<table>
<thead>
<tr>
<th>TABLE OF CONTENTS</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>INTRODUCTION</td>
<td>3</td>
</tr>
<tr>
<td>NCRSO BOARD OF DIRECTORS BUSINESS PLAN</td>
<td>5</td>
</tr>
<tr>
<td>LETTER FROM BOARD PRESIDENT FISCAL YEAR 2013</td>
<td>5</td>
</tr>
<tr>
<td>2013 NCRSO BOARD OF DIRECTORS</td>
<td>8</td>
</tr>
<tr>
<td>LITERATURE SALES POLICIES</td>
<td>9</td>
</tr>
<tr>
<td>NA SERVICE BODIES CREDIT POLICY</td>
<td>10</td>
</tr>
<tr>
<td>BUSINESS CREDIT POLICY</td>
<td>11</td>
</tr>
<tr>
<td>NCRSO BUDGET TO ACTUALS FY 2012 &amp; FY2013</td>
<td>12</td>
</tr>
<tr>
<td>LETTER FROM NCCNA CHAIR</td>
<td>16</td>
</tr>
<tr>
<td>NCCNA FINANCIALS</td>
<td>17</td>
</tr>
<tr>
<td>NCRSC PROFIT AND LOSS 2012-2013</td>
<td>19</td>
</tr>
<tr>
<td>NCRSC APPROVED BUDGET 2012-2013</td>
<td>22</td>
</tr>
</tbody>
</table>
INTRODUCTION

It is an expectation that California Public Benefit Non-Profit Corporations provide their membership with a complete Annual Report after the close of each fiscal year. To that end, the NCRSO has prepared this report for the fellowship of Northern California. This report will focus on the activities of the 2012-2013 fiscal year and the plans for the 2013-2014 fiscal year. This report includes reports and financial information from the NCRSO, NCCNA, and the NCRSC.

Activity during 2012-2013 at the Office:

I. Financial

A. Expense was less than income by $18,255.04 at the end of the fiscal year; the RSO had $13.79 in accrued interest in Certificate of Deposits.

B. The over 90 days due account balances decreased over the course of the year.

C. The Board of Directors (hereinafter known as BOD) continued to work closely with Northern California Convention of Narcotics Anonymous (hereinafter known as NCCNA) on fiscal management of the convention. This continued partnership between the two committees allowed the first paid registration only event to be a financial success.

II. Equipment & Software Purchases

<table>
<thead>
<tr>
<th>Equipment &amp; Software Purchases</th>
<th>Date Aquired</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Laptop</td>
<td>8/1/2012</td>
<td>$679.00</td>
</tr>
<tr>
<td>6 Microsoft Office 2013</td>
<td>3/21/2013</td>
<td>$192.00</td>
</tr>
<tr>
<td>1 Safe</td>
<td>3/28/2013</td>
<td>$275.00</td>
</tr>
<tr>
<td>Backup &amp; Storage</td>
<td>4/18/2013</td>
<td>$142.00</td>
</tr>
<tr>
<td>2 Printers</td>
<td>4/18/2013</td>
<td>$176.00</td>
</tr>
<tr>
<td>2 Computer Monitors</td>
<td>4/18/2013</td>
<td>$260.00</td>
</tr>
<tr>
<td>2 Desktop Computer</td>
<td>4/18/2013</td>
<td>$1,099.98</td>
</tr>
<tr>
<td>4 Laptops</td>
<td>4/18/2013</td>
<td>$2,119.96</td>
</tr>
<tr>
<td>4 Adobe Acrobat Software</td>
<td>4/25/2013</td>
<td>$180.00</td>
</tr>
<tr>
<td>Quick Books 2012 with 3 seats</td>
<td>9/3/2013</td>
<td>$65.00</td>
</tr>
<tr>
<td>1 Printer</td>
<td>9/5/2013</td>
<td>$80.00</td>
</tr>
<tr>
<td>8 Nano Mice &amp; 8 Laptop Bags</td>
<td>9/11/2013</td>
<td>$138.36</td>
</tr>
<tr>
<td>1 Laptop</td>
<td>9/11/2013</td>
<td>$760.00</td>
</tr>
<tr>
<td>8 Microsoft Office 2013</td>
<td>10/25/2013</td>
<td>$192.00</td>
</tr>
<tr>
<td>4 Laptops</td>
<td>10/28/2013</td>
<td>$1,740.00</td>
</tr>
<tr>
<td>4 Nano Mice &amp; 4 Laptop Bags</td>
<td>10/28/2013</td>
<td>$99.82</td>
</tr>
</tbody>
</table>
III. Sales

A. The 2012/2013 fiscal year experienced an increase with literature sales. During the year total literature sales were $399,380.15. Total sales of gift items were $107,931.08.

