of our staff has been with us more than five years.

# WSO-Chatsworth

This has been a year of extremes for WSO-Chatsworth in both our agony and our ecstasy. We maintained the basic services that the fellowship has come to expect us to deliver without a hitch. This has not always been easy as we have at times been stretched to our limits. It has however always been an honor to be called upon to provide such crucial services to the fellowship.



We should mention that the balance of the financial staff—including Rochelle Medina and Liz Stafford under the team leadership of Tom Rush—pulled together in a most remarkable way to not miss a beat in providing the complex and at times overwhelming financial services needed for WSC 2002 and WCNA-29. At the same time as these events were happening payroll still had to be done every two weeks, bills had to be paid, accounts due had to be mailed out, and all of this needed to be done in a manner consistent with the stature of an organization as large as ours. We think they did a remarkable job, and we are proud of their dedication.

**WSO-Canada**

The WSO-Canada is a literature and product distribution center with two part-time employees. The staff there work diligently to maintain consistency in shipping all of the orders that are processed—not such an easy task, considering the distance between the WSO-Canada and the direct support and supervision of our headquarters in Chatsworth! Because of the nature of WSO-Canada, the inventory there is monitored by the WSO-Chatsworth office and is restocked according to its needs. WSO-Canada offers us a unique opportunity to do business since English is spoken in most provinces, and there is only one currency to deal with versus the many different languages and currencies in Europe, even with the euro. Canada's operations are online and we communicate with them on a regular basis via email. Jacquie and Paul\* use our direct client-server and process orders in real time. We continue to exceed our operating projections.



*\* Near the end of this period one of our two Canadian employees, Denise, resigned her position and was replaced by Paul Sullivan.*

## WSO-Europe

WSO-Europe deals with a wider variety of operations than our Canadian office. There is one full-time and one part-time employee. All the business of running the Brussels office is handled from Brussels—phone calls, purchase orders, order entry, banking, invoicing, and shipping. WSO-Europe has the complex challenge of meeting the needs of our members there who speak many different

languages. Remember, not only does WSO-Europe have to deal with a multitude of languages, but a variety of cultural and political realities as well. The efforts of this office should be wholeheartedly applauded!

NAWS will often ship translated literature from WSO-Europe, which maintains its own inventory. Paul Decock, the Brussels office manager, has helped turn this branch into a viable full-service office.

On a personal note, congratulations to Paul and his partner Jo, who gave birth to a baby boy, Kazan, in late July. We hope that Kazan, Mom and Dad all had a terrific summer.

This is the second year since WSO-Europe's inception that it is in a positive operating position. Considering the many hurdles the office has been faced with over the years, this is a major accomplishment! However, as with many of our endeavors, it



remains a work-in-progress.

The client-server software package that directly connects to our main database here in California is up and running. This allows WSO-Europe to work in real time on our server. We are also in the process of establishing a VPN (virtual private network) tunnel, which permits a direct, private, and secure connection to the WSO's main accounting server.

*Our branch offices in Canada and Europe, as well as our headquarters in Chatsworth, are vital to our global efforts. Each one plays an important part in offering services to our fellowship. If you have any questions or would like more information about NAWS and the resources we offer to the NA Fellowship, please contact us:*

**Narcotics Anonymous World Services**

**PO Box 9999**

**Van Nuys, California 91409**

**Voice 818.773.9999**

**Fax 818.700.0700**

**Visit our website [www.na.org](http://www.na.org).**

## Branch Office Numbers

### WSO-CANADA

905.507.0100

### WSO-EUROPE

32.2.646.6012

## New Coordinator Staff at WSO

The World Service Office has long recognized the need to hire additional staff with the skills required to assist us in reaching our goal that one day any addict in the world can find recovery from drug addiction in Narcotics Anonymous. This year we were fortunate enough to hire four individuals with the abilities needed to round out our work force. All were hired as project coordinators and come to us from a variety of professional backgrounds with very diverse talents. Each has had to dive into a tremendous workload from the very first day.

**Steve Rusch**, our newest employee, hails from Pittsburgh, Pennsylvania, USA. With a masters degree in business administration and considerable world service experience, he is currently assigned to coordinating the worldwide workshops. Fortunately for us, Steve often brings his certified executive-chef skills to the lunch room (and he brings enough for everyone)!

**Stephan Lantos**, former World Board member and former WSO employee, recently returned to the WSO after pursuing other interests. He comes back to us with lots of computer and Internet expertise much needed to advance our technological requirements.

A long-time resident of the San Fernando Valley, **Karen Chrapek** comes to us after many years at Universal Studios. Well versed in project management with a degree in business, she brings extensive operations and event knowledge to the table. Karen lived and worked in Japan as part of her last assignment. In addition to her substantial skills, Karen brings the warmth and acceptance she experienced from the NA Fellowship in Osaka along with her to WSO.

**Travis Koplowl** is pursuing a doctorate in American Literature. Currently she holds a masters degree and is far past the mid-way point in her doctoral dissertation. Travis has considerable expertise in writing and editing. Having edited a published book on virtual libraries, she is definitely an asset to the Sponsorship Book project currently being undertaken.

The collective skills and experience of today's WSO staff has the capability to bring NA World Services to the highest level of service. This range of expertise is needed to meet our objective of providing top-notch service to a growing worldwide fellowship in an ever-changing world.

## Comings and Goings

In addition to the new coordinator staff mentioned above, there were a number of comings and goings at the World Service Office during the past year. We sadly accepted the retirement of George Hollahan, who served us for so long as executive co-director. George retired 31 July 2001. Other employees who concluded their employment during this year were Trish Jaramillo on 9 November 2001 and Michael Lee on 31 May 2002.

New staff welcomed on board were Simon Lev to the Translations Department on 1 October 2001 and Mindy McVey, Fellowship Services, on 3 December 2001. Kim Young returned to us in a part-time capacity as of 1 October 2001. Simon comes to us fluent in Russian and English (both reading and writing). Mindy brings a range of office skills and as she approaches her first anniversary at the WSO, has proven herself to be a valuable member of the team. Kim is a welcome return although we must share her time with her university pursuits.



# World Service Office Staff

## WSO-Chatsworth

818.773.9999

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

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

Eileen Perez-Evans, **Executive Assistant** (eileen@na.org)

Elaine Adams, **Executive Assistant** (elaine@na.org)

Donna Smylie, **Executive Assistant** (donna@na.org)

Roberta Tolkán, **Human Resources Manager** (roberta@na.org)

Lori Dunnell, **Information Systems Manager** (lori@na.org)

Danny Weg, **Webmaster & Info Services** (danny@na.org)

Wendy Kemptner, **IS FS Team** (wendy@na.org)

Keri Kirkpatrick, **IS FS Team** (keri@na.org)

Nancy Schenck, **Editor** (nancys@na.org)

Mike Polin, **Manager of Meetings & Events** (mike@na.org)

Tony Greco, **Administrative Assistant** (tony@na.org)

Johnny Lamprea, **Administrative Assistant** (johnny@na.org)

Bob Stewart, **Marketing Mgr, Public Relations** (bob@na.org)

Mary Hollahan, **Project Coordinator** (mary@na.org)

Elaine Revard, **Receptionist** (elainer@na.org)

Stephan Lantos, **Project Coordinator** (stephan@na.org)

Travis Koplow, **Project Coordinator** (travis@na.org)

Karen Chrapek, **Project Coordinator** (karen@na.org)

Steve Rusch, **Project Coordinator** (stever@na.org)

Tom Rush, **Comptroller & Team Leader, Asset**

**Management & Distribution** (tom@na.org)

Vince Alcala, **Warehouse Supervisor** (shipping@na.org)

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

Liz Stafford, **Accounting Assistant** (liz@na.org)

Sylvia Cordero, **Senior Order Entry** (sylvia@na.org)

Peggy Labon, **Order Entry** (peggy@na.org)

Pam Martin, **Order Entry, Shipping** (pam@na.org)

Juan Trejo, **Shipper** (shipping@na.org)

Steve Sigman, **Team Leader, Fellowship Svcs** (steve@na.org)

Sara Jo Hampton, **Administrative Assistant** (sarajo@na.org)

Jeff Gershoff, **Team Assistant** (jeffg@na.org)

Freddie Aquino, **Team Assistant** (freddie@na.org)

Shane Colter, **Team Assistant** (shane@na.org)

Carrie Brockstein, **Team Assistant** (carrie@na.org)

Mindy McVey, **Team Assistant** (mindy@na.org)

Anne Peters, **Team Leader, Production** (anne@na.org)

Fatia Birault, **Production Supervisor** (fatia@na.org)

David Mizrahi, **Production Planner** (david@na.org)

Esperanza Lemos, **Reproduction Assist** (esperanza@na.org)

Jeannie Lamalfa, **Purchasing Assistant** (jeannie@na.org)

Uschi Mueller, **Translations Supervisor** (uschi@na.org)

Jane McCrary, **Team Assistant** (jayne@na.org)

Simon Lev, **Team Assistant** (simon@na.org)

## WSO-Canada

905.507.0100

Jacquie Sullivan, **Part-time Branch Office Supervisor**

Paul Sullivan, **Part-time Assistant**

## WSO-Europe

32.2.646.6012

Paul Decock, **Branch Office Manager**

# Fellowship Development



*...that every addict in the world has the chance  
to experience our message in his or her own  
language and culture and find the opportunity  
for a new way of life*

*...toward our vision*

**NA**  
**Speaks**  
**47 Languages**

● WSO LOCATIONS

Translations  
in Progress

Brazilian  
Italian  
Portuguese

French  
German  
Japanese

Hebrew  
Tagalog  
Turkish

Finnish  
Greek  
Norwegian

Angl. English  
English

Russian

Nederlands  
Swedish

Spanish  
Farsi

Bahasa-Melayu  
Bengali  
Hindi  
Manipuri

## **Fellowship Development**

### **In Pursuit of The Voice of Narcotics Anonymous**

This fiscal year has shown an incredible amount of activity in fellowship development as we seek the voice of NA in matters as diverse as personal recovery strategies and interaction with government bureaucracies. There was once a simpler era at NA World Services when our sole concern was to get Basic Texts distributed and register new groups, and not much more than that. Some people might yearn for those days to return, but the reality is that neither Narcotics Anonymous nor the world are stagnant structures. Through your support and direction NAWS has become a pro-active force in navigating the complexity of our very diverse fellowship in an even more diverse world.

The series of worldwide workshops during this cycle are a bold move designed to address a long-standing need of our fellowship. Addicts can read our literature in English and a number of other languages and learn the principles of our recovery program, but they cannot ask questions, discuss problems, or share solutions with addicts from the other side of the world. It has been a long-standing desire of the fellowship to interact directly with NA World Services on a full range of recovery issues. The World Service Conference has always been the platform for the discussion of service issues, but there has been no adequate structure for discussing recovery issues. Our Fellowship Services Department has understood this need for many years, witnessed by the volume of telephone calls, emails, snail mails, faxes and letters requesting assistance with these issues. This fiscal year saw the first cycle of worldwide workshops produced to address these needs. This being the first cycle there were successes and frustrations, as would be expected with any brand-new effort. We intend to learn from the frustrations and enhance the successes and be even more successful in the next cycle.

As a result of an invitation to NAWS from the World Health Organization of the United Nations, WSO Executive Director Anthony Edmondson, along with Dr. Bob MacFarlane, a former member of the Board of Directors and the World Service Translation Committee and a current member of the World Pool, traveled to China in early September 2002. Although not strictly in the fiscal year covered by this annual report, the events leading up to this trip were underway during fiscal year 2001-2002, and so we want to offer at least a brief snapshot of the prospectus for your information.

We have been aware for some time of a few NA members living in China. These individuals are not native Chinese; they live in China by choice in pursuit of their professional careers. We have not been aware of Chinese Narcotics Anonymous groups that have persevered for any time and were conducted in the Chinese language.

This past year a missionary in Hunan, South China, has repeatedly contacted NAWS beginning in February/March 2002, requesting literature and facilitation of Narcotics Anonymous in China. Although we have tried to provide information on NA and encourage the missionary to go so far as to facilitate the start of a meeting, nothing much has transpired past this point. It is our common practice to provide a group starter kit (with an information sheet for professionals facilitating the start of an NA meeting) to professionals in isolated or restricted settings with addicts nearby who might have a desire to stop using drugs but have no access to Narcotics Anonymous. The missionary with whom we are in contact is also associated with a very large international treatment center with branches all over Asia, South Asia, and parts of Europe, which gives us cause to proceed gingerly.

Concurrent with this situation we received an offer from the Chinese government to come to China to help the professional community, drug-treatment facility administrators, and health officials from the Chinese government better understand how NA can be integrated into their approach to treating addicts. This might be the very opportunity that has eluded us thus far. We were scheduled to do a presentation at Beijing Medical Hospital, followed by a quick tour of drug-treatment and correctional facilities to conduct Q&A sessions, and provide information on how NA meetings are started and kept running.

In preparation for this trip we conducted a whirlwind translation project. Using a contract Chinese-language translator who has worked closely with Uschi Mueller here at NAWS, we prepared IP#1, welcome keytags, a sample meeting format and "How to Start an NA Meeting" from *A Guide to Local Services in Narcotics Anonymous*, all in Chinese, to distribute to interested individuals in China.

We might add that the missionary to whom we refer above has ten IPs already translated into Chinese in draft form (prepared by professionals and proofed by missionary staff). We are evaluating and editing these drafts as well so that we can ensure that the translations accurately reflect our message. The missionary is quite receptive to our input and guidance, but we are not confused that their primary purpose is religious.

The missionary has informed us that the NA meetings that have already begun in China ran into a dilemma regarding Tradition 7. The addicts in attendance being residents of a treatment center where they cannot carry cash and being unable to put something in the basket as a result, they have begun a practice of putting an *IOU* in the basket, deferring their contribution until they are able to do so. This is reflective of the Chinese ethical code of debt and obligation.

Another fast-moving situation about which we want to update you is the growth of the Narcotics Anonymous community in Russia. Simon Lev, a new translations staff member, speaks, reads and writes fluent Russian. Simon has worked closely with the Moscow and St. Petersburg literature translations committees on the translation of some important written material into Russian (*A Guide to Local Services in Narcotics Anonymous* and IPs # 1, 5, and 16) as well as keytags (welcome through multiple years). As a result, we are witnessing a near-explosive burst of growth in central Russia. The cities of Ekaterinsburg, Omsk, and Perm have active NA groups; so do several more remote towns and villages. Efforts in both PI and H&I local service are active as well. Having the ability to communicate in Russian from NAWS seems to be one of the key factors facilitating this breakthrough growth. Although we have had the Basic Text published in Russian for a little over a year now, growth has seemed to us to be sluggish due to language barriers and the lack of service material in Russian. To be perfectly honest, we did not have a comprehensive picture of NA's development in central Russia because we could not adequately communicate with the fellowship there.

As an interesting sidebar, Paul Decock reports the first large-scale shipment of literature to Russia from our European office, ordered by Russians, totaling over 600 euros (approximately \$600 US). This is exciting news indeed. Couple this with the China trip, and we clearly see that an unprecedented number of still-suffering addicts are now being exposed to Narcotics Anonymous for the first time.

