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NAVS

Annual Report

1 July 2018 – 30 June 2019

THE MAGIC IS
STILL REAL

BOARDING PASS

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**We discover the magic,
the gift, when we see
the light come on in
someone's eyes.**

Living Clean,
“Connection with Others”

NA World Services, Inc.
Annual Report
1 July 2018 – 30 June 2019

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The Magic is Still Real



The *NAWS, Inc. Annual Report (AR)* illustrates our efforts over a single fiscal year (1 July to 30 June) to help members better understand our work. This report highlights our Fellowship support efforts, explains the many services we provide, and includes updates for WCNA, Conference-approved projects, and our financial records. The data are compared with the previous year so we can see where we are finding success and understand ways we can deliver services more effectively.

The 2019 *NAWS, Inc. Annual Report* was written before the global pandemic hit us all. Please read the contents of this report with that in mind. The two most vital webpages we have added to www.na.org since the pandemic arrived are to help people find and navigate web, phonenumber, and virtual meetings at www.na.org/virtual and a new easy to use way to contribute at www.na.org/contribute. During these challenging times, the efforts to continue to carry our message worldwide have been truly phenomenal.



A Note from Your World Board

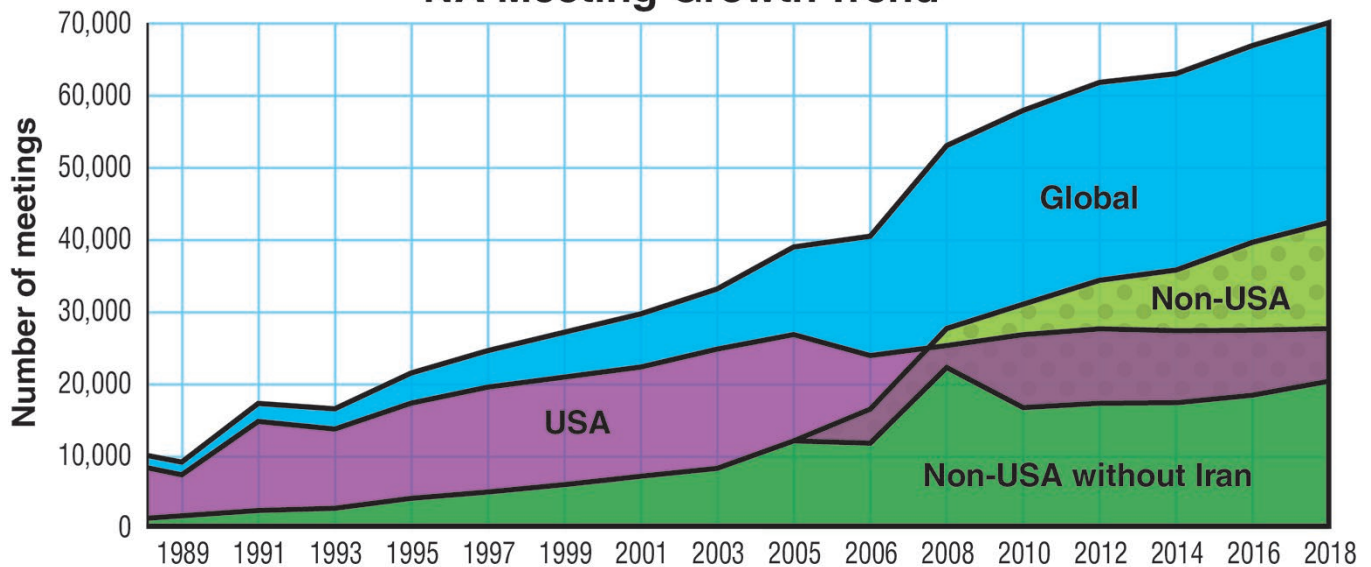
We say, “Two addicts make a meeting.” But hundreds of thousands of addicts worldwide recovering from the disease of addiction in Narcotics Anonymous? That makes a statement. And for more than 65 years, our Fellowship has demonstrated that an addict, any addict, can stop using drugs, lose the desire to use, and find a new way to live. Every day, NA members all over the world are living proof that the magic that’s been happening in NA for decades is *still* real.

When we refer to magic happening in NA, however, we’re not talking about wand-waving. We’re talking about the precise moment when our collective service efforts converge with a using addict’s desperation, and the seed of recovery is planted. We’re referring to the way decisions at the upcoming World Service Conference will help an addict to find freedom from active addiction 20 years from now. This magic is built into and springs forth from every effort to carry the NA message. The purpose of NA World Services (NAWS) is to support such work carried out by members, groups, and service bodies, and our combined efforts ensure the continued growth of Narcotics Anonymous. We are humbled by this incredible opportunity to serve, and we remain committed to providing the highest quality service and support possible to the Fellowship of NA.

As NA grows, our message continues to find its way across new borders, reaching different language groups. Thanks to this collective and tireless pursuit of our primary purpose, NA is now a global Fellowship with more than 70,000 meetings in 144 countries, with literature translated into 56 languages. And while we translate our message into many different tongues, we all become fluent in a common language: the language of NA. The Basic Text refers to it as “that wordless language of recognition, belief and faith . . .” We experience the language of NA with all of our senses and understand it on a cellular level. It’s expressed in a hug given to a newcomer and voiced in a group conscience guided by a loving Higher Power. The language of NA expresses myriad ways in which one addict helps another. It’s at the heart of who we are and what we do.

As the NA Meeting Growth Trend chart on the following page illustrates, much of NA’s growth is taking place outside the US. Our collective challenge is that some of the places where NA is experiencing the greatest growth are places that have the fewest resources. One way NAWS supports Fellowship development (FD) is by providing NA literature for free or at a reduced cost. In fact, the cost to NAWS for free and subsidized literature hit a record high in fiscal year (FY) 2019. On the one hand, this is exciting because it indicates a rising demand for NA literature, and that means Fellowship growth. On the other hand,

NA Meeting Growth Trend



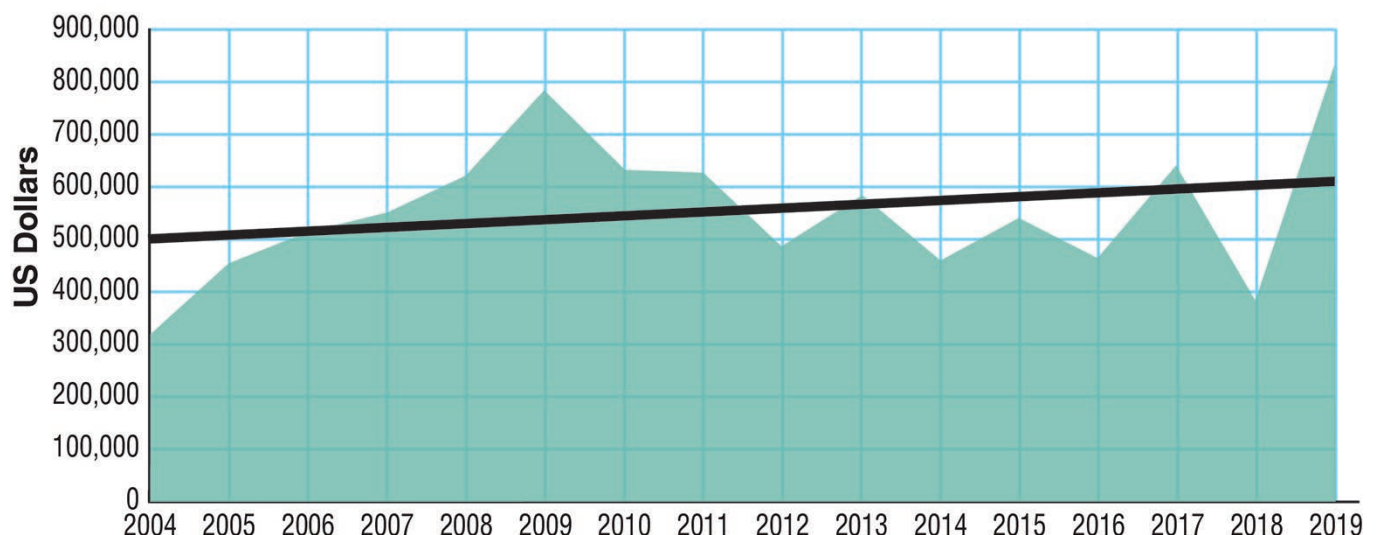
Note: While NAWS maintains an extensive database of registered NA meetings around the world, we know our records are often inaccurate. When a meeting closes, for instance, we are usually not notified and don't know to delete the meeting. The chart above reflects the figures we gather directly from NA communities around the world, with the primary source of information coming from regional reports submitted to the WSC to capture the most accurate data.

our commitment to sustainability requires careful consideration of how NAWS' services are funded, as reflected in the theme for the 2020 World Service Conference: Invest in Our Vision.

While sustainability is key to NAWS' effectiveness, it's just one of the many challenges that require us to remain nimble in our operations and unified in our

approach. NAWS' strategic planning process attempts to strike a balance between the competing goals of sustainability, growth, flexibility, and unity. We gather data, assess challenges, and find solutions that help NA continue to grow in our ever-changing world. It's clear that we're better together, so we regularly explore ways we can make our planning process more collaborative

Cost to NAWS for Free & Subsidized Literature, 2004–2019



Note: These figures do not include the literature we print and distribute outside of NAWS' regular distribution centers. Those locations include Egypt, Argentina, Russia, and Brazil. With the conversion to a new accounting system, we hope to provide a better picture of this activity in the future.

by involving Conference participants (CP) who represent the concerns of NA groups worldwide. By working together, we can move toward creating a prudent and effective mechanism for addressing the issues our Fellowship faces collectively and continue to expand the availability of the NA message to the addict who still suffers around the world.

The NAWS, Inc. Annual Report provides an opportunity to highlight Fellowship growth and to assess the financial implications of NAWS' support for FD. Within the pages of this publication, you'll find details of the year's financial activities. This is a valuable opportunity to show the Fellowship how NA's guiding principles drive NAWS' operations. We believe that when our members better understand the scope of NAWS' work and how unity shapes our approach in dealing with challenges, we unite with a stronger sense of purpose and responsibility for the program that saved our lives. For this reason, we strive to report in enough detail to offer transparency and make every effort to communicate effectively with a broad audience. It's imperative that our members know that every investment in NA—whether it's a service effort or financial contribution—reinforces the advancement of our primary purpose across the globe.

Thank you for your continued support and this extraordinary opportunity to serve Narcotics Anonymous. We hope you are as excited as we are about the Fellowship development that NAWS supports, and we look forward to continuing this magical journey together.

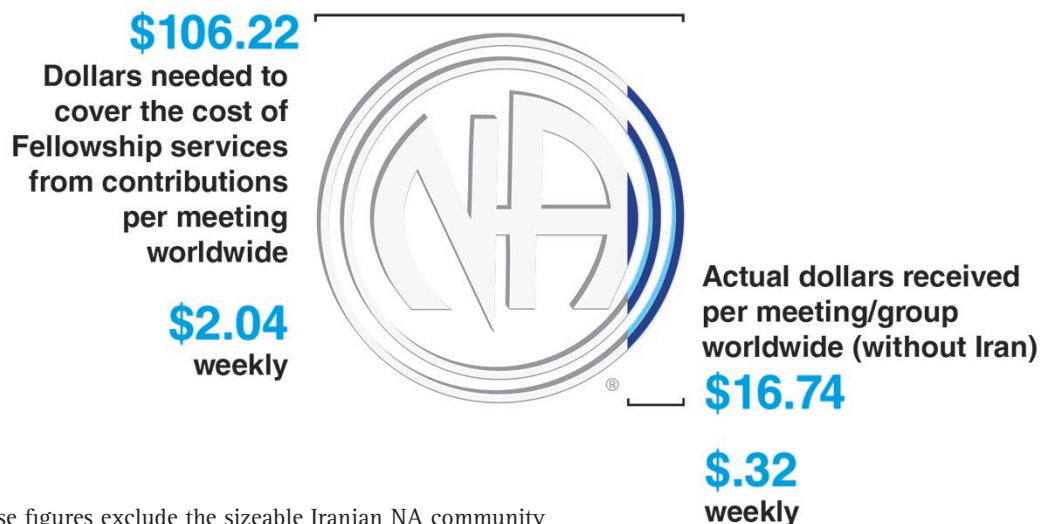
A Look at Self-Support

NA members contribute to our vision in many ways: starting and maintaining meetings, working on local translation committees, and bringing meetings into jails and prisons, to name a few. And the truth is, without members dedicating their time and energy in pursuit of our primary purpose, NA would not be the global lifesaving Fellowship it is today. At the same time, monetary resources play an essential role in delivering many of these vital services. With this in mind, it seems appropriate to regularly assess our financial contributions.

The reality of NAWS' funding is that we continue to rely heavily on literature sales for income, and this has been concerning since the early 1990s. As the Seventh Tradition guides us to be "self-supporting through our own contributions," it becomes even more important to remember that a dollar in the basket doesn't go as far as it did in the '90s. By the same token, increasing member contributions to World Services helps reduce our reliance on literature sales—with steadily rising production costs—and defines our commitment to the addict who still suffers through the principle of self-support.

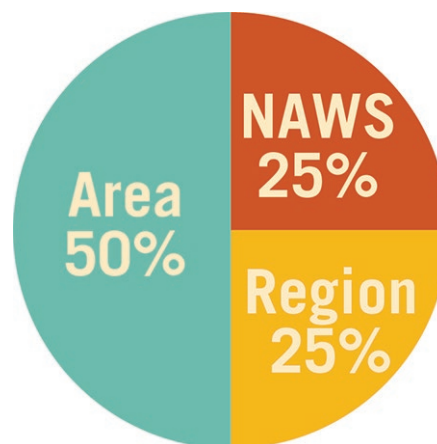
To understand what "self-supporting" looks like, we divided the cost of fully funding Fellowship services by the number of meetings worldwide. We calculated this per-group estimate strictly for conversational purposes. The graphic below compares current contributions received by what would take to fund Fellowship services solely by contributions.

Worldwide Fellowship Support Cost per Meeting per Year



NOTE: These figures exclude the sizeable Iranian NA community from our calculations. The NA community in Iran continues to thrive, but US/Iranian relations continue to prohibit contributions.

When members are aware of what it takes to make these services possible, they can understand how their contributions are an investment in our vision. To put it another way, groups that follow a version of the fund flow from IP #28 may find it easier to make the connection between how money put in the basket helps bring the first Swahili Basic Texts to Kenya, for instance. Regardless of the size or type, financial contributions from the Fellowship are part of what helps us remain true to our Traditions and are appreciated, valued, and encouraged.



World Board Members

Board Member	First Elected	Term Ends	Location
Junior Odilson Gomez Braz	2008	2020	São José dos Campos, São Paulo, Brazil
Tali McCall	2012	2022	Anahola, Hawaii, USA
Jose Luis Andreu	2016	2022	San Juan, Puerto Rico
Jack Hovenier	2016	2022	Bellingham, Washington, USA
Tim Smith	2016	2022	Darlinghurst, Sydney, Australia
Tana Agostini	2012	2024	Saugerties, New York, USA
Irene Crawley	2012	2024	Westmeath, Ireland
Paul Fitzgerald	2012	2024	Petaling Jaya, Malaysia
Hammed Al-Tamimi	2018	2024	Kuwait City, Kuwait
Lib Edmonds	2018	2024	Christchurch, New Zealand
Yoel Geffen	2018	2024	Ashdod, Israel

Human Resource Panel

	First Elected	Term Ends	
Jim B	2016	2020	North Chicago, Illinois, USA
Veronica B	2016	2020	Husqvarna, Sweden
Nathaneal M	2018	2022	Southport, Queensland, Australia
Craig R	2018	2022	Arnold, Maryland, USA

WSC Cofacilitators

	First Elected	Term Ends	
Mark B	2016	2020	Oviedo, Florida, USA
Daniel C	2018	2022	Salina, Kansas, USA

Projects, Workgroups, and Fellowship Discussions



The NAWS Strategic Plan sets objectives for every two-year Conference cycle. Project plans, including timelines and budgets, come from the strategic plan and require Conference approval. Decisions at WSC 2018 set the agenda for the projects, workgroups, and Fellowship discussions described below.

WSC of the Future

The WSC of the Future Project, approved at the 2018 World Service Conference, was charged with three main goals:

1. Build a shared understanding of what is an effective and sustainable WSC.
2. Strengthen collaboration among zonal forums and between NAWS and zonal forums.
3. Collect and share best practices of zonal forums.

Instead of the Board selecting participants for this project, the 15 zonal forums and Iran chose a participant to serve on the workgroup. This was the first time the Board used this kind of collaborative and collective approach, and it was also the largest and most diverse World Services workgroup ever assembled. To make the best use of time and resources, participants broke into three task teams and held regular virtual meetings between two face-to-face workgroup meetings during the fiscal year.

Some of the results of the project include:

- **Virtual Meeting of Zones:** An informal way for participants from zones to come together online to share best practices and explore possible ways to collaborate. This meeting will happen three times a year.
- **Zonal Report Form:** An opportunity for zones to report to the WSC, which will result in a Zonal Snapshots tool providing a picture of each zone.
- **Zonal Self-assessment Workshop:** Designed to help zones reflect on their development and how to best meet their needs (posted at www.na.org/future).
- **GWSNA Update Recommendations:** Focused on better describing current practices, including that the WSC is more than a biennial event because its work continues throughout the cycle, and expand-



ing references to communication and collaboration to include web meetings and email communication. These recommendations were included in the suggested GWSNA revisions in the 2020 Conference Approval Track (CAT) material.

- **Ongoing Discussions:** Centered on what an effective and sustainable WSC is and what that means in relationship to the WSC Mission.
- **WSC Evaluation Tool:** If a sustainable WSC is one that has the resources and ability to achieve its mission, an evaluation tool could clarify the qualities needed by the WSC and measure how effectively the WSC carries out its work. We hope to have some form of evaluation of the 2020 WSC.

Additionally, Motion 15—approved at the 2018 WSC—called for the World Board to develop a project plan “for presentation at WSC 2020 on the role of zones, their relationship to the wider fellowship, including integrating zonal delegate participation into the decision-making process at WSC.” Throughout its work, the WSC of the Future Workgroup identified potential input to this project plan and forwarded recommendations to the Board in its final report. The project plan will be included in the 2020 Conference Approval Track material.

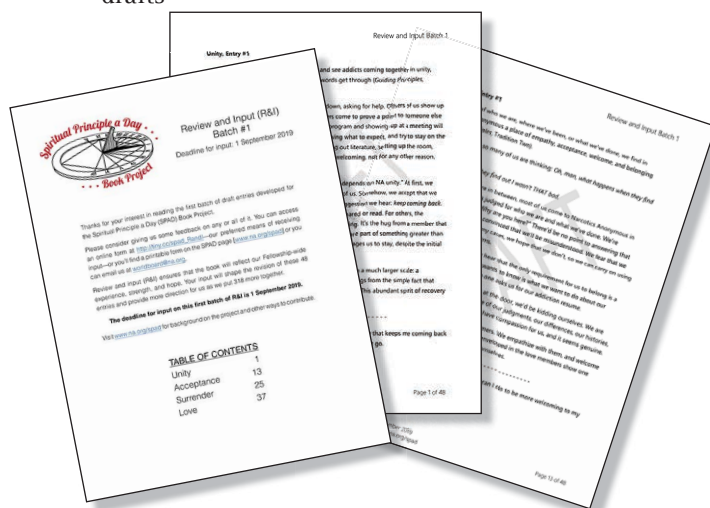
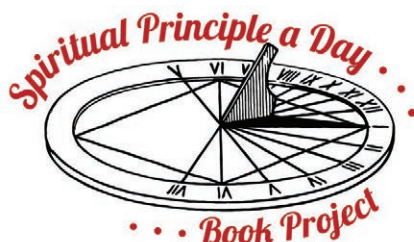
SPAD

Work on the Spiritual Principle a Day (SPAD) Book Project got into full swing at the start of fiscal year 2019, as we started to implement the project plan passed at WSC 2018. The plan and subsequent work reflect the priorities and interests of members as expressed in the 2016 CAR literature survey and a follow-up survey focused on shaping the plan. In accordance with the Fellowship's guidance, we have begun to compile a book that reflects members' experience and voice, with true-to-life scenarios that can be a useful recovery tool.

We started this task by creating tools to support a Fellowship-wide writing effort and gathering material that reflects our shared experience. Through this process, we collected over 2,200 pieces of advance material from members within the FY. Thank you for your willingness to participate. With your help, the book is starting to take shape.

The workgroup met face-to-face twice during the 2019 FY with many virtual meetings in between. As you can imagine, it takes a lot of effort to collect, organize, read, and integrate material for this project, but our dedicated workgroup is up to the task. We aim to ensure that the book we're compiling meets the Fellowship's needs and expectations. To that end, during the 2019 FY, the SPAD workgroup has:

- Rolled out 45 spiritual principles with 270 related quotations to date
- Processed writing from members from around the world
- Developed entries by weaving together members' writing
- Distributed the first batch of review and input (R&I) drafts



Please visit www.na.org/spad for project updates, workshop materials, and additional batches of R&I drafts. Also, members can submit their writing in *any language*, electronically or handwritten, so please encourage people in your NA community to host workshops, large or small. There are many approaches to generating submissions, including individual members writing on their own or with their sponsorship family, home group, or service body. Apart from this being a uniquely gratifying experience for our members, continued Fellowship participation also helps to ensure the best book possible.

Mental Health/ Mental Illness IP

The Mental Health/Mental Illness IP sprang from two sources: the 2016 CAR survey; and the passage of Motion 3 from the 2016 CAR, which called for the Board to develop a project plan to create an informational pamphlet specifically about mental illness and recovery. We started this process by gathering thoughts from the Fellowship with a survey open to any interested member. Not only did these responses help shape the project plan approved by WSC 2018, but these 794 pieces of input also became the initial source material for the project.

The World Board assembled a workgroup that met face-to-face in September 2018, and for the first time, they formed an additional online focus group for members with fewer than five years clean who were interested in participating. Both groups contributed to the draft posted online for 90-day review and input, and we were thrilled to have received 498 responses from throughout the US and 15 other countries. The workgroup met again in June 2019, to consider the Fellowship's input and to develop the approval draft of the IP.

The IP has topic headings to assist members who have specific concerns. Some ideas about mental health conditions in recovery are reiterated throughout the piece, as we believe it is helpful to illustrate their significance. As an example, we thought that experience with maintaining one's recovery and mental health well-being is important, so it is mentioned a few times. To support the experience in this IP, we have included quotes from members and quotes from the Basic Text, *It Works: How and Why, Living Clean, Just for Today, In Times of Illness*, and *Guiding Principles*.

We are pleased and grateful to present this IP for the Fellowship's consideration, which you can find in the 2020 Conference Agenda Report, in Addendum A.



FIPT Operational Rules and Bulletins Workgroup

The sole object and purpose of the Trust is to hold and administer all recovery literature and other intellectual properties of the Fellowship of Narcotics Anonymous in a manner that will help addicts find recovery from the disease of addiction and carry that message of recovery to the addict who still suffers, in keeping with the Twelve Steps and Twelve Traditions of NA.

FIPT, Article I, Section 4

The *Fellowship Intellectual Property Trust (FIPT)* is a legal document that addresses the need to protect NA's property so that the Fellowship of NA can continue to own its own materials. The *FIPT* details how NA's name, trademarks, and recovery literature are protected and administered by Narcotics Anonymous World Services, Inc. so that NA can ensure these materials are available to fulfill our primary purpose.

In 2017, an NA region made a request to inspect the property of the Trust. The inspection, which was the first of its kind, took place in May 2018, and it raised some questions for us about the inspection process as it is described in the Operational Rules of the *FIPT*. We talked with Conference participants about revisions we believed were necessary to update the section of the Operational Rules that describes how an inspection of the Trust can be performed.

With consensus support, the Conference decided that a change was needed to Operational Rules, Article V, Section 3: Inspection of Trustee Activities. Also, with consensus support, the Conference decided to suspend this inspection clause until the close of WSC 2020 so that a decision could be made about how to handle inspections in the future. The WSC agreed to the creation of the *FIPT* Operational Rules and Bulletins Workgroup, a virtual workgroup that met throughout the 2018–2020 Conference cycle.

