

Northern California Region of Narcotics Anonymous

**Regional Service Office
Board of Directors**



Annual Report

2017/2018



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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 Northern California Regional Service Office (NCRSO) has prepared this report for the fellowship of Northern California. This report will focus on the activities of the 2017-2018 fiscal year and the plans for the 2018-2019 fiscal year. This report includes reports and financial information from the NCRSO, Northern California Convention of Narcotics Anonymous (NCCNA), and the Northern California Regional Service Committee (NCRSC).

Activity during 2017-2018 at the Office:

I. Financial

- A. Total net income was \$43,512.99 at the end of the fiscal year; the NCRSO had \$3.70 in accrued interest in Certificate of Deposits.
- B. The over 90 days due account balances remained at an acceptable amount. They have been very low over the course of the year.
- C. The NCRSO Board of Directors (BOD) continued to work closely with NCCNA on fiscal management of the convention. This continued partnership between the two committees allowed the financials to be completed in a timely and efficient manner.
- D. Continued to provide reports to simplify the financial message, making it more available to the fellowship as a whole.

II. Equipment & Software Purchases

Equipment & Software Purchases		
Description	Date Acquired	Cost
POE Ethernet Gear	09/26/2017	\$173.39
Laptop Charger	12/01/2017	\$166.27
Lenovo AC Adapter/Charger	12/07/2017	\$56.67
Lenovo Battery	12/07/2017	\$77.98
SC Cards	01/06/2018	\$25.45
Returned SC Cards	01/11/2018	-\$25.45
Reimbursement for Loss of PC	07/19/2017	-\$650.99
3- USB Thumb Drives	08/24/2017	\$67.85
1 Lenovo Yoga 710-15	08/24/2017	\$650.99
1-3 yr Sqr Trade Warranty-Lenovo	08/24/2017	\$40.74
1-Flash Drive and 1-Hub	09/01/2017	\$51.09
Expedia.com Office Expense	01/02/2018	\$493.88
5 SD Cards for Cash Register	01/05/2018	\$48.12
1-Thumb Drive	04/05/2018	\$21.99
QuickBooks Subscription	04/23/2018	\$125.00
Toaster & Microwave	09/28/2017	\$112.03
Dell Toner Cart for Printer	09/26/2017	\$103.81
Cannon Calculator	10/18/2017	\$54.18
Mouse Pads	11/07/2017	\$16.96
Power Strips	12/01/2017	\$92.22
Laptop Charger –Returned	01/06/2018	-\$127.96
Bill Counter	04/06/2018	\$73.99
Brother Laser Printer	06/04/2018	\$200.89

4yr Warranty Sqr Trade - Printer	06/04/2018	\$21.60
Reimbursement for Software Loss	07/19/2017	-\$245.85
Adobe Design for Web	02/11/2018	\$114.03

III. Sales

The 2017-2018 fiscal year experienced an increase in sales resulting from the CDCR State Literature sales from the previous year in literature and gift sales. During the year, total literature sales were \$550,294.82 Total sales of gift items were \$144,392.83. NCRSO newest items that were added to the inventory are the new Medallion Holders, Traditions Book Markers, Basic Text Numbered Edition, Leather Triple Book covers, new Stainless Steel Medallion Holders, New Group Starter Kits, new Audio CDs (MP3), the new Living Clean Numbered Edition, the new 30th Anniversary Basic Text, The new JFT Journal, a new Phoneline Basics booklet, 2018 Banners of Regions Around the World, Literature Timelines, and the hand number Special Editions of the Guiding Principles Collections Book.

- A. NCRSO sales at NCCNA were successful again this past year. NCRSO sold \$7,306.74 in literature and \$12,458.55 in gifts during the four-day on-site NCCNA in San Jose, California.
- B. At the alternative store on Sunday of NCCNA, the entire previous NCCNA merchandise inventory was sold for a total income of \$3,060.65.
- C. NCRSO attended three other fellowship conventions in 2018: TAC in Redding, COS in Burlingame, and Cal Mid State in Stockton. The accumulative total sales for the NCRSO was \$11,797.90 in gift items and \$2,635.55 in Literature.

IV. Board of Directors (BOD) Members and Office Personnel

- A. The BOD has 6 active members out of 12 openings. The BOD has 6 two-year seats open.
- B. The BOD continued to work closely with NCCNA on fiscal management of the convention. This continued partnership between the two committees continues to grow.
- C. Our Warehouse Special Worker returned from a medical leave of absence and we were able to let the extra temp worker go. We were all glad to have her back and in good health.
- D. We had a Board Member leave shortly after joining because of employment out of state.

V. Challenges and Accomplishments:

Challenges:

- A. Internet service at the office was upgraded and the internet services improved. We had to upgrade our network intranet equipment to be able to take of advantage of the new internet technology from Comcast and incur an unexpected cost.
- B. NCRSO continued to face financial challenges regarding the number of accidental liability cases with the fellowship. The total liability cost for the 2017-2018 fiscal year was \$20,000. We are still working with other regions to create a collaborations to reduce the Insurance costs for all.
- C. NCRSO received the contract with the State of California to provide Literature but the down side was: it took the State over 6 months to pay their bill and the NCRSO ran into difficulty paying its own bills. The lesson learned was to ask for partial payment up front.
- D. The new Hand Numbered Limited Edition of the Guiding Principles book roll out was challenging, as NCRSO did not anticipate the demand and popularity.

- E. NCRSO was not able to work with the NCRSC in getting volunteers for the new BOD Directors seats for the 2017-2018 fiscal year because they also were challenged with fulfilling their administrative seats. One of the positions was the Regional Resource Coordinator whose job it is to find and screen potential candidates for the BOD positions. We have 4 BOD Directors leaving in July 2017 and there were no potential replacements. We operated with 6 BOD Directors for one of the busiest year in our existence.
- F. We were dropped by our existing Insurance Company and had to go out to bid for a replacement. Of course our rates increased.

Accomplishments:

- A. BOD successfully improved the speed and performance of the Wi-Fi and Internet services for the entire 3 Committees and Office work by replacing the Intra office equipment.
- B. Received the 27.0% discount from World Service Office (WSO) for literature purchases.
- C. The Meeting Insurance and the Special Events Insurance Packets were updated with the name of the new provider Nationwide. With the BOD members and Insurance Liaison's approval of the change, the new documents were posted to the NorCalNA.Org by the BOD Web Coordinator.
- D. The BOD finished installing Teamviewer software on most all NCRSO issued laptops and personal computers to provide remote technical assistance and troubleshoot for users.
- E. The NCRSO incurred an increase in insurance and building rent, therefore the NCRSO increased the rent for NCRSC and NCCNA.

BUSINESS PLAN
Fiscal Year 2017/2018 Goals

- A. NCRSC/NCRSO/NCCNA continued collaboration
- B. Increase sales and profit margin through outreach and retention and gift items
- C. Mentorship/recruitment and retention
- D. Improve/create written processes/guidelines
- E. To have contract language for NCCNA contracts that are consistent in the wording for cancellations and other areas of importance. Add FORCE MAJURE in all future contracts templates.
- F. To reorganize and/or rearrange Meeting Committee area to make it practical for the Committees meeting in this area. NCRSC will be forming a Steering Committee to reorganize the room.
- G. To upgrade and maintain the current laptops with Windows 10 and virus detection programs for those are required by members of the BOD, NCRSO, NCRSC, and NCCNA.

LETTER FROM BOARD PRESIDENT
Fiscal Year 2017/2018

I would like to thank the Northern California Region of Narcotics Anonymous (NA) for allowing me to serve on the Board of Directors (BOD) for the past 5 years. The committee has run with six BOD members this last year. The BOD sales have remained fairly steady, with little change from the prior fiscal year. It is the belief of the BOD that a stable office workforce and a stable BOD will help the sales to increase in the coming fiscal year. The Northern California Regional Service Office (NCRSO) employees are commended time and again for excellent customer service.

The base rent went up as follows:

July 1, 2016 – June 30, 2017 = \$2,662 per month
July 1, 2017 – June 30, 2018 = \$2,715 per month

The NCRSO continues to have two full-time employees. This allows the NCRSO to once again qualify for a group health insurance policy.