These cutting-edge situations in China and Russia, coupled with long-standing situations in both Latin America and India—in fact, throughout all of South Asia—warrant a discussion about worldwide literature distribution.



АНОНИМНЫЕ Наркоманы



At WSC 2002, WSO staff met with several delegates and alternates from Latin America and discussed, among other things, literature discounts, shipping and freight charges, literature inventories, self-support, and other fiscal matters. This discussion could very well have taken place with the Asian community, South Asian community, Eastern European community, Mediterranean community, or much of the Sub-Saharan African community. These challenges may seem daunting at times, but we are buoyed by the knowledge that NA World Services is fully committed to our Vision Statement, and we believe that solutions are always possible.

In reality, many of the NA communities mentioned above are unable to afford what more-developed nations can be expected to pay for literature. World Services has always taken into consideration the financial reality of particular communities. Much of the free literature we distribute goes to communities where the per capita income would make purchasing NA literature at rack prices an utter impossibility. With NAWS ability and commitment to provide this service, the delivery of our message in written form is assured. In fiscal year 2001, NA World Services distributed over \$245,000 worth of free and subsidized literature.

However, the ever-increasing costs of freight and shipping have forced us to reevaluate our delivery strategies in non-US countries. One partial solution is encouraging larger quantities per order to reduce the amount of total orders. Along with this strategy it is imperative to provide educational services as well, teaching local NA communities how to maintain inventory levels so that orders are needed less frequently. Also, providing a flat-rate shipping charge to financially challenged communities reduces the hardship on the community. These and other solutions to these challenges are being actively explored.

Because we are truly a worldwide fellowship, we realize that the principle of self-support has a different barometer in different communities throughout the world, depending in large degree on the economy of the country in which the NA community exists. We continue to try and level the playing field as best we can and search for equitable solutions going into the future.



*Bulletin board in the Fellowship Services office at WSO-Chatsworth with various communications and event flyers from NA communities around the world.*

## Translations

**Monday, 3 June 2002**

Two group starter kits went out to Kampala, Uganda. A gentleman from the States who is a member of AA, contacted us soon after visiting Uganda recently.

While attending an AA meeting there, several people identified themselves as addicts. He then approached these members and asked if there was NA there. They told him no.

He then suggested that they start NA in Uganda, and they were especially enthusiastic about that idea.

The AA member contacted us and gave us several addresses to send the Group Starter Kits to, and he also purchased a few Basic Texts to go along with the kits.

The second most common language in Uganda after English (their national language) is Swahili. We have a draft of IP#1 in Swahili already done.

Translations relocated from the Fellowship Services Team to the Production Team in January 2002. Production and Translations have always been a tight-knit working group, which is absolutely necessary in order to produce translated items that are professional in both form and content. This merge marked the official team designation. As a result of lots of hard work by local translations committees, staff, and contractors, we were able to create a number of new translated products (although the translations "to do" list only seems to get longer).

We have set up a computer to accommodate the software necessary to produce literature in languages using non-Roman characters, like Chinese and Japanese. Besides setting up the workstation, it required learning how to operate the system. Uschi, David, Jayne and Simon have all been diligently mastering the nuances of the system and right now things are running like a Swiss watch. Even our contract Chinese translator has had hands-on experience and is productive with this system.

Our normal work stream currently includes more than 300 active translations projects and the maintenance of an inventory of approximately 325 published items.

An interesting translation problem, first raised within the Guatemalan NA community, eventually involved the entire Spanish-speaking fellowship, the Latin American Zonal Forum, and members and contractors in Spain. The issue revolved around why the term "preferencia sexual" was chosen in our Spanish translations over "identidad sexual." Our Spanish contract translator in Europe provided the information that in 1991 when the work was being done, "identidad" had a different meaning within the Spanish-speaking culture than in English, and that "preferencia" was chosen because it had no negative cultural connotations. It was our contractor's professional opinion that, with the increased American cultural influence in the Spanish-speaking community, "identidad" might very well be a more acceptable choice today. In February 2002, a query and background explanation was sent to all Latin American and Spanish RDs and LAZF members requesting input by 15 April 2002. Seventeen responses from twelve different countries were received with a consensus to change the terminology from "preferencia sexual" to "identidad sexual." NAWS subsequently supported the change for future printings of the Spanish Basic Text and other pertinent translations.

April 1993	125
April 1994	144
December 1994	150
April 1995	175
October 1995	181
February 1996	186
September 1996	207
April 1997	220
September 1997	215
February 1998	231
April 1998	232
October 1998	246
January 1999	254
April 1999	264
April 2000	289
March 2001	316
January 2002	326
April 2002	323

# Narcotics Anonymous Meetings

## By the Number

*For the record...*

The number of registered groups and meetings in the NAWS database at any one point in time has always been only an approximation of the number of NA meetings and groups actually in existence. We know the database always contains a significant number of groups and meetings that no longer exist, and likewise excludes meetings and groups we don't know about (unregistered groups). Our efforts to improve are continuous, and with our conversion to a new database and our efforts over the last year, we know that we have improved dramatically.

This year we have encountered a tremendous irony in the group and meeting count. The numbers of registered groups and meetings would seem to be only a few more than last year's numbers. The reality, though, is that we have purged a large amount of groups and meetings that were still in our database that were no longer valid, as well as registering all of the new groups sending in registrations. As a result, the numbers we show now are more accurate than we have ever been able to achieve in the past. What has enabled us to accomplish this was a giant mailing to all registered groups and regional service committees showing them what our records reflected and asking for confirmation. In addition, having this information available at our Website [www.na.org](http://www.na.org) enabled regions to go right to the site and see what our records reflected. The results have been very encouraging. With the ongoing dedication of the Information Services line staff we are within one month on group up-dates and registrations.

We always need your help to keep the database current. Check the **International Meeting Locator** at [www.na.org](http://www.na.org) to see if the meeting(s) of *your* home group are listed accurately, or contact the WSO directly by fax, phone, mail, or email.

As of **1 August 2002**, the NAWS database reflects **19,724 groups** holding **30,303 meetings** in **106 countries** worldwide.

### New Group Update




In early June, we received a registration form from Sarajevo, Bosnia and Herzegovina for a group holding three meetings a week.



NA Dubai has been functioning at Rashid hospital from 1999-2001, and due to some domestic problems, the hospital authorities couldn't give us the place any more. After that, it took us a lot of time to find another place for our meetings. Finally, through HP's grace and the help of a priest, we found a place at St Mary's Church. The meeting will start at St Mary's Church on 20 July, every Saturday from 8-9 pm in Room #2 of the old building. If anyone from your area visits Dubai, please let them know this so that they can come.

# Narcotics Anonymous Meetings

## Worldwide 2001-2002




Region	Groups	Meetings	Regions	Groups	Meetings
<i>Meetings not affiliated with any region</i>	33	35	 Ethiopia	1	1
ABCD Region	103	110	Finland Region	32	52
Alabama/NW Florida	169	421	Florida Region	377	612
Alaska Region	51	87	France Region	69	73
Al-Sask Region	129	153	Free State Region	511	689
Antigua and Barbuda	2	5	Georgia (Eur)	1	2
Aotearoa New Zealand	78	81	Georgia Region	351	688
Argentina Region	79	175	German Speaking Region	212	230
Arizona Region	220	376	Greater Illinois Region	58	111
Arkansas Region	103	280	Greater New York Region	900	1086
Aruba	11	46	Greater Philadelphia Region	374	535
Australian Region	253	276	Greece Region*	17	67
Austria	2	2	Greenland	1	1
Bahrain	5	9	Grenada	1	1
Baja Son Region	15	99	Guatemala Region	17	106
Bangladesh	12	25	Guyana	2	2
Barbados	2	5	Haiti	1	6
Belarus	2	8	Hawaii Region	113	138
Belgium	10	17	Honduras	5	25
Belize	2	4	Hong Kong	4	5
Best Little Region	67	186	 Hungary	3	3
Bolivia	9	28	Iceland	6	8
Brazil Region	424	974	Indiana Region	260	301
British Columbia Region	292	329	Indonesia	19	37
Buckeye Region	156	164	Iowa Region	186	276
Bulgaria	1	2	Iran	4	16
California Inland Region	176	204	Ireland Region	80	100
California Mid-State	167	294	IRF Region	83	121
Carolina Region	451	949	Israel Region	37	98
Cayman Islands	1	2	Italy Region	44	62
Central California Region	206	266	Jamaica	5	18
Chesapeake & Potomac	234	261	Japan Region	51	124
Chicagoland Region	262	320	Kentuckiana Region	166	266
Chile	22	66	Kenya	18	24
China	1	1	Kuwait	2	3
Colombia Region	116	346	Kyrgyzstan	1	2
Colorado Region	76	117	Latvia	1	1
Connecticut Region	244	256	Le Nordet Region*	62	72
Costa Rica Region	47	205	Liberia	4	9
Croatia Region	1	4	Lithuania	8	18
Czech Republic	2	5	Lone Star Region	163	728
Denmark Region*	69	76	Louisiana Region	195	297
Dominican Republic	12	24	 Luxembourg	1	3
Eastern New York Region	187	224			
Ecuador Region	44	204			
Egypt	6	12			
El Salvador	16	77			

(continued on page 22)

\* Regions not seated at World Service Conference.

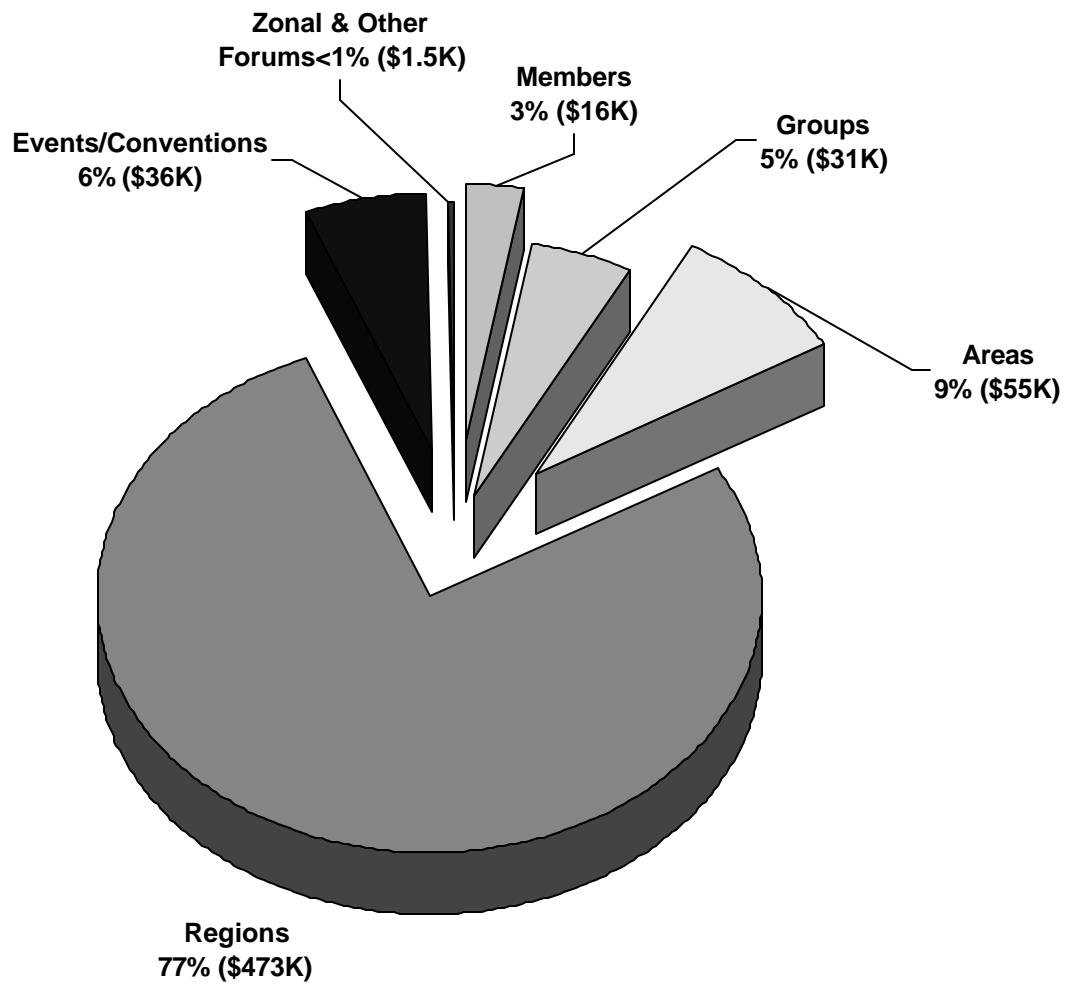
# Narcotics Anonymous Meetings

## Worldwide 2001-2002

Region	Groups	Meetings		Regions	Groups	Meetings
Malaysia	1	2		Region of the Virginians	321	438
Malta	1	1		Rio Grande Region	100	149
Marianas Islands	1	2		Russian Federation	31	103
Martinique	1	2		Saint Lucia	2	5
Metro Detroit Region	384	417		Saint Vincent and the Grenadines	1	1
Mexico Region	75	442		San Diego/Imperial Region	364	525
Michigan Region	217	343		Saudi Arabia	6	21
Mid-America Region	113	278		Show-Me Region	374	650
Mid-Atlantic Region	243	333		Sierra Sage Region	80	119
Minnesota Region	195	202		Singapore	1	2
Mississippi Region	44	167		Slovakia	1	4
Montana Region	61	106		Slovenia	4	8
Morocco	1	7		South Africa	53	62
Mountain Valley Region	103	116		South Dakota Region	34	64
Mountaineer Region	74	102		South Florida Region	318	474
Mozambique	1	2		South Korea	2	2
NA Fellowship	6	8		South Mountain Region*	10	11
Nebraska Region	73	102		Southern California Region	820	977
Nepal	7	12		Southern Idaho Region	107	135
NERF Region	17	45		Spain Region	67	111
Netherlands	15	15		Sweden Region	165	299
New England Region	256	293		Switzerland	4	4
New Jersey Region	318	367		Tanzania	3	7
Nicaragua	4	28		Tejas Bluebonnet Region	254	612
Nigeria	1	1		Thailand	4	7
North East Atlantic Region	91	116		Trinidad and Tobago	27	33
Northern California Region	976	1236		Tri-State Region	386	404
Northern New England	126	138		Turkey Region *	8	13
Northern New Jersey Region	361	381		UK Region	372	420
Northern New York	230	293		Ukraine	8	35
Northwest Territories	2	4		United Arab Emirates	1	2
Norway Region	29	33		Upper Midwest Region	40	44
Ohio Region	281	331		Upper Rocky Mountain	60	158
OK Region	154	397		Uruguay Region	5	16
Ontario Region	274	331		Utah Region	86	98
Pacific Cascade Region	268	387		Venezuela	20	70
Pakistan Region*	11	36		Virgin Islands	13	37
Panama Region	14	68		Volunteer Region	163	358
Paraguay Region	1	1		Washington/N. Idaho	462	657
Peru Region	25	76		Western New York Region	130	159
Philippines Region	35	58		Wisconsin Region	210	290
Poland Region *	7	8		Yukon Territory	4	10
Portugal Region	181	197		Zimbabwe	2	8
Quebec Region	221	232				
Region 51	46	94				
Region Del Coqui	40	64				
				<b>TOTAL</b>	<b>19724</b>	<b>30303</b>

\* Regions not seated at World Service Conference.