B. NCRSO sales at NCCNA were successful again this past year. We sold $15,836.83 worth of literature and gifts during the four days onsite in Santa Clara, California.

IV. BOD Members and Office Personnel

A. The BOD started the year with seven active members, added four more members and had one resignation. Currently we have 1 Direct Elect one year term and 2 two year pool seats open.

B. The BOD hired a full time warehouse manager and in April 2013 the BOD brought the temporary Office Manager on as a salaried full time employee.

C. The BOD continued to work closely with NCCNA on fiscal management of the convention. This continued partnership between the two committees continues to grow. The first registration required convention was financially successful.

V. Challenges and Accomplishments:

Challenges:

A. It has become increasingly challenging in this ever changing world of technology to find volunteers who are qualified in the area of Information Technology.

B. Because of the knowledge needed in the world of banking and the Regional Service Office’s (hereinafter know as RSO) use of QuickBooks, it is equally challenging to fill the Treasurer and Assistant Treasurer positions on the BOD.

C. The BOD has been working towards having all entities, the Regional Service Committee (hereinafter known as RSC), NCCNA and the RSO being on the same accounting systems.

Accomplishments:

A. The RSC, NCCNA and the BOD have successfully worked at becoming united as cohesive working committees.

B. The BOD hired two full time employees with benefits.

C. The RSO computer system was upgraded.
BUSINESS PLAN FOR FISCAL YEAR: 2013-2014 GOALS

A. RSC/RSO/NCCNA continue collaboration
B. Sign a new lease for the office
C. Increase sales through outreach
D. Facility/equipment improvements
E. Mentorship/recruitment and retention
F. Improve/create written processes/guidelines

LETTER FROM BOARD PRESIDENT
Fiscal Year 2013

I would like to thank the Northern California Region for allowing me to serve on the Board of Directors for the past three years. The committee has been run with ten board members for a few years. We have watched our sales slowly continue to grow this past year by 6.5%. “Living Clean the Journey Continues” is one of our big sellers and continues to contribute to our increase in sales.

This year has had its successes along with its challenges. As mentioned previously in last year’s report, we sought help from our fellowship seeking persons with a background in QuickBooks (QB). These dedicated members spent numerous hours researching the details of how information was entered in QB. These members were able to find the errors and reconcile our bank statements with QB. Through all this, the office continued to provide service to the fellowship.

We hired a temporary worker in July 2012 who was able to cross train with both warehouse and office duties. In September 2012 we hired her as the fulltime Warehouse Manager. We also hired an Office Manager through an employment agency who has become fulltime in April 2013. This allowed the NCRSO to once again qualify for a group health insurance policy.

We received a onetime donation of $8,000.00 from the RSC which enabled us to purchase 6 computers and the required software, and peripherals: 4 laptops for the BOD and 2 PCs for the office.

On a personal note for someone who only came to a BOD meeting in December of 2009 to visit, I am truly honored to have served as a Board member for the NCRSO since July of 2010. This is the most humbling and gratifying service position I have served on. It is a committee that works together and builds character. I am not the person I was when I came to the board; the growth opportunities have been plentiful. I am continually presented with opportunities and challenges. This commitment has allowed me to make mistakes and stay teachable, feel inadequate and successful, and for that I thank the Northern California Region of Narcotics Anonymous.

If after reading through this report you are interested in finding out more, please feel free to call, email or visit the Board meeting. The Board welcomes your help and we would love to answer any questions you might have.
The BOD meets the first Saturday of every month at the Regional Service Office in Fairfield. Our meetings begin at 10 a.m. and normally are completed before 7 p.m. Usually there are 10 to 12 people in attendance, including the liaisons from NCCNA and the RSC. Because of the size of the meetings, they are normally less formally run than most other service committees allowing time for brainstorming and lengthy discussions, when necessary.