On a personal note, I would like to thank NA for allowing me to serve on the BOD for the past five years. The committee is small and functions proficiently. This is one of the most rewarding service experiences to the fellowship that I have had during my time clean. Being part of the NCRSO Board of Directors has changed my life dramatically and I have gained knowledge and experience that would not have availed itself to me had I not participated on the BOD. This experience on the BOD, has given me new insight in the purpose of our service to the whole. I am very fortunate that I was able to serve the fellowship in the capacity of this position.

I would like to thank all of the members who have helped me to stay teachable. By doing this service I am thankful for the experience and knowledge I have gained from NA. It is my hope that the BOD, NCRSC, and NCCNA will continue to take each other into consideration, not only the efforts and the work done with each other, but the commitment to the recovery process, as well.

If after reading through this report, if there is an interest in finding out more, please feel free to call, email, or visit the BOD meeting. The BOD welcomes members who have the desire to serve. The BOD would love to answer any questions members might have.

The BOD meets the first Saturday of every month at the NCRSO in Fairfield, California. BOD meetings begin at 10:00 am and are normally completed before 7:00 pm. Usually, there are 10 to 12 members in attendance, including the liaisons from NCCNA and NCRSC. Due to the number of attendees, the BOD meetings are run normally less formal than most other service committees, allowing time for brainstorming and lengthy discussions, when necessary.

If members are interested in this type of service, it is strongly recommended that members come to a BOD meeting to sit as a visitor. All members are welcome. The BOD meetings are open, and it will help members get a sense of what the BOD does.

Unlike other service committees, the BOD is tasked with managing the “business” side of the NCRSO. For those members of NA who have strong business skills, this is a great opportunity to use those skills in service to the fellowship. For those members who 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 NA. These positions offer very little recognition for the hard work, but it offers a magnitude of rewards through selfless service, given freely by the members that give of their time to serve on the BOD and keep the NCRSO operating.

The BOD’s objectives and purpose are found in the by-laws of the corporation and available at the website (http://www.norcalna.org/regional_forms-docs-reports.php). Here is a simplified list of the services provided by the NCRSO and managed by the BOD.

- By incorporating, NCRSO provides a legal “umbrella” over the regional services, protecting the fellowship and individual members from possible lawsuits, as well as possible financial losses. The BOD signs all legal documents and contracts for the region, resulting in the corporation bearing the legal exposure.
- The BOD offers Areas the ability to put the 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.
- The BOD 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 NCRSO, as a distribution center for NA literature, is able to get a substantial discount on literature from the World Service Office (WSO), 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 BOD maintains the regional website, including online literature sales and convention registrations.
- The NCRSO 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 BOD works on various projects for the fellowship, as directed by the NCRSC and/or as the need arises.

Thank you for allowing me to be of service,

Leslie Fischer
Board of Directors, President
NCRSO, Inc.
2017/2018

Interested in learning more?
Email: president@ncrso.org

NCRSO BOARD OF DIRECTORS

The NCRSO BOD has 3 one-year direct elect seats available and four two-year pool seats available. If members would like to qualify for this committee, attend the NCRSC meeting on the second Saturday of every month, except August, November, and January for fiscal year 2017/2018. Qualifications are normally held at 3:00 pm. Members will need a service resume, available online at www.norcalna.org.

The requirements for the BOD are as follows:

- Candidates must qualify at the NCRSC meeting.
- Minimum of four years clean time.
- Has read and has an understanding of the NCRSO Bylaws, and Director's Duties which are available online.

If members would like to find out more about the various positions available on the BOD, the BOD duties are available online.

If members are interested in finding out more about being of service on the BOD, please send an email to president@ncrso.org.

2017/2018 NCRSO Board of Directors

Leslie Fischer
President
Two-Year Pool Seat
Term Expires 2019

Mary Morello
Secretary
Two-Year Pool Seat
Term Expires 2018

Vacant
Assistant Treasurer
Two-Year Pool Seat
Term Expires 2018

Marion Graham
Sales/Inventory
Two-Year Pool Seat
Term Expires 2018

Vacant
Member at Large 12-15
Two-Year Pool Seat
Term Expires YYYY

Diana Dresser
Vice President
Two-Year Pool Seat
Term Expires 2019

Janet Brown
Treasurer
Two-Year Pool Seat
Term Expires 2019

Ed Warden
Office Operations / Personnel
Two-Year Pool Seat
Term Expires 2019

Vacant
Contracts/Insurance
Two-Year Pool Seat
Term Expires YYYY

LITERATURE SALES POLICIES

Discount Structure

Sales Amount Range	Discount %
\$0.00 - \$100.00	0%
\$100.01 - \$500.00	5%
\$500.01 - \$5,000.00	8%
\$5,000.01 +	10%

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

Sales Amount Range	Charges
\$0.00 - \$25.00	\$8.00
\$25.01 - \$70.00	\$10.00
\$70.01 - \$150.00	15%
\$150.01 - \$500.00	11%
\$500.01 +	9%

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

Sales Amount Range	Charges
\$0.00 - \$25.00	\$10.00
\$25.01 - \$70.00	\$11.00
\$70.01 - \$150.00	15%
\$150.01 - \$500.00	12%
\$500.01 +	10%

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

Sales Amount Range	Charges
\$0.00 - \$150.00	7%
\$150.01 - \$500.00	6%
\$500.01 +	5%

Medallions

Individual purchase of medallions 1 to 25 ship at a cost of \$6.45

Medallion purchase with other items will shipped at regular shipping cost

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 NCRSO will be readily exchanged or accepted for return within two weeks (14 days) after shipping. Return shipping to be paid by NCRSO.
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 NCRSO 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 the ship-to address carefully. The fee to re-route or intercept packages that have left the NCRSO warehouse but have not been delivered is \$35.00. Packages delivered to an address incorrectly provided by the purchaser are completely out of NCRSO's 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 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 individual responsible for ordering, and the individual 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 call will be made to the individual on file.
6. For Northern California NA Area or Regional accounts, a second letter will be hand delivered to the appropriate Regional Committee Member (RCM) at the next NCRSC meeting.

NOTE: If either the Area Service Committee (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.
1. 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.

BUSINESS CREDIT POLICY

1. The NCRSO extends credit to established businesses.
2. New clients must pre-pay the first three orders.
3. After three pre-payment orders, eligible clients may extend to net 30 terms if NCRSO has the following information:
 - a. A completed credit application must be on file with NCRSO. 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 BOD has agreed to re-instatement.
 - d. Accounts on credit hold due to non-payment will remain so until payment is received.
 - e. The credit application can be completed and sent to the NCRSO via:

Fax (707) 422-9128
Phone: (707) 422-9234
Email: ncrsosw@norcalna.org
Mail: 1820 Walters Court, Suite A-1, Fairfield, CA 94533
 - f. Please notify the NCRSO of any changes to the application.

NCRSO Approved Budget 2018-2019

Ordinary Income/Expense	2017-2018 ACTUALS	2018-2019 Proposed
Income		
110 - Sales		
112 - Gift Income		
112.1 - Gift Sales at RSO	119,577.97	130,000.00
112.2 - Traveling Booth	8,857.40	0.00
112.3 - Gift Sales at NCCNA	12,458.55	15,000.00
112.4 - Sales of Previous NCCNA Mdse	3,477.53	3,500.00
112 - Gift Income - Other	<u>0.00</u>	<u>0.00</u>
Total 112 - Gift Income	144,371.45	148,500.00
113 - Freight		
113.1 - Shipping and Handling	51,707.96	45,000.00
113.2 - Will Call Handling	<u>9,236.69</u>	<u>10,000.00</u>
Total 113 - Freight	60,944.65	55,000.00
114 - Literature		
114.1 - Literature Sales at RSO	540,588.59	480,000.00
114.2 - Traveling Booth	2,132.15	2,500.00
114.3 - Literature Sales at NCCNA	7,306.74	10,000.00
114 - Literature - Other	<u>0.00</u>	<u>0.00</u>
Total 114 - Literature	550,027.48	492,500.00
115 - PO Discounts	<u>172,738.18</u>	<u>172,375.00</u>
Total 110 - Sales	928,081.76	868,375.00
120 - Equipment Rentals		
121 - Cash Register Rental	425.00	300.00
121.1 - Cash Register Deposit	0.00	0.00
122 - Easel Rental	0.00	0.00
123 - Safe Rental	100.00	50.00
124 - Bill Counter Rental	<u>25.00</u>	<u>25.00</u>
Total 120 - Equipment Rentals	550.00	375.00
130 - Facility Rent	45,825.00	50,160.00
140 - Insurance Income		
140-Insurance Income Other	569.00	0.00
141 - Insurance Certificate	7,200.00	7,200.00
142 - General Liability Reimb - RSC	<u>14,475.00</u>	<u>14,475.00</u>
Total 140 - Insurance Income	22,244.00	21,675.00
150 - Interest	0.99	0.00
160 - Inventory Adjustment	(12.36)	0.00
170 - Area Phonelines (Reimbursement)		0.00
170.1 - Alameda Area Phone	0.00	0.00
170.2 - Contra Costa Area Phone	1,023.50	1,100.00
170.3 - Napa Solano Phone	827.69	840.00
170 - Area Phonelines (Reimbursement) - Other	<u>0.00</u>	<u>0.00</u>
Total 170 - Area Phonelines (Reimbursement)	1,851.19	1,940.00