The workgroup offered a series of recommendations that the Board discussed at several meetings. The Board discussed the workgroup's recommendations with Conference participants during the August 2019 CP web meeting and posted the recommendations on www.na.org. After that meeting the Board made some nonsubstantive wording changes suggested by our intellectual property attorney and then discussed the recommendations with participants again during the October 2019 CP web meeting. The result is the three motions related to the *FIPT* contained in the *Conference Agenda Report*. Motion #3 proposes changes to the *FIPT* Operational

Rules; Motion #4 proposes changes to *Intellectual Property Bulletin #1*, more commonly referred to as the US Policy; and Motion #5 would initiate the process to revise the *FIPT* itself in the future.

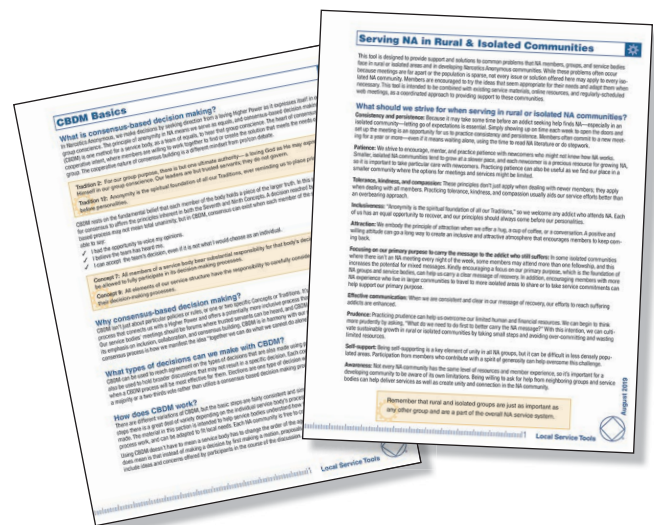
You can find current versions of all *FIPT*-related documents as well as the May 2018 Inspection Report at www.na.org/fipt.

Local Service Toolbox

The Local Service Toolbox Project produces service tools that reflect our Fellowship's best practices and experiences in delivering services locally. It was approved at WSC 2016 as part of the Service Tools project plan and again at WSC 2018 as part of the Training and Tools project plan.

Rather than forming a workgroup for this project, we hold online meetings that are open to any member who wants to be involved. We then use input from these online meetings to create drafts of the service tools. In the previous 2018 fiscal year, we completed the service tool, *Consensus-Based Decision Making Basics*, a copy of which can be found on the Local Service Toolbox page here: www.na.org/toolbox. In August 2019, shortly after the close of the 2019 FY, we completed the *Serving NA in Rural & Isolated Communities* service tool, which you can also find on the Local Service Toolbox webpage.

While the *Serving NA in Rural & Isolated Communities* service tool was in the approval process, we started work on GSR Basics, and we are looking forward to making that tool available for 90-day review and input. We continue to be inspired by the engagement of interested NA

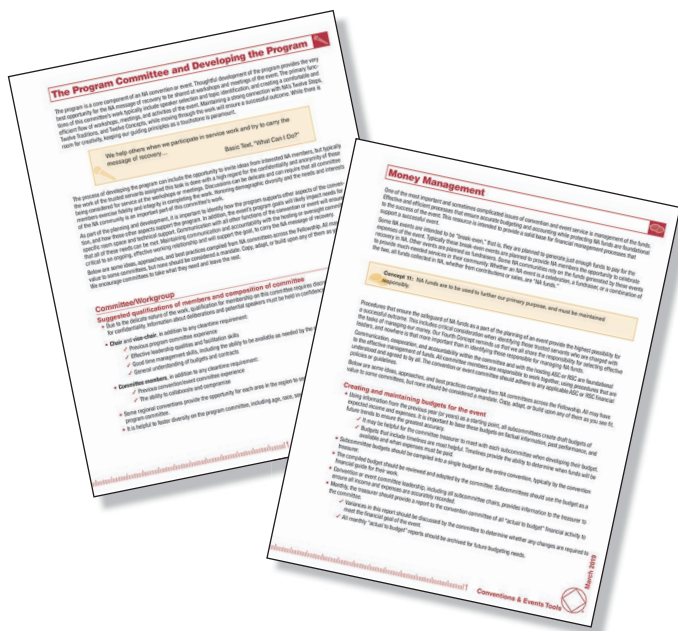


members in this process, and we are excited to continue to produce these local service tools with a diverse group of recovering addicts. We thank all the members who have participated in this project for their dedication and insightful input. If you would like to participate in this project, or you would like to receive more information and project updates, please email toolbox@na.org to be added to the email list.

Conventions and Events Toolbox

The Conventions and Events Toolbox Project aims to support local conventions and events by developing resources that feature best practices and experiences for service committees. In the 2019 FY, we completed the *Money Management* tool, which you can find along with *The Program Committee and Developing the Program* tool at www.na.org/conventions. We also started work on the *Contracts & Negotiations* and *Committee Structure & Accountability* tools in the 2019 FY. We look forward to completing drafts of these tools and making them available for a 90-day review and input.

We thank all those who have participated in this project and those who sent in locally developed materials. These contributions have been integral to putting together the current drafts and addendum material. Participation in this project remains open to any interested NA member, and we invite you to collaborate on future tools. If you are interested in signing up for the web meetings or receiving project news, send an email to conventions@na.org.



Ongoing Workgroups

In addition to project plans, the Conference assigns NAWS a variety of ongoing work, including publishing periodicals like *The NA Way* and *Reaching Out*. Each of the following tasks consists of a workgroup with a World Board member, and most of them meet virtually.

Audit Committee: In compliance with legal requirements for nonprofits, NAWS has an Audit Committee. This workgroup operates on behalf of the Board and independently of NAWS management. Comparing our internal reports to those of the auditor confirms the validity of our accounting and financial reporting. This impartial verification serves as an affirmation of our accounting and financial reporting.

Business Plan Workgroup: This workgroup focuses on the routine business operations of NAWS and makes recommendations to the Board on business matters. Additionally, as required by law, a portion of this group fulfills the audit committee function.

Delegates Sharing: This workgroup focuses on fostering unity, familiarity, and understanding among delegates. The workgroup implements a Conference session for attendees to share their experiences in more personal, small-group discussions and also coordinates workshops for the Unity Day held the day before the Conference opens. One hope is that the Delegates Sharing session helps everyone move through the Conference week with a greater appreciation for their peers and a sense of camaraderie and unity.



Reaching Out: NAWS' PR department handles the newsletter, *Reaching Out*, which is designed to help incarcerated addicts connect to the NA program of recovery, enhance H&I efforts, and offer experience from members who successfully transition from the "inside" to be productive members of society. Currently, *Reaching Out* has over 28,000 subscriptions.



The NA Way Magazine: This journal is dedicated to the celebration of our message of recovery. We aim to provide each member with recovery and service information, as well as recovery-related entertainment, current issues,

and events relevant to each of our members worldwide. All material comes from NA members, and we accept submissions in the same languages in which we publish *The NA Way*: English, Farsi, French, German, Japanese, Portuguese, Russian, and Spanish. *The NA Way* is in its 37th year and currently has over 40,000 subscribers.



Issue Discussion Topics

An Issue Discussion Topic (IDT) is a subject that recovering addicts throughout the world focus on in workshops during a two-year Conference cycle. Each new cycle ushers in new IDTs for members to discuss. For the last two Conference cycles, the *Conference Agenda Report* included a survey that enables members to participate in prioritizing the issues most relevant to them. Ultimately, IDTs encourage us to think more deeply about relevant topics and help build unity within our groups and service bodies.

The World Board encourages attendees to email pictures of notes and other input directly to the Board at worldboard@na.org. This inclusive approach enables more members than ever before to help inform the direction of Fellowship resources and services that result from this process. Below, you'll find a summary of the three topics explored in the 2019 fiscal year. We will include a complete overview of IDT input in the *Conference Report*, which is published shortly before each WSC. You can find resources to support IDT workshops in a variety of languages at www.na.org/idt.

DRT/MAT

After notifying the 2018 WSC that there would likely be a third IDT added for the 2018-2020 Conference cycle, we decided to add Drug Replacement Therapy/Medication-Assisted Treatment (DRT/MAT) as It Relates to NA during our June 2018 Board meeting. For this topic, we have received input from 20 events in four different countries, including WCNA 37. The issue of addicts attending NA meetings while on DRT/MAT and the ability of groups to make them feel welcome has become increasingly pressing for many NA groups.

Not only was this identified as having a high impact in the 2016–2018 NAWS Strategic Plan, but it was also the subject of a regional motion in the 2018 CAR:

Motion 9: To direct the World Board to create a project plan for consideration at WSC 2020 to create or revise one piece of recovery literature to directly address Drug Replacement Therapy (DRT) and Medication Assisted Treatment (MAT) as it relates to NA.

Intent: To begin the discussion on how to address DRT/MAT in a piece of recovery literature as it relates to our message and program and have a unified fellowship position.

During a web meeting in July 2018, Conference participants helped to frame the discussion aiming to gather input, raise awareness among members, and encourage dialogue within the Fellowship about how NA members and groups respond to and welcome addicts on DRT/MAT.

We hoped the input from this IDT would help shape the project plan called for in Motion 9, and this has been partially successful. We received many ideas about how we can better welcome members and potential members. Most notably, these ideas were consistent regardless of the workshop location. The main ideas shared are:

- Welcome addicts who are attending NA while on DRT/MAT. They are still NA members, and we should treat them like any other member.
- Connect members on DRT/MAT with others who had the same experience and achieved abstinence.
- Consider developing consistent language in the form of a statement that can be included in meeting formats.

What we have not heard is the input that helps us frame a piece of Fellowship-approved literature about this issue. Unless the Conference can provide us with other



directions, we will propose that we frame an additional discussion about this topic for the 2020–2022 Conference cycle that seeks to gather the needed input.

Attracting Members to Service

This IDT addresses a lack of human resources, a long-standing challenge that many NA communities face. For this topic, we have received input from 19 events in four different countries, including WCNA 37. The discussion session outline for this topic focuses on sharing information and best practices to help find potential ways to increase participation in service. The introduction includes a brief overview of our service system structure, followed by encouraging participants to imagine what NA would look like without service. Unsurprisingly, all the responses address the critical role of service within NA, and how without service, there would be no NA.

As participants have shared about the personal benefits of service, common themes have emerged, including spiritual growth, increased knowledge, and a greater sense of connection. Similarly, when asked about what changes could be made to attract more members to service, particularly underrepresented populations, members again seem to be on the same page. They have offered responses that included ideas about inclusivity, personal behavior, and a focus on our primary purpose.



Carrying the Message and Making NA Attractive

This topic examines the foundation of NA and our primary purpose—better carrying the message and welcoming any addict who comes to a meeting. For this IDT, we have received input from 19 events in seven different countries, including WCNA 37. The session outline begins with a large group discussion, asking members to reflect on their personal experience of being welcomed into NA, be it positive or negative. Members then share their experiences intending to put themselves in the shoes of the newcomer.

Responses to the questions from the small group discussions have shown that members have a clear understanding of what the NA message is. Also, members have presented a variety of ways to demonstrate a commitment to carrying the message. To that end, much of the input mentions specific actions, including sharing positively, working the Twelfth Step, and actively supporting groups and group support forums. Participants have also discussed the importance of regular group inventories and workshops to help train and mentor newer members.

Members have examined how carrying the message can be a way to increase unity within NA and help create a supportive environment that will encourage newcomers to stay. Comparatively, participants have also seen a commitment to carrying the message as a path to improve society's perception of NA as a viable program of recovery. Ideas for ways to welcome newcomers include having a greeter at the meeting and offering phone numbers to new members so we can meet them “where they're at.” The most important idea discussed, however, was remembering to welcome every addict, “regardless of . . .”

Fellowship Development and Growing NA

NA members, groups, and service bodies foster Fellowship development worldwide, and our role is to support these global efforts. This section captures some of this work, featuring NAWS-supported Fellowship development (FD) and updates from our Translations and Public Relations teams. We also highlight the essential services that make up the infrastructure for so much of our work: Fellowship services, communications, information technology, and production and distribution.



Fellowship Support

The heart of NA World Services beats for one purpose: the still-suffering addict. For this reason, our Fellowship support efforts remain a priority, and it's why we invest our human and financial resources in helping NA groups and members carry our message of recovery. And perhaps, more than anything else, the efforts demonstrate our dedicated pursuit of a day where addicts worldwide can experience the NA message and find a new way to live.

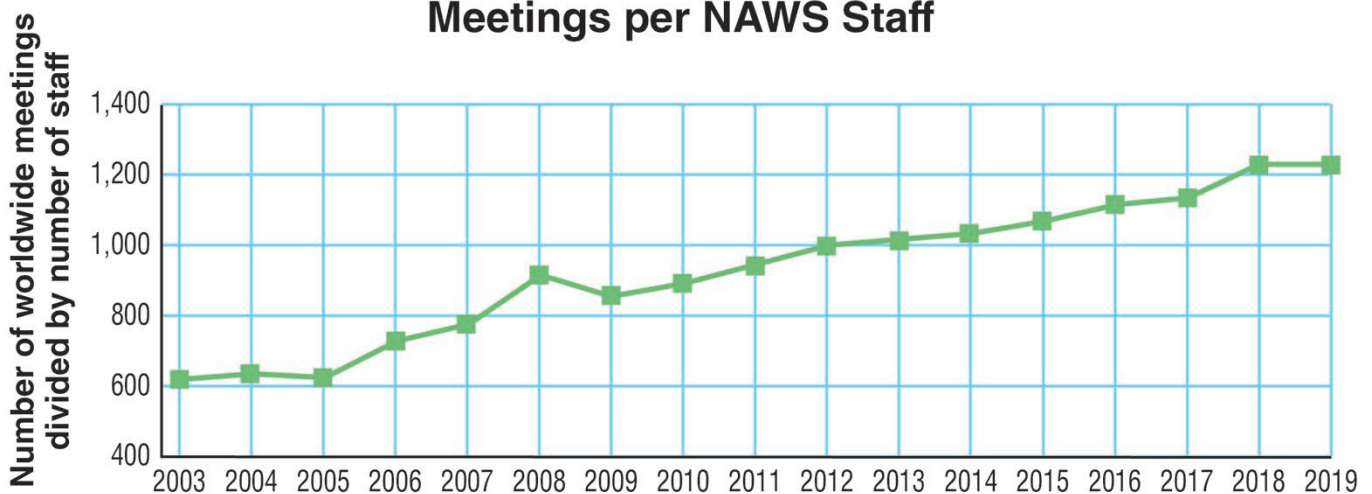
Assisting NA service bodies all over the world is fundamental to NAWS' Fellowship support, which means we respond to many requests to attend service events like zonal forums, service symposiums, and regional learning days, to name a few. We support these events by facilitating sessions related to the World Service Conference, current projects, Issue Discussion Topics, NAWS updates, as well as planning and service workshops. While time and money constraints mean we must decline some requests, the following table

catalogs all of the events attended and workshops conducted this fiscal year.

Helping NA take root in developing communities is another foundational aspect of Fellowship support. The most tangible way we nurture NA growth is by providing free and subsidized literature where NA is just starting to bloom. But we also support emerging NA communities with guidance and resources that help strengthen service delivery and meeting growth. This support forms a two-way street of communication and collaboration. In one direction, an emerging NA community develops opportunities to network, share best practices, and serve more effectively. In turn, World Board members and NAWS staff can collaborate with members from various NA communities and foster trust and goodwill. What's more, our travels strengthen connections between the Fellowship and NAWS, and these interactions help inform the NAWS Strategic Plan.

When we work together, we can reach farther to serve the addict who still suffers and carry the message much more effectively. We're highlighting the results of these

Meetings per NAWS Staff



Fellowship Support 2018–2019

NAWS Participation at Zonal Forums and Other NA Events

Event/Location	Workshops Held
July 2018	
European Delegates Meeting (EDM & ECCNA) – Krakow, Poland	NAWS Update and participated in zonal meeting
Rocky Mountain Zonal Forum – Boise, Idaho, USA	NAWS Update, Role of Zones, Attracting Members to Service IDT, and DRT/MAT as It Relates to NA IDT
September 2018	
Paraguay Regional Convention – Aregua, Paraguay	NAWS role in Fellowship development, a planning session, Creating a Fellowship Development Workgroup, and NAWS Update
Russian literature distribution – Moscow, Russia	Support for zonal distribution system, training, and quality control
October 2018	
Saudi Arabia NA Convention – Riyadh, Saudi Arabia	Attracting Members to Service and a presentation about the nature of service
Bluegrass Appalachian Regional Convention – Somerset, Kentucky, USA	NAWS Update, PR, Spiritual Principle a Day (SPAD) book project, and Carrying the NA Message & Making NA Attractive IDT
Canadian Assembly (CANA & CCNA) – Charlottetown, Prince Edward Island	NAWS Update, leadership and best practices, a PR roundtable, DRT/MAT as It Relates to NA, and Rural and Isolated NA Communities
Minas Regional Convention – Ouro Preto, Minas Gerais State, Brazil	NAWS Update, Carrying the NA Message & Making NA Attractive, and Attracting Members to Service
Costa Rica Regional Convention (virtual)	Participated in sessions on the topic of Our Common Ground
Northeast Zonal Forum – Saco, Maine, USA	Zonal strategic planning, Serving NA in Rural & Isolated Communities Toolbox, and PR best practices
Western Service Learning Days – Phoenix, Arizona, USA	NAWS Update, SPAD, DRT/MAT as It Relates to NA, Applying our Principles to Technology and Social Media IDT, and What Did I Learn at WSLD
Brazilian Zonal Forum – Sao Paulo, Brazil	NAWS Update, and sessions concerning the regional/zonal office, literature distribution, and contract with NAWS
November 2018	
Multi-Zonal Service Symposium – Bellevue, Nebraska, USA	Websites 101, Mentorship & Continuity, SPAD, DRT/MAT as It Relates to NA, Attracting Members to Service, Carrying the NA Message & Making NA Attractive, NAWS Update, and a zonal discussion
Japan PR Days – Tokyo, Japan	PR training to further their PR efforts
December 2018	
Tanzanian Workshop – Tanga, Tanzania	Funded Kenyan delegates and the printing of materials for the workshop
January 2019	
These Areas' Convention – Auburn, California, USA	SPAD, DRT/MAT as It Relates to NA, and Serving NA in Rural & Isolated Communities
Western States Zonal Forum – San Diego, California, USA	NAWS Update, Budgeting, and Planning
February 2019	
Cuba Regional Convention – La Habana, Cuba	NAWS Update, Building Strong Home Groups, and Attracting Members to Service

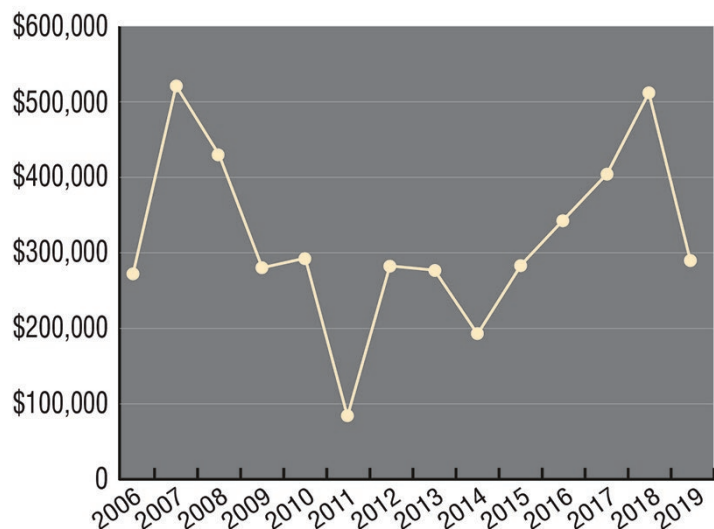
Kenyan Unity Day – Mombasa, Kenya	Funded local Kenyan members and RD/RDA. Fellowship development through strengthening home groups, NA service structure with emphasis on PR/H&I subcommittees, What is the NA Program, and literature with regard to illicit literature and Swahili translations
Mid-Atlantic Regional Learning Conference – Lancaster, Pennsylvania, USA	NAWS Update, Mental Health/Mental Illness (MH/MI) IP (review and input), Attracting Members to Service, DRT/MAT as It Relates to NA, and SPAD
Asia Pacific Forum (APF & APFCNA) – Seminyak, Bali, Indonesia	NAWS Update (twice), Carrying the NA Message & Making NA Attractive, H&I, PR 101, Building Strong Home Groups, participated in discussions about zonal delegates, WSC representation, and a SWOT analysis
European Delegates Meeting – Fuengirola, Malaga, Spain	NAWS Update, MH/MI IP (review and input), SPAD, discussion about strategic planning, and participated in zonal meeting
March 2019	
Mexico Regional Convention – Monterey, Nuevo Leon, Mexico	NAWS Update, Eighth Concept, Technology & Social Media: Applying Our Principles, discussions about the service structure, and literature cost/distribution
Florida Service Symposium – Tampa, Florida, USA	NAWS Update, Carrying the NA Message & Making NA Attractive, DRT/MAT as It Relates to NA, Attracting Members to Service, SPAD, MH/MI IP, Fellowship development, and special interest vs. common needs
Central California Regional Assembly – Simi Valley, California, USA	NAWS Update, Attracting Members to Service, DRT/MAT as It Relates to NA, and SPAD
Namibia Workshop – Windhoek, Namibia	Discussions and workshops about recovery, unity, and service; Creating a Service Structure, and FD/PR
Afri-can Zonal Forum – Johannesburg, South Africa	NAWS Update, and workshops about service structure, planning, the Sixth and Seventh Traditions, and SPAD. A local event to launch the Afrikaans Basic Text was also organized for the day after the zonal forum.
April 2019	
First Ukrainian Literature Conference – Dnepr, Ukraine	NAWS Update, Literature (pricing, distribution, what literature is available, translation processes, and online literature), Strategic Planning, NAWS Website, SPAD, and MH/MI IP
Northern California Regional Convention – Sacramento, California, USA	PR panel with corrections professionals and two sheriffs to support H&I efforts and meetings in jails
Northeast Zonal Forum – Rochester, New York, USA	Strategic planning
European Service Learning Days – Prague, Czech Republic	NAWS Update, SPAD, PR, DRT/MAT as It Relates to NA, and a workshop about facilitation
May 2019	
Global Online Service Speaker Jam (virtual)	Review of the resources on na.org with a focus on local Fellowship development and tips for contacting NAWS
Brazil Service Day Celebration (virtual)	Service Day Celebration
June 2019	
Multi Regional Public Relations Service Day – Randallstown, Maryland, USA	What is PR? (PR around the world), PR and the NA Member, phonelines, and H&I Best Practices
Interactive Service Forum between Brazil and Guyana Regions – Georgetown, Guyana	Service structure, Traditions (with emphasis on the Seventh), H&I, and Carrying the NA Message & Making NA Attractive. NAWS participated virtually with info about World Services and offered as a contact to support local development

FY 2016–2017
86 **23**
workshops events/locations

FY 2017–2018
107 **36**
workshops events/locations

FY 2018–2019
127 **34**
workshops events/locations

NAWS Workshop Expenses 2006–2019



joint efforts by trying something new in this *Annual Report*—we asked members to share directly about their experience working with NAWS in their corners of the world. It's important to remember that the history of an NA community can be told from many viewpoints, and what is offered here is just that: the perspective of the members sharing their experience. We are grateful to those who participated, and we hope you enjoy these two Fellowship development profiles from Namibia and Paraguay.

NAWS and NA in Namibia: A Partnership for Growth

Namibia is situated in southwestern Africa and is roughly 825,000 square kilometers (about 319,000 square miles) with a population of approximately 2.5 million people. The country has one of the lowest population densities on the planet, which creates vast distances between our cities and towns.

NA in Namibia is still in its infancy. There was one meeting in the capital city of Windhoek beginning in the mid-2000s, and later another meeting was established in Swakopmund, a coastal city 400 kilometers from Windhoek. Meeting attendance has always fluctuated and, for the most part, a handful of members have kept meeting doors open. The Windhoek meeting operated mostly out of a briefcase until late 2016, when the current venue was established and there was space and security to leave meeting material at the venue—and a sense of a home was able to take root. Also, there was a time when the meeting in Swakopmund didn't officially identify as an NA meeting. Because of NA's limited presence, the recovery scene there consisted of members from Alcoholics Anonymous meeting with NA members.