## Fellowship Donations July 2001-June 2002



# Fellowship Publications

## *The NA Way Magazine*

*The NA Way Magazine* is our fellowship's flagship magazine. It is published quarterly in January, April, July, and October in five languages: English, French, German, Portuguese, and Spanish. We have mailed 131,589 copies for the year 2001-2002—116,400 English, 2,160 French, 1,394 German, 5,088 Portuguese, and 6,547 Spanish. This breaks down per issue to 29,000 copies in English, 540 copies in French, 350 copies in German, 1272 copies in Portuguese, and 1635 copies in Spanish. The magazine gives us an opportunity to share our voices with one another in a recovery-oriented format. Besides publishing articles from the fellowship, there are also updates about new products available from NAWS, non-time-sensitive updates about general-interest world service activity, an events calendar, items about local NA communities, and a variety of other material. When new groups and service committee contacts register with NAWS, they can request the magazine by checking the box on the registration form. The magazine is also available upon request to any NA member or interested professional and can be viewed at [www.na.org](http://www.na.org).

## *Reaching Out*

*Reaching Out* is a newsletter for incarcerated NA members, prison libraries, correctional officials, and registered H&I committees. It is published in English four times a year—January, April, July, and October. We have mailed 25,661 copies for the year 2001-2002.

## *Meeting by Mail*

Published every other month in English, it contains the written sharing of members of the NA Loner Group. This periodical was started in the mid-1980s so that NA members who are isolated by geography or circumstance would have the opportunity to share with one another. Non-loners can participate in the Loner Group as sponsors, pen pals, and members. We distributed over 3,000 copies for the 2001-2002 fiscal year. This publication cannot be sent to institutions.





**WWW.NA.ORG**

We are online with the web-enabled database feature that allows your designated trusted servant to register NA groups, as well as update information directly in the new database. Each area or region can obtain a password and log on to our system directly via the Internet and update information about their groups, meetings, and trusted servants. Once you're registered you can export data to create your own meeting directories and lists formatted in whatever way you desire. It was a constant struggle—and a losing battle, we might add—to keep the meeting information database up-to-date. We would like to encourage you to register or update your group/meeting information as soon as possible. If you have Internet access, you can download the forms in English, French, German, Portuguese, and Spanish. You can either mail or fax them to the WSO. These forms are also available upon request.

With the International Meeting Locator now on the Narcotics Anonymous World Services website, [www.na.org](http://www.na.org), it becomes even more important that the meeting information we provide be as accurate as humanly possible. Only with your help can we keep our meeting directory up-to-date, thereby assisting addicts trying to locate NA meetings. The meeting locator feature of our website is particularly exciting to us. In the past, if someone were in a place far from their home group, their options were few. They could phone the World Service Office during our normal business hours for whatever information we might have, but our listing was not always reliable. They could check the local telephone directory for an NA phoneline, but that is kind of a long shot in most places. They could have thought this out in advance and found out well before traveling how to get to an NA meeting—but honestly, how many of us think that far ahead? Now, with the reality of the meeting locator feature on our website, all someone has to do is get to a cybercafé and type in [www.na.org](http://www.na.org), and it is just a question of following the prompts from there.

When you visit the website be sure to check out the calendar section where you can see current listings of upcoming NA events that service committees have forwarded to us. This feature is particularly fascinating if you like to travel and are planning a trip or vacation to a foreign land—or even the next province, region, zone, or state over from where you are—and are interested to see if there is a convention, service committee meeting, or weekend camp-out taking place!

Another major benefit of the website is improved distribution for our various publications—from *The NA Way* to *NAWS News*—thus providing lower mailing costs and making access as immediate as pointing your browser.

And, last but not least is the event registration feature, the newest addition to [www.na.org](http://www.na.org). Beginning in early December you will be able to fully register for WCNA-30 in San Diego, scheduled for the weekend of 4 July 2003 and even book your hotel room online. We are pleased to be able to offer this time- and money-saving convenience to our members.

All of the above is in addition to all of the other information, forms, resources, and publications available at your NA World Services site at [www.na.org](http://www.na.org)!



# World Service Conference®



**WSC 2002**

**Coming Together  
the Voice of NA**

# World Service Conference 2002

## 28 April-4 May 2002

Let's step back for a moment and reflect on a few of the circumstances that made this particular World Service Conference unique in our history, the first conference of a new era as well as a new century. This conference completed the first-ever biennial conference cycle. At the final "annual" conference, in April 2000, the following language was adopted: "The World Service Conference is not just a collection of regions; its concerns are greater than just the sum of its parts. The conference is a vehicle for fellowship communication and unity: a forum where our common welfare is itself the business of the meeting."

This year's conference was entirely funded by NA World Services for the very first time in our history. This does not mean that NA World Services has the ability to just pay for the World Service Conference and that is the end of it. In order to make it possible for the conference to become an event where "our common welfare itself" is the business of the day, all of the seated regions in Narcotics Anonymous were fully funded to send delegates to attend the World Service Conference. The goal: to help every region become aware of being part of something much bigger than just their individual region. Delegates come to the conference from their various regions to meet with representatives of the entire fellowship to discuss matters that affect all of us, whether we live in Denver or Dacca. The conference believed so much in its vision statement and what it was doing that it was willing to take on the incredible risk of funding a congress of over 100 people for more than a week in pursuit of our dream, *"Coming Together: The Voice of NA."*

In making this bold move we were not blind to the risks involved. In fact, the following few lines are quoted directly from the 2000 *Conference Agenda Report*:

*"The primary objection that we have heard is fear of funds being withheld. We recognize that many regions may not take the funds they currently spend on delegate attendance to the WSC and forward them to world services. We do not believe that fear of what might happen should keep us from deciding what we believe is best for the conference."*

It is our belief that each region will contribute its fair share to NA World Services to equalize the cost of funding our biennial conference. Elsewhere in this report you will find the full financial breakdown of what it cost to hold this meeting.

Delegates from all over the world descended on Los Angeles at the end of April to claim their seat and be part of the coming together of the voice of NA: the World Service Conference. One hundred fourteen conference participants representing a total of 101 seated regions (96 regions sent delegates; 5 did not attend) along with the World Board met for seven days to do business in a new way—the beginning of a move from a motion-based conference to a discussion-based, consensus-seeking conference had begun. These seven days held many successes and a few frustrations. None would argue, though, that this wasn't a mold-breaking, bold experiment that pointed toward an exciting future full of potential.

### *Rotation and continuity*

As with every other conference, we welcomed new members and expressed our gratitude to those members who are retiring from world service after selfless giving of time and energy to the Fellowship of Narcotics Anonymous.

We said goodbye to five board members: Claudio L from Mexico City, Michael McD from California and Oregon, Larry R from Hawaii, Cary S from Illinois and Jon T from New Jersey, and welcomed Jim B from Illinois as a new board member. We welcomed Francine B from Quebec and Tali McC from Hawaii to work with Charlotte and Garth on the Human Resources Panel. We said goodbye to John H and Steve R, our outgoing conference Cofacilitators, and welcomed Mark H from Wisconsin and Tim H from Australia who will help us at our next conference in 2004.

In addition, one new region was seated (Greece). Finally, we expressed our collective gratitude to those delegates whose terms are complete and who have served the fellowship with passion and commitment. Welcome aboard everyone!

The day before the conference opened, Saturday 27 April, a session was held focusing on NA history. An assemblage of some of our earliest NA members shared for hours on our history along with pictures and sound. This session was enthusiastically embraced by all attending, and it points up again our members' interest in NA history and how we grew to be where we are today.

Following the over-three-hour presentation described above, busses shuttled conference participants and other members and family to the World Service Office for a gala open house featuring full tours of the facility, a light supper of delicious Mexican food catered by a local restaurant, and fellowshipping. There was an air of expectation because the conference was to start the next morning, and while everyone knew that the plan was to do things very differently, no one knew exactly what to expect! Our recent issue of *NAWS News* (July 2002), available online, reports on all of the conference work, so we won't go over that again here. The conference closed on an exciting and emotional note, and we truly look forward to the next WSC in early 2004.

*Cost per delegate*

We thought that you would be interested in knowing what it cost to produce the World Service Conference in 2002. The out-of-pocket costs to NAWS for WSC 2002 were approximately \$240,000. Ninety-six delegates were funded to attend the WSC. It cost approximately \$2,500 per region represented at WSC 2002. Just counting airfare, hotel, food, and ground transportation—in other words, just travel costs—it required an average of \$1,413.65 to fund each delegate.

In Narcotics Anonymous our principle of self-support is everywhere. Certainly our Seventh Tradition is one of the central values guiding our recovery. We feel the importance of being self-supporting on an individual level, at group level, all through our service structure and even extending to our events and activities. Could there be a better example of the spirit of self-support than at our World Service Conference? This was always intended to be a shared expense, and it is expected that each region contributes its fair share guided by its capacity, the value of its currency, and related factors. It is only through each region donating its fair share in the spirit of self-support that the conference will be able to continue in the manner of WSC 2002.

# NAWS Publications

## **NAWS News**

*NAWS News* gives an overview of world service activity, with a particular emphasis on World Board projects. It is published following World Board meetings and the World Service Conference. *NAWS News* is currently available in English, French, German, Portuguese, and Spanish. It is distributed automatically to conference participants and registered area and regional service committees. The mailing list consists of the above groups, but individuals can request copies of this periodical after each mailing or download and print it from the NA Website, [www.na.org](http://www.na.org).

## **Conference Agenda Report**

The *CAR* is published and distributed in English a minimum of 150 days prior to each World Service Conference, with translated versions released a minimum of 120 days prior. It contains information about all of the relevant WSC business, discussions, and activities that require guidance by the conscience of the entire fellowship. At present, the *CAR* is published in English, French, German, Portuguese, Spanish, and Swedish. It is distributed automatically to conference participants and regions. Additional printed copies are available for purchase at cost, but the downloads of the *CAR* are free at [www.na.org](http://www.na.org).

Regional motions must be submitted 240 days prior to the WSC and should include a written intent. Regions can include 150-word rationales to describe the meaning behind their motion. The WB includes a recommendation about each regional motion so that the fellowship is provided with as much information as possible in order to engage in discussions when reviewing the motion.



## **Conference Report**

A comprehensive and detailed report of world service activity is published as the reporting needs of world services require. This report contains information regarding the status of major world services projects, suggestions for new work, and difficulties that have been encountered. It also includes reports from the World Board, the Human Resources Panel, and any region or zonal forum that wishes to submit material. The frequency of publication may change from year to year, and conference participants are provided with the schedule for each year ahead of time. It can also be accessed online at [www.na.org](http://www.na.org).

## **NAWS Inc. Annual Report**

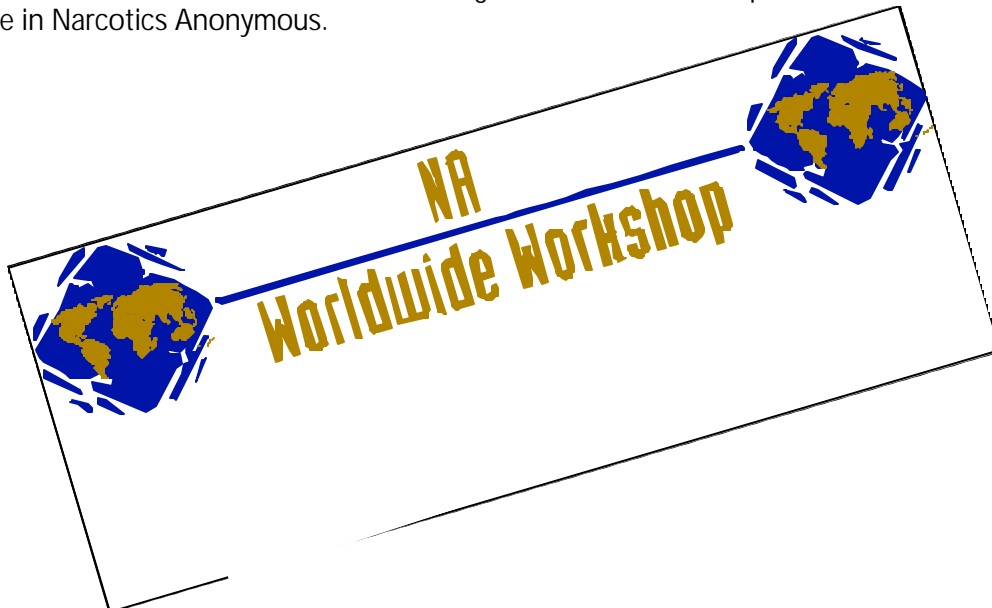
The *NAWS Inc. Annual Report* covers each fiscal year of NA World Services. The fiscal year ends 30 June, and the annual report is produced in late September. It is distributed automatically to conference participants and regions. Additional copies are available for purchase at cost or for free download at [www.na.org](http://www.na.org).

## **NAWS Quarterly Financial Report**

This is a quarterly financial update as well as a summary of travel decisions made for world services. It is published in English and distributed automatically to conference participants and regions.

## **Conference Approval Track**

As a result of conference action, this is a packet of material that is mailed out to conference participants 90 days prior to the start of the conference. This material is intended primarily for use by service boards and committees. For further description of Conference Approval Track parameters see *A Guide To World Services In Narcotics Anonymous*, 2002, p.34-35



## Ever Heard of a Carnet?

Even though we have discussed worldwide workshops a couple times within this annual report, a discussion of one overlooked aspect of this project is warranted. The logistics involved in staging workshops in British Columbia, New Zealand, Chicago, São Paulo, and Birmingham with—many more to follow—are imposing.

It has fallen on the capable shoulders of Elaine Adams, long-time NAWS employee, to be in charge of the manifesting, packing, shipping, unpacking, staging, packing, shipping, unpacking, and storing of the twenty-six boxes of supplies that we distribute during a worldwide workshop that do not come home, along with the five packages that we ship *carnet*. Very few of us have ever heard this word before. “Carnet” is the term used when you ship a very specific cargo to another country and are bound by agreement to ship precisely the same cargo home again. We *carnet* ship the audio-visual equipment, computer equipment, displays of archival literature, and NA history and fellowship items as well as any other hardware we’ll be using at the workshop, and we return ship the same items.

All of the other twenty-six boxes stay with the host community. There are many hand-outs and give-away items not usually available and frequently never before seen in many locations—like the NA Audio Archive Sampler, the Basic Journal, and the Basic Mug—as well as Basic Texts and other standard literature items. Also included and vital to the success of the workshop is the session material: action cards, note-taking sheets, facilitator guidelines, brainstorming rules, etc.