180 - Miscellaneous Income		
181 - Donations	151.64	0.00
183 - Rebates	0.00	0.00
185 - Bad Check Payment	(62.20)	0.00
180 - Miscellaneous Income - Other	<u>89.32</u>	<u>0.00</u>
Total 180 - Miscellaneous Income	178.76	0.00
190 - NCRSC		
191 - RSC 1-time supplemental income	0.00	0.00
200 - NCCNA		
201 - NCCNA Sales Tax Received	6,714.03	5,600.00
203 - BOD Room Reimbursement	2,999.61	3,600.00
204 - RSO Booth Start Up	<u>2,000.00</u>	<u>2,000.00</u>
Total 200 - NCCNA	11,713.64	11,200.00
210 - Convention Start Up (NON NCCNA)	450.00	500.00
49030 - Returned Check Charges	<u>15.00</u>	<u>0.00</u>
Total Income	1,010,897.98	954,225.00
Cost of Goods Sold		
5000 - Cost of Goods Sold	<u>716,701.08</u>	<u>615,807.50</u>
Total Cost of Goods Sold	716,701.08	615,807.50
Gross Profit	294,196.90	338,417.50
Expense		
300 - Bank Expenses		
301 - Bank Service Charges		
301.1 - Banking Fees	197.74	225.00
301.2 - Credit Card Fees	2,982.69	3,300.00
301.3 - Online Credit Card Fees	2,695.13	2,800.00
301 - Bank Service Charges - Other	<u>3.00</u>	<u>0.00</u>
Total 301 - Bank Service Charges	5,878.56	6,325.00
304 - BankCard Late Fees	29.00	0.00
300 - Bank Expenses - Other	<u>0.00</u>	<u>0.00</u>
Total 300 - Bank Expenses	5,907.56	6,325.00
310 - Accounting Services	1,475.00	1,500.00
320 - Area Phonelines		
320.1 - Alameda Tri Area Phone	0.00	0.00
320.2 - Contra Costa Phone	877.35	962.00
320.3 - Napa Solano Area Phone	701.88	840.00
320 - Area Phonelines - Other	<u>0.00</u>	<u>0.00</u>
Total 320 - Area Phonelines	1,579.23	1,802.00
330 - Convention Expense		
331 - Hotel Room-Spcl Workers/RSC Rep		
331.1 - Per Diem - Special Worker	250.00	300.00
331 - Hotel Room-Spcl Workers/RSC Rep	<u>0.00</u>	<u>1,000.00</u>
Total 331 - Hotel Room-Spcl Workers/RSC Rep	250.00	1,300.00
332 - Raffle Item	0.00	0.00
333 - Other Booth Start Up Fund	262.82	400.00

333.1 · Other Convention Expense	-1,681.06	0.00
334 · NCCNA Merchandise Sales Tax	0.00	5,600.00
335 · Post Closing Convention Expense	0.00	0.00
336 · Convention Booth Phone/Elect.	1,705.94	1,800.00
337 · RSO Booth Start Up	2,000.00	2,500.00
338 · On Site Expenses	0.00	200.00
339 · RSO Traveling Booth	<u>0.00</u>	<u>1,000.00</u>
Total 330 · Convention Expense	2,537.70	12,800.00
340 · Directors Expense		
341 · Mileage	5,615.97	8,000.00
342 · Parking	624.25	650.00
343 · Rooms (Convention)	6,592.18	7,200.00
344 · Travel	240.25	350.00
345 · Supplies	<u>0.00</u>	<u>250.00</u>
Total 340 · Directors Expense	13,072.65	16,450.00
350 · Employment Expenses		
351 · Health Insurance	7,649.88	9,000.00
352 · Payroll Services	6,767.86	2,000.00
353 · Salary	58,719.11	82,000.00
354 · Taxes	26,305.92	28,350.00
355 · Travel Reimbursement	92.96	250.00
356 · Continuing Education	0.00	500.00
357 · Meals	<u>0.00</u>	<u>200.00</u>
Total 350 · Employment Expenses	99,535.73	122,300.00
360 · Insurance		
361 · Executive Risk-Flexi Five	1,364.00	1,650.00
362 · General Liability	2,599.14	14,475.00
363 · Cost of Riders-Umbrella	513.40	3,500.00
364 · Workers Compensation	<u>2,425.00</u>	<u>3,500.00</u>
Total 360 · Insurance	6,901.54	23,125.00
370 · Handling Costs		
371 · Incoming Freight	6,144.16	7,000.00
372 · Outgoing Freight	44,135.35	36,000.00
373 · Packaging Supplies	<u>2,055.40</u>	<u>2,500.00</u>
Total 370 · Handling Costs	52,334.91	45,500.00
380 · Inventory Adjustment Expense	<u>1,958.77</u>	<u>2,000.00</u>
Total 380 · Inventory Adjustment Expense	1,958.77	47,500.00
400 · Office Expenses		
400 · Office Expenses - Other	156.62	200.00
401 · Security	793.70	1,200.00
402 · Maintenance and Repairs	474.31	2,000.00
403 · Janitorial	1,526.81	2,000.00
404 · Computer Expense	848.17	11,500.00
406 · Equipment Purchases	547.72	600.00
407 · Equipment Repairs	0.00	200.00
408 · Garbage	1,374.38	1,500.00
409 · Gas & Electric	6,003.93	6,200.00
410 · Office Supplies	1,130.08	1,500.00
412 · Printing & Production 07-01-09	0.00	100.00

413 · Telephone	2,176.41	2,300.00
414 · Rent	32,635.00	35,898.50
415 · Pest Control	570.00	600.00
416 · Software	114.03	1,000.00
417 · Postage	506.88	600.00
418 · Licenses and Permits	25.00	500.00
420 · Bad Debt	62.20	100.00
422 · Bank Check Purchase	0.00	100.00
423 · Internet Service Provider	<u>1,435.25</u>	<u>1,600.00</u>
Total 400 · Office Expenses	50,380.49	69,698.50
430 · Printing and Reproduction	0.00	100.00
450 · Copy Machine Costs		
451 · Copy Machine Rental	3,706.44	3,750.00
452 · Copy Paper	288.39	300.00
453 · Ink Supplies	202.53	200.00
454 · Copy Machine Maintenance	<u>443.66</u>	<u>450.00</u>
Total 450 · Copy Machine Costs	4,641.02	4,700.00
460 · RSC Donation	40.00	0.00
470 · Web Site		
471 · Website Hosting	0.00	3,500.00
472 · Website Development	0.00	1,000.00
473 · Website Maintenance	<u>2,924.00</u>	<u>0.00</u>
Total 470 · Web Site	2,924.00	4,500.00
490 · Unbudgeted Expenses	0.00	0.00
500 · Sales Tax Expense	7,168.73	7,500.00
520 · Advertising	0.00	0.00
60900 · Business Expenses	0.00	0.00
60930 · Fines, Penalties, Judgments	<u>0.00</u>	<u>0.00</u>
Total 60900 · Business Expenses	7,168.73	7,500.00
66900 · Reconciliation Discrepancies	11.89	0.00
983 · Penalties and fines	<u>0.00</u>	<u>0.00</u>
Total Expense	257,637.95	325,800.50
Net Ordinary Income	36,558.95	12,617.00

LETTER FROM NCCNA CHAIR

Good Morning,

NCCNA 40 is closed and there will be no donation to the Region as this year we had a loss. The Newcomer fund is currently listed at \$8,941.20 and will not be increased to \$10,000 due to there not being a surplus of funds from after all expenses have been paid for the convention. Per our guidelines, we will replenish the Newcomer fund to \$10,000 with funds prior to donating money from excess funds.