In the last few years, our NA community has grown, and Namibia has become a participant of the African Zonal Forum (AZF), which is comprised of 14 NA regions (1 seated at the WSC/13 unseated). The AZF helped members connect with other members on the continent and within the South Africa Region, building networks and awareness of NA meetings in different countries. In fact, a Namibian NA member who was in a rehabilitation clinic in South Africa asked Tanzanian NA members who were making a Twelfth-Step visit at the clinic about starting NA meetings in Namibia, only to be told there was already a meeting in Windhoek. This encounter helped the Namibian member find the meeting in their own home country. Another result of networking was that the South Africa Region provided NA Namibia with printed posters, which were distributed to raise NA awareness.

At the 2017 AZF meeting in Durban, South Africa, we talked with a World Board member and World Services staff about NA Namibia. Upon request, NAWS sent NA Windhoek a massive donation of literature, Group Starter Kits (GSK), and keytags to help stabilize and grow NA in Windhoek. NAWS donated this literature for us to determine the best way to distribute it to help grow NA. NA in Windhoek started supplying the Swakopmund group with literature, and attempts were made to establish meetings in the towns of Otjiwarongo and Usakos with mixed results. The Otjiwarongo meeting is still alive with two members meeting whenever possible, but the Usakos community has not yet utilized the recovering addicts at a “dry-out” clinic nearby to anchor a meeting. The big success, however, is that the Swakopmund group established a meeting 30 kilometers (about 19 miles) away in Walvis Bay in 2019, and members drive the round-trip weekly to keep the doors open.

The literature donation from NAWS was the catalyst for developing NA in Namibia. NA Windhoek was selling the literature to members there and in Swakopmund, slowly raising funds for activities and services. Literature sales also strengthened the Swakopmund and Windhoek groups and enabled them to build a relationship after a lengthy period of little to no interaction and cooperation. NA in Namibia started to become more organized.

At the 2018 AZF in Dar-es-Salaam, Tanzania, NA members built on what had been done by Namibian members. They interacted with NAWS and attended workshops that helped tremendously in understanding what NA service was all about and how to use NAWS as a resource. The experience of other members establishing NA in their own countries gave all of us a sense of solidarity with recovering addicts across the continent. NA South Africa became the benchmark for what is possible on the continent, and NA Tanzania became the inspiration for growing NA over a sustained and consistent period.

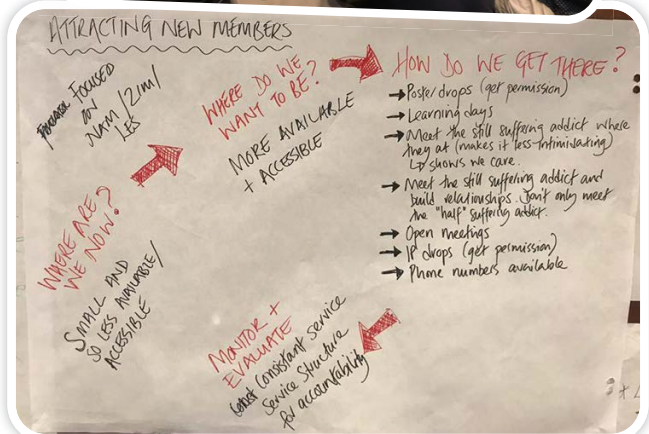


Unity Day, Dar es Salaam, Tanzania

In 2019, NA Windhoek held a unity day called the NA Windhoek Rally. The event coincided with AZF 2019 in South Africa so that members of the World Board and NAWS staff could experience NA in Namibia en route to the AZF meeting. Their presence accelerated the progress of NA in Namibia through discussions about issues that needed to be addressed to continue local NA growth. We were also fortunate to have a member from NA Tanzania attend and share their experience, strength, and hope about development in their community. The unity day was essentially about service and building home groups, which empowered the Swakopmund NA community to take the massive step of formally designating their meeting as a NA meeting to differentiate itself from AA.

NAWS also helped Namibian members focus on their immediate needs and facilitated a workshop about establishing a service structure. Understanding NA's Twelve Concepts for Service and focusing on the basic issues of Fellowship development was critical to our growth. The importance of Namibian NA members interacting with members from elsewhere in the world cannot be overstated. Not only did the experience, strength, and hope shared help individual members on a personal level; it also helped the Namibian NA community grow by shedding light on the group's role in building the service structure. One member was so inspired that she decided to commit herself completely to the NA program after speaking to a NAWS member. Another member got a sponsor, and all members gained insight on service, dealing with personality clashes, and how to resolve conflicts—some of the challenges of developing our NA communities.

NAWS continues to support us with literature, which helps us to raise funds needed for NA Namibia to grow. What NAWS has done for NA Namibia is immense. Their dedication to growing NA on the African continent is laudable, and the results of their support to African countries is inspiring. For Namibia, having direct access to NAWS' support was a watershed moment, and we hope it won't



Afri-can Zonal Forum workshop, Johannesburg, South Africa

be the last time that NAWS will visit us. Face-to-face time with members from established NA communities and with World Services is imperative for NA to grow in Namibia, as personal interactions with NA members here have helped our community work together in ways that were not previously possible. Individual members are becoming stronger, who in turn strengthen groups, and this will result in a stronger nationwide service structure. The importance of service can be read about and can be listened to on web platforms, but the personal connection and interaction with members who have so much experience to share is what will be crucial to NA growing in Africa.

Paraguay

Greetings from the Paraguay NA community, and thank you for the opportunity to share about our development.

In 2001, NA in Paraguay took its first steps with the assistance of a non-member who helped the first members to open an NA group. On 15 February 2001, the first NA group in Paraguay was founded in the city of Asunción: Grupo El Despertador (The Alarm Clock Group) was started, and it continued meeting for several years.

Additionally, two other groups had meetings in members' homes, one of which was owned by the clergy. Sadly, Grupo El Despertador eventually had to close. Back then, we did not have any idea about a service structure. The most important thing for us was to have a place for addicts to meet and to share some literature obtained by addicts who had traveled to Argentina.

One day, one of our first members, who is still clean today, got a surprise: a phone call from NA World Services! After that call, the communication in our NA community increased. NA members from Argentina and Uruguay even came to share their personal and service experience. They guided us on how groups function, the need to meet in places accessible to all instead of in members' homes, meeting formats, the spirit of the Seventh Tradition, and so on. From that point on, we began to have an understanding of what NA represented and how it functioned globally.

NAWS funded members from nearby NA regions to travel to Paraguay; with their help, we held the first H&I meeting in the Tacumbú prison and in a mental health institution,

which is now an addiction treatment center. The Libertad ASC continues to serve both of these institutions.

After we established contact with these members from neighboring regions, we received literature from NAWS, which gave us more literature resources for present and incoming members. One of the groups that met in a member's home eventually moved to a church and started paying rent, and this is the oldest group in the region Grupo Serenidad (Serenity Group). Then some members of that group decided to open another group, Grupo El Ultimo Vagón (The Last Wagon Group), which still holds six weekly meetings. This group is the first one that fully followed "the NA way" of doing things.

We continued to grow, and in 2005, we became a region of the Latin American Zonal Forum (LAZF). And our first regional delegate attended and participated in the zonal forum meeting. After that, we have had more contact with the NA Fellowship through workshops held by the LAZF, the Brazilian Zonal Forum, the Río Grande do Sul and Grande São Paulo Regions (Brazil), the Southern Multiregional meeting (which includes Argentina, Chile, Paraguay, Uruguay, and Bolivia), and NAWS—all who helped us grow as a region.

In 2014, something that seemed difficult to accomplish became a reality: we held our first regional convention, which was attended by a member of the World Board and a NAWS staff member. The convention was another sign of our development, and in 2018, we held our second regional convention, which again was attended by a member from the WB and a NAWS staff member. In addition, we created two events, a nature gathering, which will be held for the third time in 2020, and the Weaving Recovery, which was held for the third time in 2019.

As we continued to develop, with help from NAWS, we created a Fellowship development workgroup. Through this workgroup, we opened three groups outside of Asunción,



Second Paraguay Regional Convention, Aregua, Paraguay



the capital city. These groups received their group starter kits and literature thanks to a NAWS donation. After the election of our regional trusted servants, the workgroup became a regional subcommittee, which provides services to faraway groups, area service committees, and isolated members to help them open groups in their communities.

Our second convention was the driving force to create our first Metropolitan ASC, followed by the East ASC and the Libertad ASC, and eventually developing the service structure of the Paraguay NA region, which today has 21 groups. In September 2020, we will have our third regional convention, thanks to the efforts of our regional events subcommittee.

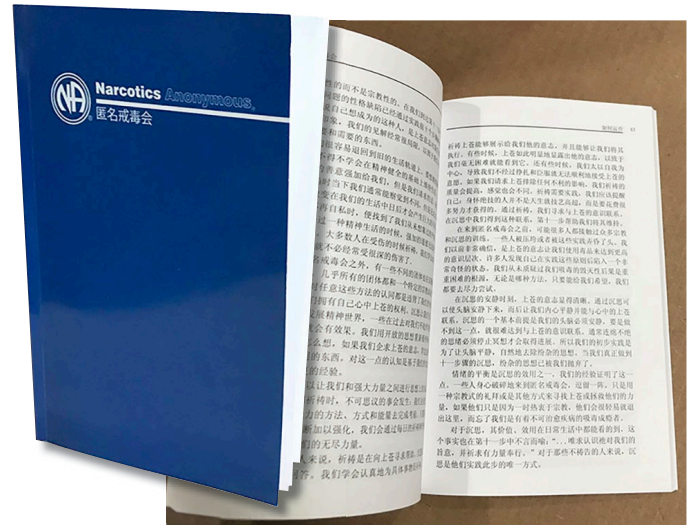
Growth is a reality in our region, and we achieved it with the help of our Higher Power, the first service efforts of our members, and committed trusted servants from the groups and the region. But we can't forget about participation from trusted servants from neighboring regions and NA World Services, all who have demonstrated their dedication to helping us and to share their valuable resources so we can fulfill our primary purpose.

This has taken time, a lot of effort and preparation, workshops, and difficult times that helped us grow. There have also been unforgettable moments that continue to motivate us to work in unity for our present and future members. Thank you, NA, for giving us a purpose: to carry the message to the addict who still suffers!

Translations

Longtime Translations Team Manager, Uschi Mueller, retired in January 2019. Uschi spearheaded the team's processes and helped create a system that endures to this day. A debt of gratitude will always be associated with Uschi's contribution to furthering our message far and wide. Another longtime Translations Team member, Shane Colter, was promoted to continue leading the team toward the NAWS Vision for NA Service.

Nary a dull moment befalls the Translations Team! Books, booklets, IPs, SPs, keytags, and more keep coming from NA communities across the planet to become published NA literature. Typically, a draft created by a Local Translation Committee, or LTC, will arrive via email (still our preferred mode of communication). Thus begins that draft's journey through a stringent process that assures both conceptual fidelity and keeping with that language's publication standards. Conceptual fidelity is a term that Translation Basics describes as making "sure that NA literature carries the same message, regardless of the publication's language." It also works to encourage the translation of ideas, not word-for-word, which has sullied some communities' work over the years. Through the use of a professional proofreader for that language, word-for-word

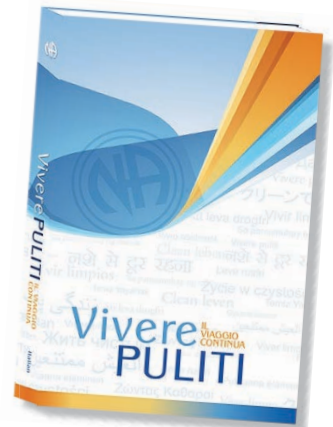


translations get worked out with the LTC in favor of the translation of ideas that capture the same meaning as the English original. The proofreader also assists us in assuring the publication standards for that language are correct—concerns such as spelling, grammar, and punctuation rules that often are not the same as English.

Once we have a clean draft that the LTC has approved, it moves to the typeset list. The Production Team is responsible for this step, and once the item is typeset, it is returned to the Translations Team for review by the proofreader once again—a process we refer to as QC, or quality check. Occasionally, in the conversion of the draft document to the typesetting software we use, mishaps may occur, wherein the formatting may be skewed, such as the loss of italics or bold or certain accent marks do not come through. Once the QC process is complete and all issues resolved (if any), the final draft joins the production queue, nearing the end of its journey to publication.

As in years past, this year brought to fruition many projects that make a difference in our members' lives—those who are already here and those yet to arrive. One project that stands to impact the most members (current and future) is the Chinese Basic Text. To get this book published required herculean efforts from the LTC, the proofreader, and NAWS over a period of time. While Fellowship growth has been incremental in comparison to the Chinese population, the potential for explosive growth cannot be discounted. This book was ready in time for a professional event that NAWS attended in the Chinese capital of Beijing in May 2019.

The ever-popular *Living Clean* made its debut to the Fellowship in Italy in March 2019 and was met with great fanfare across the Italian peninsula. This publication continues to inspire



members across the world as it is translated into more and more languages. Along with this news is the publication



of the Basic Text in Bahasa Melayu, a language spoken in Malaysia and Singapore, and the Latvian Basic Text. Also quite busy was the Japanese LTC! While several of their IPs were published over the year, IP #29 was snagged up due to a formatting issue. Japanese publications have a specific layout, and the LTC performs the typesetting of their drafts after proofreading and sends NAWS the final typeset version. Uncharacteristically, IP #29 arrived with problems, and NAWS worked with the LTC to finalize the draft for publication.

With over seven million speakers spread across the Middle East, a standardized form of Kurdish known as Sorani-Kurdish is spoken in NA meetings in Iran and Iraq, which is written with Arabic characters. The Kurdish LTC in Iran translated IP #1 and sent it to NAWS. With coordination among NAWS, the LTC, and a professional proofreader, a glossary was created from the draft. As is frequently the case, significant back-and-forth occurs in the effort to get the NA message just right in the translation when working with a new community that desires literature in its own language. Keep an eye out for Kurdish IP #1 in the near future!

Over and over, we hear about communities struggling with a lack of trusted servants to fill available positions. H&I and PR committees around the world are in dire need of members to serve. Imagine if you lived in a community that had the added need for trusted servants to fill the Local Translation Committee. Most English speakers may not have reason to consider this factor, but communities that wish to have the message in their own language sure do! It is with this realization that the NAWS Translation Team applauds those communities that are able to find members to do LTC service, *along* with doing their level best to carry the message to hospitals, institutions, and the public. All of you may make the difference between life and death for those still suffering from the horrors of addiction, and we are so grateful for your efforts.

Production and Distribution

Making sure addicts seeking recovery have access to NA literature is one of NAWS' highest priorities, and it's also why our publishing responsibilities go far beyond supply-

ing NA recovery literature. The distribution of NA literature is vital to Fellowship development, so our production practices must allow for our commitment to providing translated materials and free and subsidized literature to those who need it. With this in mind, we tirelessly pursue the most cost-effective and efficient production and distribution methods available.

In this fiscal year, we committed an unprecedented amount of staff time, financial resources, use of outside contractors, and other means to improve our production processes. One major change we made was leasing a new machine to produce almost all non-English materials and having this managed and run by professional publishers, which improves the quality of materials, especially soft-cover books. Another shift we made was increasing our use of outside contractors for typesetting and proofing to reduce preparation time for publication. While we are pleased with the results of these changes so far, we know there is still more work to do!

Our dedication to getting literature to members who need it for free or at a reduced cost means working with every request we receive from members, groups, and NA communities worldwide. We fulfill thousands of yearly requests for literature from inmates, as well as members asking for a Basic Text who cannot afford one. We also help groups that need books for reference or IPs at their meetings, and we supply hundreds of group starter kits each year to new groups that ask for help. This doesn't include the massive supply it takes to support developing communities worldwide, including entire regions, with much-needed literature assistance.

Free and subsidized literature is only one aspect of our ongoing responsibilities to serve the Fellowship's literature needs. We must also use our limited resources strategically to reduce costs while continuing to provide a high level of service to our members. For instance, in-house production allows us to be more flexible for language groups with smaller orders by printing only what we need, and this reduces our dependence on vendors that require large orders for discounts. We also started producing some of our translated literature closer to large NA communities outside North America to control customs, duties, and shipping costs. Specifically, we have reduced costs and shipping time by producing and distributing NA literature locally in Argentina, Brazil, Egypt, and Russia.

Our commitment to using Fellowship resources responsibly means continually looking for the "sweet spot" where we can reduce costs while still meeting the increasing demand for NA literature year after year. While fluctuations in production and demand mean effective cost-reduction is often a moving target, we remain vigilant because your contributions fuel this necessary aspect of NAWS.

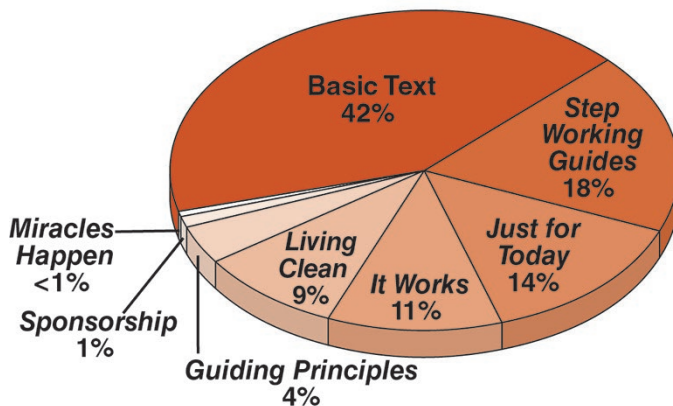
Highlights of the 2019 Fiscal Year

- We produced over 71,000 books, more than 100,000 booklets, almost 25,000 handbooks and reports, and more than 800,000 IPs and small booklets in-house.
- We fulfilled more than 74 orders per day, averaging about 1,490 per month.
- We published 49 new pieces of translated literature, bringing our inventory to 1,142 titles.
- With each piece of literature, and with each order throughout each year, our goal is to help fulfill our Vision for NA Service and NA's primary purpose: *NA meets in 82 languages and IP #1 is published in 56 languages.*

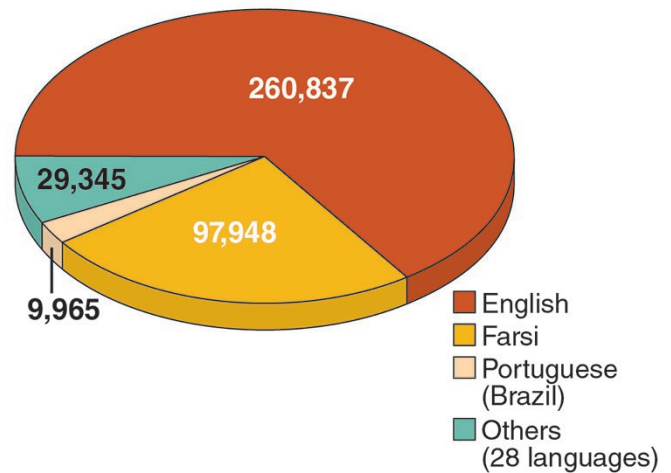
Books

The Basic Text continues to be the NA book in the highest demand, making up 42 percent of the books distributed, and 53 percent of our book revenue, in FY 2019. We have distributed over 11.6 million copies of Narcotics Anonymous (aka the Basic Text) since its publication in 1983. Combining this book with other book-length NA literature, Narcotics Anonymous has distributed almost 22 million books to date.

Books Distributed in FY 2019



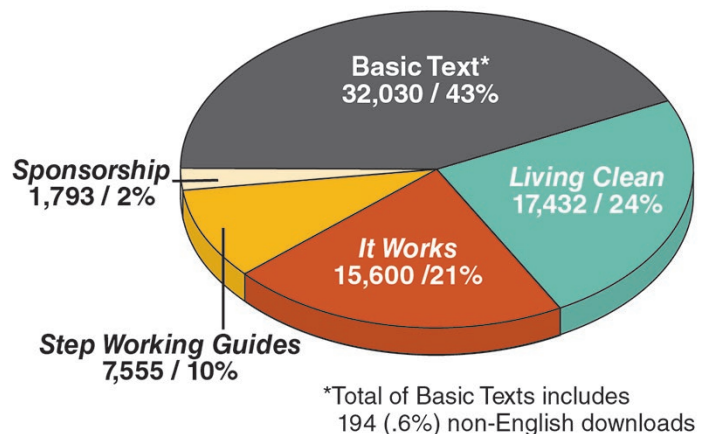
FY 2019 Basic Text Distributed by Language



Electronic Literature (e-lit)

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

Total E-Lit Sales 2012–2019



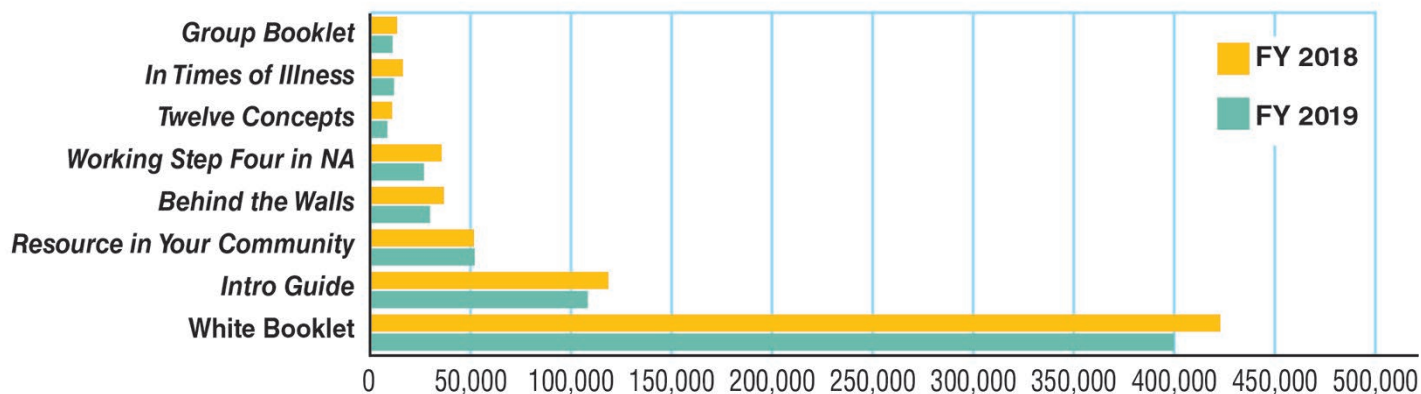
Cumulative Book Distribution, 1983–2019

Book (pub date)	Total distributed	% of total	Average per year
Basic Text (1983)	11,668,530	53.2%	324,126
<i>Just for Today</i> (1991)	3,178,605	14.5%	113,522
<i>Step Working Guides</i> (1998)	2,961,940	13.5%	141,045
<i>It Works: How & Why</i> (1993)	2,810,249	12.8%	108,087
<i>Living Clean</i> (2012)	750,726	3.4%	107,247
<i>Sponsorship</i> (2004)	279,758	1.3%	18,651
<i>Guiding Principles</i> (2016)	192,948	.9%	64,316
<i>Miracles Happen</i> (1998)	94,717	.4%	4,510
	21,104,077	100%	

Booklets

Booklet distribution in FY 2019 saw an 8 percent decline compared to FY 2018 and 17 percent decrease compared to FY 2017.