The process and content of what we ship has changed with every workshop so far. Starting from a blank slate we projected what we anticipated our needs would be, and now we revise those needs on an on-going basis as experience helps us refine the process each time. Also there is always the issue that when you are traveling to a non-English-speaking community, the literature we bring will be different both in quantity and title, depending on just what literature is available in the language of use in the country we will be visiting.

As much of a success as the workshops have been thus far, we continue to look for ways to improve these fellowship gatherings. We ask participants to evaluate each workshop at its close and use their input to improve both the workshops as a whole and the particular sessions. We have made changes to each workshop as a result of feedback received and expect to evaluate our efforts within this conference cycle. In the next couple of years we will conduct workshops in Austin, Texas, USA, the Northeastern United States, somewhere in Latin America, and a location to be determined in the Asia-Pacific Zone. More information about these workshops can be found in various issues of *NAWS News* and *Conference Reports*.

## New Projects: Sponsorship & Basic Text Evaluation

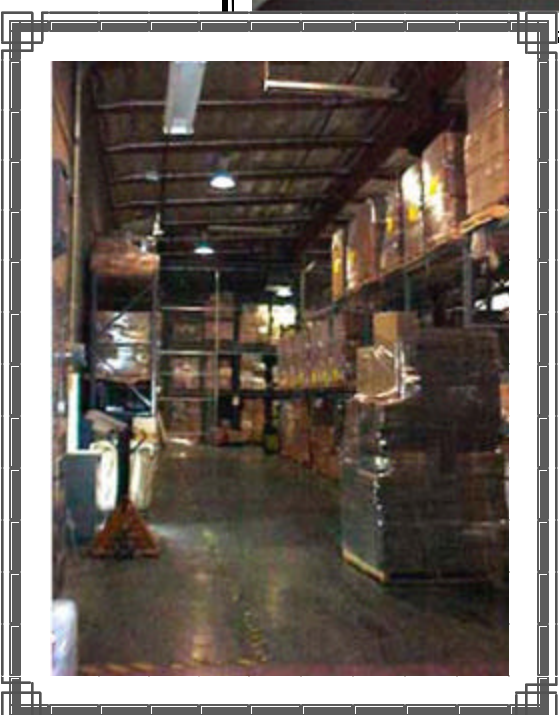
Although the Sponsorship and Basic Text Evaluation projects were only approved at this year’s World Service Conference, less than two months before the technical cut off date for this report, we feel it important to give you some type of map as to where things are as of this writing.

The Sponsorship project proposes to create an approximately 100-page book on sponsorship in Narcotics Anonymous for approval at WSC 2004. We have received a great deal of source material from the fellowship, and the drafting of the book is now well underway. Interested members of Narcotics Anonymous signed up for review and input on the first chapter and the accompanying IP. The deadline for sign up was 31 October 2002.

We also remain in the process of surveying NA members to try to get a sense of whether the fellowship desires revisions or additions to the Basic Text or the Little White Booklet. The survey was sent out with *The NA Way Magazine* and *NAWS News*. Surveys were available at WCNA-29 in Atlanta and remain available at our website, [www.na.org](http://www.na.org). We will collect data until the end of December 2002.



# Literature Production/ Distribution



## Production

This year while introducing new products for the fellowship, the focus of our efforts has been on cost-saving measures and improving quality control. Toward these ends we leased a new, user-friendly Xerox Docutech machine that actually has a slightly lower monthly rate than our previous model. Those of you who have visited the World Service Office know how impressive this machine is; it is one of the perennial highlights of the office "tour."

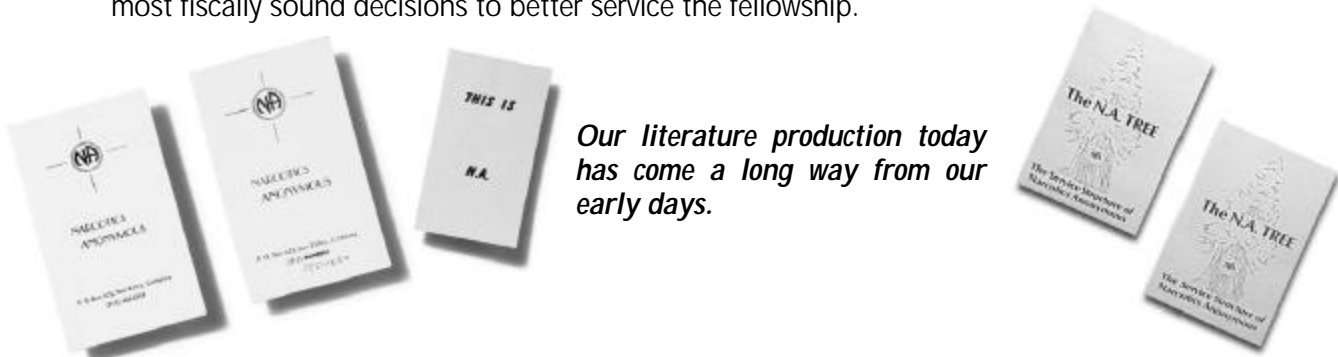
Additionally, we purchased a full-color banner machine that enables us to produce in-house all the posters and banners for the conference, world conventions, worldwide workshops, marketing/public relations events, and any other special events in which we participate. By no longer outsourcing this work, we are able to create better quality displays at a lower cost. Anyone who attended WCNA-29 in Atlanta saw some of the products of this machine draped, posted, and strung all over the place, but they probably never dreamed that all of those banners and signposts were printed in-house at the WSO. A tip of the hat goes to David Mizrahi, our venerable typographer/graphic designer extraordinaire, for mastering the complexities of this machine as quickly as he did and being able to produce so much in time for the convention.



During this year, we focused considerable energy on improving our existing audio products, adding new ones to our inventory, and restoring and preserving our audio archives. To this end, we re-recorded the English Audio Basic Text and Basic Text-Plus items, using multiple voices, men and women, and added music to the head and tail of each tape. The quality of the recording and the production value has been measurably improved. In addition, with the same process and quality, we created the Castilian Basic Text and *It Works: How and Why* on audio. Lastly, we began working on a lengthy process of restoring and reformatting our existing audio archives (mostly reel-to-reel tapes), which consist of recovery and business meetings from the 1950s to the present. Once these tapes are all safely stored in a digital format, we will have taken another step in preserving our fellowship's history. We even made some of it available to the fellowship on CD (our new product, the "NA Audio Archive Sampler").

We have worked diligently to keep inventory on our shelves both in Chatsworth and in our offices in Europe and Canada. This means being aware of the buying trends of our customers so that we can order our own production materials in the most cost-efficient quantities. With our ever-increasing inventory, we have to eliminate items that are no longer being purchased in a manner to warrant continuing to produce, warehouse, and inventory the item. Because of continually changing technology, after careful evaluation, it was decided to eliminate 60-Second Radio PSAs, 1/4" Radio PSAs, 2" TV PSAs, TV PSAs on VHS, and speaker tapes.

Finally, along with newly translated items, we produced several new English-language products. We are proud to say that 34 new items were added to our inventory during fiscal year 2001-02 (see full list on the following page). We are always looking for ways to make the best and most fiscally sound decisions to better service the fellowship.



*Our literature production today  
has come a long way from our  
early days.*



Thank you!

## Recovery Material on the Internet

We have posted a limited number of NA literature items on [www.na.org](http://www.na.org) for the benefit of the fellowship. As you know, we have been alerting you of our intent to do this for some time and we are very excited about it, but if we encounter infringement problems and/or significant new legal expenses or other problems because of this experiment, we won't hesitate to back away from this test.

After reviewing the current laws and engaging in many discussions during past board meetings, we have posted six NA information pamphlets on the official NA Web site, [www.na.org](http://www.na.org). The recovery literature we've posted is: IP No. 1, *Who, What, How, and Why*; IP No. 7, *Am I an Addict?*; IP No. 16, *For the Newcomer*; IP No. 17, *For Those in Treatment*; IP No. 22, *Welcome to NA*; and the information booklet, *NA: A Resource in Your Community*. These IPs seem to be the best choice for our purpose: to provide basic information about NA to the addict seeking help, to the public, and to professionals dealing with addicts.

By posting this material on our Web site, we can give areas and regions the ability to provide a direct link to these IPs from their sites. This is a seamless link, one where the user is not aware that they have even left the area or region's site. This would resolve the current problem we have with parts of these items being posted on many sites, all of them trying to serve the same purpose.

While we move forward with this experimental project, we must still remain vigilant in protecting our fellowship's property. The laws are changing, this is true, but as the avenues of communication and information technology continue to expand exponentially, the burden of protecting our literature remains on our shoulders—the members of NA worldwide. Our responsibility is needed even more. While it is still illegal to make an unauthorized copy of our copyrighted literature, whether by photocopying it or by downloading it from a website, protecting our copyrights and trademarks still requires legal actions that are neither simple nor inexpensive. It is our hope that we will *not* find ourselves confronting such a situation.

What is important for us all to remember is that we, the World Board and NAWS, have been entrusted by the fellowship to protect our literature and its trademarks. Posting our copyrighted literature on the Internet in any form increases the danger of unauthorized alterations being made to those electronic copies. We have a responsibility to the fellowship to uphold the FIPT, and we can suffer serious adverse consequences if we fail to do this. Furthermore, such failure can lead to our losing the legal right to protect our copyrights and trademarks against use by others.

We ask that all of our members stay vigilant in protecting what is ours: the wonderfully simple, powerful, and heartfelt words that have helped to bring recovery to hundreds of thousands of suffering addicts around the world. We cannot do this alone. The adage "together we can" rings true, especially here. In our zeal to get our message out there, let's not resort to "old ways using new means." There are a number of ways in which we can make sure that our message is communicated, ways that have worked since long before the advent of the Internet and still work today.

If you are interested in learning more about how you can protect our literature and the "do's and don'ts" of the Internet regarding Narcotics Anonymous and the Fellowship Intellectual Property Trust, please contact the World Service Office in Chatsworth.



## Marketing and Public Relations

Distributing NA literature and other products to as wide a base as possible puts us in a win/win situation. Our primary purpose and public relations efforts are being served when as many addicts and non-addicts as possible see our message, and the funds generated by widely distributing our literature helps us grow and continue to fund our services, reaching out to the addict who still suffers. Our Marketing Team has continued its efforts this year to further develop and expand our customer base throughout the treatment and correctional marketplaces.

In 2001-02 we attended and exhibited at the summer American Correctional Association conferences. The summer 2002 ACA was held 13-16 August in Philadelphia, Pennsylvania, USA. This event was well attended and we continued to nurture our relationships with existing institutional customers, as well as developing new ones. You will notice that we did not attend the winter ACA conference this year. We have determined that our impact on the ACA can be maintained by attending only the summer conference, since it is the larger of the two annual events held by the ACA.

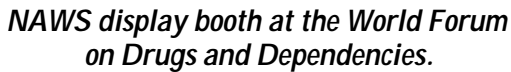
This year we had a series of meetings and exhibited at major drug-court conferences. We met in December 2001 with leadership from both the Drug Court Policy Office and the National Drug Court Institute in Alexandria, Virginia, USA. The conferences attended were the National Association of Drug Court Professionals—Family and Juvenile Court Conference that was held in April 2002 in Reno, Nevada, USA, and the National Association of Drug Court Professionals—Adult Court Conference held in Washington, DC, USA in June 2002.

We again attended the Southeast Conference on Alcoholism and Drug Addiction in Atlanta, Georgia, USA in December 2001. This is always a large conference, and this year was no exception. We maintained a double-wide booth, and members of the PI community from within the Southeast Zonal Forum joined the NAWS Marketing Team to staff the booth, with NAWS handling the national and international requests and the PI members handling local, regional, and zonal issues.

We plan to continue to cultivate new avenues to use in informing the correctional, treatment, and drug-court professionals about our literature and products. We continue considering various packaging formats that will benefit the treatment and correctional professional. We have developed two distinctly different product update mailers for both of these markets.

Over the past year our correctional sales of literature have continued to increase. We have also seen some upward movement in our sales to substance abuse treatment providers, and we anticipate that this field will continue to grow on a steep curve. We now believe that we can probably look forward to increased sales to the corrections, treatment, and drug-court sectors each year for the foreseeable future. We believe that the market share being generated in the drug-court sector is growing. We have learned that once the treatment, correctional, and drug-court professionals become aware that they can buy Narcotics Anonymous literature straight from the WSO, they do so.

Of course, the value of these relationships to NA World Services is two-fold. Certainly we want to market and sell our literature. This is the way that we fund our services. However, of equal importance is the fact that, as a result of selling this literature to these agencies that have huge numbers of suffering addicts as clientele, it is an incredibly efficient way to get the word of NA recovery to the still-suffering addict. We have increased the total of our treatment and corrections database again in this fiscal year for this reason. Our increased presence in these markets has also helped us identify trends in the market, such as the continuing growth in the drug-court movement.



We plan to continue to attend and exhibit at the two national correctional conferences referred to above as well the substance-abuse treatment conferences we have attended to date and the two annual National Association of Drug Court Professionals conferences. We believe that these venues will continue to prove successful, and we believe that they are a vital component to the overall success of our marketing program. As larger USA states like Texas and California have already done, smaller USA state systems are beginning to implement treatment programs within their correctional systems. These smaller programs will probably experience some growth for the next few years. The mandated drug-court systems throughout the country are expanding rapidly. The National Association of Drug Court Professionals is projecting that by the year 2005 there will be over 2,500 drug courts up and running in the USA alone. We will continue to target all of the treatment and correctional sectors we can identify, and we look forward to all of the additional marketing challenges with which we may be faced in the future as we continue to recognize the amazing concentration of still-using addicts that these agencies serve, so that those addicts might become aware that there is an alternative life available to them if they have a desire to stop using.



## Marketing & Public Relations Events/Trips

During this year we attended no fewer than twelve events in our corrections marketing and public relations efforts. Participants in these trips have included Bob Stewart, our Public Relations/Marketing Director; Freddie Aquino, an NAWS staff member; a number of World Pool and World Board members; and Assistant Executive Director Becky Meyer. The events we attended this year covered a wide variety of organizational entities and geographical locations. In pursuit of our primary purpose, it is our intent to spread NA literature and the word of recovery in Narcotics Anonymous as far afield as possible.

During fiscal year 2001-2002, we attended the following events in this regard:

### **AA General Service Office (one day) Summer Conference ACA 11-16 August 2001**

**Location:** New York, New York and Philadelphia, Pennsylvania

**Travel Team:** Bob Stewart, Freddie Aquino, NAWS staff

The team made a one-day courtesy visit to the GSO in New York City where they met with their counterparts at that office. That group included the coordinators for the CPC, PI and Institutional desks. This proved to be a positive trip that ensured open lines of communication for ongoing work together in the spirit of cooperation.

This day at the GSO was followed by a drive to Philadelphia to attend the ACA summer conference. The marketing plan that's in place is a component of the long-range business plan, which calls for our continued presence and sales marketing in the institutional market place. By attending ACA this year we continued to enhance our profile at what remains the largest correctional gathering in the world. Between 4,000 and 5,000 people attended this year's conference. Our exhibiting presence at this summer's event helped to showcase the viability of our

products to correctional substance-abuse treatment administrators and directors attending this event from all over the world. This event continues to be the cornerstone of our marketing development in the correctional arena.