Unlike other service committees, the Regional BOD is tasked with managing the “business” side of regional service. For those members of the fellowship that have strong business skills, this is a great opportunity to use those skills in service to the fellowship. For those members of NA that are business minded but have never had the opportunity to build those skills, this is a great chance to do just that while giving back to the Narcotics Anonymous fellowship. These positions offer very little recognition for the hard work, but offer a magnitude of rewards through selfless service, given freely by the members that give of their time to serve on the Board.

The Board’s objectives and purpose are found in the by-laws of the corporation, available at http://www.norcalna.org/regional_forms-docs-reports.php. Here is a simplified list of the services provided by the Northern California Regional Service Office, Inc., managed by the Board of Directors.

- By incorporating, NCRSO provides a legal “umbrella” over our regional services, protecting the fellowship and individual members from possible lawsuits, as well as possible financial losses. The Board signs all legal documents and contracts for the Region resulting in the corporation bearing the legal exposure.

- The Board offers Areas the ability to put their phone lines under the regional “umbrella”, protecting the fellowship from problems with individual members being listed as the phone line owner and protecting the phone line from being shut off if the Area committee misses paying the bill.

- Our corporate status allows the convention contract negotiator to leverage the Region’s established credit to negotiate contracts with convention centers, hotels and other large vendors.

- The Regional Service Office, as a literature distribution center for NA literature, is able to get a substantial discount on literature from the World Service Office, allowing the Region to pass down a portion of that discount to the Areas and Groups that would not normally be receiving a discount.

- The Board maintains the regional website, including online literature sales and convention registrations.

- The Regional Service Office provides a central location for the regional committees in Northern California to meet on a regular basis, as well as a location to store equipment, files, archives and literature used to carry the message to the fellowship.

- The Board of Directors works on various projects for the fellowship as directed by the Regional Service Committee and/or as the need arises.

Thank you for allowing me to be of service,

Karen Roberds
Board President
NCRSO, Inc
2013/2014

Interested in learning more?
Email: rsopres@norcalna.org
NCRSO Board of Directors
The Northern California Regional Service Office Board of Directors has two one year direct elect seats available. If you'd like to qualify for this committee, attend the NCRSC meeting on the 2nd Saturday of every month except September, November and February for this fiscal year. Qualifications are normally held at 5 p.m. You'll need a service resume which is available online at www.norcalna.org.

The requirements for the BOD are as follows:
Candidates must qualify at the RSC meeting.
Minimum four (4) years clean time.
Has read and has an understanding of the NCRSO Bylaws; available online.

If you'd like to find out more about the various positions available on the Board of Directors, you can read the Director's Duties, available online.

If you are interested in finding out more about being of service on the Board of Directors, please send an email to rsopres@norcalna.org.
2013 NCRSO BOARD OF DIRECTORS

Karen Roberds  
President  
One-Year Direct Elect  
Term Expires 2014

Toni Nestore  
Acting Vice President  
Two-Year Pool Seat  
Term Expires 2014

Vacant  
Vice President  
Two-Year Pool Seat  
Term Expires

Daniel Milhoan  
Sales / Inventory  
Two-Year Pool Seat  
Term Expires 2015

Christi Garcia  
Treasurer  
Two-Year Pool Seat  
Term Expires 2015

Aron Thompson  
Office Operations / Personnel  
Two-Year Pool Seat  
Term Expires 2015

Myra Hicks  
Asst. Treasurer  
Two-Year Pool Seat  
Term Expires 2015

Leslie Fischer  
IT coordinator  
Two-Year Pool Seat  
Term Expires 2015

Becky Goldberg  
Secretary  
Two-Year Pool Seat  
Term Expires 2014

Open Position  
Member at Large

Barbara Miller  
Insurance / Contract Negotiator  
Two-Year Pool Seat  
Term Expires 2015

Open Position  
Member at Large
**LITERATURE SALES POLICIES**

**Discount Structure**

<table>
<thead>
<tr>
<th>Sales Amount Range</th>
<th>Discount %</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.00 - $100.00</td>
<td>0%</td>
</tr>
<tr>
<td>$100.01 - $500.00</td>
<td>5%</td>
</tr>
<tr>
<td>$500.01 - $5,000.00</td>
<td>8%</td>
</tr>
<tr>
<td>$5,000.01 +</td>
<td>10%</td>
</tr>
</tbody>
</table>