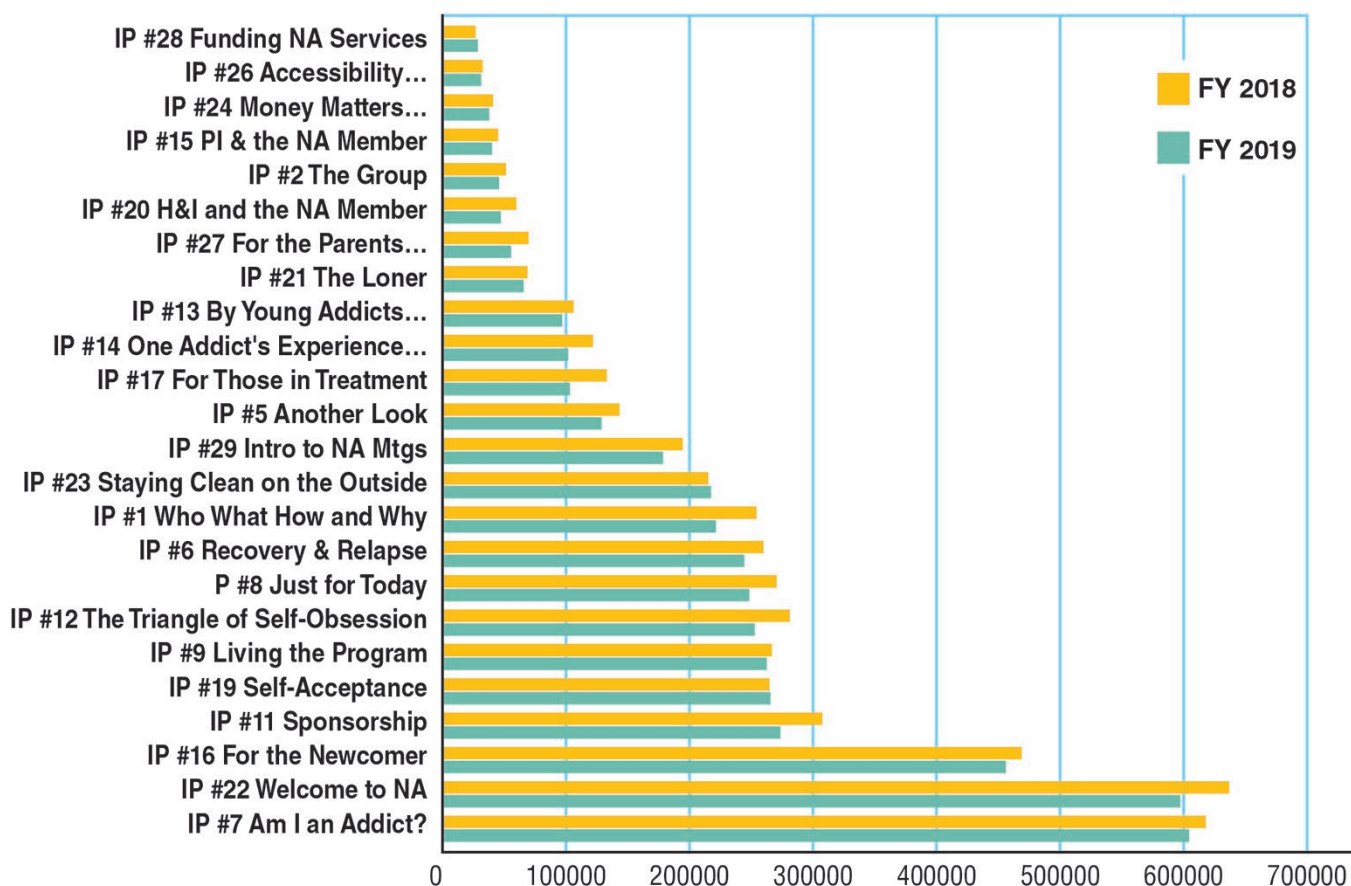
FY 2018 & FY 2019 Booklet Distribution



Informational Pamphlets (IPs)

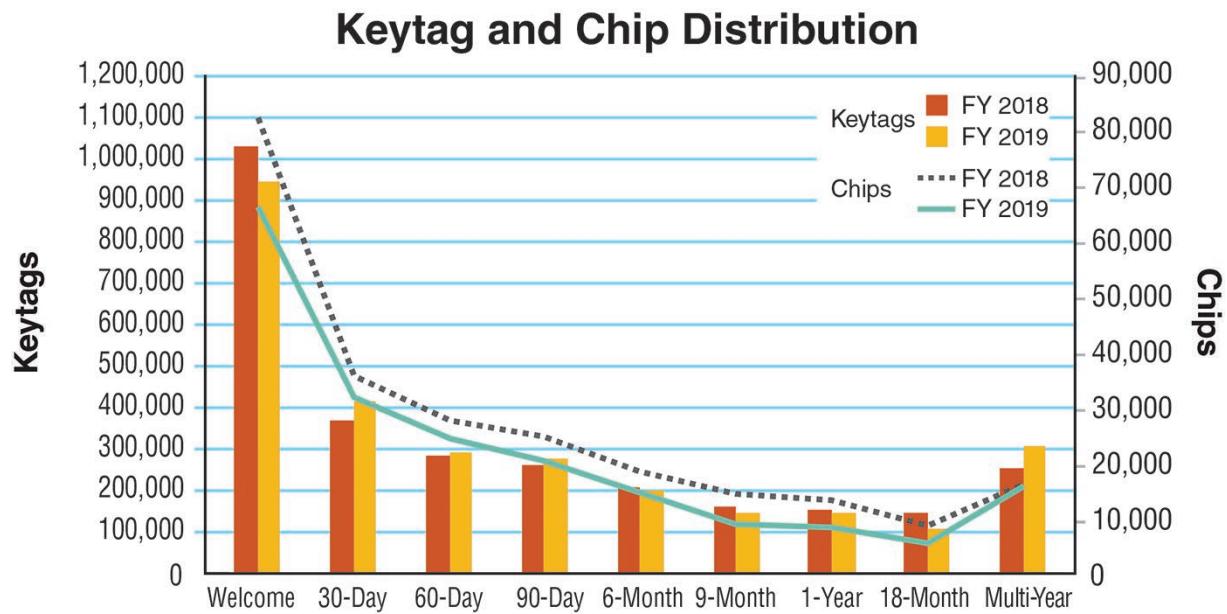
Distribution for all 24 IPs decreased by 7 percent from the previous fiscal year. *Am I an Addict?* (IP #7), *Welcome to NA* (IP #22), and *For the Newcomer* (IP #16) continue to top distribution numbers with an average of a 4 percent decrease this year.

FY 2019 Informational Pamphlets Distribution



Keytags, Chips, and Medallions

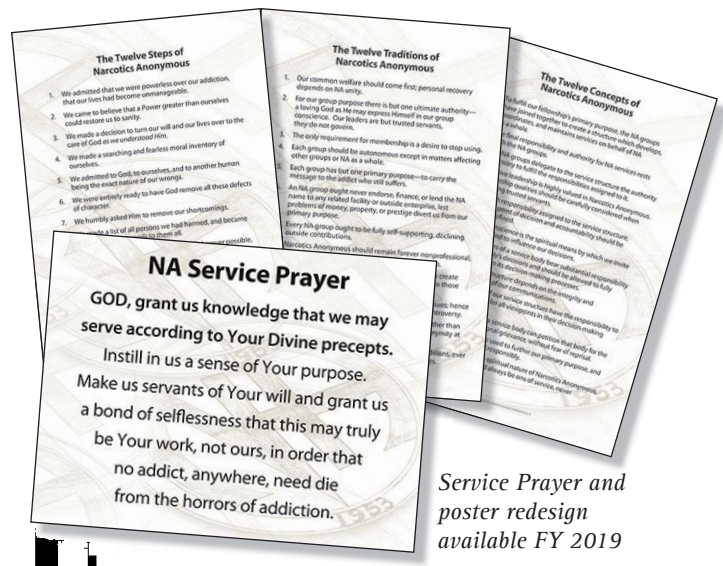
Distribution of keytags and chips decreased by 1 percent and 20 percent, respectively. Medallion distribution decreased by 5 percent.



Who Buys NA Literature?

As you already may know, NAWS has discount schedules for orders over \$500 and for contract customers. The terms and rates of this discount policy apply to Fellowship and non-Fellowship entities alike and are spelled out on our website at https://cart-us.na.org/discount_policy. Many regional service offices order large quantities, so they enter into contracts with us to benefit from our discounts. These regional service office contracts make up nearly 40 percent of NAWS literature sales, followed by sales to groups, and then sales to areas. Taken together, our literature customers within the Fellowship make up approximately 80 percent of our overall literature sales.

Non-NA entities, such as correctional facilities, treatment centers, hospitals, resellers, government offices, and drug courts, account for the remaining 20 percent of our literature sales. From time to time, a narrative emerges claiming that NAWS is beholden to a particular reseller of books on addiction and recovery and that we offer special discounts or even develop literature with this reseller in mind. Let us be clear, there is no truth to these rumors. Not only would that idea conflict with our guiding principles, but the financial reality contradicts that story, as resellers traditionally make up less than 7 percent of our total sales. The fact is, our members buy the vast majority of our literature, which isn't surprising. After all, our literature is written by addicts for addicts.

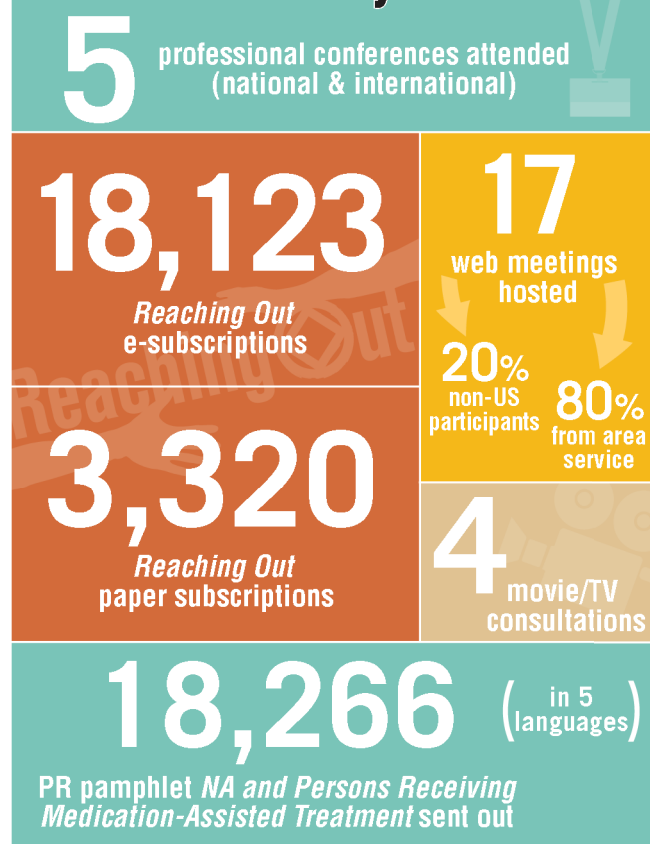


Service Prayer and poster redesign available FY 2019

Public Relations in Fiscal Year 2019

Nearly half of our members are referred to NA by a treatment facility or counseling agency, which is why PR committees all over the world work to increase professional and public awareness of NA. These efforts include conducting PR presentations, staffing booths at professional events, and arranging for posters, billboards, and public service announcements. When the public sees NA as a viable and credible means of recovery, more addicts find their way to our meetings, and this makes PR efforts at every level of the NA service system integral to our primary purpose.

Public Relations by the Numbers



In the US, the practices of medication-assisted treatment (MAT) and drug-replacement therapy (DRT) continue to rise in treatment centers, corrections facilities, and drug courts. For this reason, making sure professionals and organizations that regularly deal with addicts know that their clients are welcome in NA is more crucial than ever. We may also want to be mindful of taking time to welcome these potential members to our meetings; otherwise, we could lose an entire generation of membership. Guided by Tradition Three, we seek to welcome all addicts to our meetings and to help them gain a sense of hope and belonging.

NAWS supports the PR work of NA areas, regions, and zones by providing relevant tools, literature upon request, and networking opportunities. One aspect of this support includes hosting regular PR web meetings to help members gather to share best practices and experiences with PR, H&I, Phonelines, and inmate step writing. These member-driven meetings cultivate engaging discussions with diverse input from members all over the world. In the 2019 FY, we hosted 12 such web meetings, which has allowed us to continue to build robust and supportive networks brimming with passion and expertise.

NAWS also hosts web meetings for zones to improve collaboration among service bodies and assist with zonal public relations work. Since these web meetings began,

we have seen a notable increase in PR and H&I services delivered by zones, and we are excited to continue to facilitate collaboration and growth in this area.

Conferences

NAWS PR extends beyond Fellowship support as we continue to establish and develop relationships with professionals who work with addicts. These efforts include government and media relations, zonal planning, and attending national or international conferences. Attending conferences gives us a particular advantage to build NA's reputation by interacting with thousands of professionals and informing them about NA over the course of a few days. These opportunities help us demonstrate NA's viability and give professionals more confidence in sending their clients to our meetings.

In the 2019 FY, we attended the following annual conferences:

- World Federation of Therapeutic Communities (WFTC)—October 2018
- International Society of Addiction Medicine (ISAM) combined with a two-day PR Learning Day for members in Japan—November 2018
- American Society of Addiction Medicine (ASAM)—April 2019
- International Federation of Non-Governmental Organizations for the Prevention of Drug and Substance Abuse (IFNGO)—May 2019
- Innovations in Behavior Health—June 2019

2019 FY PR Highlight PR Week

PR Week is an annual event during the first week of June for the Fellowship to hold events simultaneously and work together to further PR and PI efforts worldwide. The inaugural PR week was 3–9 June 2019, and the feedback from the Fellowship inspiring. We received pictures and details of events from regions across ten NA zones and Iran. These PR Week events included poster campaigns, learning days with professionals, bus and bus stop posters campaign, and national public service announcements. We are delighted that so many members embraced PR Week, and we look forward to hearing more of your community PR Week stories. For more information on PR Week, please visit www.na.org/pr_act.



Basic Services

Aside from our work related to the biennial World Service Conference, much of the work at NAWS is foundational and ongoing. Each team at NAWS provides essential services to meet the communication, coordination, information, and guidance needs of the Fellowship. We respond to more requests and inquiries than ever before, and we get literature to those who need it with greater efficiency, all while remaining prudent in the use of our limited resources.

Today, we have a center of operations in the US, branch offices in Belgium and Iran, and distribution centers in India and Canada. Our ability to meet the increasing demands of our growing Fellowship together with the indispensable work of regions and zones signals our progress toward our shared vision for NA. You'll find specifics about these "basic services" in the 2019 FY in the following sections.

Fellowship Services

The Fellowship Services Team responds to hundreds of requests and inquiries each week from NA members seeking information or support. This correspondence includes inmates requesting literature, trusted servants seeking guidance on Traditions and Concepts, and members trying to solve problems at the local level, to name a few.

We provide resources, information, and share anecdotes and observations that have worked elsewhere—our collective experience, strength, and hope. Often, we can connect members to the wealth of resources available at www.na.org, linking to specific handbooks, service pamphlets, bulletins, and recovery literature. Our support also includes fulfilling requests for meeting starter kits and literature from members—many of them behind bars.

Another aspect of Fellowship Services is working with individuals outside of NA looking for information on addiction. We regularly respond to family members of addicts, government officials, clergy members, and health-care professionals who want to start meetings. We put them in touch with local trusted servants for follow-up, opening the doors for public relations opportunities and potential meeting facilities. We thank all local trusted servants for their partnership in dealing with these requests for meetings and H&I. Your service is an integral part of carrying the NA message to the addicts who still suffer.

The data show how we direct resources—human and financial—to respond to the Fellowship's needs and how that's changed over the past few years.

Communications

The Communications Team is the primary conduit of information between the World Board and the NA Fellowship. We use every avenue available to hear from the Fellowship—calls, emails, surveys, workshops, web meetings, Issue Discussion Topics, regional reports, and more. We compile and relay all member input we receive so the Board can make decisions based on the Fellowship's needs and ideas.

In turn, the Communications Team listens to the Board and, with their direction, facilitates webinars and drafts a variety of reports and correspondence to help keep the Fellowship informed. Some of these communications include NAWS periodicals, emails, memos, session materials for workshops, and World Service Conference materials, including reports, session materials, and summaries—most of which you can find at www.na.org.

As we continue to shift our primary distribution methods from paper to electronic, we encourage all members to subscribe to our periodicals at www.na.org/subscribe. If you subscribe electronically to at least one of three quarterly publications or to the daily *Just for Today* email, you'll also get periodic emails with World Convention updates, and notifications when various reports and project materials are available.

As a part of NA World Services, "we provide these services so that our groups and members can more successfully carry the message of recovery and so that our program of recovery can be made more available to addicts everywhere." (*A Guide to World Services in NA*)

Fellowship Services by the Numbers



NAWS Technology

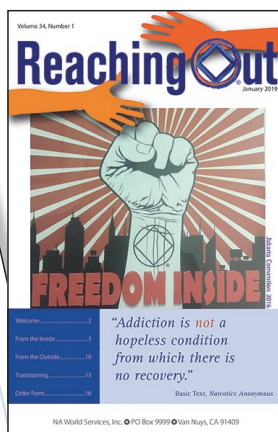
Technology is not only integral to NAWS' day-to-day operations, but it continues to improve our ability to support members as they carry the NA message of hope. Our ongoing services, such as communication, publication, sales, accounting, and translations all depend on technology. In the same fashion, technology improves our Fellowship development efforts by helping us deliver resources and support more consistently and rapidly, as well as enhancing the effectiveness of the World Service Conference and World Convention of NA.

To stay current with technology, we must regularly filter decisions through the reality of our limited resources. We practice extraordinary discernment when we evaluate which technology investments offer the biggest "bang for the buck" while helping provide essential services to the Fellowship. To guide our decisions, we rely on a comprehensive IT assessment conducted in 2013, which helped us prioritize long-term IT goals in the areas of software, connectivity, infrastructure, and security. In the 2018 FY, we implemented new accounting software with a more robust platform to help us handle the growing needs of our Fellowship, as well as improve our online store. In the 2019 FY, we continue to get accustomed to this new accounting software and look forward to conveying the benefits of this improvement. Focusing on upgrading our software helps us increase dig-

ital offerings of literature and resources, and enhances how members, trusted servants, and the public experience NAWS online, regardless of device or platform. Also, embracing software like Zoom helps us meet virtually with workgroups and Conference participants efficiently and effectively, while reducing travel costs.

Achieving sustainability has been the focus of NAWS IT this fiscal year. In this pursuit, we've worked toward ensuring we have a robust infrastructure, sound security, and well-tested disaster recovery methods. Our IT infrastructure is a system of hardware, software, networks, and databases, all of which need constant maintenance and regular upgrades. To build a reliable infrastructure while conserving resources, we work to extend the life of our equipment, and this requires much of our effort year in and year out.

Along with maintaining our infrastructure, we continue to implement security measures to keep our network safe and reliable. We regularly assess risks and deploy multiple layers of protection to assure members' privacy, keep information safe, and secure our network. We also perform nightly backups of our entire system to both local and cloud servers to ensure that we can recover all data and rebound quickly in the event of a disaster. In a word, technology has become an indispensable component of our work at NAWS, and we do everything we can to preserve the integrity of our systems and data.



Subscribe!

www.na.org/subscribe

Also includes:

WCNA updates

JFT daily emails

NA World Services Staff

Chatsworth, California, USA

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New Staff

Alberto Fabian

Shirley Pius

*Departing Staff

Jose Corea

Johnny Czifra

Melanie Dow

Brian Stewart

Buddy Toten

Staff and Offices

Two distribution centers—one in Mississauga, Ontario, Canada, and the other in Bangalore, India—play a vital role in furthering our vision. Jacquie Sullivan and Paul Sullivan staff the Mississauga center, serving the literature needs of Canadian NA communities, while Pramila Dias distributes literature in 12 languages throughout South Asia from the Bangalore center.



NAWS has two branch offices—One in Brussels, Belgium, and the other in Tehran, Iran. Paul Decock and Fred Renaux maintain our European branch, where they distribute literature in 35 different languages. They print some of the literature onsite and provide some literature at no cost to emerging NA communities in Eastern Europe and Africa. They also serve members, groups, and institutions seeking information about NA, process contributions to NAWS, and support the continent's zonal forum, the European Delegates Meeting.



Siamak Khajeian manages the Iranian branch of the World Service Office, which supports NA's fastest-growing community and its 21,974 meetings. He and his staff at the Tehran service center, Amir Bondar, Farhad Fallah, Mehrdad Naseri, Hossein Nematza-deh, Farhad Pourshehi, Reza Tavakoli, and Payam Yazdani, produce and distribute NA literature in Farsi. They also translate *The NA Way Magazine* each quarter and support many of the essential services offered by the region.



Narcotics Anonymous World Services in Chatsworth, California, is the central resource hub for NA members, groups, and service bodies worldwide. The executive and administrative staff work with the World Board to carry out Conference-approved projects, coordinate workgroups, and execute the World Convention. They communicate with members through a variety of periodicals, reports, web meetings, and emails, and respond to inquiries from the public. The California office is also responsible for the production and distribution of NA literature, protection of the Fellowship's copyrights and trademarks, and maintenance of our website, www.na.org.

World Convention of NA



WCNA 37

While our financial reconciliation for WCNA 37 was still underway by the time we published the 2018 *Annual Report*, we were able to share that we far exceeded our financial expectations for the event. WCNA 37's favorable financial outcome was the result of a combination of factors, including a record-breaking number of registrations and newcomer donations, more than \$300,000 in negotiated rebates, and trimming many expenses by using fewer contractors while doing much more of the work in-house.

Additionally, the Orange County Convention Center remembered us from the last World Convention in Orlando, and they were motivated to have us back, which led to deep discounts from them and other vendors. All of these factors created unusual and very hard-to-repeat circumstances for this convention. Perhaps the most significant financial impact of WCNA 37's success is how this revenue can help offset lower turnout for World Conventions held outside of North America. More specifically, WCNA 37's success helps make a location like Australia more possible for WCNA 38.

For those of you who were able to join us at WCNA 37, we thank you for your participation in this celebration of recovery. Your attendance and generous newcomer registration contributions made WCNA 37 the most impressive display of our unity and diversity to date, with over 21,000 registrations. Also, much of the success of WCNA 37 wouldn't have been possible without an incredible local workgroup and the support of the local convention bureau and convention staff, so we send our heartfelt gratitude to them all.

While we included many highlights of WCNA 37 in the 2018 *NAWS, Inc. Annual Report*, we want to share one more remarkable story here. Not only did local councilman presented WCNA 37 with a proclamation from the city of Orlando at the beginning of the convention, but a state senator who was present because of the PR efforts by local members said that we did not have to tell him about NA. He had spent an hour making his way



through the convention center and had never experienced that level of love in any gathering before. Our members, through their actions, demonstrated that *The Magic is Still Real*, and we thank you all for your help in making that possible.

The table on the next page reports the accounting of the WCNA 37 budget compared to actual expenses. And with the books on WCNA 37 closed, we look ahead and prepare for WCNA 38.

WCNA 38

The World Convention Zone Rotation Plan from *A Guide to World Services in Narcotics Anonymous* calls for the location of WCNA 38 to be somewhere in the Asia-Pacific-Middle East-Africa Zone. Accordingly, we hope you are just as excited as we are to have our four-day celebration of recovery in Melbourne, Australia, in 2021—and plans are already starting to take shape!

Our ability to plan the convention using real numbers helps us remain financially prudent, which is why much

of the success this event relies heavily on early registration. As a result, the registration portal will open well in advance of the convention to provide members with ample time to register. But personal planning is equally important. Because of stringent entry requirements, Australia may not grant visas to all of our members. We suggest that you begin your visa application process once WCNA 38 preregistration goes on sale in September 2020. Typically, visas are good for one year.

We will provide updates to all interested members as frequently as we can. If you don't want to miss out, we encourage you to go to www.na.org/wcna and sign up to receive WCNA 38 updates. We hope to see as many of you as possible in Melbourne, Australia, in 2021 to celebrate recovery the NA way! Obviously, current events could impact the upcoming world convention. We will notify the fellowship once we have more information.

Future WCNA Locations

2021

WCNA 38

Melbourne, Australia

2024

WCNA 39

Washington DC, USA

2027

WCNA 40

Europe

2030

WCNA 41

North America

2033

WCNA 42

South America

WCNA 37 INCOME AND EXPENSES AS OF 5 MARCH 2019

WCNA 37 Income	Actual	Budget	Variance \$	Variance %
Registration	2,451,131	2,327,500	123,631	5.3%
Special Events	645,560	673,000	(27,440)	-4.1%
Newcomer Donations	33,226	15,000	18,226	121.5%
Merchandise	873,432	904,584	(31,152)	-3.4%
Other Sales - Rebates (still pending rebates)	352,241	50,000	302,241	604.5%
Total Event Specific Income	4,355,590	3,970,084	385,506	9.7%
WCNA 37 Expense				
Registration	636,867	739,200	(102,333)	-13.8%
Special Events	471,378	638,250	(166,872)	-26.1%
Program	325,831	356,500	(30,669)	-8.6%
Merchandise	757,063	785,600	(28,537)	-3.6%
Facilities	772,292	789,000	(16,708)	-2.1%
Support Committee	40,018	50,000	(9,982)	-20.0%
Administration	174,685	206,850	(32,165)	-15.6%
Total WCNA 37 Expense	3,178,133	3,565,400	(387,267)	-10.9%
Total WCNA 37 Excess Revenue	1,177,456	404,684	772,772	191.0%

Reprinted from NAWS News, March 2019

Basic Financial Statements: An Overview



This section is our primary delivery method of financial information to interested members and outside parties, as required by law to maintain our nonprofit status.