Following is the complete breakdown:

Total Income:	\$293,638.00
Total Expenses:	\$289,905.60
Gross Profit:	\$3,732.40
Newcomer Funds To NCCNA 41:	\$8,941.20
Net Profit (Donation):	-\$5,208.80

Newcomer funds:	
Beginning:	\$10,000.00
Pre-Reg donation:	\$2,251.00
On-Site donation:	\$4,805.20
Total Money Available:	\$17,056.20
Total NC Packets Given:	233 @ \$35 = \$8,115.00
Remaining NC Fund to NCCNA 41:	\$8,941.20

Following are the rebates received (these totals are reflected in total income):

Hilton Hotel: \$3,240.00
Marriott Corporation: \$3,970.00
Hyatt Place: \$2,090.00
Total Rebates: \$9,300.00 (\$10,000.00 was budgeted)

Merchandise Sales: \$73,674.50 (\$80,000 was budgeted)

Registrations:

Pre & On Site Full Registrations: 2,541

Saturday Only Registrations: 1,017

Newcomer Registrations: 233

Combo Ticket*: 221

Total Registrations: 4,012 (Budget 4,600)

*Included Registration, Comedy, LGBT, Blues Breakfast and a t-shirt

Comedy:

Individual Tickets Sold: 601

Combo Ticket: 221

Total Comedy: 822

Blues Breakfast: 330 (Combo and Pre-Registration Only)

New Q Revue (LGBT):

Individual Tickets Sold: 318

Combo Ticket: 221
Total New Q: 539

Golf: 48 (Pre-Registration and On Site)
5K Run: 50 (Pre-Registration and On Site)
Bingo: 233 (Pre-Registration and On Site)

I am grateful to have had the opportunity to be of service to this fellowship during the 40th NCCNA Convention. The many hours of work that was put in have given me a whole new understanding of what selfless service truly means. Although we have did not come out of this convention with a donation to the region, this was still a successful convention. We provided an atmosphere of recovery and gave that newcomer who was here for the first time a safe place to enjoy their recovery.

This year we had many obstacles to overcome financially. We had 2 Holidays that were recognized by the Convention Center which increased our labor expense rent as well as many other conventions that were held just before us. Our committee worked many hard hours, and this was a success.

The numbers do not do justice to what the committee provided. The committee will continue to put on a great convention and must remember to be prudent with NCCNA funds.

Thank you for allowing me to be of service.
Joel Acevedo
Chair
NCCNA XL

		Budget	Variance	Total w/Variance	Actual	Difference	%
INCOME							
01	Registrations	148500.00	0.00	148500.00	134090.00	14410.00	
01.1	Total Pre-Registrations	62500.00	0.00	62500.00	46025.00	16475.00	
01.1a	Online Pre-Reg 1400 @ \$35	49000.00		49000.00	44590.00	4410.00	
01.1b	Trad Pre-Reg 100 @ \$35	3500.00		3500.00	1435.00	2065.00	
	Total Combo's Sold @ \$120	500		500	221	279	
	Online Combo Pack 400 @ \$120	400		400	215	185	
	Combo Pack Traditional 100 @ \$120	100		100	6	94	
01.2C-R	Online Combo Pack Registration Revenue @ \$2	10000.00		10000.00	5375.00	4625.00	
01.2D-R	Traditional Combo Pack Registration Revenue @	2500.00		2500.00	150.00	2350.00	
01.2	Onsite Reg 1400 @ \$ 40	56000.00		56000.00	57115.00	(1115.00)	
01.3	Saturday Day Pass 1200 @ \$25	30000.00		30000.00	25425.00	4575.00	
02	Comedy Show	30875.00	0.00	30875.00	21827.50	9047.50	
02.1	Pre-Reg Comedy	15875.00	0.00	15875.00	10847.50	5027.50	
02.1a	Online Comedy 250 @ \$25	6250.00		6250.00	5800.00	450.00	
02.1b	Traditional Comedy 25 @ \$25	625.00		625.00	75.00	550.00	
02.1C-R	Online Combo Pack Comedy Show @ \$22.50	9000.00		9000.00	4837.50	4162.50	
02.1D-R	Traditional Combo Pack Comedy Show @ \$22.5	2250.00		2250.00	135.00	2115.00	
02.2	Onsite Comedy Show 500 @ \$30	15000.00		15000.00	10980.00	4020.00	
03	Live Music/Blues Breakfast	22500.00	0.00	22500.00	13905.00	8595.00	
03.1	Pre-Reg Live Music	22500.00	0.00	22500.00	12420.00	10080.00	
03.1a	Online Live Music 75 @ \$45	3375.00		3375.00	2385.00	990.00	
03.1b	Traditional Live Music 25 @ \$45	1125.00		1125.00	90.00	1035.00	
03.1C-R	Online Combo Pack Live Music @ \$45	18000.00		18000.00	9675.00	8325.00	
03.1D-R	Traditional Combo Pack Live Music @ \$45	4500.00		4500.00	270.00	4230.00	
03.2	Onsite Live Music @ \$45			0.00	1485.00	(1485.00)	
04	Bingo	4000.00	0.00	4000.00	4660.00	(660.00)	
04.1	Pre-Reg Bingo	3000.00	0.00	3000.00	2140.00	860.00	
04.1a	Online Bingo 100 @ \$20	2000.00		2000.00	2040.00	(40.00)	
04.1b	Traditional Bingo 50 @ \$20	1000.00		1000.00	100.00	900.00	
04.2	Onsite Bingo 50 @ \$20	1000.00		1000.00	2520.00	(1520.00)	
05	Golf	2700.00	0.00	2700.00	3600.00	(900.00)	
05.1	Pre-Reg Golf	2700.00	0.00	2700.00	2925.00	(225.00)	
05.1a	Online Golf 30 @ \$75	2250.00		2250.00	2775.00	(525.00)	
05.1b	Traditional Golf 6 @ \$75	450.00		450.00	150.00	300.00	
05.2	Onsite Golf @ \$75	0.00		0.00	675.00	(675.00)	
06	5K Run	1250.00	0.00	1250.00	1250.00	0.00	
06.1	Pre-Reg 5K Run	1000.00	0.00	1000.00	925.00	75.00	
06.1a	Online 5K Run 30 @ \$25	750.00		750.00	925.00	(175.00)	
06.1b	Traditional 5K Run 10 @ \$25	250.00		250.00	0.00	250.00	
06.2	On-Site 5K Run 10 @ \$25	250.00		250.00	325.00	(75.00)	
07	New Q	13325.00	0.00	13325.00	9085.00	4240.00	
07.1	Pre-Reg New Q	8325.00	0.00	8325.00	5085.00	3240.00	
07.1a	Online New Q 125 @ \$15	1875.00		1875.00	1770.00	105.00	
07.1b	Traditional New Q 30 @ \$15	450.00		450.00	0.00	450.00	
07.1C-R	Online Combo Pack New Q Revenue @ \$15	6000.00		6000.00	3225.00	2775.00	
07.1D-R	Traditional Combo Pack New Q Revenue @ \$15	1500.00		1500.00	90.00	1410.00	
07.2	Onsite New Q 250 @ \$20	5000.00		5000.00	4000.00	1000.00	
40	Merchandise Sales	80000.00	0.00	80000.00	73674.50	6325.50	
40.1	Pre-Reg Merchandise	20000.00	0.00	20000.00	11762.50	8237.50	
40.1a	Online Pre-Reg Merchandise	14000.00		14000.00	8505.00	5495.00	
40.1b	Traditional Pre-Reg Merchandise	1000.00		1000.00	495.00	505.00	
40.1C-R	Online Combo Pack T-Shirts Revenue @ \$12.50	5000.00		5000.00	2687.50	2312.50	
40.1D-R	Traditional Combo Pack T-Shirts Revenue @ \$1	1250.00		1250.00	75.00	1175.00	
40.2	On-Site Merchandise	60000.00		60000.00	61912.00	(1912.00)	
55	Newcomer Money	0.00	0.00	0.00	8941.20	(8941.20)	
55.1	Previous Cycle Newcomer Money			0.00	10000.00	(10000.00)	
55.2	Pre-Reg Newcomer Money	0.00	0.00	0.00	2251.00	(2251.00)	
55.2a	Online Newcomer Money			0.00	2151.00	(2151.00)	
55.2b	Traditional Newcomer Money			0.00	100.00	(100.00)	
55.3	Onsite Newcomer Money	0.00	0.00	0.00	4805.20	(4805.20)	
55.3a	Registration Newcomer Money			0.00	2201.00	(2201.00)	
55.3b	Auction			0.00	2296.00	(2296.00)	
55.3c	Newcomer Workshops			0.00	308.20	(308.20)	
57	Newcomer Registrations	0.00		0.00	8115.00	(8115.00)	
60	Onsite Vendors	6000.00	0.00	6000.00	6581.00	(581.00)	
60a	Jewelry Vendor	2500.00		2500.00	3006.00	(506.00)	
60b	Recording Vendor	2000.00		2000.00	3100.00	(1100.00)	
60c	Misc Vendors	1500.00		1500.00	475.00	1025.00	
70	Online Transaction Fees \$2	3800.00		3800.00	1972.00	1828.00	
82	Cash Over Account			0.00	0.00	0.00	
91	Member Reimbursement	7100.00		7100.00	4751.80	2348.20	
92	Hotel Comps			0.00	0.00	0.00	
93	Hotel Room Rebate	10000.00		10000.00	9300.00	700.00	
	Total Income	330050.00	0.00	330050.00	293638.00	36412.00	