**Shipping & Handling Charges** – Within California  
(Based on sub-total before taxes)

<table>
<thead>
<tr>
<th>Sales Amount Range</th>
<th>Charges</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.00 - $25.00</td>
<td>$8.00</td>
</tr>
<tr>
<td>$25.01 - $70.00</td>
<td>$10.00</td>
</tr>
<tr>
<td>$50.01 - $150.00</td>
<td>14%</td>
</tr>
<tr>
<td>$150.01 - $500.00</td>
<td>11%</td>
</tr>
<tr>
<td>$500.01 +</td>
<td>9%</td>
</tr>
</tbody>
</table>

**Shipping & Handling Charges** – Outside of California  
(Based on sub-total before taxes)

<table>
<thead>
<tr>
<th>Sales Amount Range</th>
<th>Charges</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.00 - $25.00</td>
<td>$10.00</td>
</tr>
<tr>
<td>$25.01 - $70.00</td>
<td>$11.00</td>
</tr>
<tr>
<td>$70.01 - $150.00</td>
<td>15%</td>
</tr>
<tr>
<td>$150.01 - $500.00</td>
<td>12%</td>
</tr>
<tr>
<td>$500.01 +</td>
<td>10%</td>
</tr>
</tbody>
</table>

**Will Call Charges**  
(Based on sub-total before taxes)

<table>
<thead>
<tr>
<th>Sales Amount Range</th>
<th>Charges</th>
</tr>
</thead>
<tbody>
<tr>
<td>$0.00 - $150.00</td>
<td>7%</td>
</tr>
<tr>
<td>$150.01 - $500.00</td>
<td>6%</td>
</tr>
<tr>
<td>$500.01 – and up</td>
<td>5%</td>
</tr>
</tbody>
</table>

**Literature Return Policy**

1. If an order is placed online using a credit card and then canceled prior to shipment, the total order cost will be refunded, minus a $6.00 service fee or 10% of the order, whichever is greater.

2. Items mistakenly ordered or unwanted are accepted for return within two weeks (14 days) after shipping. These return items must be undamaged. The refund will be at the purchase price, less any discount received on the initial order. This does not include shipping and handling or return shipping.
3. Any confirmed errors on the part of the Regional Service Office will be readily exchanged or accepted for return within two weeks (14 days) after shipping. Return shipping to be paid by the RSO.

4. Any request for returns more than two weeks (14 days) after shipping must be approved by the Sales Director prior to processing the return. These return items must be undamaged. The refund will be at the purchase price, less any discount received on the initial order. This does not include shipping and handling or return shipping. There will also be a minimum restocking charge of $6.00 or 10% of the order, whichever is greater.

5. The RSO will not accept returns on discontinued, opened or damaged items. Only items in resalable condition will be accepted. No refunds will be paid until items are received and condition has been verified.

6. Check your ship to address carefully. The fee to re-route or intercept packages that have left our warehouse but have not been delivered is $35.00. Packages delivered to an address incorrectly provided by the purchaser are completely out of our control.

**NA SERVICE BODIES CREDIT POLICY**

1. The NCRSO extends credit to NA Area and Regional level service bodies.

2. New clients must pre-pay the first three (3) orders.

3. After three pre-payment orders, eligible clients may extend to net 30 terms if we have the following information.
   a. The NCRSO must have acknowledgement of terms and conditions signed by the chairperson of the service body. In addition, contact information is required from both the person responsible for ordering, and the person responsible for paying for the orders. Required information includes name, address, phone number, e-mail, and the end date of their service commitment.

4. In the event an account is over 30 days past due (60 days from date of shipment), the account will be placed on credit hold, a collection letter will be sent, and a 2% per month fee will be charged.

5. Five days after mailing, the collection letter a phone call will be made to the person on file.

6. For Northern California NA Area or Regional accounts, a second letter will be hand delivered to the appropriate RCM at the next RSC meeting.

   NOTE: If either the ASC or one of its ‘subcommittees’ accounts is 30 days past due*, all ASC related accounts from that Area will be placed on credit hold until payment is received.

   *This includes non-payment of insurance related fees.