The following financial statements document NAWS' financial position at the end of FY 2018:

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

For those unaccustomed to analyzing spreadsheets, we've included descriptions of each report and highlighted important information with charts.

Contributions from Members, Groups, and Service Bodies

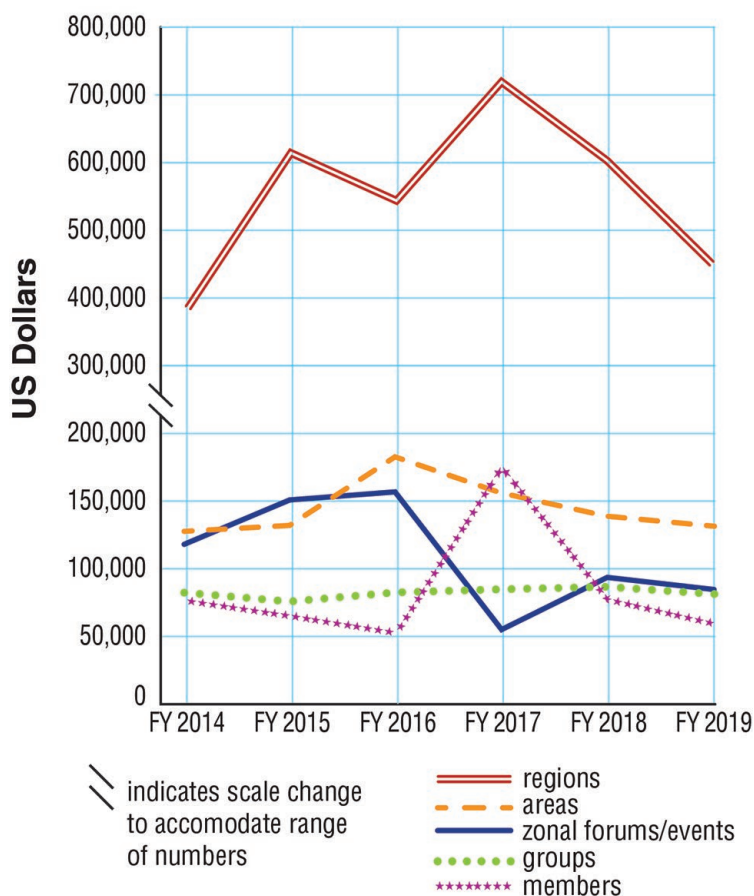
As most of our members understand, the fact that NA World Services must operate as a business does not change the spiritual nature of our goals as an organization. The goals outlined in A Vision for NA Service, approved at WSC 2010, continue to guide everything we do. The enduring pursuit of this vision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

While this FY saw Fellowship contributions decrease by 1% percent, we are deeply inspired by your contribution efforts, and we are grateful for your shared commitment to Tradition Seven and A Vision for NA Service. Thank you!

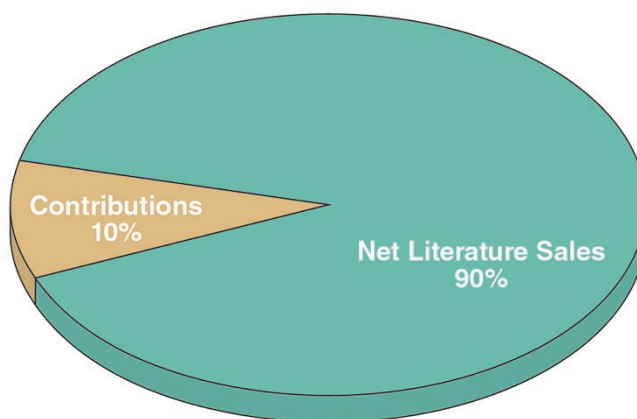
In the graph to the right, you'll find Fellowship contributions for FY 2019 in five different categories—individuals, groups, areas, regions, and zonal forums/events—over the last six years. Altogether, Fellowship contributions currently make up 10% percent of total NAWS operating income, which can be seen in the chart on the next page.

The detailed list that follows, organized by region, will allow you to analyze contributions in your corner of the globe. We color coded the different types

Contributions by Donor Type



Income by Source for 2018–2019



of contributors in this report to allow the reader to notice trends at a glance. As you'll see, our practices vary from region to region.

Consolidated Statements

The Consolidated Statement of Financial Position (SoFP) and Consolidated Statement of Activities (SoA) summarize the financial activity of NA World Services during the 2019 fiscal year. The SoFP, also known as a balance sheet, gives a simple breakdown of the current NAWS financial assets and liabilities. The SoA, commonly known as an income statement, provides an analysis of the total income and expenses for all branches of NAWS compared to the budget adopted at WSC 2018.

Under each set of expenses, we include allocated costs for accounting, personnel, overhead, and technology. We calculate a fixed percentage each cycle to divide these costs among four areas of activity: literature production and distribution, World Service Conference support, Fellowship development, and events. We base the percentages on three factors: the number of personnel required, estimated labor hours, and the amount of physical office space. Other indirect costs, such as electricity, water, insurance, and taxes, are also estimated for the two-year budget cycle and included as part of these fixed or operational costs.

For fiscal year 2019, we continued to see a decline in literature sales and contributions. With decreasing sales and increasing demand, we were already challenged to meet our mission before the pandemic changed our operations and income, as we have already said in the 2020 Conference Approval Track material.

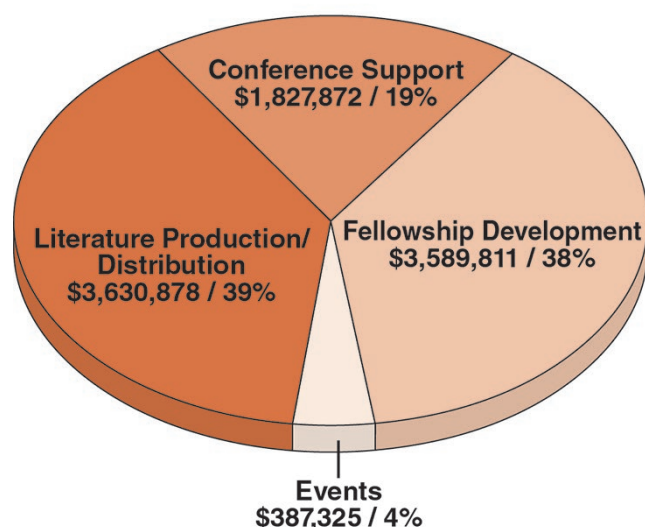
For fiscal year 2019, you will see excess expense over revenue, before WCNA 37, of \$1,399,269. With the

income from the World Convention in Orlando factored in, the final figures for the year change to expense over income of \$300,025. The budget approved at WSC 2018 expected net income over expense.

So what changed? Why are the final figures so different from the figures forecast in the budget? Most of the discrepancy is the result of three factors. Recovery literature income was 5%, or \$433,727, less than budgeted; contributions were 27%, or \$298,480, less than budgeted; and the total of free and subsidized literature was a record high at \$832,316, which was 68%, or \$266,636, more than budget. The total of these three areas over what was budgeted was \$998,843, which was 71% of the excess expense over revenue for 2019, excluding Orlando. (We say "excluding Orlando" because having a World Convention in a location like Orlando is an unusual event and not something that will be repeated this cycle.)

We were able to keep many expenses under budget, including travel, World Board, and workgroups; and some expenses exceeded budget, including personnel, overhead, and the category labeled literature production and distribution travel and exchange expenses. All of the allocated expenses—Accounting, Personnel, Overhead, and Technology—came in at more than 10% over budget, but the dollar amounts for technology and accounting are not significant. This is simply an indicator that fixed expenses have increased over the last two years. The personnel costs for 2019 were 11%, or \$418,942, over budget, and overhead was 17%, or \$352,334, over the budgeted amount. The line item under fixed operational expenses, which is literature production and distribution travel and exchange expenses, came in \$153,617, over budget due to an ever-changing economy around the world and activities to standardize literature production in Russia.

Actual Expense for FY 2019



Independent Auditors' Report

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

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

Fiscal Year	2016	2016 w/out Iran	2017	2017 w/out Iran	2018	2018 w/out Iran	2019	2019 w/out Iran
Number of meetings (worldwide approx.)	66,906	46,308	66,906	46,308	70,065	48,091	70,065	48,091
Total contributions received from meetings worldwide	\$1,018,092	\$1,018,092	\$1,189,265	\$1,189,265	\$1,000,300	\$1,000,300	\$805,208	\$805,208
Annual contributions received per meeting worldwide	\$15.22	\$21.99	\$17.78	\$25.68	\$14.28	\$20.80	\$11.49	\$16.74
Cost to fund Fellowship services (WSC support and Fellowship development)	\$5,174,894		\$4,892,954		\$5,309,403		\$5,108,158	
Dollars needed annually per meeting worldwide to cover Fellowship services	\$77.35	\$111.75	\$73.13	\$105.66	\$75.78	\$110.40	\$72.91	\$106.22
Percentage of expenses currently covered by Fellowship contributions	20%	20%	24%	24%	19%	19%	16%	16%

Fellowship Contributions Report

1 July 2018 through 30 June 2019

Contributor (# of contributions)	FY 2019 contributions	+ / - = compared to FY2018	<div> <div>Individuals</div> <div>Groups</div> <div>Area</div> <div>Regions</div> <div>Activities/other</div> </div>	<div> <div>View previous NAWS Annual Reports at www.na.org/AR</div> </div>
ABCD Region				
60 Minutes to Serenity Group (2)	109.72	+		
ABCD Region (9)	1,064.19	+		
Area Event (0)	0.00	-		
Green Mountain Area (1)	450.10	-		
Individual Members (1)	5.00	-		
Mid-Hudson Area (8)	217.67	+		
Mid-Week Gratitude Group (0)	0.00	-		
Miracle on Main Street Group (0)	0.00	-		
Never Alone Group (5)	192.00	+		
Wednesday Night Step Group (1)	148.00	-		
<i>ABCD Region Total:</i>	2,186.68	-		
Alabama/NW Florida Region				
Alabama/NW Florida Region (2)	5,332.12	+		
Spiritual Principles Group (0)	0.00	-		
Third Tradition Group (1)	250.00	+		
West Central Alabama Area (0)	0.00	-		
<i>Alabama/NW Florida Region Total:</i>	5,582.12	+		
Alaska Region				
Alaska Region (0)	0.00	-		
Hope Fiends Group (2)	150.00	+		
Individual Members (8)	128.00	+		
Never Alone Group (1)	100.00	+		
Walk York Talk Group (0)	0.00	-		
<i>Alaska Region Total:</i>	378.00	-		
AL-SASK Region				
AL-SASK Region (2)	1,014.00	+		
Broken Elevator Group (0)	0.00	-		
Canadian Convention (0)	0.00	-		
Edmonton Area (1)	1,500.00	+		
Forward Bound Group (1)	200.00	+		
Individual Members (0)	0.00	-		
Peace Area (0)	0.00	-		
We Do Recover Group (0)	0.00	-		
<i>AL-SASK Region Total:</i>	2,714.00	+		
Aotearoa New Zealand Region				
Aotearoa/New Zealand Region (0)	0.00	-		
Individual Members (0)	0.00	-		
<i>Aotearoa New Zealand Region Total:</i>	0.00	-		
Argentina Region				
Argentina Regional Office (0)	0.00	-		
<i>Argentina Region Total:</i>	0.00	-		
Arizona Region				
12 To Life Group (1)	506.00	-		
Arizona Region (2)	6,000.00	+		
Dynamite Men's Group (3)	201.25	+		
Dynamite Recovery Group (3)	117.50	-		
East Valley Area (3)	159.69	-		
Individual Members (2)	118.57	+		
It's Time Group (4)	65.85	+		
Moment of Clarity Group (2)	43.00	+		
Not Just Another NA Group (6)	351.71	-		
Options for Us Group (5)	172.00	+		
Recovery on the River Group (0)	0.00	-		
The Journey Begins Group (1)	26.00	+		
<i>Arizona Region Total:</i>	7,761.57	-		
Arkansas Region				
Arkansas Region (1)	1,418.61	-		
Foothills Unity Area (5)	1,096.35	+		
Individual Members (0)	0.00	-		
Just For Today Group (2)	300.00	+		
Living Clean Group (1)	400.00	-		
<i>Arkansas Region Total:</i>	3,214.96	-		
Australian Region				
Australian Region (5)	11,550.95	-		
Individual Members (0)	0.00	-		
South Australian Area (0)	0.00	-		
Toorak Group (2)	500.00	+		
<i>Australian Region Total:</i>	12,050.95	-		
Baja Son Region				
Baja Son Region (2)	844.80	+		
<i>Baja Son Region Total:</i>	844.80	+		
Belgium Region				
Belgium Region (1)	568.18	-		
Farsi Group (0)	0.00	-		
<i>Belgium Region Total:</i>	568.18	-		
Best Little Region				
12 Steps - New Life Group (13)	419.44	+		
Best Little Region (1)	2,356.26	+		
Honesty, Open-Mindedness, & Willingness Group (0)	0.00	-		
Nothing to Fear Group (11)	223.85	-		
Panhandle Area (11)	67.53	-		
Unity Area (4)	200.00	+		
<i>Best Little Region Total:</i>	3,267.08	-		
Big Moscow Region				
Big Moscow Region (2)	721.00	-		
Hug Group (0)	0.00	-		
Individual Members (0)	0.00	-		
<i>Big Moscow Region Total:</i>	721.00	-		
Brazil Region				
Brazil Region (0)	0.00	-		
<i>Brazil Region Total:</i>	0.00	-		
Brazil Sul Region				
Brazil Sul Region (2)	258.00	+		
<i>Brazil Sul Region Total:</i>	258.00	+		
British Columbia Region				
British Columbia Region (4)	21,000.00	+		
Cloverdale Group (1)	100.00	-		
From the Heart Group (1)	300.00	+		
Individual Members (2)	310.00	-		
Just As We Are Group (3)	450.00	+		
Men's Primary Purpose Group (3)	230.75	+		
Mixed Nuts Group (1)	50.00	+		
New West Nooner Group (4)	1,400.00	+		
South Vancouver Island Area (0)	0.00	-		
Thursday Night Winners Group (2)	197.06	+		
Tri-Cities Area (0)	0.00	-		
<i>British Columbia Region Total:</i>	24,037.81	+		

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			→ View previous NAWS Annual Reports at www.na.org/AR
Buckeye Region			
Buckeye Region (4)	350.00	–	Piedmont Area (2) 1,000.00 +
Great Lakes Area (1)	500.00	–	Rappahannock Area (1) 300.00 +
Individual Members (2)	35.35	+	We Do Recover Group (2) 20.89 –
Regardless Of...Group (1)	100.00	+	Central Atlantic Region Total: 9,788.61 +
Western Reserve Area (11)	440.00	–	
Buckeye Region Total:	1,425.35	–	
California Inland Region			
California Inland Region (3)	11,074.11	+	Central California Region
Individual Members (2)	20.00	–	Central California Region (2) 2,288.93 –
Southwest Area (4)	1,716.63	+	Central Coast Area (9) 386.79 –
We do Recover Group (10)	80.00	–	County Line Area (8) 1,474.05 +
California Inland Region Total:	12,890.74	+	Gold Coast Area (9) 720.00 –
			Grupo La Recuperacion es posible (1) 78.00 +
			Individual Members (23) 1,066.00 –
			Kern County Area (9) 900.00 +
			Positive Hour Group (1) 230.00 +
			Spiritual Not Religious Group (7) 198.00 –
			Central California Region Total: 7,341.77 –
California Mid-State Region			
CA Mid-State Region (3)	10,206.37	+	Chesapeake & Potomac Region
Caring & Sharing Group (3)	94.29	–	Chesapeake/Potomac Region (0) 0.00 –
Foothill Area (1)	116.70	+	Girls Night Out Group (0) 0.00 –
Gold Country Area (1)	1,000.00	+	Individual Members (12) 300.00 =
Individual Members (7)	51.13	–	It Works How & Why Group (3) 47.27 –
Stanislaus Valley Groups Area (1)	56.60	+	Yellow Brick Road Group (1) 56.50 –
California Mid-State Region Total:	11,525.09	+	Chesapeake & Potomac Region Total: 403.77 –
Canada Atlantic Region			
Canadian Atlantic Region (5)	2,217.92	+	Chicagoland Region
Foundation Group (1)	750.00	+	Basic Text & Coffee Group (1) 20.00 +
Individual Members (2)	550.00	+	Blue Skies Ahead Group (0) 0.00 –
New Awakenings Group (1)	64.34	+	Chicagoland Region (4) 777.00 +
Canada Atlantic Region Total:	3,582.26	+	Happy Hour Group (4) 185.00 +
			How Group (0) 0.00 –
			Illinois Valley Area (0) 0.00 –
Carolina Region			Individual Members (15) 1,374.00 +
All Kidding Aside Group (7)	178.00	–	Night Before Xmas Group (8) 80.00 +
Basic Text Express Group (2)	20.00	–	North City Area (2) 521.43 +
Capital Area (3)	245.46	–	Recovery Monologues Group (1) 84.00 +
Carolina Region (2)	11,600.00	–	Recovery Works Group (1) 50.00 –
Clean Living Group (8)	147.51	+	River North Group (3) 140.00 +
Early Bird Special Group (0)	0.00	–	Rock River Area (1) 250.00 +
End of the Road Group (5)	222.26	+	Russian Addicts Group (0) 0.00 –
Flowertown Group (2)	126.00	–	Southwest City Area (0) 0.00 –
Fortune Cookie Group (0)	0.00	–	Walk This Way Group (0) 0.00 –
Freedom Through Recovery Group (0)	0.00	–	Chicagoland Region Total: 3,481.43 +
Grassroots Group (1)	25.00	+	
Greater Charlotte Area (0)	0.00	–	Chile Region
Individual Members (15)	468.60	+	Area Oriente (0) 0.00 –
Lake Norman Area (5)	739.59	+	Grupo Cable a Tierra (0) 0.00 –
Living Clean Group (1)	20.00	+	Chile Region Total: 0.00 –
Middle of the Road Group (2)	600.00	+	
NAPD Group (1)	68.14	–	China Region
Primary Purpose Group (5)	201.00	+	China Region (0) 0.00 –
Sheldon Banks (3)	141.79	+	China Region Total: 0.00 –
South Coastal Area (5)	1,106.12	+	
Spiritual Gangsters Group (1)	5.00	–	Colombia Region
Stay Clean Group (0)	0.00	–	Colombia Regional Convention (0) 0.00 –
Sun City Area (4)	623.83	+	Grupo dame un abrazo (0) 0.00 –
Surrender To Win Group (2)	313.00	+	Grupo Despertar Espiritual (0) 0.00 –
Upper South Carolina Area (9)	1,186.84	–	Grupo El Camino (2) 152.00 +
Carolina Region Total:	18,038.14	–	Grupo El mensaje (0) 0.00 –
			Grupo Ensename a vivir (0) 0.00 –
Central Atlantic Region			Grupo hay una solucion (0) 0.00 –
Almost Heaven Area (9)	815.55	–	Grupo la humildad (0) 0.00 –
Central Atlantic Region (2)	5,052.74	+	Grupo la Serenidad (0) 0.00 –
Experience, Strength & Hope Group (1)	79.46	+	Grupo llegamos a creer (0) 0.00 –
Individual Members (4)	174.40	+	Grupo siempre hay esperanza (0) 0.00 –
New Dominion Area (1)	2,315.57	+	Grupo somos un milagro (0) 0.00 –
New Vision Group (2)	30.00	–	Grupo Vida (0) 0.00 –
Outer Limits Area (0)	0.00	–	Colombia Region Total: 152.00 –

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Colorado Region			
Addicts Seeking Sanity Group (10)	374.13	+	
Ain't Dead Yet Group (1)	210.99	-	
Colorado Region (1)	3,000.00	-	
Continued Deflation Group (1)	25.00	+	
Crestone Group (3)	39.00	+	
Humble Lights Group (4)	268.00	-	
Individual Members (15)	100.00	+	
Just Can't Miss It Group (2)	308.31	+	
Mile High Area (2)	410.47	-	
Pallbears Group (1)	68.00	+	
Pikes Peak Area (2)	206.10	-	
Primary Purpose Group (7)	385.00	+	
Surrender to Win Group (6)	294.71	+	
Try Again Group (1)	23.00	+	
Unity Day (1)	300.00	+	
When at the End of the Road Group (2)	352.21	+	
Colorado Region Total:	6,364.92	-	
Connecticut Region			
Connecticut Region (10)	23,027.35	+	
Get Clean or Die Trying Group (5)	228.94	+	
Greater Hartford Area (7)	1,500.96	+	
Individual Members (4)	172.42	-	
More Good Times Ahead Group (0)	0.00	-	
Planet Recovery Group (0)	0.00	-	
Sanity on Sunday Group (6)	185.31	+	
Straight from the Hip Group (1)	86.14	-	
Thru the Steps Group (0)	0.00	-	
Connecticut Region Total:	25,201.12	+	
Costa Rica Region			
Costa Rica Region (0)	0.00	-	
Individual Members (0)	0.00	-	
Costa Rica Region Total:	0.00	-	
Cuba Region			
Cuba Region (1)	120.00	+	
Cuba Region Total:	120.00	+	
Denmark Region			
Denmark Region (2)	3,344.00	+	
Hold Det Enkelt Gruppen (Randers) Keep it Simple (1)	100.00	=	
Sammen Kan Vi Gruppen (Together we Can) (0)	0.00	-	
Denmark Region Total:	3,444.00	+	
Eastern New York Region			
Eastern New York Region (3)	9,777.10	+	
Grupo Contra Viento y Morea (1)	20.00	+	
Individual Members (12)	188.00	+	
Spiritual Connection Group (1)	40.00	+	
Wonder Women Group (2)	130.50	+	
Eastern New York Region Total:	10,155.60	+	
Eastern Pennsylvania Region			
Bordertown Group (1)	73.40	+	
Eastern Pennsylvania Region (2)	6,677.15	-	
Individual Members (3)	-50.00*	-	
Living the Steps Group (0)	0.00	-	
Eastern Pennsylvania Region Total:	6,700.55	-	
Egypt Region			
Egypt Region (0)	0.00	-	
Egypt Region Total:	0.00	-	
Finland Region			
Living Clean Group (1)	115.00	-	
Finland Region Total:	115.00	-	
Florida Region			
A Train To Somewhere Group (4)	116.95	+	
Changing Through the Steps Group (0)	0.00	-	
Florida Region (0)	0.00	-	
Forest Area (4)	961.92	+	
Greater Orlando Area (7)	2,238.57	+	
Individual Members (18)	973.00	+	
It Works - We Do Recover Group (0)	0.00	-	
Just for Thursday Group (12)	239.63	-	
Kissimmee Connection Group (1)	10.93	+	
Life on Life's Terms Group (11)	758.00	-	
Miracles of Faith Group (0)	0.00	-	
Palm Coast Area (4)	5,000.00	-	
Point of Freedom Group (1)	100.00	+	
Recovery Central Group (11)	532.18	-	
Recovery Matters Group (4)	66.00	-	
Recovery on Campus (5)	619.49	+	
Soul Sistas Group (1)	25.00	-	
Steps To Freedom Group (12)	496.72	+	
Stick N Stay Group (1)	50.00	+	
Sunday Skool Group (11)	152.09	+	
The Lie is Dead Group (1)	13.90	-	
Florida Region Total:	12,354.38	-	
France Region			
France Region (1)	3,488.37	-	
Individual Members (8)	800.00	+	
France Region Total:	4,288.37	+	
Freestate Region			
Freestate Region (1)	10,000.00	-	
Hope for Serenity Group (1)	147.50	+	
Some Are Sicker Than Others Group (1)	200.00	-	
Weekend Survivors Group (0)	0.00	-	
Freestate Region Total:	10,347.50	-	
Georgia Region			
Backroom Group (1)	200.00	-	
Beginners Group (1)	41.27	+	
Clean Air Act Group (6)	443.26	+	
Close Encounters Group (3)	105.70	-	
First Step Group (12)	866.80	+	
Georgia Region (2)	9,533.12	+	
Getting Better Group (9)	140.46	+	
Grateful Heads Group (2)	280.00	+	
Hardcore Hope Group (3)	40.00	+	
Individual Members (6)	1,073.00	+	
International City Group (5)	240.05	+	
Just for Sunday Group (1)	59.61	-	
Just For Today Group (9)	451.00	+	
Living Free Group (8)	266.18	-	
Macon Miracles Group (3)	225.00	+	
New Horizon Group (4)	192.40	-	
North Atlanta Area (1)	47.00	+	
One is Too Many Group (1)	10.00	+	
Sisters in Unity Group (5)	113.17	-	
South Georgia Area (1)	500.00	+	
Spirit & Service Group (0)	0.00	-	
Surrender Group (12)	686.79	+	
The Journey Continues Group (2)	175.00	+	
Georgia Region Total:	15,689.81	+	

*These entries are accounting adjustments for literature purchases from the last FY that were incorrectly recorded as contributions.