### **National Institute of Corrections Video Conference 27-29 August 2001**

**Location:** Long Beach, California

**Travel Team:** Craig Robertson, World Board; Freddie Aquino, NAWS staff

The reason for this trip was continued involvement with this effort by corrections professionals who deal with addicts. This event turned out to be much larger than we had anticipated. At previous National Institute of Corrections video conferences there were up to 30,000 people in the video audience. This particular conference included six panelists: two were Class A members of AA's General Service Board, three panelists were from the corrections field, and the sixth panelist was World Board member Craig Robertson representing Narcotics Anonymous. Each panelist was given a topic to discuss for five minutes. Questions were then asked that would ultimately lead to the next panelist presentation. Freddie Aquino served as a consultant to assist with the broadcast, and then answer telephones during the call-in portion of the conference. The largest segments of the audience were in Canada and the United States, but the feed was piped in to sites in the Caribbean as well.





**Conference International Association of  
Alcoholism and Addiction (ICAA)  
1-5 September 2001**

**Location:** Heidelberg, Germany

**Travel Team:** Vivienne Ronneman, World Pool;  
Simon Jenkins, Euro PI representative; Bob Stewart,  
NAWS staff

Members of the local German-speaking NA community's PI committee assisted at this event. Our attendance was part of a continued NA presence at this important NGO.

**Bi-National US-Mexico Conference for the  
Reduction of Drug Demand IV  
November 2001**

**Location:** Mexico City, Mexico

**Travel Team:** Claudio Lemionet, World Board;  
Johnny Lamprea, NAWS staff

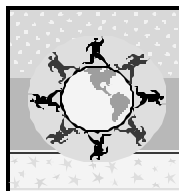
This conference was attended by government and drug enforcement officials from both participating countries and by professionals from the drug-treatment field. The team worked from its booth and gave out IP's and literature in both English and Spanish. They fielded many questions from attendees and established many contacts. Members from the NA community in Mexico City assisted at the booth.

**Southeastern Conference on Alcoholism and  
Addiction  
28 November–1 December 2001**

**Location:** Atlanta, Georgia

**Travel Team:** Bob Stewart, Freddie Aquino, NAWS staff

Members of the PI community from the Southeastern Zonal Forum joined the team onsite. A double-wide booth was utilized, with NAWS handling the national and international requests while the zonal representatives handled the regional and zonal issues. We have been attending this event for marketing purposes for approximately four years. This is one of the larger addiction treatment conferences held in the southeastern United States.



**National Association of Drug Court  
Professionals and National Drug Court Institute  
December 2001**

**Location:** Alexandria, Virginia

**Travel Team:** Jane Nickels, World Board; Bob Stewart; Freddie Aquino, NAWS staff

This meeting was with the leadership of the two organizations. Representatives from the AA General Service Office were also present at this meeting. This meeting came about as a result of long-term efforts to set up a meeting with the NADCP/NDCI to discuss how the national twelve-step fellowships could begin to form a more cooperative working relationship with these organizations. The meeting was very productive. While in Washington the team was also able to meet with Marilyn McCoy Roberts, the director of the US Department of Justice's Drug Court Policy Office.

**NADCP Family and Juvenile Drug Court Training  
Conference  
22-26 January 2002**

**Location:** Reno, Nevada

**Travel Team:** Freddie Aquino, Johnny Lamprea, NAWS staff

This is the third year we have attended the NADCP Family and Juvenile conference, which is an offshoot of the adult drug-court conference held every year in the spring. This is proving to be a vital and growing conference. We have done very well here, from the PR perspective, in making and nurturing professional contacts.

Lone Star RSC  
20-24 April 2002

**Location:** Texas

**Travel Team:** Freddie Aquino, NAWS staff

This RSC asked Freddie to attend this meeting based on his long-term H&I involvements and due to the historic nature of this RSC meeting. A couple of inmates, currently in the custody of the Texas Department of Corrections were due to attend the Lone Star RSC as representatives of their groups behind the walls. The inmates still in custody and under the direct control of Texas Department of Corrections officers and one associate warden, did attend. Some inroads toward future facilitation of remarkable occurrences like this one were made.

# Marketing & Public Relations Events/Trips

**AA General Service Office**  
**21 April 2002**

**Location:** New York, New York

**Travel Team:** Jane Nickels, World Board; Becky Meyer, Bob Stewart, NAWS staff

This trip was in response to an invitation from the AA General Service Office to attend the opening dinner for AA's 52<sup>nd</sup> General Service Conference. This was a gesture on the part of Alcoholics Anonymous to include NAWS as one of their cooperative friends. During this trip Becky also renewed her credentials at the United Nations.

**American Society of Addiction Medicine  
Conference**  
**25-28 April 2002**

**Location:** Atlanta, Georgia

**Travel Team:** Bob MacFarlane, World Pool; Bob Stewart; Freddie Aquino, NAWS staff

Our exhibiting presence at this conference helps to continue to showcase the viability of our products to the addiction--treatment administrators and directors attending this event.

**National Association of Drug Court Professionals**  
**12-15 June 2002**

**Location:** Washington, DC, USA

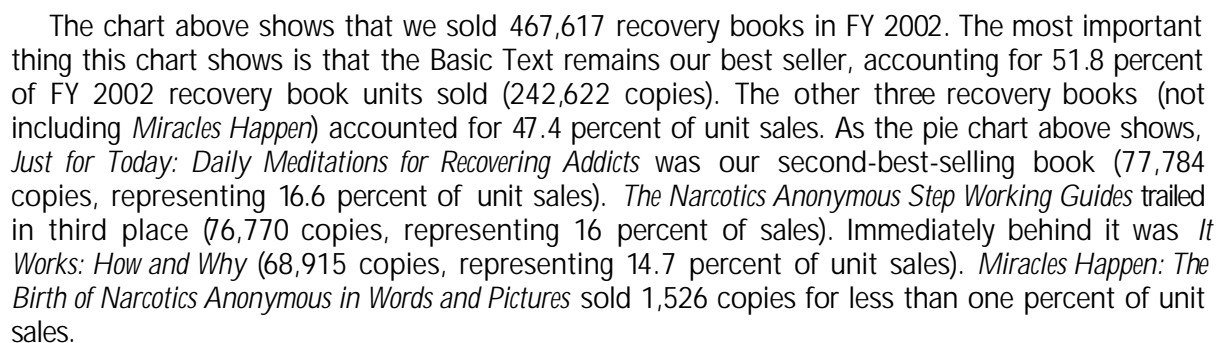
**Travel Team:** Bob Stewart, Freddie Aquino, NAWS staff

This was the fourth time we have exhibited at this event. We were part of a joint fellowship mini-plenary session on cooperation with national fellowships. Two members of the AA GSO staff and the chair of the Cocaine Anonymous World Board of Directors joined us on the panel. This mini-plenary session was the outgrowth of our meeting earlier in 2001 at NADCP/NDIC's headquarters in Alexandria, Virginia, USA, held jointly with the members of AA General Service Office staff to brainstorm ideas on how to develop a better relationship with the drug-court movement.



In past years, we have analyzed unit sales by comparing one calendar year to another. This year we made a change and compiled data based on the fiscal year (1 July 2001 to 30 June 2002). Because of this, we do not have the data readily available to make some of the year-to-year comparisons that we have made in the past, but we can show you some interesting facts about literature sales and make certain comparisons.

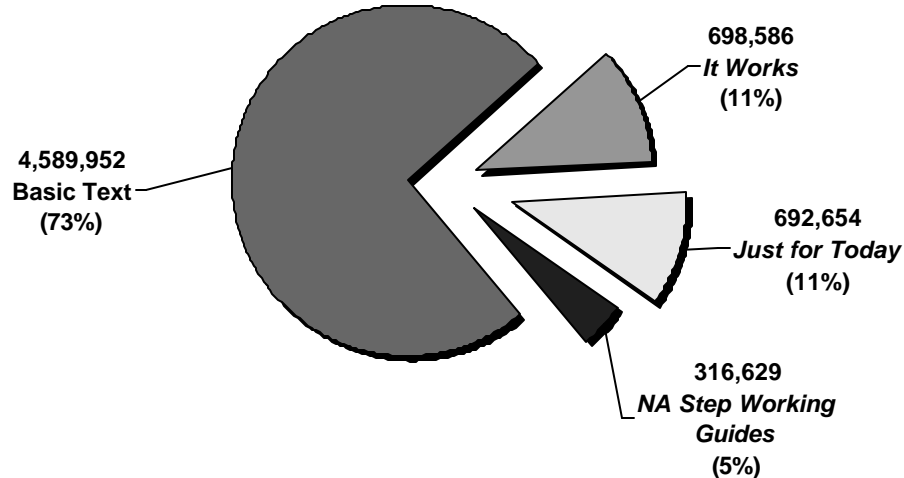
Basic Text, *It Works: How and Why, Just for Today, NA Step Working Guides, Miracles Happen*



*The contrast with the lifetime sales of these four books (listed above) is shown in the chart on the following page.*

## Unit Sales Trends

### 6,297,821 Recovery Books Since 1983



From 1983 through the end of this fiscal year (30 June 2002), we've sold 6,297,821 recovery books. As the chart above illustrates, the Basic Text is an even larger slice of this pie, with 4,589,952 units, or 73 percent of lifetime unit sales.

#### *Looking back*

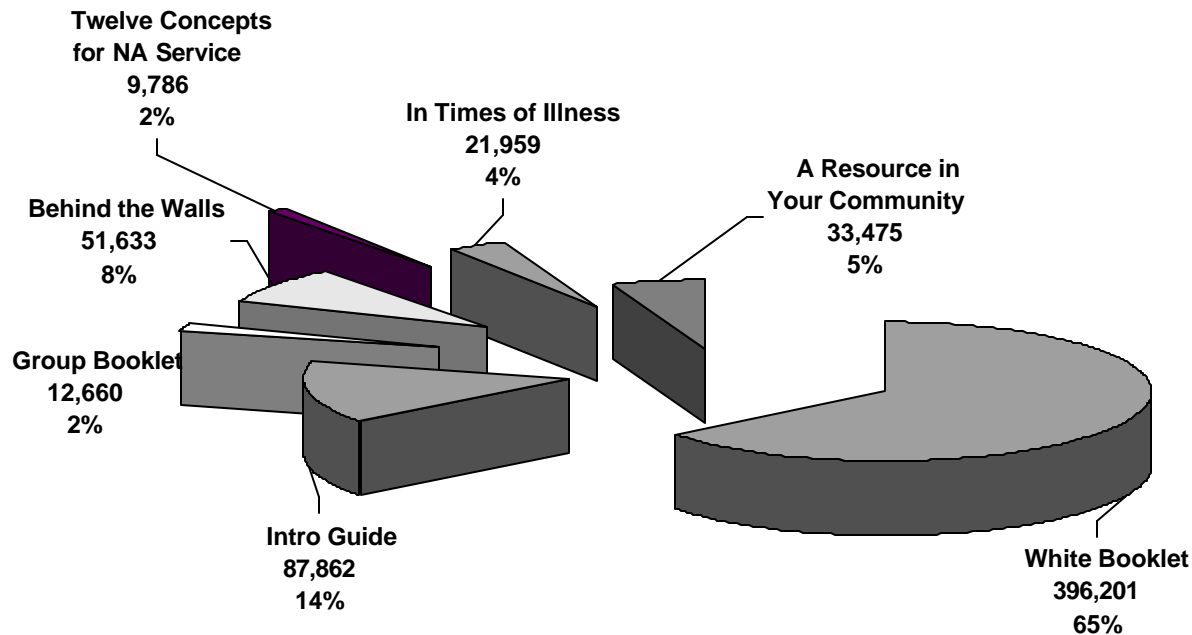
Eleven years ago, in 1991, the Basic Text was the only recovery book in our inventory. We sold 313,284 that calendar year (100 percent of recovery book units sold). That was a phenomenal increase from the 36,741 Basic Texts sold in 1983, when regular distribution of the Basic Text began. *Just for Today* became available for sale in 1992, *It Works* in 1993, and the *NA Step Working Guides* in 1998. So, while Basic Text sales have declined from eleven years ago (averaging around 250,000 copies per year in the past decade), the addition of these three books has been pushing total recovery book sales upward, approaching 500,000 books per year. FY 2002 units actually declined by about 33,000 from calendar year 1999, when we sold 499,784 recovery book units.

*Sluggfest*, an anthology of Slugg cartoons taken from the **Home Group** cartoon strip in *The NA Way Magazine*, is not included in these figures.

# Unit Sales Trends

The chart below shows the breakdown of the 613,576 recovery booklets sold in FY 2002.

## 613,576 Recovery Booklets FY 2002

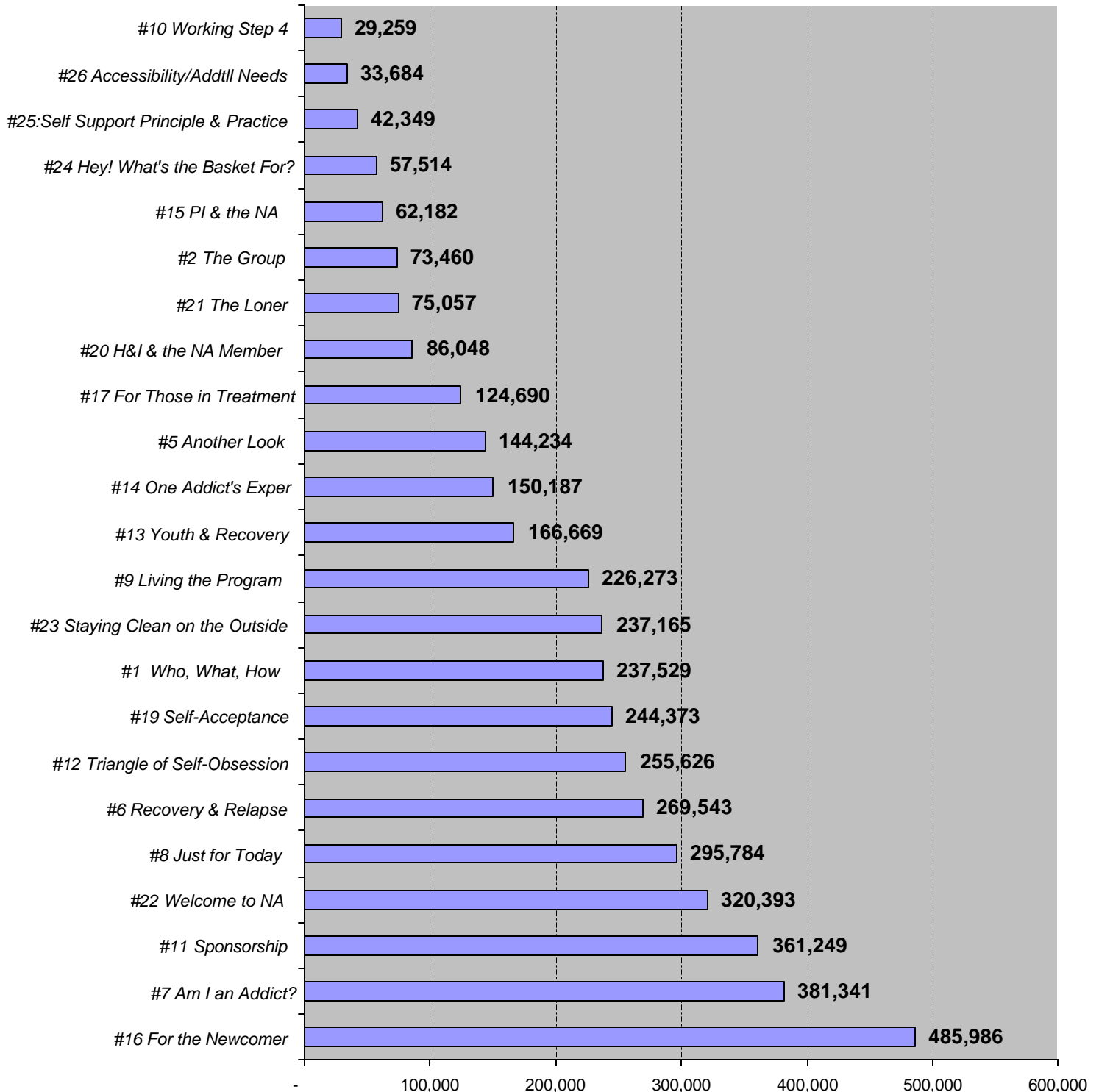


The booklets classified as recovery literature are: the Little White Booklet, *An Introductory Guide to Narcotics Anonymous*, *Behind the Walls*, *Working Step Four in NA*, and *In Times of Illness*. The sales trend for booklets is continuing downward. (The peak year for booklet sales was 1991 when 735,914 units were sold.)