	Budget	Variance	Total w/variance	Actual	Difference	%	
EXPENSE							
Arts & Graphics							
101	Travel/ Parking	1250.00	1250.00	1093.65	156.35	87%	
102	Postage/Copies/Supplies	100.00	100.00	89.86	10.14	90%	
111	Main Logo Development	1000.00	1000.00	875.00	125.00	88%	
112	Brochure Development	750.00	750.00	425.00	325.00	57%	
113	Program Development	1000.00	1000.00	925.00	75.00	93%	
114	Merchandise Logo Development	200.00	200.00	50.00	150.00	25%	
115	Banner/Design	700.00	700.00	413.00	287.00	59%	
120	Badge Lamination/Lanyards	4500.00	4500.00	4097.63	402.37	91%	
121	Signs	2000.00	2000.00	1995.00	5.00	100%	
122	Printing	10000.00	10000.00	7211.22	2788.78	72%	
123	Shipping	50.00	50.00	0.00	50.00		
125	Miscellaneous	100.00	100.00	73.70	26.30	74%	
126	Table Banners	600.00	600.00	149.45	450.55	25%	
130	Hotel Room	1357.00	1357.00	679.84	677.16	50%	
Total Arts & Graphics		23607.00	0.00	23607.00	18078.35	5528.65	77%
Entertainment							
201	Travel/ Parking	1250.00	1250.00	883.15	366.85	71%	
202	Postage/Copies/Supplies	100.00	100.00	0.00	100.00		
210	Comedy Show	10000.00	10000.00	7500.00	2500.00	75%	
210.1	Stage/Risers	500.00	500.00	500.00	0.00	100%	
210.2	A/V	2500.00	2500.00	2500.00	0.00	100%	
211	Live Music/Blues Breakfast	2500.00	2500.00	1500.00	1000.00	60%	
211.1	Stage/Risers	500.00	500.00	500.00	0.00	100%	
211.2	A/V	3000.00	3000.00	3000.00	0.00	100%	
211.3	Food for Live Music	30000.00	30000.00	12222.03	17777.97	41%	
212	Bingo	500.00	500.00	418.02	81.98	84%	
212.1	Stage/Risers	500.00	500.00	500.00	0.00	100%	
212.2	A/V	1000.00	1000.00	1000.00	0.00	100%	
213	Golf Tournament	2500.00	2500.00	3376.00	(876.00)	135%	
214	5K Run	1000.00	1000.00	497.00	503.00	50%	
215	New Q	3000.00	3000.00	0.00	3000.00	125%	
215.1	Stage/Risers	500.00	500.00	500.00	0.00		
215.1	A/V	3750.00	3750.00	3750.00	0.00		
217	DJ/Karaoke	3600.00	3600.00	3600.00	0.00	100%	
217.1	Stage/Risers	500.00	500.00	500.00	0.00		
217.2	A/V	2000.00	2000.00	1256.92	743.08		
239	To Be Determined	350.00	350.00	0.00	350.00		
239.1	stage/risers	250.00	250.00	250.00	0.00		
239.2	A/V	500.00	500.00	115.88	384.12		
240	NA Unplugged	500.00	500.00	0.00	500.00		
240.1	Stage/Risers	250.00	250.00	0.00	250.00		
240.2	A/V	500.00	500.00	135.71	364.29		
241	Music Festival	500.00	500.00	0.00	500.00		
241.1	Stage/Risers	250.00	250.00	0.00	250.00		
241.2	A/V	500.00	500.00	0.00	500.00		
250	A/V TOTAL	13750.00	13750.00	0.00	13750.00		
251	Dance Floor/Risers TOTAL	3250.00	3250.00	0.00	3250.00		
270	Games/Prizes	750.00	750.00	243.43	506.57	32%	
290	Miscellaneous	100.00	100.00	0.00	100.00		
299	Hotel Room	1357.00	1357.00	1359.68	(2.68)	100%	
Total Entertainment		75007.00	0.00	75007.00	46107.82	28899.18	61%
Executive							
301	Travel/ Parking	10000.00	10000.00	5775.26	4224.74	58%	
302	Postage/Copies/Supplies	750.00	750.00	438.97	311.03	59%	
303	Meeting Rent (RSO)	12000.00	12000.00	8800.00	3200.00	73%	
304	Equipment Purchase/Repair	500.00	500.00	83.14	416.86	17%	
305	Gratuity	750.00	750.00	450.00	300.00	60%	
306	Web Design/Mail Chimp/Airset	600.00	600.00	0.00	600.00		
307	Additional Facilities Charges	10800.00	10800.00	4837.59	5962.41	45%	
309	Suite Food NCCNA/Treasury	800.00	800.00	800.00	0.00	100%	
310	Merchant Servies/Authnet Fee	4000.00	4000.00	10714.18	(6714.18)	268%	
314	Bad Checks	50.00	50.00	0.00	50.00		
315	Bank Charges	500.00	500.00	80.00	420.00	16%	
320	Convention Center Rent	30745.00	30745.00	68395.04	(37650.04)	222%	
321	Communications Rental	1000.00	1000.00	375.00	625.00	38%	
322	Armored Car Service	1200.00	1200.00	948.75	251.25	79%	
323	Insurance	2500.00	2500.00	1622.00	878.00	65%	
326	On-site Meeting Rent	350.00	350.00	0.00	350.00		
327	Appreciation Gift Items	500.00	500.00	500.00	0.00	100%	
328	Equipment Rental	100.00	100.00	75.00	25.00	75%	
329	Hotel Rooms	6785.00	6785.00	3543.51	3241.49	52%	
330	Cash Short and Over		0.00	421.15	(421.15)		
331	Damages	500.00	500.00	0.00	500.00		
332	AV	30000.00	30000.00	21148.94	8851.06		
333	Lighting/Electrical	5000.00	5000.00	5370.47	(370.47)		
331	Stage/Chair Rental/Risers	1500.00	1500.00	0.00	1500.00		
Total Executive		120930.00	0.00	120930.00	134379.00	(13449.00)	111%