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German Speaking Region			
Berlin Area (Gebiet Berlin) (1)	1,111.11	-	
Berlin Gruppe (1)	57.47	+	
Brandenburg Group (1)	44.94	+	
Dienstag Gruppe (1)	568.18	+	
Falkensee Gruppe (0)	0.00	-	
Frauenmeeting Gruppe (0)	0.00	-	
Freitag Friedenau Gruppe (0)	0.00	-	
Freitagsmeeting (0)	0.00	-	
German Speaking Region (2)	8,060.25	+	
Individual Members (23)	2,127.79	-	
Monday DND Berlin Group (0)	0.00	-	
Montag Bochum Gruppe (1)	68.97	-	
Spandau Berlin Group (0)	0.00	-	
Sued Area (Gebiet Sued) (1)	568.18	+	
German Speaking Region Total:	12,606.89	-	
Grande Sao Paulo Region			
Grande Sao Paulo Region (1)	2,000.00	+	
Grande Sao Paulo Region Total:	2,000.00	+	
Greater Illinois Region			
Focusing on Me Group (0)	0.00	-	
Greater Illinois Region (2)	2,842.38	-	
Individual Members (2)	14,865.00	+	
Greater Illinois Region Total:	17,707.38	-	
Greater New York Region			
A Greater Consciousness Group (12)	253.00	+	
Bleecker Street Tuesday Group (6)	861.50	+	
Carrying the Message Group (2)	-60.00	*	
Eastern Long Island Area (1)	475.00	+	
Greater New York Region (6)	6,000.00	+	
Individual Members (25)	695.64	+	
Life After Drugs Group (1)	30.00	+	
Miracles in Co-Op Group (1)	75.00	-	
New York City Area (2)	877.91	-	
Only Game in Town Group (2)	124.20	+	
Practicing Principles Group (0)	0.00	-	
Recovery in El Barrio Group (2)	48.38	+	
Recuperacion for Today Group (0)	0.00	-	
Recurring Themes Group (5)	318.75	+	
Saturday Morning Serenity Group (3)	275.00	+	
Scarsdale Men's Group (0)	0.00	-	
Serenity on Saturday Group (4)	147.00	-	
Sunday Meditation Group (0)	0.00	-	
Greater New York Region Total:	10,121.38	+	
Greater Philadelphia Region			
12 Steps Up Group (0)	0.00	-	
Clean Acres Area (Chester County) (3)	661.04	+	
Delco Area (5)	2,346.98	+	
Down Payment on Life Group (1)	35.00	+	
Folsom Group (0)	0.00	-	
Great Start Group (1)	50.00	+	
Greater Philadelphia Region (1)	1,000.00	+	
Inner City Area (0)	0.00	-	
Greater Philadelphia Region Total:	4,093.02	+	
Greece Region			
English Speaking Group (0)	0.00	-	
Greece Region (0)	0.00	-	
Greece Region Total:	0.00	-	
Hawaii Region			
Hawaii Region (4)	3,966.33	+	
Individual Members (2)	50.00	-	
Just for Today Group (1)	140.00	+	
Just for Today Group (0)	0.00	-	
Kauai Area (3)	150.00	-	
Living Clean: The Journey Continues Group (1)	100.00	-	
Oahu Area (15)	718.13	-	
Owau No Au Group (1)	86.00	+	
West Hawaii Area (1)	58.03	+	
Hawaii Region Total:	5,268.49	+	
HOW Region			
Grupo Luz (0)	0.00	-	
HOW Region (0)	0.00	-	
HOW Region Total:	0.00	-	
Hungary Region			
Hungary Region (0)	0.00	-	
Hungary Region Total:	0.00	-	
Indiana Region			
Beyond the End of the Road Group (0)	0.00	-	
Central Indiana Area (4)	2,081.05	+	
Cross Roads Area (3)	293.57	-	
East Central Area (5)	260.00	-	
End Of Summer Celebration (0)	0.00	-	
Heartland Area (6)	459.97	+	
Indiana Region (8)	3,701.00	+	
Indiana Region Convention (1)	2,616.82	+	
Individual Members (1)	500.00	-	
Michiana Area (8)	291.16	+	
Mid-State Area (6)	1,514.64	+	
NE Indiana Area (2)	273.09	+	
Rats NA Drain Ditch Group (3)	153.00	-	
South Central Indiana Area (1)	2,000.00	+	
South Shore Area (3)	705.00	+	
That Tuesday ... Broad Ripple Group (2)	97.00	+	
Tuesday Night Group (6)	347.42	+	
Indiana Region Total:	15,293.72	+	
Iowa Region			
Iowa Region (2)	2,900.00	+	
Rathburn Regional Group (1)	150.00	+	
Saturday Serenity Group (1)	25.00	+	
South East Iowa Area (1)	250.00	+	
The Journey to Freedom Group (0)	0.00	-	
We Do Recovery Group (3)	195.00	-	
Iowa Region Total:	3,520.00	+	
Irish Region			
Amien Street Group (1)	112.36	-	
Individual Members (12)	300.00	+	
Irish Region (2)	1,819.61	+	
Living Clean - The Journey Continues Group (1)	110.00	+	
Irish Region Total:	2,341.97	+	
Italy Region			
Italy Region (1)	1,088.12	+	
Italy Region Total:	1,088.12	+	
Japan Region			
Japan Region (0)	0.00	-	
Shinjyuku Group (1)	100.00	-	
Japan Region Total:	100.00	-	

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Kentuckiana Region			
24 Group (1)	40.00	+	
502 Area (LSU) (1)	333.33	+	
How it Works Group (0)	0.00	-	
Just Us Home Group (12)	180.00	+	
Kentuckiana Region (1)	2,704.57	+	
Living the Program Group (2)	20.00	-	
Louisville Area (12)	600.00	-	
South Central Kentucky Area (1)	29.38	-	
The Phoenix Group (2)	300.00	+	
Kentuckiana Region Total:	4,207.28	+	
Kuwait Region			
Kuwait Region (1)	4,090.00	+	
Kuwait Region Total:	4,090.00	+	
Lithuania Region			
Individual Members (0)	0.00	-	
Naujas Kelias Group (3)	30.00	+	
Lithuania Region Total:	30.00	+	
Lone Star Region			
Another Chance Group (12)	120.00	+	
Azle Group (1)	25.00	+	
Broadway Group (9)	110.50	-	
Dallas Area (13)	9,905.20	+	
Eastside Recovery Group (3)	63.98	+	
Fort Worth Area (9)	1,157.54	-	
Habla Hispana de Tejas Area (0)	0.00	-	
Haslet Group (13)	217.52	+	
Heart of Texas GSF (5)	236.98	+	
Individual Members (13)	900.00	+	
Irving Group (0)	0.00	-	
Just For Today Group (1)	62.50	-	
Last House on the Block Group (8)	1,216.28	-	
Living Recovery Group (4)	455.68	+	
Lone Star Region (4)	5,500.00	+	
Mansfield Group (6)	400.00	+	
McKinney Group (2)	550.00	-	
New Beginnings Group (1)	25.00	-	
Northside Group (12)	2,476.16	-	
Rose City Area (1)	40.00	+	
Step One Group (0)	0.00	-	
Stonewall Group (0)	0.00	-	
Town East Group (10)	754.63	-	
Wylie Group (2)	175.00	+	
Lone Star Region Total:	24,391.97	+	
Louisiana Region			
Giving It Back Campout I (0)	0.00	-	
Individual Members (1)	32.00	-	
Louisiana Region (4)	3,698.55	+	
New Attitudes - Miracles Happen Group (0)	0.00	-	
New Attitudes Group (0)	0.00	-	
Northshore Area (6)	733.44	+	
SNRP Group (0)	0.00	-	
Stairway To Life Group (1)	50.00	=	
Unity Area (0)	0.00	-	
Louisiana Region Total:	4,513.99	+	
Malaysia Region			
Individual Members (1)	290.00	+	
Malaysia Total:	290.00	+	
Metro Detroit Region			
Daily Maintenance Group (12)	480.00	+	
Individual Members (0)	0.00	-	
Metro Detroit Region (2)	600.00	-	
Monroe County Area (7)	525.00	+	
Western Wayne Area (9)	4,218.09	+	
Metro Detroit Region Total:	5,823.09	-	
Mexico Region			
Individual Members (6)	6.00	+	
Mexico Region Total:	6.00	+	
Michigan Region			
Against All Odds Group (3)	80.86	+	
Capital Area (6)	235.46	-	
Greater Grand Rapids Area (4)	585.00	-	
Individual Members (3)	87.00	-	
Livingston County Area (4)	180.00	+	
Michigan Region (1)	2,079.56	+	
No Matter What Group (1)	46.00	+	
Principles Before Personalities Group (9)	347.23	-	
Steppin Up Group (1)	100.00	+	
Surrender to Win Group (0)	0.00	-	
Unity Group (0)	0.00	-	
Work the Steps or Die Group (0)	0.00	-	
Michigan Region Total:	3,741.11	-	
Mid-America Region			
Individual Members (2)	440.00	+	
Just For Today Group (1)	100.00	+	
Mid-America Region (0)	0.00	-	
Misery is Optional Group (0)	0.00	-	
OZ Area (0)	0.00	-	
Mid-America Region Total:	540.00	-	
Mid-Atlantic Region			
How Group (1)	300.00	=	
Individual Members (32)	465.00	+	
Journey Continues Group (4)	697.56	+	
Living Clean Group (0)	0.00	-	
Mid-Atlantic Region (1)	1,162.66	-	
New Beginnings Group (1)	114.79	+	
We Do Recover Group (0)	0.00	-	
Mid-Atlantic Region Total:	2,740.01	-	
Minnesota Region			
Addicts for Life Group (2)	50.00	+	
Apple Valley Basic Text Study Group (1)	75.00	+	
Back to Basics Area (1)	1,576.76	+	
Bulletin #27 Group (1)	43.00	+	
Fellowship Group (3)	100.00	-	
Fresh Start Group (0)	0.00	-	
Friends in Recovery Group (1)	85.00	-	
Gotta Do Something Group (3)	143.50	+	
Individual Members (0)	0.00	-	
Just For Today Group (1)	50.00	+	
Leading By Example Group (7)	160.00	+	
Minnesota Region (0)	0.00	-	
New Way to Live Group (2)	100.00	=	
Northern Lights Area (1)	500.00	+	
Northside Group (0)	0.00	-	
Princeton Group (0)	0.00	-	
Recovery in the Heartland Area (0)	0.00	-	
Vision of Hope Area (0)	0.00	-	
WEE Are Here Area (2)	1,000.00	+	
Minnesota Region Total:	3,883.26	-	

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View previous NAWS Annual Reports at www.na.org/AR			
Mississippi Region			
Carpe PM Group (2)	35.00	+	
Delta Area (0)	0.00	-	
Gulf Coast Area (1)	920.29	+	
Individual Members (0)	0.00	-	
Just for Today Group (2)	100.00	+	
Never Alone Never Again Group (0)	0.00	-	
Mississippi Region Total:	1,055.29	+	
Montana Region			
Freedom Group (1)	25.00	=	
Individual Members (12)	1,200.00	=	
Montana Region (4)	1,182.85	-	
Montana Region Total:	2,407.85	-	
Mountaineer Region			
Addict to Addict Group (2)	80.00	+	
Choose to Live Group (1)	17.50	-	
Mountaineer Region (2)	11,433.09	+	
Phoenix Group (1)	120.00	+	
Mountaineer Region Total:	11,650.59	+	
Nebraska Region			
Happy Havelock Group (1)	187.00	+	
Individual Members (0)	0.00	-	
Nebraska Region (3)	7,930.03	+	
Nebraska Region Total:	8,117.03	+	
Nepal Region			
Pokhara Area (0)	0.00	-	
Nepal Region Total:	0.00	-	
Netherlands Region			
Just for Today Group (1)	213.64	+	
Netherlands Region Total:	213.64	+	
New England Region			
How it Works Group (0)	0.00	-	
Individual Members (7)	436.00	-	
Leggs n Eggs Group (8)	195.00	=	
New England Region (3)	5,494.38	+	
No Matter What Group (0)	0.00	-	
Recovery in the Chapel Group (5)	158.50	+	
Rise & Shine Group (0)	0.00	-	
Sunday 12 Step Group (1)	50.00	+	
The Promise is Freedom Group (0)	0.00	-	
New England Region Total:	6,333.88	+	
New Jersey Region			
Bordentown Group (3)	170.51	-	
Burlington County Area (0)	0.00	-	
Foundation of Hope Group (2)	96.00	+	
Individual Members (26)	2,122.00	-	
Midday Matinee Group (2)	80.00	+	
New Jersey Region (6)	11,762.51	-	
Ocean Area (1)	120.00	-	
Step by Step Group (1)	50.00	+	
What's In A Name Group (0)	0.00	-	
New Jersey Region Total:	14,401.02	-	
North Carolina Region			
Clean & Serene Group (1)	20.00	+	
Individual Members (13)	324.00	+	
New Horizons Group (1)	80.00	+	
North Carolina Region (3)	3,121.60	-	
North Carolina Region Total:	3,545.60	-	
Northern California Region			
Area de Habla Hispana Area (6)	817.49	+	
Atmosphere of Recovery Group (0)	0.00	-	
Back to Basics Group (7)	382.00	+	
Camden Home Group (2)	179.50	-	
Contra Costa Area (12)	1,500.00	=	
Davis Group (6)	190.63	-	
Early Serenity Men's Group (12)	851.93	-	
Echoing Recovery Home Group (6)	96.05	-	
Friday Night Alternative Group (6)	154.45	+	
Get Down To It Group (1)	100.00	+	
Gilroy Home Group (2)	325.00	+	
Individual Members (12)	339.00	-	
It Works How & Why Group (1)	60.50	+	
Just for Today Group (0)	0.00	-	
Just For Today Nooner Group (1)	20.00	-	
LGBT & Friends Group (1)	100.00	+	
Living Clean Group (1)	10.00	+	
Living Clean Group (4)	165.00	+	
Living Free Group (0)	0.00	-	
Living Life Group (0)	0.00	-	
Los Gatos Home Group (6)	1,113.24	+	
Men's Group (1)	275.00	+	
Mission Peak Area (5)	5,842.18	+	
Monterey County Area (13)	1,300.00	+	
Nooner Group (10)	803.50	+	
Northern CA Region (6)	34,414.70	-	
Orland Back to Basics Group (2)	25.65	-	
San Tomas Solution Group (0)	0.00	-	
Shasta/Trinity Area (0)	0.00	-	
We Do Recover Group (12)	555.00	+	
Work the Steps or Die Group (0)	0.00	-	
Northern California Region Total:	49,620.82	-	
Northern New England Region			
Individual Members (0)	0.00	-	
Northern New England Region (0)	0.00	-	
Northern New England Region Total:	0.00	-	
Northern New Jersey Region			
Bergen Area (0)	0.00	-	
Expect a Miracle Group (1)	76.00	-	
Freedom Through Unity Area (7)	650.11	-	
Greater New Brunswick Area (3)	874.63	+	
Greater Newark Area (1)	-37.00*	-	
Greater Plainfield Area (0)	0.00	-	
Hudson County Area (12)	230.00	+	
Individual Members (12)	136.00	+	
Northern New Jersey Region (5)	1,000.00	-	
Northwest New Jersey Area (1)	51.74	-	
Plainfield Connection Group (0)	0.00	-	
Principles Before Personalities Group (0)	0.00	-	
Steppin' Out on Saturday Group (1)	281.25	+	
We Do Recover Group (1)	140.00	+	
Northern New Jersey Region Total:	3,402.73	-	
Northern New York Region			
Individual Members (1)	108.00	-	
Northern New York Region (5)	315.46	-	
Northern New York Region Total:	423.46	-	

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Norway Region			
Grupa Dammenspruppa (0)	0.00	—	Made a Decision Group (2) 65.00 +
Individual Members (0)	0.00	—	MTFU Group (1) 33.00 +
NA Hortens Gruppa (0)	0.00	—	Our Hour Group (2) 225.20 +
Norway Region (0)	0.00	—	Out to Lunch Bunch Group (3) 160.00 +
South Area (0)	0.00	—	Pacific Cascade Region (5) 4,824.68 —
			Together We Can Group (0) 0.00 —
Norway Region Total:	0.00	—	Umpqua Valley Area (1) 92.50 +
Occidente-Mexico Region			Unity Day Donation (0) 0.00 —
Grupo Solo Por Hoy (2)	26.00	—	Washington County Area (3) 619.21 —
Occidente-Mexico Region (0)	0.00	—	Pacific Cascade Region Total: 6,999.59 —
Occidente-Mexico Region Total:	26.00	—	
Ohio Region			
Come Together Group (2)	150.00	=	Peru Region
Godzvilla Group (1)	106.00	+	Peru Region (1) 150.00 —
Greater Cincinnati Area (2)	1,460.00	+	Peru Region Total: 150.00 —
Individual Members (4)	607.00	+	
Madisonville Group (0)	0.00	—	Poland Region
Mid East Area (1)	-1,071.13	*	Poland Region (1) 429.33 —
Ohio Region (4)	6,503.64	—	Poland Region Total: 429.33 —
Principles Group (1)	120.00	+	
West Side Story Group (3)	378.38	+	Portugal Region
Winners' Group (4)	850.00	+	Grupo Em Tempos de Doenca (1) 113.64 —
Ohio Region Total:	9,103.89	—	Individual Members (1) 50.00 +
OK Region			Lisboa Area (0) 0.00 —
33rd Street Recovery Group (1)	20.00	+	Portugal Region (2) 1,894.23 +
Claremore Group (0)	0.00	—	Soul Searchers Group (1) 60.54 +
Cushing Connections Group (8)	90.00	—	Portugal Region Total: 2,118.41 +
Individual Members (17)	4,040.00	+	
Living Room Group (9)	79.68	+	Qatar
No Grass Group (4)	123.00	+	Doha Group (1) 275.00 —
Northside Stroll Group (5)	1,025.00	—	Qatar Area (0) 0.00 —
OK Region (6)	4,700.00	+	Qatar Total: 275.00 —
Stillwater Serenity Seekers Group (3)	120.00	+	
Western Area (6)	1,000.00	+	Quebec Region
Westside Group (1)	350.00	+	Groupe Le Narcotique Anonymous (1) 111.82 +
OK Region Total:	11,547.68	+	Groupe Les Aventuriers Spirituels (0) 0.00 —
Ontario Region			Groupe Pavillon (1) 230.00 +
Bring Your Own Book Group (1)	200.00	=	Groupe Rayons de Soleil (0) 0.00 —
Clean & Free Group (1)	99.50	—	Individual Members (1) 20.00 +
Greater London Area (1)	188.00	+	L'Inconditionnel Groupe (3) 551.06 +
Halton Peel Area (1)	1,000.00	+	Quebec Region (4) 10,000.00 +
Individual Members (1)	250.00	+	Rive-Sud Area (1) 900.00 +
Just for Today Group (0)	0.00	—	Sororite Women's Retreat (1) 1,200.00 +
New Freedom Group (2)	699.00	+	Take it or Leave it Group (0) 0.00 —
Ontario Region (2)	8,000.00	—	Quebec Region Total: 13,012.88 +
Phoenix Group (0)	0.00	—	
Saturday Night Live Group (2)	144.00	+	Quisqueyana Region
Survivor's Club Group (2)	212.75	+	Individual Members (0) 0.00 —
Together We Can Group (6)	792.42	+	Quisqueyana Region Total: 0.00 —
Toronto Area (3)	5,372.42	+	
Walking in Recovery Group (1)	110.00	+	Red River Region
Ontario Region Total:	17,068.09	—	Full Circle Group (1) 100.00 =
Pacific Cascade Region			Okla-Tex Area (7) 800.00 +
Anyone & Everyone Group (5)	51.00	+	Red River Region (1) 900.00 —
Basic Group (1)	37.00	—	Refinishing Group (1) 105.00 +
Central Oregon High Desert Area (1)	75.00	—	Red River Region Total: 1,905.00 —
Courage to Change Group (0)	0.00	—	
Individual Members (13)	117.00	—	Region 51
Kick the Monkey Group (1)	50.00	—	AlR Group (Addicts In Recovery) (1) 40.00 +
Learning to Live Group (4)	650.00	+	Attitude of Gratitude Group (0) 0.00 —
Linn-Benton Area (0)	0.00	—	CAN Area (2) 1,494.80 —
			DOA Group (2) 100.00 +
			Drugs No More Group (1) 50.00 —
			Individual Members (4) 3,042.00 —
			It Works How & Why Group (6) 280.75 —
			North By Northwest Area (3) 2,875.16 —
			Not High at Noon Group (0) 0.00 —
			PM Recovery Group (1) 100.00 +

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Primary Purpose Group (2)	44.00	-	Individual Members (27)	1,458.36	-
Primary Purpose Group (0)	0.00	-	Little Egypt Area (2)	1,402.00	-
Region 51 Region (2)	7,000.00	-	Miracle Group (3)	147.00	+
Saturday Morning Recovery Group (4)	108.32	+	Miracles of Life Group (6)	700.00	+
Saturday Night Surrender Group (11)	220.00	+	New Hope Group (0)	0.00	-
Saturday Night Unloaded Group (1)	140.00	-	No Excuses Group (10)	900.00	+
Wednesday's Women Group (5)	74.00	+	Northland Area (3)	1,316.32	-
Region 51 Total:	15,569.03	-	OP Group (8)	545.00	+
			Primary Purpose Area (0)	0.00	-
			Share the Life Group (0)	0.00	-
			Show-Me Region (1)	5,428.36	+
			Steps to Recovery Group (1)	30.00	+
			Subject To Change Group (1)	25.00	-
			Survivors Group (1)	33.97	+
			United Kansas City Area (3)	982.26	+
			We Wanna Live Group (1)	50.00	+
			Webster Hope Group (1)	115.00	-
			Show-Me Region Total:	17,379.11	+
			Sierra Sage Region		
			Living For Today Group (2)	45.75	+
			Never Alone Group (4)	100.00	+
			Reaching for Recovery Group (1)	100.00	-
			Rural Nevada Area (2)	430.00	+
			Saturday Night Special Group (2)	70.80	+
			Sierra Sage Region (4)	10,900.00	-
			Sunday Night New Beginnings Group (1)	20.00	-
			What's the Solution Group (1)	100.00	+
			Sierra Sage Region Total:	11,766.55	-
			Singapore Region		
			Singapore Region (1)	220.00	+
			Singapore Region Total:	220.00	+
			SOSONA - Indian Region		
			Individual Members (0)	0.00	-
			SOSONA - Indian Region Total:	0.00	-
			South Dakota Region		
			West River Area (1)	289.00	+
			South Dakota Region Total:	289.00	+
			South Florida Region		
			A Message of Hope Group (1)	20.00	+
			Beach & Bay Area (3)	600.00	+
			Dare to Win Group (10)	1,208.64	+
			Friday Night Alternatives Group (0)	0.00	-
			Gulf Coast Area (7)	2,243.47	+
			Happy Hour Group (3)	647.00	+
			Individual Members (1)	290.00	-
			Last Stop Group (0)	0.00	-
			Saturday Night Live Group (6)	434.00	-
			South Dade Area (3)	1,500.00	+
			South Florida Region (2)	8,513.13	+
			Sunset Coast Area (3)	576.43	+
			The New Life Beach Group (5)	125.00	+
			South Florida Region Total:	16,157.67	+
			Southern California Region		
			After Noon Recovery Group (0)	0.00	-
			Belly of the Beast Group (0)	0.00	-
			Courage to Change Group (7)	217.95	-
			DOA Group (1)	20.00	=
			Eastern Sierra Area (3)	226.61	-
			Farsi Group (2)	230.00	+
			Full Issue Group (4)	508.14	+
			Guiding Principles Group (1)	40.00	+