The Little White Booklet remains the best-selling booklet, accounting for 65 percent of FY 2002 booklet units. It is still our best-selling booklet for all time, with 8,052,473 copies sold from 1983 through 30 June 2002. (Unit sales figures are not generally available prior to 1983.)

## Unit Sales Trends

The following chart shows the breakdown of the 4,360,595 recovery information pamphlets sold in FY 2002.



# Conventions and Events



## WCNA-29

### Helping to make it happen: The little things

Okay, we all know that the Narcotics Anonymous World Convention is a big deal. In fact, the two largest productions that NA World Services engages in are the World Service Conference and the world convention. It is perfectly natural when attending a large function to make your reservations, indicate your choices from the options offered, send in your check, and then forget about it. But how do the details of these events actually get taken care of?

Picture a day in mid-June at NAWS headquarters. The World Service Office main conference room has been transformed into a complex assembly line of paper and people. Approximately 20 staff members will spend the next day-and-a-half affecting the lives of each and every person registered for WCNA-29!

Registration packets will be assembled for the approximately 8,000 people who pre-registered for WCNA-29. Everyone from Aaron A. Aardvark to Zelda Y. Zyzzx will have a personalized registration packet containing just the items they have opted for when they registered.

The way that this came about is the modest tale of organization and attention to detail that is so easily overlooked in our frequent drive to cut to the chase and see the big picture. Sometimes the best way to appreciate the big picture is to look closely at one of the tiny parts.

The WCNA registration system has evolved over the years along with the evolution of technology and software. Today, with pre-registrations approaching 8,000, and multiple event tickets and options to be incorporated, our Information Services and WCNA support staff devised a method that would address our unique requirements and could be carried out without contracting any outside personnel.

If you look at the number of ticketed events at the convention and the options involved there were no fewer than 19 different possible combinations.

The way it went from this point onward resembled a very complex assembly line devised by a team composed of Henry Ford and Charlie Chaplin! Try to picture twenty people manning two sides of a series of long, thin tables. At one end of this line are huge stacks of registration-packet envelopes, and next to that are stacks of 5,310 labels to go on the envelopes. The labels have been printed in the order of registration date—that is, the first pre-registration received is the top label printed, and the bottom label is the last pre-registration received. Therefore, the first label put on an envelope is for the first person who pre-registered. Once this first step is accomplished everything else follows on its heels.

Now the envelope moves on to the next person, who is dispensing theme party tickets. If this label says “2 theme party tickets,” they are inserted by this person and then passed on to the next person, who inserts however many concert tickets were ordered. The concert tickets are stacked in priority seating order, with the top ones being the choicest seats, so that the first person pre-registered gets the closest seat, the second the next closest, and so on.

Next it's tickets for the jazz breakfast, the fish lunch, the comedy show, the coffee mug, the T-shirt, etc. ... Well, you get the idea.

After seven or eight hours of doing this, the line sounded like a “Saturday Night Live” skit.

“OK, what'll they have? One concert, one fish lunch, two comedy show, and two jazz breakfast! Next person—two concert, no fish, no comedy show, but two jazz breakfast. Next person—two jazz breakfast!”



After an envelope went through the whole line, it was then proofed for accuracy and finally sealed.

It went on like that all morning till lunch. After putting away a substantial amount of pizza, the crew hit the line again all afternoon.

Then, a day-and-a-half later when you think it's all done, *wrong!* After being stuffed, proofed, and sealed, 5,310 envelopes had to be alphabetized. What did this mean? It meant that first one huge pile had to be broken down into 26 less huge piles, all of the As, all of the Bs, all of the Cs... Then each individual-lettered pile had to be alphabetized: the As had to be alphabetized, the Bs had to be alphabetized, all the way to the Zs which, you guessed it, had to be alphabetized. All of the now-alphabetized registration packets were then packed (carefully) into metal boxes and shipped to Atlanta.

This little tale doesn't even touch on the choosing, designing, ordering, and handling of the tickets, convention badges, lanyards, pens, and on and on and on. This story just touches on getting you your registration packet.

We know of course that there were some glitches and that due to the giant turnout in Atlanta we ultimately ran out of the registration gifts that came along with the earlier registrations. We are sensitive to that and apologize to anyone who did not receive a canvas bag or commemorative pen. We did our best. We will improve again next year. We wanted to relate this story to you simply to try and give you an idea of what it takes to stage even one tiny part of a world convention, and maybe cause you to smile as well.



## WCNA-29 Atlanta

### **Almost 14,000 register, exceeding all advance estimates**

We want to convey loudly and clearly our gratitude and thanks to all of the volunteers who helped make WCNA-29 in Atlanta on the Fourth of July weekend the huge success that it was. Almost 1,200 volunteers helped in merchandising, registration, providing convention information, pedestrian traffic control, and a variety of other services. We don't know what we would have done without you.

The idea that made it possible for us to reach enough NA members to sign up this many volunteers for the convention was to enable volunteering online. It was the host committee in Atlanta that came up with this brilliant idea. We fully intend to use it again, and next year in San Diego for WCNA-30 will be a perfect start. Next year look on our website, [www.na.org](http://www.na.org), to volunteer for WCNA-30.

Although not without its challenges—and could any event of over 16,000 people not have a couple of challenges?—this convention was by all accounts a smashing success. All of the events in Atlanta were sold out. Over 4,000 people saw the comedy show and attended the concert. We had a sit-down dinner for 3,320 people at tables set up on the floor of the Georgia Dome prior to the Saturday Unity Day celebration. In order for this dinner to reach our standards and not be another instance of “rubber chicken,” our convention management staff engaged in five different samplings of possible menus and did extensive interviews with prospective master chefs seeking the contract. Twenty-three hundred people attended the Jazz Breakfast.

One of the pleasant surprises of the convention was the opening event, the Southern Fried Kickoff Luncheon, held at noon on Thursday. Musical entertainment was provided by the R&B sounds of Soul Central. Two thousand people attended this luncheon, frankly surprising us. Perhaps a Thursday afternoon opening event next year in San Diego might again prove very popular with our convention-goers.

The coffee houses were consistently packed, with the number of revelers topping 3,000 on Thursday, and Saturday with the number just a tad under 3,000 Friday night. Of course, on Friday night the Atlanta Rhythm Section at the coffee house had to compete with one of our consistently most popular convention events, the Comedy Show!

We don't want to overburden you with too many numbers, but we feel sure that you will be interested in some of the facts about WCNA-29. To stage a gathering as big as our world convention costs a surprising amount of money. It cost us \$250,000 for facility fees, including rent, labor, security, sound system, and video-related costs. It cost \$80,000 for shuttle-bus service, which far exceeds what many regional conventions cost, bottom line.

As a convention grows in size, costs increase, they do not decrease. As you are preparing to amass more and more thousands of people in one place, more and more city and state regulations and controls come into play, not to mention labor costs and mandatory hiring regulations in many venues.

Ultimately, at WCNA-29 we had 13,729 registrations, and we estimate that over 16,000 people attended. This gives us a bottom-line statistic of the largest-ever percentage of registrations to actual attendees. And for this, we tip our hat to the fellowship for a job well done. In order to stay solvent in this area, we want to improve on this ratio even more next year in San Diego.

The estimated positive economic impact on the city of Atlanta, Georgia, as a result of WCNA-29 is twenty-one million dollars.

Speaking of San Diego, some very innovative ideas are in the works to reduce the scope and the stress of the lines both in registration and merchandising. We appreciate how difficult it is to wait in a very long line, sometimes for hours, and we are doing everything we can to make this situation kinder and gentler next time around.

We want to alert everyone right now that come 1 December 2002 you can go to the website at [www.na.org](http://www.na.org) and register for WCNA-30 in San Diego, Fourth of July weekend 2003, as well as register for a hotel. Our online registrations for WCNA-29 were a smashing success. Eighty-three percent of all our pre-registrations registered online. This substantially reduces the amount of administrative time and cost involved in handling hard-copy registration forms, as well as reducing the lines at onsite registration, where a percentage of the online registrants would have registered had this option not been available.

Do not wait too long before making your reservations for San Diego. Hotel rooms are expensive in San Diego, and there are a limited number of available rooms. Another large convention is in town at the same time as WCNA-30, so we would advise you to reserve your room and register as soon after 1 December as you can. See you there!





# Financial Reports



## NAWS Accounting & Finances

Although we were fundamentally successful with our overall financial performance last year, it was the most difficult year from a Human Resource perspective we have ever encountered. Having the entire experience of the first embezzlement in our history coupled with the loss of key financial personnel—both through termination and medical reasons—created a massive challenge in the Accounting Department. As we previously reported, we recovered all of the embezzled funds minus the deductible on our insurance policy, and one of our absent key accounting personnel has returned.

The last six years have been a process of changing from a system of multiple entities with separate financial information to one entity with consolidated finances. The process has not been without its challenges, and to some degree we are still working out some of the details of that complicated transition. However, we are pleased with the fact that we have actually completed an entire two-year cycle, 2000–2002, which has helped us to see even more clearly some of the things left to do in this massive process of organizational change.

When we first created this system in 1998, we recognized that it would be necessary to find a way to provide financial information in a format that was simplified so any reader could understand the information presented. This led us to create a financial report that is based upon actual income and expense as compared to the budget adopted. We thought this would be the most reasonable way to provide financial information so that it was understandable by the vast majority of people. We have had some success with this; however, as we have progressed through this transition it is becoming increasingly apparent to us that we may have to make some changes to the way we report financial information.

This was made very clear to us when we had to address the impact of the 29<sup>th</sup> and 30<sup>th</sup> World Conventions in our financial data. General accepted accounting practices requires that income collected in the years before the convention is actually held be called *Deferred Income*, and that it continues to show up on our *Balance Sheet* as *Deferred Income* until the year when the convention actually happens. Those income entries are then transferred over to the *Income Statement* as *Earned Income*. Couple this reality with the fact that our fiscal year ends on 30 June, and what we ended up with was no practical way to show all of NAWS, compared to budget, in a simple way without creating some handmade financial statement.

Given that we just lived through some significant difficulties in our Accounting Department, we did not believe that hand-generated reports were the solution to this reporting challenge. It was obvious to us that the financial reports needed to be generated by our accounting system automatically so that if key personnel were not available, we could still provide simplified financial information from our system.

All of this has taken us to the place of having to make some changes to our reporting. The primary change will be that comparisons to the adopted budget will no longer allow for people to compare previous year's financial activity to the current activity. As a result, we are changing the look and feel of our financial reports. It is likely that our 2002-2004 budget and those to follow will also take on some changes in appearance.

We want to take this opportunity to thank all of you who have contacted the office over the course of the last year and voiced your support. It has been one of the most difficult years in our history but now, having come out the other end of an extremely difficult human resource year, we certainly have become stronger as a result of the struggle.

## Finances

We were somewhat disappointed that we did not receive an increased level of *Donations* sufficient to completely offset delegate funding. We believe that it will take some time for the fellowship to adjust its donation patterns. There is some language in the World Service Conference section of this report about *Fellowship Donations*. In addition, we have included a graph of *Donations* in this section that shows donations by source.

As you can see from the remaining information in this section, we had a successful financial year in 2001–2002, which was the conclusion of the first two-year cycle. The success we refer to here is primarily about literature sales and convention operations.

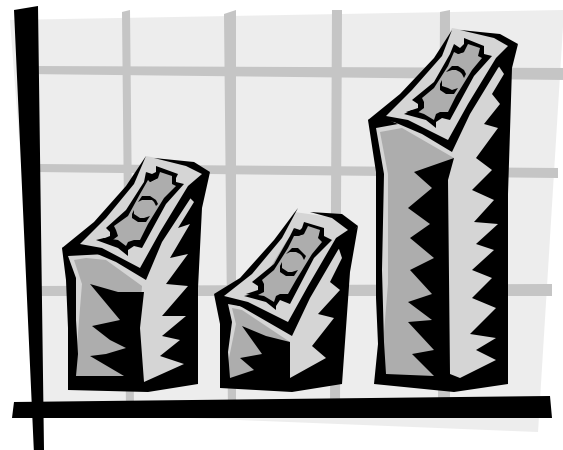

As of 30 June 2002, we had total *Cash Assets* of \$1,874,464, of which \$754,340 is for *Operating Funds* used to fulfill day-to-day NAWS operations. In *Reserve Funds*, there is \$1,063,124, which represents 63.8 operating days. Remember our current reserve objective is 90 days' operations. For the same period last year, we had \$765,379.51 in *Operating Funds* and \$878,252.61 or 52.7 days in *Reserve Funds* for a total of \$1,643,632. It appears that through 30 June 2002, we are running ahead of last year in total available cash by \$230,832.

Revenue received for WCNA-29, in this financial year, is being deferred\* in our *Balance Sheet*, as you can see in the *Liabilities and Fund Balance* section of said *Balance Sheet* in the NAWS financials. (*Deferred=Not actually posted as income or expense until the appropriate financial period.*) It shows that we deferred \$938,355 in *Convention Income* from this financial year to the next.

You can see in the *Current Assets* section of the *Balance Sheet* that we also deferred \$588,135 of WCNA-29 expenses. We realize that this accounting practice of deferring income and expense can be somewhat confusing, but due to when our fiscal year begins and ends, it is the future for NAWS financials.