7. In the event that an account has overpaid and/or has credit that is being held for more than $100.00 by the NCRSO, that credit will be applied to future orders until the balance returns to below $100.00. The NCRSO will not carry monies on the books.

8. NA service bodies must update contact information within 30 days of the election of new trusted servants. Accounts on credit hold due to nonpayment will remain so until payment is received and contact information updated.

I have read and agree to the above information

Chairperson __________________________ Date __________________________
BUSINESS CREDIT POLICY

1. The NCRSO extends credit to established businesses.

2. New clients must pre-pay the first three (3) orders.

3. After three pre-payment orders, eligible clients may extend to net 30 terms if we have the following information.
   a. A completed credit application must be on file with our office. This application will include all Federal Tax ID information.
   b. In the event an account is over 30 days past due (60 days from date of shipment), the account will be placed on credit hold, a collection letter will be sent, and a 2% per month fee may be charged.
   c. Credit will not be re-instated until the account is current and the NCRSO Board of Directors has agreed to re-instatement.
   d. Accounts on credit hold due to nonpayment will remain so until payment is received.
   e. The credit application on page 2 can be completed and sent to the NCRSO via:
      Fax (707) 422-9128
      Phone: (707) 422-9234
      Email: ncrso@norcalna.org
      Mail: 1820 Walters Court*Suite A-1*Fairfield, CA*94533
   f. Please notify the NCRSO of any changes to your application.
## NCRSO Budget to Actuals FY2012 & FY2013

### Profit & Loss

**July 2011 through June 2013**

<table>
<thead>
<tr>
<th>Ordinary Income/Expense</th>
<th>Jul '11 - Jun 12</th>
<th>Jul '12 - Jun 13</th>
<th>13-14 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Sales</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>110 · Sales</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>112 · Gift Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>112.1 · Gift Sales at RSO</td>
<td>105,502.93</td>
<td>103,615.74</td>
<td>106,250.0</td>
</tr>
<tr>
<td>112.3 · Gift Sales at NCCNA</td>
<td>6,110.41</td>
<td>3,695.24</td>
<td>3,750.00</td>
</tr>
<tr>
<td>112.4 · Sales of Previous NCCNA Mdse</td>
<td>285.12</td>
<td>620.10</td>
<td>0.00</td>
</tr>
<tr>
<td>112 · Gift Income - Other</td>
<td>26.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td><strong>Total 112 · Gift Income</strong></td>
<td>111,924.46</td>
<td>107,931.08</td>
<td>110,000.0</td>
</tr>
<tr>
<td><strong>Freight</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>113 · Freight</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>113.1 · Shipping and Handling</td>
<td>35,597.54</td>
<td>40,528.41</td>
<td>42,000.00</td>
</tr>
<tr>
<td>113.2 · Will Call Handling</td>
<td>5,188.09</td>
<td>5,264.00</td>
<td>5,000.00</td>
</tr>
<tr>
<td>113.3 · Freight Claims</td>
<td>0.00</td>
<td>151.10</td>
<td>0.00</td>
</tr>
<tr>
<td><strong>Total 113 · Freight</strong></td>
<td>40,785.63</td>
<td>45,943.51</td>
<td>47,000.00</td>
</tr>
<tr>
<td><strong>Literature</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>114 · Literature</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>114.1 · Literature Sales at RSO</td>
<td>351,152.31</td>
<td>387,238.56</td>
<td>387,000.0</td>
</tr>
<tr>
<td>114.3 · Literature Sales at NCCNA</td>
<td>0.00</td>
<td>12,141.59</td>
<td>13,000.00</td>
</tr>
<tr>
<td>114 · Literature - Other</td>
<td>11.40</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td><strong>Total 114 · Literature</strong></td>
<td>351,163.71</td>
<td>399,380.15</td>
<td>400,000.0</td>
</tr>
<tr>
<td><strong>PO Discounts</strong></td>
<td>117,893.39</td>
<td>140,872.64</td>
<td>140,000.0</td>
</tr>
<tr>
<td><strong>Total 110 · Sales</strong></td>
<td>621,767.19</td>
<td>694,127.38</td>
<td>697,000.0</td>
</tr>
<tr>
<td><strong>Equipment Rentals</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>121 · Cash Register Rental</td>
<td>200.00</td>
<td>230.00</td>
<td>200.00</td>
</tr>
<tr>
<td>121.1 · Cash Register Deposit</td>
<td>0.00</td>
<td>400.00</td>
<td></td>
</tr>
<tr>
<td>123 · Safe Rental</td>
<td>50.00</td>
<td>50.00</td>
<td>50.00</td>
</tr>
<tr>
<td>124 · Bill Counter Rental</td>
<td>25.00</td>
<td>25.00</td>
<td>25.00</td>
</tr>
<tr>
<td><strong>Total 120 · Equipment Rentals</strong></td>
<td>275.00</td>
<td>705.00</td>
<td>275.00</td>
</tr>
<tr>
<td><strong>Facility Rent</strong></td>
<td>28,150.00</td>
<td>30,100.00</td>
<td>30,000.00</td>
</tr>
<tr>
<td><strong>Insurance Income</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Description</td>
<td>2022</td>
<td>2023</td>
<td>2024</td>
</tr>
<tr>
<td>-----------------------------------------</td>
<td>------</td>
<td>------</td>
<td>------</td>
</tr>
<tr>
<td>141 · Insurance Certificate</td>
<td>7,060.00</td>
<td>7,515.00</td>
<td>8,000.00</td>
</tr>
<tr>
<td>142 · General Liability Reimb · RSC</td>
<td>13,223.00</td>
<td>13,614.00</td>
<td>13,700.00</td>
</tr>
<tr>
<td><strong>Total 140 · Insurance Income</strong></td>
<td>20,283.00</td>
<td>21,129.00</td>
<td>21,700.00</td>
</tr>
<tr>
<td>150 · Interest</td>
<td>18.70</td>
<td>13.79</td>
<td>20.00</td>
</tr>
<tr>
<td>170 · Area Phone lines (Reimbursement)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>170.1 · Alameda Area Phone</td>
<td>1,015.64</td>
<td>1,321.78</td>
<td>0.00</td>
</tr>
<tr>
<td>170.2 · Contra Costa Area Phone</td>
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<td>742.47</td>
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**Cost of Goods Sold**