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Individual Members (108)	5,027.00	-	Houston Area (12) 527.14 +
Inside Job Group (1)	144.00	-	Hugs not Drugs Group (9) 90.00 -
Invitation To Live Group (0)	0.00	-	Individual Members (16) 368.00 -
Lamplight Group (0)	0.00	-	Keep It Clean Group (0) 0.00 -
Little Chair Group (1)	100.00	+	Kerrville Agape Group (1) 75.00 =
New Life Noon Group (9)	280.95	+	Life's Second Chance Group (0) 0.00 -
Out of the Darkness Group (1)	95.00	+	No Matter What Group (1) 80.00 +
Quest For Serenity Group (2)	417.52	+	North West Group (2) 180.00 +
Santa Clarita Area (1)	1,000.00	+	Northside Area (4) 1,000.00 -
Southern CA Regional Office (0)	0.00	-	Old School Keep it Simple Group (0) 0.00 -
Sunday Surrender Group (5)	71.00	-	Phoenix Group (0) 0.00 -
The Journey Continues Group (5)	337.00	+	Serious Undertakings Group (1) 125.00 -
The Journey Continues Group (0)	0.00	-	Southeast Texas Area (1) 120.00 +
Topanga Tranquil Group (6)	515.77	+	Tejas Bluebonnet Region (2) 2,604.00 -
Tuesday Night Solutions Group (3)	120.00	+	Texas Unity Convention (1) 189.40 -
Tuesday Step Study Group (9)	445.00	-	The Sooner the Better Group (13) 658.55 +
We Came to Believe Group (1)	73.00	+	Tejas Bluebonnet Region Total: 7,892.51 -
Westend Area (4)	786.87	-	
Wild Recovery Hike & Meeting Group (2)	89.00	-	
Women's Literature Study Group (1)	115.00	+	
Southern California Region Total:	10,859.81	-	
Southern Idaho Region			Tri-State Region
Individual Members (12)	360.00	=	Beechwood Group (9) 112.00 +
Insanity to Serenity Group (0)	0.00	-	Central Western PA Area (12) 300.00 +
New Attitudes Group (2)	175.00	-	East End Area (7) 1,060.18 -
Noon Group (1)	100.00	+	Give Yourself a Break Group (1) 350.00 +
Our Guiding Principles Group (6)	242.06	-	Growing Tree Group (3) 183.45 +
Southern Idaho Region (2)	4,444.31	-	Holiday Park Group (0) 0.00 -
Southern Idaho Regional Convention (0)	0.00	-	Individual Members (3) 60.00 +
Treasure Valley Area (1)	765.00	-	Interstate Crossroads Area (3) 2,900.00 -
Unity Group (7)	165.48	-	Lake Erie Area (3) 84.28 +
Wood River Group (2)	87.89	-	Living in Recovery Group (3) 95.76 +
Southern Idaho Region Total:	6,339.74	-	Serenity on the Mountain Group (1) 40.00 +
Spain Region			Shady Group (9) 675.63 +
Empire Group (Russian Speaking) (1)	222.00	+	South Hills Area (4) 1,457.24 -
Gibraltar Home Group (0)	0.00	-	Sunday Morning Serenity Group (1) 50.00 -
Grupo Cambiando Actitudes (1)	100.00	+	Tri-State Regional Office (1) 3,000.00 +
Grupo Vivir Limpios (0)	0.00	-	Tuesday Night Elizabeth Township Group (0) 0.00 -
Spain Region (3)	7,904.77	+	Unity Group (1) 20.00 +
Spain Region Total:	8,226.77	+	Tri-State Region Total: 10,388.54 +
Sweden Region			UK Region
A New Way of Life Group (1)	166.00	-	Individual Members (1) 30.00 +
Enkelhet Gruppen (0)	0.00	-	UK Region (1) 13,337.92 +
Frolundagruppen (0)	0.00	-	UK Region Total: 13,367.92 +
Living for Today Group (1)	100.00	+	
Mariagruppen (1)	95.90	+	
Nacka Gruppen (0)	0.00	-	
Radda Rambo Mansgruppern (0)	0.00	-	
Sinnesrogruppen (0)	0.00	-	
Sweden Region Total:	361.90	-	
Switzerland Region			United Arab Emirates
Switzerland Region (0)	0.00	-	United Arab Emirates Area (2) 1,460.00 +
Switzerland Region Total:	0.00	-	United Arab Emirates Total: 1,460.00 +
Tejas Bluebonnet Region			Upper Midwest Region
Central Texas Area (0)	0.00	-	That's It Group (2) 375.00 +
Courage Commitment & Change Group (1)	120.00	+	Upper Midwest Region (0) 0.00 -
Cypress Freedom Group (1)	50.00	-	Upper Midwest Region Total: 375.00 -
Easy Does It Group (1)	100.85	-	
Esperanza Area (0)	0.00	-	
Free at Last Group (6)	546.02	+	
Hill Country Area (4)	1,058.55	+	
			Upper Rocky Mountain Region
			Alive & Free Group (1) 75.00 +
			Cody Group (0) 0.00 -
			Hope Not Dope Group (0) 0.00 -
			Individual Members (9) 925.00 +
			Living Proof Group (7) 416.46 -
			Upper Rocky Mountain Region (0) 0.00 -
			Wyoming Western Area (1) 100.00 +
			Upper Rocky Mountain Region Total: 1,516.46 -
			Uruguay Region
			Uruguay Region (1) 1,480.00 +
			Uruguay Region Total: 1,480.00 +

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Utah Region			
Individual Members (0)	0.00	-	
Just For Today Group (0)	0.00	-	
Lakeside Unity Area (12)	595.11	+	
Northern Utah Area (18)	503.07	-	
Utah Region (2)	96.47	-	
Utah Region Total:	1,194.65	-	
Volunteer Region			
Hope Not Dope Group (0)	0.00	-	
Individual Members (18)	238.00	+	
Primary Purpose Group (7)	173.00	+	
Recovery First Group (1)	224.66	-	
Sparta Crossroads Group (1)	100.00	+	
Volunteer Region (2)	5,800.00	+	
Volunteer Region Total:	6,535.66	+	
Washington Northern Idaho Region			
A Burning Desire Group (1)	100.00	=	
Atmosphere of Recovery Group (4)	109.00	-	
Battle Ground Group (BGNA) (3)	65.00	-	
Better Late than Never Group (0)	0.00	-	
Brothers in Recovery Group (1)	100.00	+	
Burning Desires Group (6)	373.00	+	
Chelan & Douglas Counties Area (0)	0.00	-	
Circle of Sisters Group (1)	32.00	+	
Friday Night Alive Group (10)	300.00	-	
Friday Night Live Group (1)	156.03	+	
Friday Night Step Study Group (0)	0.00	-	
Grays Harbor Area (0)	0.00	-	
Hope Fiends Group (1)	300.00	+	
Hope in South Everett Group (1)	118.75	+	
Individual Members (66)	6,804.00	-	
Just for Today Group (7)	29.50	+	
Kind of Thursday Night Group (11)	619.88	-	
Lewis County Area (4)	496.07	+	
Living Clean Group (0)	0.00	-	
Living Clean Group (0)	0.00	-	
Men's Night Out Group (1)	355.00	+	
More Gratitude Less Attitude Group (8)	121.05	-	
Moving Mountains Group (6)	370.00	-	
NA Women Group (1)	10.00	+	
No Grass Group (0)	0.00	-	
North Olympic Peninsula Area (0)	0.00	-	
NW Washington LSU (0)	0.00	-	
Oasis Group (4)	326.62	-	
Port Hadlock Group (1)	50.00	-	
Positive Connections Group (1)	28.00	-	
Recovery in Progress Group (RIP) (0)	0.00	-	
Safe Place Group (1)	104.70	+	
Sea of Serenity Group (SOS) (2)	160.00	+	
Seattle Area (2)	1,408.00	+	
Serenity in Snohomish Group (0)	0.00	-	
South King County Area (13)	952.15	+	
South Puget Sound Area (4)	2,300.00	-	
Tower of Power Group (7)	75.76	+	
Washington Northern Idaho Region (5)	35,399.79	-	
We do Recovery Group (0)	0.00	+	
Womens Retreat (1)	335.00	+	
Washington Northern Idaho Region Total:	51,599.30	-	
Western New York Region			
Buffalo Area (2)	750.00	+	
Franklinville Discussion Group (1)	100.00	-	
Individual Members (13)	1,253.00	+	
Midnight Snacks & Junkies Group (1)	40.00	+	
Step Up Not Out Group (2)	50.00	+	
Too Sweet Group (1)	30.00	+	
Western New York Region (1)	3,500.00	-	
Western New York Region Total:	5,723.00	-	
Western Russia Region			
Clean South Group (1)	50.00	-	
Western Russia Region (1)	535.00	-	
Western Russia Region Total:	585.00	-	
Wisconsin Region			
A Time to Share Group (0)	0.00	-	
Badgerland Area (2)	108.25	+	
Individual Members (2)	130.66	+	
Inland Lakes Unity Area (1)	398.82	-	
It Can Happen Group (0)	0.00	-	
Let It Out Group (2)	40.00	+	
Lifeboat Group (0)	0.00	-	
Milwaukee Area (4)	2,588.46	+	
Nameless Monday Group (2)	92.35	+	
North Central WI Area (7)	929.68	+	
North East Wisconsin Area (6)	600.00	=	
Regifting Group (0)	0.00	-	
When at the End of the Road Group (2)	440.80	+	
Wisconsin Region (2)	322.15	-	
Women in Recovery Group (9)	147.97	+	
Wisconsin Region Total:	5,799.14	+	
Other Events			
Circle of Sisters COS XXII (0)	0.00	-	
MACCNA Inc (Mexico, Arizona, California Conv) (1)	8,309.00	+	
Miracle of Women Conference (0)	0.00	-	
Multi-Zonal Service Symposium (1)	2,805.13	+	
NA Middle East Convention (2)	11,125.40	+	
Pacific Northwest Convention (0)	0.00	-	
Texas State Convention (1)	2,135.15	-	
World Convention Unity Day (1)	23,349.46	+	
Other Events Total:	47,724.14	+	
Zonal Forums			
Canadian Assembly (1)	15,000.00	+	
European Delegates Meeting (1)	11,363.64	-	
Midwest Zonal Forum (4)	770.00	+	
Plains States Zonal Forum (2)	3,313.02	+	
Russian Zonal Forum (0)	0.00	-	
Southern Zonal Forum (1)	2,500.00	+	
Zonal Forum Total:	32,946.66	-	
Grand Total:			\$805,208.29 -

Narcotics Anonymous World Services Consolidated Statement of Financial Position

Balance Sheet – For the Twelve Months Ending 30 June 2019

CURRENT ASSETS

Cash and Cash Equivalents		
Checking Accounts and Money Market	\$ 1,533,079	
Reserve Accounts	1,578,836	
	<hr/>	
Total Accessible Cash for Operations	\$ 3,111,914	
Cash in Iran	\$ 295,016	
	<hr/>	
Cash Total		\$ 3,406,930
Accounts Receivable		
Accounts Receivable	\$ 744,060	
Convention & Conference Clearing Accounts	(0)	
Less Allowance for Doubtful Accounts	(104,462)	
	<hr/>	
Receivable Total		\$ 639,598
Inventory		\$ 1,897,437
Prepaid Expenses and Sales Deposits		170,053
WCNA Deposits and Prepaid Expenses		11,263
	<hr/>	
Total Current Assets		\$ 6,125,281
EQUIPMENT, FURNITURE AND IMPROVEMENTS		
Equipment and Furniture	\$ 1,828,523	
Leasehold Improvements	1,161,363	
Intellectual and Software Property	3,213,213	
Less Accumulated Depreciation and Amortization	(4,942,819)	
	<hr/>	
Total Equipment, Furniture and Improvements		\$ 1,260,280
TOTAL ASSETS		\$7,385,561

CURRENT LIABILITIES

Accounts Payable	\$ 211,757	
Accrued Payroll Expense	298,176	
	<hr/>	
Total Current Liabilities		\$509,932
LONG TERM LIABILITIES		
Notes Payable	0	
Lease Buy Out	\$391,621	
	<hr/>	
Total Long Term Liabilities		\$391,621
DEFERRED INCOME		
Conventions	\$ -	
	<hr/>	
Total Deferred Income		0
NET ASSETS		
Previous Unrestricted Net Assets	\$ 6,775,557	
Current Gain / (Loss) Unrestricted Net Assets	\$ (291,549)	
	<hr/>	
Total Net Assets		\$6,484,008
TOTAL LIABILITIES AND NET ASSETS		\$7,385,561

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>	<u>VARIANCE%</u>
INCOME				
RECOVERY LITERATURE INCOME				
BASIC TEXT	\$ 2,131,603	\$ 2,147,983	\$ (16,380)	-1%
BASIC TEXT: Translated	270,995	186,439	84,556	45%
BASIC TEXT: Softcover	1,020,295	1,009,882	10,412	1%
JUST FOR TODAY	784,972	791,278	(6,306)	-1%
WORKS: HOW & WHY	614,415	623,101	(8,686)	-1%
SPONSORSHIP BOOK	28,590	32,455	(3,865)	-12%
STEP WORKING GUIDES	872,898	805,381	67,517	8%
LIVING CLEAN	411,517	400,000	11,517	3%
GUIDING PRINCIPLES	195,510	300,000	(104,490)	-35%
ePUB BOOKS	98,867	94,863	4,003	4%
LITERATURE INCOME (IRAN)	307,852	761,387	(453,535)	-60%
OTHER RECOVERY LITERATURE	1,355,491	1,350,999	4,492	0%
Subtotal	\$ 8,093,005	\$ 8,503,768	\$ (410,763)	-5%
OTHER INVENTORY INCOME				
MEDALLIONS	\$ 910,411	\$ 861,596	\$ 48,815	6%
KEY TAGS & CHIPS	1,286,969	1,328,762	(41,793)	-3%
NON-FIPT INFORMATION BOOKLETS	33,706	60,228	(26,521)	-44%
SERVICE MATERIAL	180,942	195,772	(14,830)	-8%
SPECIALTY ITEMS	111,871	81,701	30,170	37%
MIRACLES HAPPEN	20,020	23,855	(3,835)	-16%
Subtotal	\$ 2,543,920	\$ 2,551,914	\$ (7,994)	
SHIPPING	\$ 578,439	\$ 607,236	\$ (28,797)	-5%
DISCOUNTS	(1,493,415)	(1,403,108)	(90,307)	6%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(260,934)	(158,449)	(102,485)	65%
Subtotal	\$ (1,175,909)	\$ (954,321)	\$ (221,588)	23%
Gross Literature Income (less discounts)	\$ 9,461,016	\$10,101,361	\$ (640,345)	-6%
Gross Literature Income (without IRAN)	\$ 9,153,164	\$ 9,339,974	\$ (186,811)	-2%
RECOVERY LITERATURE COST OF GOODS				
BASIC TEXT	\$ 430,169	\$ 383,878	\$ 46,291	12%
BASIC TEXT: Translated	45,473	58,566	(13,094)	-22%
BASIC TEXT: Softcover	130,198	129,183	1,016	1%
JUST FOR TODAY	82,919	69,790	13,129	19%
WORKS: HOW & WHY	101,986	102,597	(611)	-1%
SPONSORSHIP BOOK	5,659	7,374	(1,715)	-23%
STEP WORKING GUIDES	102,164	82,039	20,125	25%
LIVING CLEAN	47,849	60,297	(12,448)	-21%
GUIDING PRINCIPLES	22,819	52,906	(30,087)	-57%
ePUB BOOKS	29,660	32,961	(3,301)	-10%
LITERATURE INCOME (IRAN)	194,039	573,198	(379,159)	-66%
OTHER RECOVERY LITERATURE	348,190	260,254	87,936	34%
Subtotal	\$ 1,541,125	\$ 1,813,043	\$ (271,919)	-15%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

	<u>YTD ACTUAL</u>	<u>ANNUAL</u>	<u>VARIANCE</u>	<u>VARIANCE%</u>
OTHER INVENTORY INCOME				
MEDALLIONS	\$ 189,279	\$ 199,796	\$ (10,517)	-5%
KEY TAGS & CHIPS	266,362	300,593	(34,230)	-11%
NON-FIPT INFORMATION BOOKLETS	96,826	5,424	91,403	1685%
SERVICE MATERIAL	84,298	11,510	72,788	632%
SPECIALTY ITEMS	64,049	23,620	40,429	171%
MIRACLES HAPPEN	3,981	43,587	(39,606)	-91%
INVENTORY ADJUSTMENT - no budget	205	4,662	-	
Subtotal	\$ 705,002	\$ 589,192	\$ 120,267	20%
Total Cost of Goods	\$ 2,246,127	\$ 2,402,236	\$ (151,652)	-6%
Total Cost of Goods without IRAN	\$ 2,052,088	\$ 1,829,038	\$ 227,507	12%
Net Literature Income	\$ 7,214,889	\$ 7,699,125	\$ (488,693)	-6%
Net Literature Income without IRAN	\$ 7,101,076	\$ 7,510,936	\$ (414,317)	-6%
FELLOWSHIP CONTRIBUTIONS				
Members	\$ 59,192	\$ 114,015	\$ (54,822)	-48%
Groups	80,676	84,364	(3,688)	-4%
Areas	131,125	164,866	(33,740)	-20%
Regions	450,177	567,645	(117,468)	-21%
Events/Conventions	27,741	114,932	(87,191)	-76%
Unity Day	23,349	-	23,349	
Zonal & Other Forums	32,947	57,858	(24,911)	-43%
Total Donations	\$ 805,208	\$ 1,103,679	\$ (298,470)	-27%
MISCELLANEOUS INCOME				
LICENSED VENDOR PAYMENTS	\$ 34,672	\$ 30,325	\$ 4,347	14%
INTEREST	6,938	3,767	3,171	84%
MISCELLANEOUS	1,991	0	1,991	
INTERBRANCH	1	0	1	
Total Miscellaneous Income	\$ 43,602	\$ 34,092	\$ 9,510	28%
OPERATING INCOME	\$ 8,063,700	\$ 8,836,896	\$ (777,653)	-9%
OPERATING INCOME (Not including IRAN)	\$ 7,949,887	\$ 8,648,707	\$ (703,277)	-8%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

EXPENSE	YTD ACTUAL	ANNUAL	VARIANCE	VARIANCE%
LITERATURE PRODUCTION & DISTRIBUTION				
FIXED OPERATIONAL EXPENSES				
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 75,946	\$ 94,090	\$ (18,144)	-19%
TRANSLATIONS (not included in Cost of Goods)	51,089	37,350	13,739	37%
LITERATURE DISTRIBUTION (IRAN)	127,155	66,954	60,201	90%
SHIPPING	576,206	611,353	(35,148)	-6%
BUSINESS PLAN WORKGROUP	6,455	7,700	(1,245)	-16%
LEGAL	8,964	40,109	(31,145)	-78%
LIT PRODUCTION & DISTRIBUTION TRAVEL	106,711	12,343	94,369	765%
ACCOUNTING	\$ 21,930	\$ 19,543	\$ 2,387	12%
PERSONNEL	1,591,527	1,426,349	165,178	12%
OVERHEAD	938,795	804,937	133,858	17%
TECHNOLOGY	158,937	134,247	24,690	18%
Total Literature Production & Distribution	\$ 3,663,714	\$ 3,254,975	\$ 408,739	13%
Total Literature Production & Distribution without IRAN	\$ 3,536,559	\$ 3,188,022	\$ 348,537	11%
WORLD SERVICE CONFERENCE SUPPORT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$ 8,540	\$ 13,453	\$ (4,914)	-37%
WORLD SERVICE CONFERENCE BIENNIAL MEETING	28,497	25,000	3,497	14%
WORLD BOARD	166,519	210,000	(43,481)	-21%
HUMAN RESOURCE PANEL	11,304	24,599	(13,295)	-54%
WSC CO-FACILITATOR	-	2,613	(2,613)	-100%
ACCOUNTING	\$ 12,696	\$ 11,314	\$ 1,382	12%
PERSONNEL	921,410	825,781	95,629	12%
OVERHEAD	543,586	466,016	77,570	17%
TECHNOLOGY	92,016	77,722	14,294	18%
Subtotal	\$ 1,784,568	\$ 1,656,499	\$ 128,069	8%
VARIABLE OPERATIONAL EXPENSES				
WSC of the FUTURE	46,765	\$ 90,000	\$ (43,235)	-48%
Total World Service Conference Support	\$ 1,831,333	\$ 1,746,499	\$ 84,834	5%
FELLOWSHIP DEVELOPMENT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	83,106	\$ 101,129	\$ (18,024)	-18%
FELLOWSHIP SUPPORT	290,091	383,480	(93,389)	-24%
PUBLIC RELATIONS	91,538	90,065	1,473	2%
DEVELOPMENTAL LITERATURE	571,382	407,236	164,146	40%
ACCOUNTING	\$ 20,199	\$ 18,000	\$ 2,199	12%
PERSONNEL	1,465,880	1,313,743	152,137	12%
OVERHEAD	906,715	741,389	165,325	22%
TECHNOLOGY	146,389	123,649	22,740	18%
Subtotal	\$ 3,575,299	\$ 3,178,691	\$ 396,608	12%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

	<u>YTD ACTUAL</u>	<u>ANNUAL</u>	<u>VARIANCE</u>	<u>VARIANCE%</u>
VARIABLE OPERATIONAL EXPENSES				
DAILY MEDITATION BOOK	37,544	\$ 45,000	\$ (7,456)	-17%
MENTAL HEALTH/ILLNESS PAMPHLET	24,511	30,000	(5,489)	-18%
PUBLIC RELATIONS ROUNDTABLES	-	38,000	(38,000)	-100%
Total Fellowship Development	\$ 3,637,353	\$ 3,291,691	\$ 345,663	11%
EVENTS				
FIXED OPERATIONAL EXPENSES				
FUTURE (AND PRIOR) CONVENTIONS	\$ 31,376	\$ -	\$ 31,376	
ACCOUNTING	2,886	2,571	314	12%
PERSONNEL	209,412	187,678	21,734	12%
OVERHEAD	123,526	105,913	17,613	17%
TECHNOLOGY	20,913	17,664	3,249	18%
Total Events (Not including WCNA)	\$ 388,112	\$ 313,826	\$ 74,286	24%
TOTAL EXPENSE (Not inc. WCNA)	\$9,520,512	\$8,606,991	\$913,521	11%
TOTAL EXPENSE (Not inc. IRAN)	\$9,393,357	\$8,540,037	\$853,320	10%
EXCESS REV/EXP (Not inc. WCNA)	(\$1,456,812)	\$229,905	(\$1,691,175)	-736%
EXCESS REV/EXP (Not inc. IRAN)	(\$1,443,470)	\$108,670	(\$1,556,598)	-1432%
EVENT SPECIFIC				
EVENT SPECIFIC INCOME				
WCNA-37 INCOME				
REGISTRATION	\$ 2,451,131	\$ 2,327,500	\$ 123,631	5%
SPECIAL EVENTS	645,560	673,000	(27,440)	-4%
NEWCOMER DONATIONS	33,226	15,000	18,226	122%
MERCHANDISE	873,432	904,584	(31,152)	-3%
OTHER SALES	366,363	50,000	316,363	633%
Total Event Specific Income	\$ 4,369,712	\$ 3,970,084	\$ 399,628	10%
EVENT SPECIFIC EXPENSE				
WCNA-37 EXPENSE				
REGISTRATION	\$ 636,867	\$ 739,200	\$ (102,333)	-14%
SPECIAL EVENTS	471,378	638,250	(166,872)	-26%
PROGRAM	336,787	356,500	(19,714)	-6%
MERCHANDISE	757,063	785,600	(28,537)	-4%
FACILITIES	772,792	789,000	(16,208)	-2%
SUPPORT COMMITTEE	40,018	50,000	(9,982)	-20%
ADMINISTRATION	189,544	206,850	(17,306)	-8%
Total Event Specific Expense	\$ 3,204,449	\$ 3,565,400	\$ (360,951)	-10%
Total Event Specific Excess Revenue/Expense	\$ 1,165,263	\$ 404,684	\$ 760,579	188%
INCREASE (DECREASE) NET ASSETS	(\$291,549)	\$634,589	(\$930,596)	-147%
INCREASE (DECREASE) without IRAN	(\$278,207)	\$513,354	(\$796,019)	-155%



INDEPENDENT AUDITORS' REPORT

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

We have audited the accompanying consolidated financial statements of Narcotics Anonymous World Services, Inc. (a nonprofit organization) which comprise the consolidated statements of financial position as of June 30, 2019, 2018, and 2017, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We did not audit the financial statements of Payam Omega (the official business name of the Iran service office), which statements reflect total assets of \$818,936 and \$921,634 as of June 30, 2018 and 2017, respectively, and net revenues of \$261,182 and \$224,450, respectively, for the years then ended. Those statements were audited by other auditors whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for Payam Omega, is based solely on the report of the other auditors. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

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

Basis for Qualified Opinion

We did not audit the financial statements of Payam Omega as of and for the year ended June 30, 2019, and they were not audited by other auditors due to declining relations between Iran and the United States of America. We were unable to obtain sufficient appropriate audit evidence about the amounts recognized for the Iran service office as of and for the year ended June 30, 2019. Consequently, we were unable to determine whether any adjustments to those amounts were necessary.