At the same time, some WCNA-29 expenses are reflected in this year's *Income Statement*. *Events Cost of Sales* approximately \$33,187, which were expenses for merchandise items (*actually received this year*) and \$60,731 in *Events Operational Costs* (*actually appropriate to post in this year*), which acts to create the lower bottom line *Net* for NAWS Chatsworth of \$21,782 for the year. These are the only expense items from the convention that affect the 2001-2002 bottom line.

We have provided a *Cash Flow Statement* that shows the flow of NAWS cash for the 2001-2002 year. As you can see, we experienced a \$407,860 increase in cash. However, it is important to note that the convention has a profound effect on our financial statements. Remember, these reports are a snapshot of NAWS financial activity on the date they are generated. With a major convention in our operational stream, that picture can look very different at certain times of the operational year. Generally, it seems that we met all of our revenue targets and experienced some expenses in excess of budget over the last year. This increased expense was primarily for the addition of staff resources to provide better board support and general services to the fellowship.



## WCNA-29

Even though this report covers the period of July 2001 to June 2002, we decided to include some financial information about the World Convention in Atlanta, which occurred on the Fourth of July weekend. As noted in the summary in this report, we did better than expected as compared to the budget. However, we have to remind you that what is not factored into this summary is the overhead allocations for Events that are in excess of \$260,000 per year. The summary just shows the performance of the Atlanta event itself compared to the Event budget.

The financial performance of WCNA-29 only acts to help ensure that sufficient resources are available for WCNA-30 and future world conventions. As we move into the future, the general costs associated with the convention will demand higher and higher expense allocations for things like facilities, sound systems, and transportation.

We want to take this opportunity to thank all of our members who may have experienced some frustrating circumstances at WCNA-29 and to assure you that we will continue to invest resources in trying to improve the convention experience for all attendees.





**NARCOTICS ANONYMOUS WORLD SERVICES**  
**COMBINED STATEMENT OF CASH FLOWS JULY 1, 2000 TO JUNE 30, 2002**

OPERATING ACTIVITIES:

RETAINED EARNINGS 2000 - 2002 \$ 745,119

OPERATING ACCOUNTS:

ACCOUNTS RECEIVABLE	\$ 75,885
INVENTORY	\$ (132,273)
PREPAYMENTS	\$ (633,165)
INSURANCE: FRAUD CLAIM PENDING	\$ (292,801)
DEPOSITS	\$ (40,857)
ACCOUNTS PAYABLE	\$ 114,188
CONVENTION DEFERRED INCOME	<u>\$ 897,281</u>

OPERATING ACCOUNTS \$ (11,742)

NET CASH OPERATING ACTIVITIES \$ 733,377

INVESTING ACTIVITIES:

FIXED ASSETS:

COMPUTER EQUIPMENT	\$ (126,213)
DIES, MOLDS & PLATES	\$ (5,535)
FURNITURE	\$ (26,701)
LEASEHOLD IMPROVEMENTS	\$ (57,820)
OFFICE EQUIPMENT	\$ (55,287)
LESS: ACCUMULATED DEPRECIATION	<u>\$ 172,553</u>

FIXED ASSETS \$ (99,003)

OTHER INVESTING ACTIVITIES:

TRADEMARKS & COPYRIGHTS	\$ (75,091)
DATABASE SOFTWARE	\$ (205,926)
LESS: ACCUMULATED AMORTIZATION	\$ 150,336
DATABASE UPGRADE LOAN	<u>\$ (95,833)</u>

OTHER INVESTING ACTIVITIES \$ (226,514)

NET CASH INVESTING ACTIVITIES \$ (325,517)

NET INCREASE/DECREASE IN CASH	\$ 407,860
CASH BEGINNING OF YEAR JULY 1, 2000	<u>\$ 1,409,604</u>

CASH END OF YEAR JUNE 30, 2002 \$ 1,817,464

**NARCOTICS ANONYMOUS WORLD SERVICES**  
**COMBINED BALANCE SHEET YEAR ENDED JUNE 30, 2002**

**CURRENT ASSETS**

COMBINED CASH ON HAND	\$ 11,262	
BANK ACCOUNTS:		
WSO CHATSWORTH OPERATING	\$ 414,852	
WSO CHATSWORTH RESERVES	\$ 695,895	
WSO CANADA OPERATING	\$ 284,238	
WSO CANADA RESERVES	\$ 167,532	
WSO EUROPE OPERATING	\$ 43,988	
WSO EUROPE RESERVES	\$ 199,697	
 TOTAL WSO OPERATING ACCOUNTS	 \$ 754,340	
TOTAL WSO RESERVE ACCOUNTS	<u>\$ 1,063,124</u>	
 TOTAL CASH ACCOUNTS		 \$ 1,817,464
 WSO-CHATSWORTH ACCOUNTS RECEIVABLE	 \$ 480,234	
WSO-CANADA ACCOUNTS RECEIVABLE	\$ 27,840	
WSO-EUROPE ACCOUNTS RECEIVABLE	\$ 18,226	
ALLOWANCE FOR DOUBTFUL ACCTS	\$ (12,381)	
EMPLOYEE EXCHANGE & ADVANCE	<u>\$ 3,589</u>	
TOTAL ACCOUNTS RECEIVABLE		\$ 517,508
 COMBINED INVENTORY	 \$ 562,840	
WSO-CANADA PREPAID RENT	\$ 4,933	
PREPAID INSURANCE	\$ 18,651	
PREPAID CONVENTION EXPENSES	\$ 588,135	
DEPOSITS	\$ 69,253	
CLEARING ACCOUNT	\$ 37,933	
FRAUD CLAIM PENDING ACCOUNT	<u>\$ 292,801</u>	
TOTAL INVENTORY, PREPAYMENTS, DEPOSITS		<u>\$ 1,574,546</u>
 TOTAL CURRENT ASSETS		 \$ 3,909,518

**FIXED ASSETS**

COMPUTER EQUIPMENT	\$ 583,518	
DUPLICATING EQUIPMENT	\$ 9,977	
OFFICE EQUIPMENT	\$ 192,208	
FURNITURE	\$ 97,261	
LEASEHOLD IMPROVEMENTS	\$ 544,163	
LESS: ACCUMULATED DEPRECIATION	<u>\$ (1,132,255)</u>	
 TOTAL FIXED ASSETS		 \$ 294,872

**OTHER ASSETS**

TRADEMARKS & COPYRIGHTS	\$ 319,275	
DIES, MOLDS, & PLATES	\$ 29,128	
MEI DATA BASE SOFTWARE	\$ 477,401	
LESS: ACCUMULATED AMORTIZATION	<u>\$ (299,515)</u>	
 TOTAL OTHER ASSETS		 <u>\$ 526,289</u>
 TOTAL ASSETS		 <u><u>\$ 4,730,679</u></u>

**LIABILITIES AND FUND BALANCE**

ACCOUNTS PAYABLE	\$ 429,023
PREPAID OPEN ORDERS	\$ -
VACATION PAYABLE	\$ 66,327
SALARIES PAYABLE	\$ 36,294
SALES TAX PAYABLE	\$ (52)
GOODS & SERVICES TAX PAYABLE (CANADA)	\$ 2,413
WSO DATABASE UPGRADE LOAN	\$ 133,333
DEFERRED CONVENTION INCOME	<u>\$ 938,355</u>

<b>TOTAL LIABILITIES</b>	<b><u>\$ 1,605,693</u></b>
--------------------------	----------------------------

<b>TOTAL LIABILITIES</b>	<b>\$ 1,605,693</b>
--------------------------	---------------------

FUND BALANCE	\$ 2,379,867
RETAINED EARNINGS FROM 2000 - 2002	<u>\$ 745,119</u>

<b>TOTAL FUND BALANCE</b>	<b><u>\$ 3,124,986</u></b>
---------------------------	----------------------------

<b>TOTAL LIABILITIES AND FUND BALANCE</b>	<b><u><u>\$ 4,730,679</u></u></b>
---	-----------------------------------

## ADOPTED BUDGET FOR YEARS 2000 - 2002

INCOME							
FELLOWSHIP DONATIONS	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002	
BREAKDOWN BY DONOR TYPE							
Members	\$ 16,262	\$ 9,915	\$ 7,658	\$ 10,609	\$ 23,920	\$ 20,524	
Groups	\$ 30,571	\$ 25,582	\$ 39,792	\$ 27,372	\$ 70,363	\$ 52,954	
Areas	\$ 54,957	\$ 77,167	\$ 70,455	\$ 82,569	\$ 125,412	\$ 159,736	
Regions	\$ 472,938	\$ 415,757	\$ 389,432	\$ 444,860	\$ 862,370	\$ 860,617	
Events/Conventions	\$ 36,436	\$ 8,835	\$ 61,223	\$ 9,453	\$ 97,659	\$ 18,288	
Zonal & Other Forums	\$ 1,523	\$ 6,668	\$ 1,422	\$ 7,135	\$ 2,945	\$ 13,803	
Subtotal	\$ 612,687	\$ 543,924	\$ 569,982	\$ 581,998	\$ 1,182,669	\$ 1,125,922	
RECOVERY LITERATURE INCOME	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002	
BASIC TEXT:Hardcover English	\$ 1,648,256	\$ 1,709,184	\$ 1,686,956	\$ 1,751,913	\$ 3,335,212	\$ 3,461,097	
Basic Text: Translated	\$ 125,925	\$ 122,687	\$ 121,117	\$ 125,754	\$ 247,042	\$ 248,441	
BASIC TEXT-SOFTBOUND	\$ 569,919	\$ 476,409	\$ 461,603	\$ 488,319	\$ 1,031,522	\$ 964,728	
JUST FOR TODAY	\$ 623,279	\$ 535,398	\$ 612,695	\$ 548,783	\$ 1,235,974	\$ 1,084,181	
IT WORKS: HOW & WHY	\$ 527,289	\$ 527,465	\$ 532,940	\$ 540,651	\$ 1,060,229	\$ 1,068,116	
STEP WORKING GUIDES	\$ 508,265	\$ 583,924	\$ 561,794	\$ 598,522	\$ 1,070,059	\$ 1,182,446	
OTHER RECOVERY LITERATURE	\$ 1,096,400	\$ 1,066,152	\$ 1,178,173	\$ 1,092,805	\$ 2,274,573	\$ 2,158,957	
Subtotal	\$ 5,099,333	\$ 5,021,219	\$ 5,155,278	\$ 5,146,747	\$ 10,254,611	\$ 10,167,966	
OTHER INVENTORY INCOME	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002	
MEDALLIONS	\$ 437,858	\$ 424,034	\$ 474,443	\$ 434,635	\$ 912,301	\$ 858,669	
KEY TAGS & CHIPS	\$ 725,497	\$ 731,138	\$ 819,273	\$ 749,417	\$ 1,544,770	\$ 1,480,555	
NON-FIPT INFORMATION BOOKLETS	\$ 43,604	\$ 35,292	\$ 46,894	\$ 36,175	\$ 90,498	\$ 71,467	
MISCELLANEOUS	\$ 553	\$ 2,277	\$ 1,085	\$ 2,334	\$ 1,638	\$ 4,611	
HANDBOOKS	\$ 49,821	\$ 50,325	\$ 51,233	\$ 51,583	\$ 101,054	\$ 101,908	
SPECIALTY ITEMS	\$ 36,960	\$ 27,802	\$ 31,155	\$ 28,497	\$ 68,115	\$ 56,299	
PI PRODUCTS	\$ 1,972	\$ 1,462	\$ 1,440	\$ 1,499	\$ 3,412	\$ 2,961	
AUDIO MATERIALS	\$ 50,056	\$ 29,335	\$ 33,973	\$ 30,069	\$ 84,029	\$ 59,404	
GROUP/AREA MATERIALS	\$ 57,603	\$ 58,519	\$ 95,683	\$ 59,982	\$ 153,286	\$ 118,501	
MIRACLES HAPPEN	\$ 28,900	\$ 32,837	\$ 38,851	\$ 8,800	\$ 67,751	\$ 41,637	
Subtotal	\$ 1,432,824	\$ 1,393,021	\$ 1,594,030	\$ 1,402,991	\$ 3,026,854	\$ 2,796,012	
SHIPPING	\$ 253,259	\$ 228,473	\$ 271,490	\$ 228,473	\$ 524,749	\$ 456,946	
DISCOUNTS & ALLOWANCES	\$ (987,228)	\$ (1,071,355)	\$ (1,027,543)	\$ (1,091,174)	\$ (2,014,771)	\$ (2,162,529)	
Developmental Subsidies & Allowances	\$ (158)	\$ (52,257)	\$ (315)	\$ (51,000)	\$ (473)	\$ (103,257)	
Subtotal	\$ (734,127)	\$ (895,139)	\$ (756,368)	\$ (913,701)	\$ (1,490,495)	\$ (1,808,840)	
literature income less discounts and allowances	\$ 5,798,030	\$ 5,519,101	\$ 5,992,940	\$ 5,636,037	\$ 11,790,970	\$ 11,155,138	
EVENT INCOME	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002	
UNITY DAY							
DONATIONS	\$ 280	\$ -	\$ 2,522	\$ 2,909	\$ 2,802	\$ 2,909	
ACTIVITY INCOME	\$ 6,955	\$ -	\$ 11,399	\$ 16,724	\$ 18,354	\$ 16,724	
MERCHANDISE	\$ -	\$ -	\$ 12,355	\$ 13,976	\$ 12,355	\$ 13,976	
WCNA 28							
REGISTRATION	\$ 40,265	\$ 32,000	\$ -	\$ -	\$ 40,265	\$ 32,000	
SPECIAL EVENTS	\$ 14,250	\$ 10,000	\$ -	\$ -	\$ 14,250	\$ 10,000	
NEWCOMER DONATIONS	\$ 2,616	\$ 1,000	\$ -	\$ -	\$ 2,616	\$ 1,000	
MERCHANDISE	\$ 43,699	\$ 99,000	\$ -	\$ -	\$ 43,699	\$ 99,000	
OTHER SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
REBATES (includes Unity Day hotel rebate)	\$ 11,600	\$ 34,800	\$ -	\$ 10,059	\$ 11,600	\$ 44,859	
Subtotal	\$ 119,665	\$ 176,800	\$ 26,276	\$ 43,668	\$ 145,941	\$ 220,468	
WCNA-29							
REGISTRATION	\$ -	\$ -	\$ -	\$ 200,912	\$ -	\$ 200,912	
SPECIAL EVENTS	\$ -	\$ -	\$ -	\$ 181,800	\$ -	\$ 181,800	
NEWCOMER DONATIONS	\$ -	\$ -	\$ -	\$ 13,600	\$ -	\$ 13,600	
MERCHANDISE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
OTHER SALES	\$ -	\$ -	\$ -	\$ 48,000	\$ -	\$ 48,000	
REBATES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Subtotal	\$ -	\$ -	\$ -	\$ 444,312	\$ -	\$ 444,312	
MISCELLANEOUS INCOME	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002	
LICENSED VENDOR PAYMENTS	\$ 14,832	\$ 12,257	\$ 12,424	\$ 12,257	\$ 27,256	\$ 24,514	
INTEREST	\$ 39,537	\$ 14,552	\$ 22,430	\$ 14,552	\$ 61,967	\$ 29,104	
MISCELLANEOUS	\$ 46,742	\$ 38,874	\$ 6,344	\$ 43,874	\$ 53,086	\$ 82,748	
Subtotal	\$ 101,111	\$ 65,683	\$ 41,198	\$ 70,683	\$ 142,309	\$ 136,366	