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**Gross Profit**

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**Expense**
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<td><strong>220,006.70</strong></td>
<td><strong>241,989.0</strong></td>
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Net Ordinary Income: 3,575.88 | 18,215.88 | -1,994.00

Other Income/Expense

Other Income

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<tr>
<th>Item Description</th>
<th>Amount 1</th>
<th>Amount 2</th>
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<tr>
<td>998 · NCCNA Reimbursed Expenses</td>
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<tr>
<td>998.4 · NCCNA Operational Expense</td>
<td>208.27</td>
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Total Other Income: 208.27 | 321.00

Other Expense

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Total Other Expense: -291.69 | 281.84

Total Expense: 206,287.64 | 220,006.70 | 241,989.0

Net Ordinary Income: 3,575.88 | 18,215.88 | -1,994.00
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**LETTER FROM NCCNA CHAIR**

The Northern California Convention of Narcotics Anonymous (NCCNA) committee held its 35th annual celebration of recovery in San Jose, California in March of 2013.

As the first badge-required event, the overall number of registered attendees was consistent with the approximately 3500 attendees number for the past 7 years. 3896 registrants attended NCCNA 35.

Expenses were held to $41,876 under the proposed budget. Income exceeded the proposed budget by $27,267. That led to a profit of $72,216.

The profit was not primarily due to an increase of revenue for NCCNA 35 but was mostly due to a reduction in expenses. NCCNA 34’s income was $245,199. Income was down $45,000 from NCCNA 34 to NCCNA 35.

Overall the event was a success financially.

Most importantly, 280 newcomers were given free packets and entrance to the event.

----------------------

The NCCNA XXXVI committee began meeting in April of 2013. This year’s committee has set the budget very close to the preceding year with the intention of being very diligent, as was the previous committee, in minimizing expenditures.

The amount of contracted space for NCCNA 36 was decided on 3 years earlier when the contract agreement was written. NCCNA 36 will make adjustments where possible and needed.

The merchandise expense was cut by 5%.

The expected merchandise income was cut by 40%

Putting on a “Spiritual Celebration of Recovery” has and always will be the primary goal of the NCCNA committee. However, because we are entrusted with such a large amount of our fellowship’s money, we must conduct this celebration using sound financial principles.