	Budget	Variance	Total w/variance	Actual	Difference	%
Host						
401 Travel/ Parking	750.00		750.00	308.00	442.00	41%
402 Postage/Copies/Supplies	250.00		250.00	108.73	141.27	43%
404 Subcommittee Meeting Rent	500.00	120.00	620.00	620.00	0.00	100%
405 Van Rental	1250.00		1250.00	0.00	1250.00	
406 Hospitality Supplies (sheets/markers)	300.00		300.00	0.00	300.00	
414 Convention Center Security	2500.00		2500.00	0.00	2500.00	
415 Decorations	2000.00		2000.00	2029.32	(29.32)	101%
416 Truck Rental	1250.00		1250.00	513.88	736.12	41%
420 Hotel Room	1357.00		1357.00	1359.68	(2.68)	100%
Total Host	10157.00	120.00	10277.00	4939.61	5337.39	48%
Merchandise						
501 Travel/ Parking	1500.00		1500.00	476.95	1023.05	32%
502 Postage/Copies/Supplies	250.00		250.00	0.00	250.00	
505 Miscellaneous	100.00		100.00	0.00	100.00	
510 Merchandise	55000.00		55000.00	48741.75	6258.25	89%
510.1 Pre-RegMerchandise	15000.00		15000.00	8753.00	6247.00	58%
510.2 Onsite Merchandise	40000.00		40000.00	39988.75	11.25	100%
511 Shipping	500.00		500.00	0.00	500.00	
512 Sales Tax	6000.00		6000.00	6714.28	(714.28)	112%
513 Registration Packet Items	14000.00		14000.00	13093.67	906.33	94%
514 Bags	200.00		200.00	0.00	200.00	
515 Volunteer Ribbons	200.00		200.00	0.00	200.00	
520 Merchandise Room Security	1000.00	24.12	1024.12	768.09	256.03	75%
521 Cash Register Rental	100.00		100.00	100.00	0.00	100%
522 Credit Card Phoneline	3000.00		3000.00	0.00	3000.00	
522.1 Credit Card Machine Rental	750.00		750.00	0.00	750.00	
530 Hotel Room	1357.00		1357.00	1019.76	337.24	75%
Total Merchandise	83957.00	24.12	83981.12	70914.50	13066.62	84%
Program						
601 Travel/ Parking	2000.00		2000.00	399.10	1600.90	20%
602 Postage/Copies/Supplies	500.00		500.00	36.25	463.75	7%
603 P.O. Box Rental	118.00		118.00	0.00	118.00	100%
604 Subcommittee Meeting Rent	900.00		900.00	785.00	115.00	87%
606 Miscellaneous	100.00		100.00	25.00	75.00	25%
620 Literature For Newcomers	1300.00		1300.00	641.44	658.56	49%
621 Main Speakers Travel	3000.00		3000.00	1964.90	1035.10	65%
622 Main Speakers Hotel Rooms	2000.00		2000.00	1128.45	871.55	56%
623 Main Speakers Registration Packages	210.00		210.00	210.00	0.00	100%
625 Interpreters	2500.00		2500.00	3175.48	(675.48)	127%
625.1 English to Spanish Interpreting	2500.00		2500.00	1759.99	740.01	70%
630 Hotel Room	1357.00		1357.00	1019.76	337.24	75%
Total Program	16485.00	0.00	16485.00	11263.37	5221.63	68%
Registration						
701 Travel/ Parking	1250.00		1250.00	612.60	637.40	49%
702 Postage/Copies/Supplies	500.00		500.00	292.67	207.33	59%
703 P.O. Box Rental	150.00		150.00	108.00	42.00	72%
704 Subcommittee Meeting Rent	650.00		650.00	450.00	200.00	69%
707 Miscellaneous	50.00		50.00	0.00	50.00	
720 Registration Envelopes	300.00		300.00	0.00	300.00	
730 Cash Register Rental	100.00		100.00	100.00	0.00	100%
731 Credit Card Phoneline	3000.00		3000.00	1300.00	1700.00	43%
731.1 Credit Card Machine Rental	750.00		750.00	0.00	750.00	
740 Hotel Room	1357.00		1357.00	1359.68	(2.68)	100%
Total Registration	8107.00	0.00	8107.00	4222.95	3884.05	52%
Total Expense	338250.00	144.12	338394.12	289905.60	48488.52	86%
Total Income	330050.00	0.00	330050.00	293638.00	36412.00	89%
Total Expenses	338250.00	144.12	338394.12	289905.60	48488.52	86%
Income	(8200.00)	(144.12)	(8344.12)	3732.40	(12076.52)	-45%
Minus Newcomer fund				(8941.20)		
Net Income				(5208.80)		

NCCNA 40
Profit & Loss
All Transactions

Aug 13, 18

Ordinary Income/Expense	Aug 13, 18
Income	
01 - Registrations	
01.1 - Total Pre-Registrations	
01.1a - Online Pre-Registrations	
01.2C-R - Online Combo Reg. Revenue	5,375.00
01.1a - Online Pre-Registrations - Other	44,590.00
Total 01.1a - Online Pre-Registrations	49,965.00
01.2b - Traditional Pre-Registrations	
01.2D-R - Traditional Combo Reg. Revenue	150.00
01.2b - Traditional Pre-Registrations - Other	1,435.00
Total 01.2b - Traditional Pre-Registrations	1,585.00
Total 01.1 - Total Pre-Registrations	51,550.00
01.2 - Onsite Registration	57,115.00
01.3 - Saturday Day Pass	25,425.00
Total 01 - Registrations	134,090.00
02 - Comedy Show	
02.1 - Pre-Reg Comedy	
02.1a - Online Comedy	
02.1C-R - Online Combo Comedy Revenue	4,837.50
02.1a - Online Comedy - Other	5,800.00
Total 02.1a - Online Comedy	10,637.50
02.1b - Traditional Comedy	
02.1D-R - Traditional Combo Comedy Revenue	135.00
02.1b - Traditional Comedy - Other	75.00
Total 02.1b - Traditional Comedy	210.00
Total 02.1 - Pre-Reg Comedy	10,847.50
02.2 - Onsite Comedy Show	10,980.00
Total 02 - Comedy Show	21,827.50
03 - Live Music/Blues Breakfast	
03.1 - Pre-Reg Live Music	
03.1a - Online Live Music	
03.1C-R - Online Combo Live Music Revenue	9,675.00
03.1a - Online Live Music - Other	2,385.00
Total 03.1a - Online Live Music	12,060.00
03.1b - Traditional Live Music	
03.1D-R - Traditional Combo Music Revenue	270.00
03.1b - Traditional Live Music - Other	90.00
Total 03.1b - Traditional Live Music	360.00
Total 03.1 - Pre-Reg Live Music	12,420.00
03.2 - Onsite Live Music	1,485.00
Total 03 - Live Music/Blues Breakfast	13,905.00
04 - Bingo	
04.1 - Pre-Reg Bingo	
04.1a - Online Bingo	2,040.00
4.1 b - Traditional Bingo	100.00
Total 04.1 - Pre-Reg Bingo	2,140.00

NCCNA 40
Profit & Loss
All Transactions

	Aug 13, 18
4.2 - Onsite Bingo	2,520.00
Total 04 - Bingo	4,660.00
05 - Golf	
05.1 - Pre-Reg Golf	
05.1a - Online Golf	2,775.00
05.1b - Traditional Golf	150.00
Total 05.1 - Pre-Reg Golf	2,925.00
05.2 - Onsite Golf	675.00
Total 05 - Golf	3,600.00
06 - 5K Run	
06.1 - Pre-Reg 5K Run	
06.1a - Online 5K Run	925.00
Total 06.1 - Pre-Reg 5K Run	925.00
06.2 - On-Site 5K Run	325.00
Total 06 - 5K Run	1,250.00
07 - New Q	
07.1 - Pre-Reg New Q	
07.1a - Online New Q	
07.1C-R - Online Combo New Q Revenue	3,225.00
07.1a - Online New Q - Other	1,770.00
Total 07.1a - Online New Q	4,995.00
07.1b - Traditional New Q	
07.1D-R - Traditional Combo New Q Revenue	90.00
Total 07.1b - Traditional New Q	90.00
Total 07.1 - Pre-Reg New Q	5,085.00
07.2 - Onsite New Q	4,000.00
Total 07 - New Q	9,085.00
40 - Merchandise Sales	
40.1 - Pre-Reg Merchandise	
40.1a - Online Pre-Reg Merchandise	
40.1a1 - Women's Tour Shirt	1,200.00
40.1a2 - Men's Tour Shirt	2,920.00
40.1a3 - Pull Over Hoodie	1,215.00
40.1a5 - Zip Up Hoodie	2,610.00
40.1a7 - Flex Fit Cap	560.00
Total 40.1a - Online Pre-Reg Merchandise	8,505.00
40.1b - Traditional Pre-Reg Merchandise	
40.1b1 - Women's Tour Shirt	80.00
40.1b2 - Men's Tour Shirt	80.00
40.1b3 - Pull Over Hoodie	45.00
40.1b5 - Zip Up Hoodie	270.00
40.1b7 - Flex Fit Cap	20.00
Total 40.1b - Traditional Pre-Reg Merchandise	495.00
Total 40.1 - Pre-Reg Merchandise	9,000.00
40.1C-R - Online Combo Shirt Revenue	2,687.50
40.1D-R - Traditional Combo Shirt Revenue	75.00
40.2 - On-Site Merchandise	61,912.00
Total 40 - Merchandise Sales	73,674.50