TOTAL INCOME ALL SOURCES	\$ 6,631,493	\$ 6,305,508	\$ 6,630,396	\$ 6,776,698	\$ 13,261,889	\$ 13,082,206
NAWS EXPENSE						
LITERATURE PRODUCTION & DISTRIBUTION	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002
FIXED OPERATIONAL EXPENSES						
BASIC TEXT: HARD COVER - English	\$ 293,736	\$ 295,145	\$ 286,361	\$ 281,089	\$ 580,097	\$ 576,234
Basic Text-Translated	\$ 42,078	\$ 36,730	\$ 35,860	\$ 34,981	\$ 77,938	\$ 71,711
BASIC TEXT-SOFTBOUND	\$ 62,949	\$ 50,403	\$ 41,265	\$ 48,002	\$ 104,214	\$ 98,405
JUST FOR TODAY	\$ 86,200	\$ 74,761	\$ 75,871	\$ 71,201	\$ 162,071	\$ 145,962
IT WORKS: HOW & WHY	\$ 126,803	\$ 114,309	\$ 112,087	\$ 108,866	\$ 238,890	\$ 223,175
STEP WORKING GUIDES	\$ 102,541	\$ 104,313	\$ 103,677	\$ 99,345	\$ 206,218	\$ 203,658
OTHER RECOVERY LITERATURE	\$ 230,510	\$ 270,325	\$ 255,995	\$ 257,452	\$ 486,505	\$ 527,777
Subtotal	\$ 944,817	\$ 945,986	\$ 911,116	\$ 900,936	\$ 1,855,933	\$ 1,846,922
OTHER INVENTORY EXPENSE	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002
MARKETING	\$ 76,502	\$ 71,620	\$ 61,329	\$ 68,209	\$ 137,831	\$ 139,829
MEDALLIONS	\$ 73,324	\$ 74,536	\$ 70,668	\$ 70,986	\$ 143,992	\$ 145,522
KEY TAGS & CHIPS	\$ 181,809	\$ 192,034	\$ 198,148	\$ 182,890	\$ 379,957	\$ 374,924
NON-FIPT INFORMATION BOOKLETS	\$ 23,580	\$ 19,247	\$ 27,066	\$ 18,330	\$ 50,646	\$ 37,577
MISCELLANEOUS	\$ 805	\$ 5,003	\$ 1,125	\$ 4,765	\$ 1,930	\$ 9,768
HANDBOOKS	\$ 14,583	\$ 11,184	\$ 15,275	\$ 10,651	\$ 29,858	\$ 21,835
SPECIALTY ITEMS	\$ 12,488	\$ 9,830	\$ 10,986	\$ 9,362	\$ 23,474	\$ 19,192
PI PRODUCTS	\$ 986	\$ 780	\$ 960	\$ 743	\$ 1,946	\$ 1,523
AUDIO MATERIALS	\$ 21,172	\$ 15,047	\$ 16,976	\$ 14,330	\$ 38,148	\$ 29,377
GROUP/AREA MATERIALS	\$ 24,054	\$ 30,689	\$ 36,182	\$ 31,823	\$ 60,236	\$ 62,512
MIRACLES HAPPEN	\$ 3,519	\$ 9,851	\$ 5,529	\$ 2,640	\$ 9,048	\$ 12,491
IN HOUSE PRODUCTION	\$ 69,616	\$ 91,500	\$ 58,703	\$ 91,500	\$ 128,319	\$ 183,000
TRANSLATIONS	\$ 11,612	\$ 21,294	\$ 26,603	\$ 22,359	\$ 38,215	\$ 43,653
SHIPPING	\$ 275,779	\$ 230,743	\$ 298,852	\$ 219,755	\$ 574,631	\$ 450,498
SALES TAX EXPENSE	\$ -	\$ 51,603	\$ -	\$ 49,146	\$ -	\$ 100,749
INVENTORY ADJUSTMENT	\$ -	\$ (18,081)	\$ -	\$ (17,220)	\$ -	\$ (35,301)
Subtotal	\$ 789,829	\$ 816,880	\$ 828,402	\$ 780,269	\$ 1,618,231	\$ 1,597,149
LEGAL	\$ 28,005	\$ 123,803	\$ 32,333	\$ 73,803	\$ 60,338	\$ 197,606
TRAVEL	\$ 7,912	\$ 6,200	\$ 3,229	\$ 389	\$ 11,141	\$ 6,589
ACCOUNTING	\$ 3,913	\$ 30,388	\$ 30,583	\$ 30,388	\$ 34,496	\$ 60,776
PERSONNEL Includes amount budgeted to variable projects	\$ 814,706	\$ 675,372	\$ 852,777	\$ 691,174	\$ 1,667,483	\$ 1,366,546
OVERHEAD	\$ 279,940	\$ 278,931	\$ 376,895	\$ 264,682	\$ 656,835	\$ 543,613
TECHNOLOGY	\$ 36,933	\$ 52,843	\$ 54,441	\$ 45,514	\$ 91,374	\$ 98,357
Subtotal	\$ 1,171,409	\$ 1,167,537	\$ 1,350,258	\$ 1,105,950	\$ 2,521,667	\$ 2,273,487
Total Literature Production	\$ 2,906,055	\$ 2,930,403	\$ 3,089,776	\$ 2,787,155	\$ 5,995,831	\$ 5,717,558
WORLD SERVICE CONFERENCE SUPPORT	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002
PUBLICATIONS	\$ 12,862	\$ 75,000	\$ 34,105	\$ 96,000	\$ 46,967	\$ 171,000
WORLD SERVICE CONFERENCE	\$ -	\$ -	\$ 111,919	\$ 120,000	\$ 111,919	\$ 120,000
Delegate Funding (Variable Expense)	\$ -	\$ -	\$ 130,000	\$ 150,000	\$ 130,000	\$ 150,000
WORLD BOARD	\$ 169,620	\$ 250,550	\$ 162,283	\$ 213,800	\$ 331,903	\$ 464,350
HUMAN RESOURCE PANEL	\$ 19,387	\$ 10,500	\$ 19,155	\$ 26,500	\$ 38,542	\$ 37,000
WSC CO-FACILITATOR	\$ -	\$ 1,500	\$ 1,270	\$ 2,750	\$ 1,270	\$ 4,250
TRAVEL	\$ 94	\$ -	\$ 271	\$ 41,000	\$ 365	\$ 41,000
LEGAL	\$ -	\$ (84)	\$ -	\$ (84)	\$ -	\$ (168)
ACCOUNTING	\$ 2,878	\$ 13,237	\$ 6,521	\$ 13,237	\$ 9,399	\$ 26,474
PERSONNEL Includes amount budgeted to variable projects	\$ 550,091	\$ 509,145	\$ 576,954	\$ 544,785	\$ 1,127,045	\$ 1,053,930
OVERHEAD	\$ 178,087	\$ 205,631	\$ 253,437	\$ 199,610	\$ 431,524	\$ 405,241
TECHNOLOGY	\$ 23,849	\$ 34,020	\$ 36,506	\$ 34,020	\$ 60,355	\$ 68,040
Subtotal	\$ 956,868	\$ 1,099,499	\$ 1,332,421	\$ 1,441,618	\$ 2,289,289	\$ 2,541,117
Variable Expense	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002
World Service Meeting	\$ 190	\$ -	\$ 31,576	\$ 56,375	\$ 31,766	\$ 56,375
Worldwide Workshops	\$ 16,928	\$ 40,000	\$ 120,780	\$ 88,400	\$ 137,708	\$ 128,400
Recovery Literature Option - Y	\$ 21,508	\$ 40,000	\$ 31,515	\$ 62,500	\$ 53,023	\$ 102,500
Standards for WS Communications	\$ 2,835	\$ 16,500	\$ -	\$ 13,250	\$ 2,835	\$ 29,750
Service Material	\$ 133	\$ 15,450	\$ -	\$ 15,450	\$ 133	\$ 30,900
Historical Data Collection	\$ 320	\$ 20,000	\$ -	\$ 33,125	\$ 320	\$ 53,125

	Subtotal	\$ 41,914	\$ 131,950	\$ 183,871	\$ 269,100	\$ 225,785	\$ 401,050
Total World Service Conference Support	\$ 998,782	\$ 1,231,449	\$ 1,516,292	\$ 1,710,718	\$ 2,515,074	\$ 2,942,167	
	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002	
FELLOWSHIP DEVELOPMENT							
FIXED OPERATIONAL EXPENSES							
PUBLICATIONS	\$ 140,879	\$ 104,000	\$ 139,152	\$ 143,750	\$ 280,031	\$ 247,750	
FELLOWSHIP SUPPORT	\$ 80,010	\$ 94,700	\$ 27,494	\$ 99,435	\$ 107,504	\$ 194,135	
PROFESSIONAL EVENTS	\$ 62,680	\$ 21,500	\$ 21,687	\$ 18,459	\$ 84,367	\$ 39,959	
DEVELOPMENTAL LITERATURE	\$ 279,053	\$ 105,000	\$ 247,004	\$ 99,173	\$ 526,057	\$ 204,173	
LEGAL	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
ACCOUNTING	\$ 3,798	\$ 18,021	\$ 9,724	\$ 18,021	\$ 13,522	\$ 36,042	
PERSONNEL Includes amount budgeted to variable projects	\$ 727,020	\$ 671,402	\$ 765,082	\$ 718,400	\$ 1,492,102	\$ 1,389,802	
OVERHEAD	\$ 229,843	\$ 255,326	\$ 322,234	\$ 255,326	\$ 552,077	\$ 510,652	
TECHNOLOGY	\$ 31,712	\$ 44,237	\$ 48,735	\$ 44,237	\$ 80,447	\$ 88,474	
Subtotal	\$ 1,554,995	\$ 1,314,186	\$ 1,581,112	\$ 1,396,801	\$ 3,136,107	\$ 2,710,987	
VARIABLE OPERATIONAL EXPENSES							
Information Management	\$ 1,402	\$ 25,000	\$ 557	\$ 10,000	\$ 1,959	\$ 35,000	
Subtotal	\$ 1,402	\$ 25,000	\$ 557	\$ 10,000	\$ 1,959	\$ 35,000	
Total Fellowship Development	\$ 1,556,397	\$ 1,339,186	\$ 1,581,669	\$ 1,406,801	\$ 3,138,066	\$ 2,745,987	
	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002	
EVENTS							
FIXED OPERATIONAL EXPENSES							
MERCHANDISE	\$ 1,016	\$ -	\$ -	\$ -	\$ 1,016	\$ -	
INVENTORY ADJUSTMENT	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
UNITY DAY	\$ -	\$ -	\$ 33,461	\$ 45,148	\$ 33,461	\$ 45,148	
WCNA 28	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Registration	\$ 25,561	\$ 13,018	\$ -	\$ 103	\$ 25,561	\$ 13,121	
Special Events	\$ 17,445	\$ 14,000	\$ -	\$ -	\$ 17,445	\$ 14,000	
Program	\$ 21,913	\$ 14,400	\$ -	\$ -	\$ 21,913	\$ 14,400	
Support Committee	\$ 11,636	\$ 10,875	\$ -	\$ -	\$ 11,636	\$ 10,875	
Travel	\$ 31,075	\$ 35,000	\$ -	\$ 11,384	\$ 31,075	\$ 46,384	
Facilities	\$ 15,345	\$ 61,325	\$ -	\$ -	\$ 15,345	\$ 61,325	
Merchandise	\$ 18,689	\$ 44,000	\$ -	\$ -	\$ 18,689	\$ 44,000	
Convention Information	\$ -	\$ 1,000	\$ -	\$ 9,218	\$ -	\$ 10,218	
Equipment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Transportation	\$ -	\$ 2,000	\$ -	\$ 104	\$ -	\$ 2,104	
General Shipping	\$ 1,102	\$ 2,000	\$ -	\$ -	\$ 1,102	\$ 2,000	
Telephone	\$ -	\$ 2,000	\$ -	\$ -	\$ -	\$ 2,000	
Subtotal	\$ 143,782	\$ 199,618	\$ 33,461	\$ 65,957	\$ 177,243	\$ 265,575	
WCNA-29							
Entertainment	\$ -	\$ 1,955	\$ 4,802	\$ 91,800	\$ 4,802	\$ 93,755	
Convention Information	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Program	\$ -	\$ -	\$ 8,115	\$ 34,200	\$ 8,115	\$ 34,200	
Arts & Graphics	\$ -	\$ -	\$ -	\$ 44,190	\$ -	\$ 44,190	
Administration	\$ -	\$ -	\$ 26,297	\$ 32,175	\$ 26,297	\$ 32,175	
Registration	\$ -	\$ -	\$ 35,595	\$ 22,650	\$ 35,595	\$ 22,650	
Merchandise	\$ -	\$ -	\$ 33,653	\$ 85,274	\$ 33,653	\$ 85,274	
Facilities Expenses	\$ -	\$ -	\$ -	\$ 195,250	\$ -	\$ 195,250	
Support Committee	\$ -	\$ -	\$ 4,765	\$ 12,402	\$ 4,765	\$ 12,402	
Service Delivery Plan	\$ -	\$ -	\$ 16,783	\$ 17,111	\$ 16,783	\$ 17,111	
Subtotal	\$ -	\$ 1,955	\$ 130,010	\$ 535,052	\$ 130,010	\$ 537,007	
WCNA-30	\$ -	\$ -	\$ -	\$ 60,000	\$ -	\$ 60,000	
WCNA-31	\$ -	\$ -	\$ -	\$ 3,500	\$ -	\$ 3,500	
LEGAL	\$ -	\$ -	\$ 306	\$ -	\$ 306	\$ -	
ACCOUNTING	\$ 921	\$ 5,484	\$ 2,102	\$ 5,484	\$ 3,023	\$ 10,968	
PERSONNEL Includes amount budgeted to variable projects	\$ 175,546	\$ 150,495	\$ 184,674	\$ 161,030	\$ 360,220	\$ 311,525	
OVERHEAD	\$ 73,420	\$ 58,743	\$ 92,746	\$ 58,743	\$ 166,166	\$ 117,486	
TECHNOLOGY	\$ 7,983	\$ 10,666	\$ 22,848	\$ 10,666	\$ 30,831	\$ 21,332	
Subtotal	\$ 257,870	\$ 225,388	\$ 302,676	\$ 299,423	\$ 560,546	\$ 524,811	
Total Events	\$ 401,652	\$ 426,961	\$ 466,147	\$ 900,432	\$ 867,799	\$ 1,327,393	
TOTAL NAWS EXPENSE	\$ 5,862,886	\$ 5,927,999	\$ 6,653,884	\$ 6,805,106	\$ 12,516,770	\$ 12,733,105	
Excess Revenue/Expense	\$ 768,607	\$ 377,509	\$ (23,488)	\$ (28,408)	\$ 745,119	\$ 349,101	