NCCNA has a history of making substantial impact on the addict that still suffers. We have over 200 newcomer packets available to start the event, so it is most likely that all newcomers will have entrance to the event.

In keeping with the Ninth Concept, “Our fellowship’s service structure is founded on the unity of our groups; to maintain that union, we must have regular communications throughout Narcotics Anonymous.” NCCNA 36 intends to continue having open communication between the RSO, RSC and NCCNA, which maintains service accountability as it has the past three years.
NCCNA 36 creates an atmosphere in the spirit of unity and cooperation among the committee and with the other service bodies to support our primary purpose in carrying our message of recovery.

Thank you,

Nicolette Martin
Northern California Convention of Narcotics Anonymous Chairperson
### NCCNA FINANCIALS

#### INCOME

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<tr>
<th>Event</th>
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<th>Difference</th>
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#### EXPENSE

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<th>Total w/variance</th>
<th>Actual</th>
<th>Difference</th>
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| Total Income                  | 245435.20 | 0.00     | 245435.20        | 264950.90  | -19515.70  |
| Total Expenses                | 239496.00 | 2867.00  | 242363.00        | 200486.08  | 41876.92   |
| Net Income                    | 5939.20   | -2867.00 | 3072.20          | 64464.82   | -61392.62  |
LETTER FROM THE NCRSC CHAIR

To the Fellowship of the Northern California Region of Narcotics Anonymous,

It is with humility that I have accepted the honor of serving the Northern California Region of Narcotics Anonymous as Chairperson.

We, the Regional Service Committee, are truly a service committee. We provide services to the member Areas of the Region to a level that I have never witnessed before in Narcotics Anonymous.

Our policy of annually inventorying our service efforts and creating goals for the upcoming year has created an exceptional focus for our committee. Our current Acton Plan, derived from that process, entails 10 goals that we have created a process to complete. We have initiated a series of 'Train The Trainer' sessions during the RSC meetings.

We have a number of Working Groups created to achieve some of our goals. These include; a continuation of the Webhosting project, a Money Matters group which is tasked to improve the way that the three Regional Committees report financially, a Group to facilitate a Service Convention (WSLD) in addition to our annual recovery convention, groups to facilitate the CAR (Conference Agenda Report) workshops for our members.

As mentioned above, in addition to our annual Regional Convention we our hosting a Service convention this year as well. With thirty five years of convention hosting experience we have a competent pool of volunteers to draw from.

We continue to travel to various Areas, via Travel Requests and Project Proposals, to serve our community. Additionally, our Regional Hospital and Institutions ((H&I) and Public Relations (PR) services are constantly striving to develop, coordinate, and improve outreach efforts.

I feel that through the application of the principles embodied in our Twelve Concepts of Service, the three Regional Committees are working better together in our efforts to achieve our common goal: Carrying the Message of Recovery to the Addict, Every Addict.

Together we can,
Tim Adams
NCRSC Chair

NCRSC PROFIT AND LOSS 2012-2013

<table>
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<th>Income</th>
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<th>12-13 Budget</th>
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<td>1 : DONATIONS - RSC Income</td>
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<td>100 : Area Donations</td>
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<td>101 : American River Area</td>
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<td>102 : Contra Costa Area</td>
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<td>104 : East Bay North Area</td>
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<td>105 : Greater San Jose Area</td>
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<td>107 : Lake County Area</td>
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<td>108 : Marin County Area</td>
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<tr>
<td>Area</td>
<td>Amount</td>
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<tr>
<td>Medocino County Area</td>
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<td>Mission Peak Area</td>
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<td>Monterey Area</td>
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<td>Napa/Solano Area</td>
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<td><strong>Total 200</strong></td>
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<td><strong>Total Income</strong></td>
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## Expense

### 1000 · ADMINISTRATIVE COSTS

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### 2000 · Routine Fellowship Support

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Total 4500 · DISCRETIONARY EXPENSES
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* FD Travel Requests are approved by Fellowship Services Team on an as requested basis, dependent on funds availability.
** Expenditures approved via motion at the RSC
*** Project Proposals are approved by the RSC, dependent on funds availability.

2012-2013 Approved NCRSC Budget

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