NCCNA 40
Profit & Loss
 All Transactions

	Aug 13, 18
55 - Newcomer Money	
55.1 - Previous Cycle Newcomer Money	10,000.00
55.2 - Pre-Reg Newcomer Money	
55.2a - Online Newcomer Money	2,151.00
55.2b - Traditional Newcomer Money	100.00
Total 55.2 - Pre-Reg Newcomer Money	2,251.00
55.3 - Onsite Newcomer Money	
55.3a - Registration Newcomer Money	2,201.00
55.3b - Auction	2,296.00
55.3c - NCW Newcomer Money	308.20
Total 55.3 - Onsite Newcomer Money	4,805.20
55 - Newcomer Money - Other	-8,115.00
Total 55 - Newcomer Money	8,941.20
60 - Onsite Vendors	
60a - Jewelry Vendor	3,006.00
60b - Recording Vendor	3,100.00
60c - Misc Vendors	475.00
Total 60 - Onsite Vendors	6,581.00
70 - Online Transaction Fees \$2	1,972.00
91 - Member Reimbursement	4,751.80
93 - Hotel Room Rebate	9,300.00
Total Income	293,638.00
Gross Profit	293,638.00
Expense	
100 - Arts & Graphics	
101 - Travel/Parking	1,093.65
102 - Postage/Copies/Supplies	89.86
111 - Main Logo Development	875.00
112 - Brochure Development	425.00
113 - Program Development	925.00
114 - Merchandise Logo Development	50.00
115 - Banner Design	413.00
120 - Badge Lamination & Lanyards	4,097.63
121 - Signs	1,995.00
122 - Printing	7,211.22
125 - Miscellaneous	73.70
126 - Table Banner	149.45
130 - Hotel Room	679.84
Total 100 - Arts & Graphics	18,078.35
200 - Entertainment	
201 - Travel/Parking	883.15
210 - Comedy Show	
210.1 - STAGE/RISERS	500.00
210.2 - AV	2,500.00
210 - Comedy Show - Other	7,500.00
Total 210 - Comedy Show	10,500.00
211 - LIVE Music	
211.1 - Stage/Risers	500.00
211.2 - AV	3,000.00
211.3 - Food for Live Music	12,222.03
211 - LIVE Music - Other	1,500.00
Total 211 - LIVE Music	17,222.03

NCCNA 40
Profit & Loss
 All Transactions

	<u>Aug 13, 18</u>
212 - Bingo	
212.1 - Stage/Risers	500.00
212.2 - AV	1,000.00
212 - Bingo - Other	418.02
Total 212 - Bingo	<u>1,918.02</u>
213 - Golf Tournament	3,376.00
214 - 5K Run	497.00
215 - New Q	
215.1 - Stage/Risers	500.00
215.2 - AV	3,750.00
Total 215 - New Q	<u>4,250.00</u>
217 - DJ/Karaoke	
217.1 - Stage/Risers	500.00
217.2 - AV	1,256.92
217 - DJ/Karaoke - Other	3,600.00
Total 217 - DJ/Karaoke	<u>5,356.92</u>
239 - (TBD)	
239.1 - Stage/Risers	250.00
239.2 - AV	115.88
Total 239 - (TBD)	<u>365.88</u>
240 - NA Unplugged	
240.2 - AV	135.71
Total 240 - NA Unplugged	<u>135.71</u>
270 - Games/Prizes	243.43
299 - Hotel Room	1,359.68
Total 200 - Entertainment	<u>46,107.82</u>
300 - Executive	
301 - Travel/Parking	5,775.26
302 - Postage/Copies/Supplies	438.97
303 - Meeting Room (RSO)	8,800.00
304 - Equipment Purchase/Repair	83.14
305 - Gratuity	450.00
307 - Additional Facilities Charges	4,837.59
309 - Suite Food	800.00
310 - Merchant Services/Authnet Net	10,714.18
315 - Bank Charges	80.00
320 - Convention Center Rent	68,395.04
321 - Communications Rental	375.00
322 - Armored Car Service	948.75
323 - Insurance	1,622.00
327 - Appreciation Gift Items	500.00
328 - Equipment Rental	75.00
329 - Hotel Rooms	3,543.51
330 - Cash Short and Over	421.15
332 - AV	14,611.44
333 - Lighting/electrical	11,907.97
Total 300 - Executive	<u>134,379.00</u>

12:23 PM
08/18/18
Accrual Basis

NCCNA 40
Profit & Loss
All Transactions

	Aug 13, 18
400 - Host	
401 - Travel/Parking	308.00
402 - Postage/Copies/Supplies	108.73
404 - Subcommittee Meeting Rent	620.00
415 - Decorations	2,029.32
416 - Truck Rental/van	513.88
420 - Hotel Room	1,359.68
Total 400 - Host	4,939.61
500 - Merchandise	
501 - Travel/Parking	476.95
510 - Merchandise.	
510.1 - Pre-Reg Merchandise	8,753.00
510.2 - Onsite Merchandise	39,988.75
Total 510 - Merchandise.	48,741.75
512 - Sales Tax	6,714.28
513 - Registration Packet Items	13,093.67
520 - Merchandise Room Security	768.09
521 - cash register rental	100.00
530 - Hotel Room	1,019.76
Total 500 - Merchandise	70,914.50
600 - Program	
601 - Travel/Parking	399.10
602 - Postage/Copies/Supplies	36.25
603 - PO Box Rental	118.00
604 - Subcommittee Meeting Rent	785.00
606 - Miscellaneous	25.00
620 - Literature for Newcomers	641.44
621 - Main Speakers Travel	1,964.90
622 - Main Speaker Hotel Rooms	1,128.45
623 - Main Speaker Registrations	210.00
625 - Interpreters	3,175.48
625.1 - English- Spanish Interpretation	1,759.99
630 - Hotel Room	1,019.76
Total 600 - Program	11,263.37
700 - Registration	
701 - Travel/Parking	612.60
702 - Postage/Copies/Supplies	292.67
703 - PO Box Rental	108.00
704 - Subcommittee Rental	450.00
730 - Equipment Rental	100.00
731 - Credit Card Phonenumber	1,300.00
740 - Hotel Room	1,359.68
Total 700 - Registration	4,222.95
Total Expense	289,905.60
Net Ordinary Income	3,732.40
Net Income	3,732.40

LETTER FROM NCRSC CHAIR

Thank you for the honor of being the vice chairperson of the Fellowship Services Team and the Regional Service Committee for the 2017-2018 cycle. The RSC has continued to come together in unity and love to the betterment of our fellowship and to further our commitment to the addict who still suffers.

Over the 2016-2017 cycle, the RSC set the following goals for the previous year. Many of these goals were achieved and are continuing in our service efforts.