Qualified Opinion

In our opinion, except for the possible effects of the matter described in the Basis for Qualified Opinion paragraph, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Narcotics Anonymous World Services, Inc. as of June 30, 2019, 2018, and 2017, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



MILLER KAPLAN ARASE LLP

North Hollywood, California

January 21, 2020

Narcotics Anonymous World Services Consolidated Statement of Financial Position Exhibit A

	June 30, 2019	June 30, 2018	June 30, 2017
Assets			
Current assets:			
Cash and cash equivalents	\$ 2,453,603	\$ 5,011,831	\$ 3,155,165
Investments - at fair value	937,964	746,146	537,927
Accounts receivable (net of allowance for uncollectible accounts of \$105,262, \$87,514, and \$87,460, respectively)	639,597	1,070,118	752,449
Publication inventory	1,897,437	1,455,698	1,549,384
Prepaid expenses	203,821	155,751	253,807
Total current assets	<u>6,132,422</u>	<u>8,439,544</u>	<u>6,248,732</u>
Property and equipment:			
Furniture and equipment	1,828,523	1,585,783	1,518,246
Leasehold improvements	1,161,363	1,123,408	1,072,760
	<u>2,989,886</u>	<u>2,709,191</u>	<u>2,591,006</u>
Less: accumulated depreciation and amortization	<u>(2,584,761)</u>	<u>(2,411,702)</u>	<u>(2,263,265)</u>
Total property and equipment - net	<u>405,125</u>	<u>297,489</u>	<u>327,741</u>
Other assets:			
Deposits	(7,140)	276,845	(12,132)
Trademarks, software and copyrights (net of accumulated amortization of \$2,358,059, \$2,152,909, and \$1,955,531, respectively)	855,154	891,788	857,610
Total other assets	<u>848,014</u>	<u>1,168,633</u>	<u>845,478</u>
Total assets	<u><u>\$ 7,385,561</u></u>	<u><u>\$ 9,905,666</u></u>	<u><u>\$ 7,421,951</u></u>
Liabilities and net assets			
Current liabilities:			
Accounts payable	\$ 211,756	\$ 461,711	\$ 283,057
Lease buyout	391,621	494,829	-
Accrued salaries, vacation and tax withholdings payable	298,176	176,655	152,700
Deferred convention revenue	-	1,996,914	-
Total liabilities	901,553	3,130,109	435,757
Net assets without donor restrictions	<u>6,484,008</u>	<u>6,775,557</u>	<u>6,986,194</u>
Total liabilities and net assets	<u><u>\$ 7,385,561</u></u>	<u><u>\$ 9,905,666</u></u>	<u><u>\$ 7,421,951</u></u>

See accompanying notes to consolidated financial statements.

Narcotics Anonymous World Services Consolidated Statement of Financial Position Exhibit B

	Years Ended		
	June 30, 2019	June 30, 2018	June 30, 2017
Revenues, gains and other support:			
Sales of publications and program materials	\$ 9,720,688	\$ 9,910,454	\$ 10,308,835
Less discounts and cost of sales	<u>3,007,354</u>	<u>2,964,450</u>	<u>2,988,512</u>
Net sales of publications and program materials	6,713,334	6,946,004	7,320,323
Convention registration and other revenue	4,369,712	741	1,196
Fellowship contributions	805,207	1,000,300	1,189,265
Interest	6,938	6,777	3,782
Other	<u>36,534</u>	<u>35,282</u>	<u>30,533</u>
Total revenues, gains and other support	<u>11,931,725</u>	<u>7,989,104</u>	<u>8,545,099</u>
Program expenses:			
Literature production and distribution	2,525,049	2,097,986	2,072,535
World Service Conference support	4,479,432	1,743,326	1,524,870
Fellowship development	3,359,320	2,828,064	2,701,265
Events	<u>302,650</u>	<u>400,596</u>	<u>156,131</u>
	10,666,451	7,069,972	6,454,801
Management and general expenses	1,185,161	785,553	717,196
Depreciation and amortization	<u>371,662</u>	<u>344,216</u>	<u>324,687</u>
Total expenses	<u>12,223,274</u>	<u>8,199,741</u>	<u>7,496,684</u>
Change in net assets	(291,549)	(210,637)	1,048,415
Net assets without donor restrictions:			
Beginning of year	<u>6,775,557</u>	<u>6,986,194</u>	<u>5,937,779</u>
End of year	<u>\$ 6,484,008</u>	<u>\$ 6,775,557</u>	<u>\$ 6,986,194</u>

See accompanying notes to consolidated financial statements.

Narcotics Anonymous World Services

Consolidated Statement of Financial Position

Exhibit C-1

Year Ended June 30, 2019						
Program Services						
	Production and Distribution	Service Conference Support	Fellowship Development	Events	Management and General	Total
Expenses:						
Salaries, wages and payroll taxes	\$ 1,160,640	\$ 671,950	\$ 1,069,011	\$ 152,716	\$ 339,369	\$ 3,393,686
Employee health benefits	185,246	107,248	170,621	24,374	54,166	541,655
Retirement contribution	45,808	26,521	42,192	6,027	13,394	133,942
Contract labor	23,360	13,524	21,516	3,074	6,830	68,304
Convention expenses	-	2,912,242	-	-	323,582	3,235,824
Occupancy	379,502	153,457	244,136	34,877	90,219	902,191
Travel	100,247	2,502	6,348	554	12,183	121,834
Conferences	-	77,909	-	-	8,657	86,566
Worldwide workshops	-	-	211,113	-	23,457	234,570
Telephone	54,955	31,816	50,616	7,231	16,068	160,686
Postage	17,761	10,283	16,358	2,337	5,193	51,932
Office expenses	72,567	42,013	66,838	9,548	21,219	212,185
Professional fees	46,190	21,751	34,603	4,943	11,943	119,430
Equipment leases	230,333	133,351	212,149	30,307	67,349	673,489
Computer expenses	165,877	96,034	152,782	21,826	48,502	485,021
Insurance	29,275	16,949	26,964	3,852	8,560	85,600
Developmental literature	-	-	340,606	-	37,845	378,451
Free publications	-	7,685	74,795	-	9,165	91,645
Free literature	-	-	372,725	-	41,414	414,139
Currency conversion	(5,889)	(3,409)	47,905	(775)	4,203	42,035
Public relations	-	-	82,384	-	9,154	91,538
Workgroups	5,810	-	-	-	645	6,455
World Board	-	149,867	-	-	16,652	166,519
Fellowship assistance	-	-	103,346	-	11,483	114,829
Website expenses	-	-	-	-	-	-
Other operating expenses	13,367	7,739	12,312	1,759	3,909	39,086
	<u>2,525,049</u>	<u>4,479,432</u>	<u>3,359,320</u>	<u>302,650</u>	<u>1,185,161</u>	<u>11,851,612</u>
Depreciation and amortization	127,108	73,589	117,074	16,725	37,166	371,662
Total expenses	<u>\$ 2,652,157</u>	<u>\$ 4,553,021</u>	<u>\$ 3,476,394</u>	<u>\$ 319,375</u>	<u>\$ 1,222,327</u>	<u>\$ 12,223,274</u>

See accompanying notes to consolidated financial statements.

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

Year Ended June 30, 2018						
	Program Services					Total
	Production and Distribution	Service Conference Support	Fellowship Development	Events	Management and General	
Expenses:						
Salaries, wages and payroll taxes	\$ 1,039,073	\$ 595,734	\$ 942,092	\$ 193,960	\$ 307,873	\$ 3,078,732
Employee health benefits	187,478	107,487	169,980	34,996	55,549	555,490
Retirement contribution	33,526	19,220	30,397	6,258	9,934	99,335
Contract labor	153	88	140	28	46	455
Convention expenses	-	-	-	34,525	3,836	38,361
Occupancy	305,169	142,820	225,855	46,500	80,038	800,382
Travel	41,750	7,258	4,930	932	6,097	60,967
Conferences	-	431,736	-	-	47,971	479,707
Worldwide workshops	-	-	277,792	-	30,866	308,658
Telephone	48,287	27,684	43,780	9,014	14,307	143,072
Postage	12,390	8,078	11,235	2,313	3,780	37,796
Office expenses	38,434	21,964	34,845	7,174	11,380	113,797
Professional fees	71,652	16,057	25,393	5,228	13,148	131,478
Equipment leases	188,464	108,053	170,874	35,180	55,841	558,412
Computer expenses	92,816	53,214	84,153	17,326	27,501	275,010
Insurance	20,112	11,531	18,235	3,755	5,959	59,592
Developmental literature	-	-	93,578	-	10,398	103,976
Free publications	-	26,690	81,504	-	12,021	120,215
Free literature	-	1,137	170,858	-	19,110	191,105
Currency conversion	-	-	250,179	-	27,798	277,977
Public relations	-	-	39,579	-	4,398	43,977
Workgroups	436	-	-	-	48	484
World Board	-	154,111	-	-	17,123	171,234
Fellowship assistance	-	-	136,120	-	15,124	151,244
Website expenses	6,956	3,989	6,307	1,299	2,061	20,612
Other operating expenses	11,290	6,475	10,238	2,108	3,346	33,457
	<u>2,097,986</u>	<u>1,743,326</u>	<u>2,828,064</u>	<u>400,596</u>	<u>785,553</u>	<u>7,855,525</u>
Depreciation and amortization	116,172	66,606	105,330	21,686	34,422	344,216
Total expenses	<u>\$ 2,214,158</u>	<u>\$ 1,809,932</u>	<u>\$ 2,933,394</u>	<u>\$ 422,282</u>	<u>\$ 819,975</u>	<u>\$ 8,199,741</u>

See accompanying notes to consolidated financial statements.

Narcotics Anonymous World Services

Consolidated Statement of Financial Position

Exhibit C-3

Year Ended June 30, 2017

	Program Services					Total
	Production and Distribution	Service Conference Support	Fellowship Development	Events	Management and General	
Expenses:						
Salaries, wages and payroll taxes	\$ 1,016,054	\$ 718,012	\$ 894,128	\$ 81,284	\$ 301,054	\$ 3,010,532
Employee health benefits	170,071	120,183	149,663	13,606	50,392	503,915
Retirement contribution	25,565	18,067	22,498	2,045	7,575	75,750
Contract labor	18,242	12,891	16,053	1,460	5,405	54,051
Convention expenses	-	-	-	2,710	301	3,011
Occupancy	331,777	174,387	217,161	19,742	82,562	825,629
Travel	5,072	3,767	5,890	406	1,682	16,817
Conferences	-	23,409	-	-	2,601	26,010
Worldwide workshops	-	-	184,835	-	20,537	205,372
Telephone	44,451	31,413	39,117	3,556	13,170	131,707
Postage	8,029	6,500	7,066	643	2,470	24,708
Office expenses	38,933	27,513	34,261	3,115	11,536	115,358
Professional fees	94,709	21,974	27,363	2,488	16,280	162,814
Equipment leases	167,703	118,510	147,580	13,416	49,690	496,899
Computer expenses	104,030	73,514	91,545	8,322	30,823	308,234
Insurance	22,718	16,054	19,992	1,817	6,731	67,312
Developmental literature	-	-	53,276	-	5,920	59,196
Free publications	-	10,839	64,429	-	8,363	83,631
Free literature	-	510	332,284	-	36,977	369,771
Currency conversion	-	-	112,677	-	12,520	125,197
Public relations	-	-	83,475	-	9,275	92,750
Workgroups	6,173	14	2	-	688	6,877
World Board	-	133,880	-	-	14,875	148,755
Fellowship assistance	-	-	181,244	-	20,138	201,382
Website expenses	13,099	9,257	11,526	1,048	3,880	38,810
Other operating expenses	5,909	4,176	5,200	473	1,751	17,509
	<u>2,072,535</u>	<u>1,524,870</u>	<u>2,701,265</u>	<u>156,131</u>	<u>717,196</u>	<u>7,171,997</u>
Depreciation and amortization	109,582	77,438	96,432	8,766	32,469	324,687
Total expenses	<u>\$ 2,182,117</u>	<u>\$ 1,602,308</u>	<u>\$ 2,797,697</u>	<u>\$ 164,897</u>	<u>\$ 749,665</u>	<u>\$ 7,496,684</u>

See accompanying notes to consolidated financial statements.

Narcotics Anonymous World Services Consolidated Statement of Financial Position Exhibit D

	Years Ended		
	June 30, 2019	June 30, 2018	June 30, 2017
Cash flows from operating activities:			
Change in net assets	\$ (291,549)	\$ (210,637)	\$ 1,048,415
Adjustment to reconcile change in net assets to net cash provided (used) by operating activities:			
Depreciation and amortization	371,662	344,216	324,687
(Increase) decrease in assets:			
Accounts receivable	430,521	(317,669)	(170,873)
Publication inventory	(441,739)	93,686	(153,032)
Prepaid expenses	(48,070)	98,056	(56,693)
Deposits	283,985	(288,977)	(3,827)
Increase (decrease) in liabilities:			
Accounts payable and lease buyout	(353,163)	673,483	164,054
Accrued salaries and withholdings payable	121,521	23,955	(99,967)
Deferred convention revenue	(1,996,914)	1,996,914	-
Net cash provided (used) by operating activities	(1,923,746)	2,413,027	1,052,764
Cash flows from investing activities:			
Purchases of investments	(694,993)	(666,298)	(207,670)
Proceeds from the sale of investments	503,175	458,079	213,881
Purchases of furniture and equipment	(236,031)	(64,169)	(141,030)
Purchases of leasehold improvements	(37,955)	(52,417)	(47,789)
Payments to secure copyrights and trademarks and purchase software	(168,678)	(231,556)	(309,237)
Net cash (used) by investing activities	(634,482)	(556,361)	(491,845)
Net increase (decrease) in cash and cash equivalents	(2,558,228)	1,856,666	560,919
Cash and cash equivalents:			
Beginning of year	5,011,831	3,155,165	2,594,246
End of year	\$ 2,453,603	\$ 5,011,831	\$ 3,155,165

See accompanying notes to consolidated financial statements.

Notes to Consolidated Financial Statement

Independent Auditors' Report Years Ended June 2019, 2018, and 2017

NOTE 1 - ORGANIZATION AND NATURE OF ACTIVITIES

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

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

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

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- A. **Consolidation Policy and Basis of Accounting:** The accompanying consolidated financial statements include the accounts of NAWS and the Trust. Significant intercompany balances and transactions are eliminated in consolidation. The consolidated financial statements are prepared on the accrual basis of accounting.
- B. **Financial Statement Presentation:** Under U.S. generally accepted accounting principles (GAAP) not-for-profit organizations are required to report net assets in two classes: net assets with donor restrictions and net assets without donor restrictions. As of June 30, 2019, 2018 and 2017, NAWS had no net assets with donor restrictions.
- C. **Cash and Cash Equivalents:** NAWS considers short-term investments with initial maturities of 90 days or less held in bank and brokerage accounts to be cash equivalents.
- D. **Investments:** NAWS investments are reported at fair value. Investments include certificates of deposit, equities and government securities. See Note 5.
- E. **Inventory:** Publications and other items held for resale are included in inventory and are carried at the lower of cost or net realizable value. Cost for each item is determined using the weighted average method.
- F. **Property and Equipment:** Leasehold improvements and furniture and equipment are recorded at cost. Major additions are capitalized while replacements, maintenance and repairs that do not improve or extend the useful life of the asset are expensed. Depreciation and amortization are computed using the straight-line method over the estimated useful lives of the related assets, which are as follows:

Leasehold improvements	5 years
Furniture and equipment	5 - 10 years

Depreciation and amortization expense related to property and equipment for the years ended June 30, 2019, 2018, and 2017 amounted to \$166,350, \$146,838 and \$150,492, respectively.

- G. **Trademarks and Copyrights:** The cost of acquiring and defending copyrights and trademarks is capitalized and is amortized over the approximate economic life of the copyright or trademark, which is estimated to be ten years. The cost of computer software is also capitalized and amortized over a period of seven years. Amortization expense related to trademarks and copyrights for the years ended June 30, 2019, 2018 and 2017 amounted to \$205,312, \$197,378 and \$174,195, respectively.
- H. **Accounts Receivable and Allowance for Doubtful Accounts:** Accounts receivable are reported net of an allowance for doubtful accounts. The allowance is based on management's estimate of the amount of receivables that will actually be collected. Management estimates uncollectible accounts based on the age of the receivable and other factors.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

- I. **Translation of Foreign Financial Statements:** Financial operations in Canada, Europe and the Middle East are translated throughout the year to United States dollars. Gains or losses resulting from translating foreign currency financial statements are recorded in the consolidated statements of functional expenses as currency conversion.
- J. **Estimates:** The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures in the financial statements. Actual results could differ from those estimates.
- K. **Functional Allocation of Expenses:** The costs of providing NAWS' programs and other activities are reported by both their natural and functional classifications in the statements of functional expenses. Expenditures that can be identified with a specific program or supporting service are allocated directly according to their purpose. Costs that are common to more than one function are allocated among the applicable programs and supporting services based on estimates of employee time, using percentages that represent hours spent or wages, or upon estimates of other resources spent.
- L. **Tax Status:** GAAP requires management to evaluate tax positions taken by NAWS and recognize a tax liability if NAWS has taken a tax position that more likely than not would not be sustained upon examination by a tax authority. NAWS is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress.
- M. **New Accounting Pronouncement:** The Financial Accounting Standards Board (FASB) recently issued ASU 2016-14 *Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14 provides that nonprofit organizations, among other things:
- Present amounts for two net asset classes in the financial statements rather than three;
 - Provide enhanced disclosures about:
 - Amounts and purposes of board designations;
 - Qualitative information about the management of liquid resources available to meet cash needs for one year;
 - Quantitative information about the availability of financial assets to meet cash needs for one year;
 - Expenses by both their natural and functional classifications;
 - Methods used to allocate costs among program and support functions;
 - Underwater endowment funds;
 - Report investment return net of investment expenses; and
 - Use the placed-in-service approach for reporting expirations of restrictions on gifts of cash or other assets to be used to acquire or construct long-lived asset.
- ASU 2016-14 is effective for fiscal years beginning after December 15, 2017. Earlier application is permitted. The amendment is applied retrospectively to all periods presented. NAWS adopted ASU 2016-14 for the year ended June 30, 2019.
- N. **Reclassifications:** Certain balances in NAWS' consolidated financial statements as of and for the years ended June 30, 2017 and 2018 have been reclassified to conform to the presentation used in its consolidated financial statements for the year ended June 30, 2019.

NOTE 3 - RETIREMENT PLAN

NAWS maintains a qualified defined contribution retirement plan, which covers all employees. Under the terms of the plan, employees may elect to contribute pre-tax earnings up to the maximum allowable amount under the Internal Revenue Code. NAWS matches deferrals of up to 8% of compensation (5% through December 31, 2017) based on the employee's number of years of service. NAWS contributions totaled \$133,942, \$99,335 and \$75,750 for the years ended June 30, 2019, 2018 and 2017, respectively.

NOTE 4 - COMMITMENTS AND CONTINGENCIES

NAWS has entered into various lease agreements for the use of office equipment and facilities. The following is a schedule of future minimum rental payments required under leases that have initial or remaining noncancelable lease terms in excess of one year as of June 30, 2019:

Year ending June 30,	
	2020
	2021
	2022
	<u>205,054</u>
Total minimum payments required	<u>\$ 1,098,661</u>

Total payments made under the leases during the years ended June 30, 2019, 2018 and 2017 were \$761,308, \$805,779 and \$966,155, respectively.

NAWS holds equipment not in operation as of June 30, 2019 and makes payments on the original lease. The present value of future minimum payments is reported as a liability in the statements of financial position.

NOTE 5 - INVESTMENTS

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

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

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

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

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

June 30, 2019				
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ -	\$ -	\$ 936,741	\$ 936,741
U.S. Government and Government Agency obligations	-	1,223	-	1,223
	<u>\$ -</u>	<u>\$ 1,223</u>	<u>\$ 936,741</u>	<u>\$ 937,964</u>
June 30, 2018				
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ -	\$ -	\$ 744,611	\$ 744,611
U.S. Government and Government Agency obligations	-	1,535	-	1,535
	<u>\$ -</u>	<u>\$ 1,535</u>	<u>\$ 744,611</u>	<u>\$ 746,146</u>
June 30, 2017				
	Level 1	Level 2	Level 3	Total
Certificates of deposit	\$ -	\$ -	\$ 535,983	\$ 535,983
U.S. Government and Government Agency obligations	-	1,944	-	1,944
	<u>\$ -</u>	<u>\$ 1,944</u>	<u>\$ 535,983</u>	<u>\$ 537,927</u>

Level 2 investments consist of government obligations valued based on trade prices for similar securities. Level 3 investments are certificates of deposit reported at cost, which approximates fair value.

NOTE 5 - INVESTMENTS (Continued)

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

	Years Ended		
	June 30, 2019	June 30, 2018	June 30, 2017
Balance, July 1	\$ 744,611	\$ 535,983	\$ 535,364
Purchases/accrued interest	694,993	666,298	207,670
Sales/maturities	<u>(502,863)</u>	<u>(457,670)</u>	<u>(207,051)</u>
Balance, June 30	<u>\$ 936,741</u>	<u>\$ 744,611</u>	<u>\$ 535,983</u>

NOTE 6 - CONCENTRATIONS OF CREDIT RISK

NAWS places its cash and cash equivalents with high quality financial institutions. Cash in U.S. banks is covered by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per bank. Cash in Canadian accounts is insured up to \$100,000 (CAD) per bank. At June 30, 2019, deposits in U.S. institutions exceeded insurance limits by \$225,003 and deposits in Canadian banks exceeded insurance limits by \$282,084 (CAD). Cash in European accounts is not covered and totaled approximately \$410,776 (USD) as of June 30, 2019.

Assets reported in the statement of financial position as of June 30, 2019 include cash totaling \$295,016 and publication inventory of \$510,169 at Payam Omega. Due to current relations between Iran and the United States, it is unlikely that NAWS could transfer such assets out of Iran; accordingly their use is limited to Iranian operations.

NOTE 7 - EMPLOYMENT CONTRACT

NAWS has entered into an employment agreement with its Executive Director. The agreement provides for compensation and benefits and expires on December 31, 2021. Should the agreement be terminated by NAWS, certain amounts would be payable to the Executive Director as defined in the agreement. Such amounts have not been accrued as of June 30, 2019.

NOTE 8 - AVAILABILITY OF FINANCIAL ASSETS

As of June 30, 2019, NAWS had \$3,101,728 of financial assets consisting of cash, cash equivalents, and liquid investments available to meet cash needs for general expenditures. None of these financial assets is subject to donor or contractual restrictions that make them unavailable for expenditure within one year of the balance sheet date. NAWS's goal is to maintain cash and liquid investments on hand to meet at least one year's worth of anticipated operating expenses and a policy to structure its financial assets to be available as its general expenditures and liabilities come due.

NOTE 9 - SUBSEQUENT EVENTS

Management has evaluated subsequent events through January 21, 2020, the date these financial statements were available to be issued. There were no material subsequent events that require recognition or additional disclosure in these financial statements.

A VISION FOR

NA SERVICE

All of the efforts of Narcotics Anonymous are inspired by the primary purpose of our groups. Upon this common ground we stand committed.

OUR VISION IS THAT ONE DAY:

- ▶ 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;
- ▶ Every member, inspired by the gift of recovery, experiences spiritual growth and fulfillment through service;
- ▶ NA service bodies worldwide work together in a spirit of unity and cooperation to support the groups in carrying our message of recovery;
- ▶ Narcotics Anonymous has universal recognition and respect as a viable program of recovery.

Honesty, trust, and goodwill are the foundation of our service efforts, all of which rely upon the guidance of a loving Higher Power.