2017/2018 Action Plan Goals for the Northern California Regional Service Committee

1. Goal: To have regular leadership training sessions that include mentorship, attributes of a good leader, and more to develop effective leaders in the Northern California Region.
2. Goal: The Fellowship Services Team and the Regional Service Committees, as a whole, commit to creating an Environment of Love, Humility, and Encouragement in all of our committee meetings. The FST is committed to this and will work together to be sensitive to all members, as well as the group as a whole.
3. Goal: We are committed to keeping things purpose focused, within the various service committees and workgroups of the Northern California Region. Always remembering to keep the primary purpose of Narcotics Anonymous and the primary purpose of the groups in mind as we go through the business of the committees.
4. Goal: To have a speaker on a Tradition and/or Concept at every regional meeting instead of the current five-minute speaker.
5. Goal: Redesign the service resume and the regional resource pool form to be more inclusive of the principles of recovery and other needed adjustments and to create a list of permanent questions to be asked during qualifications.
6. Goal: To generate more enthusiasm in service in the Northern California Region.
7. Goal: Assist our fellowship in moving into a more mobile friendly environment and helping to attract the next generation of addicts.
8. Goal: To develop resources and tools that can be used through the region to help to bring in speakers from around the world that can help to motivate others by talking about what it is like to be of service in their part of the world.
9. Goal: Develop an audio/visual library for H&I facility meetings.
10. Goal: Find out who is and who is not in our meetings by collecting data within each of the 23 areas in Northern California. Once collected the data will be available to be used by both the region and the areas to assist in serving the fellowship more effectively.

Following this letter are the Regional Service Committee Goals for our Action Plan for 2017- 2018. The goals are not prioritized, and all have their importance. Some have already been set in motion by the creation of working groups with an FST member appointed to facilitate each one.

Northern California

Regional Service Committee



2017 - 2018 Action Plan

Approved 7/8/2017

SCANNING DETAILS	GOALS	PROJECT PLANS
Implement modern communication tools and social media to facilitate service.	Goal: Assist our fellowship in moving into a more mobile friendly environment and helping to attract the next generation of addicts.	<p>Create a working group to look at what it will entail to transfer our website to a mobile friendly website, responsive design.</p> <p>Investigate use of text messaging/social media to increase service participation</p> <p>No Budget needed now.</p>
Implement modern communication tools and social media to facilitate service.	Goal: To increase participation in service through the use of technology	<p>Create working group to explore social media best practices and make recommendations</p> <p>Create working group to explore technology best practices and make recommendations</p> <p>No budget needed now.</p>
Implement modern communication tools and social media to facilitate fellowship.	Goal: To increase fellowship development through use of technology	<p>Create working group to explore social media best practices and make recommendations</p> <p>Create working group to explore technology best practices and make recommendations</p> <p>No budget needed now.</p>
External – medical/health care	<p>Goal: Increase Outreach to the Medical Community by developing tools to assist area PR committees.</p> <p>OBJECTIVES:</p> <p>A) Creation of different types of presentation materials, based on type of medical professional.</p> <p>B) Creation of best practice resources to share with the area PR committees.</p> <p>Assistance with training of local PR members on talking to the Medical Community.</p>	<p>Create a workgroup to develop these tools utilizing the regional resource pool and the sharing forum members.</p> <p>Keep budget as is:</p> <p>Materials and Supplies: \$500</p> <p>Travel/Meeting Costs: \$1,000</p> <p>Total Budget Proposal: \$1,500</p>

Understanding our demographics	Goal: Collect data within each of the 23 areas in Northern California to understand the shifting demographics in our region/areas	Create an initial working-group to flesh out and develop a detailed project plan including possible costs to achieve collection and uses of the data to justify the necessary investment. No cost now.
DRT/MAT	Goal: Reduce stigmatization and raise fellowship awareness of importance of being welcoming	Create workshops for NA 101 menu for DRT/MAT based on NAWS DRT presentation and bullet point 29 Review and consider updates to “NA’s Image”
Mental Illness	Goal: Educate and Reduce stigmatization and raise fellowship awareness of importance of being welcoming	Create workshops for NA 101 menu for Mental illness based on draft materials when released from NAWS with fellowship’s input (2018) PR/H&I Sharing forum to provide project plan by August RSC
Not enough members with clean time for institutional service	Goal: Facilitate collaboration between areas Goal: Create materials that do not require actual human beings	Continue existing working group for DVD project Quarterly open forum topic on collaboration between areas on staffing H&I commitments
Difficulty getting access to institutions	Goal: Improve our own institutional knowledge Goal: Raise awareness of NA at institutions Goal: Segment and categorize facilities to share successes and challenges Goal: Inventory our network of contacts	PR/H&I Sharing forum to provide project plan by August RSC
External – Social Workers	Goal: Encourage awareness of NA and the maturation of the fellowship	PR/H&I Sharing forum to provide project plan by August RSC
Mentorship/Training of service members and groups	Goal: Develop mentorship program Goal: Educate fellowship on available resources	Create working to establish mentorship program and fellowship best practices - Sue

July 2017 – June 2018 NCRSC Calendar

July 2017	January 2018
<ul style="list-style-type: none"> ✓ RSC Business Meeting – 7/8/2017 ✓ Approve 2017-2018 NCRSC Budget ✓ Approve 2017-2018 NCRSC Action Plan ◆ 2017-2018 Year-End Audit (date TBD) ◆ H&I/PR Sharing Forum: 7/22/2017 	<ul style="list-style-type: none"> ◆ RSC Business 1/13/2018 ◆ H&I/PR Sharing Forum: 1/27/2018 ◆ FST Mid-Year Review Meeting (date TBD) ◆ Schedule FST Meeting for May (after RSC Mtg.) Action Plan/Budget ◆ WSZF Alaska 1/24-1/28 2018
August 2017	February 2018 No RSC
<ul style="list-style-type: none"> • RSC Business 8/12/2017 	<ul style="list-style-type: none"> ◆ RSC Business via Electronic Regional Newsletter ◆ Semi Annual Treasury Audit
September 2017 – No RSC	March 2018
<ul style="list-style-type: none"> • RSC Business via Electronic Regional Newsletter • H/I Sharing forum 9/23/2017 	<ul style="list-style-type: none"> ◆ RSC Business at 3/10/18 Meeting ◆ Environmental Scanning Workshop in preparation for Action Plan ◆ H&I/PR Sharing Forum: (date TBD) ◆ NCCNA XXXVIII – San Jose 3/29- 4/1/2018
October 2017	April 2018
<ul style="list-style-type: none"> ◆ RSC Business at 10/14/17 Meeting ◆ WSLD Weekend of 27-29th 	<ul style="list-style-type: none"> ◆ RSC Business at 4/14/18 Meeting ◆ WSC 4/29-5/5 2018
November 2017 – No RSC Meeting	May 2018
<ul style="list-style-type: none"> ◆ RSC Business via Electronic Regional Newsletter 	<ul style="list-style-type: none"> ◆ RSC Business at 5/12/18 Meeting <ul style="list-style-type: none"> ✓ Draft 2018-2019 Action Plan ◆ FST Meeting (date TBD) <ul style="list-style-type: none"> ✓ Prepare 2018-2019 Action Plan for RSC Review ✓ Prepare Budget for RSC Review ◆ H&I/PR Sharing Forum: TBD
December 2017	June 2018
<ul style="list-style-type: none"> ◆ RSC Business at 12/9/17 Meeting ◆ Schedule CAR workshops 	<ul style="list-style-type: none"> ◆ RSC Business at 6/14/2018 Meeting <ul style="list-style-type: none"> ✓ RSC Meeting: Elections, Review/Approve 2018-2019 Action Plan, Review 2018-19 ✓ NCRSC Budget

	2017-2018 Actuals	18/19 Proposed Budget Amounts
Income		
1 - DONATIONS - RSC Income		
100 - Area Donations		
101 - American River Area	9,132.42	
102 - Contra Costa Area	7,125.00	
103 - East Bay Central Area	6,780.00	
104 - East Bay North Area	770.00	
105 - Greater San Jose Area	1,500.00	
106 - Humboldt Del Norte Area	122.11	
107 - Lake County Area	900.00	
108 - Marin County Area	5,005.21	
109 - Medocino County Area	301.08	
110 - Mission Peak Area	6,079.76	
111 - Monterey Area	3,320.00	
112 - Napa/Solano Area	2,096.82	
113 - 916 North Area	600.00	
114 - Peninsula Area	781.87	
115 - River Cities Area	148.23	
116 - Sacramento Area	825.00	
117 - San Francisco Area	650.00	
118 - Santa Cruz Area	3,180.00	
119 - Shasta Area	939.19	
120 - Sierra Foothills Area	3,430.83	
121 - Sonoma County Area	502.57	
122 - Area De Habla Hispana Del Norte	583.41	
123 - Middle Mountain Area	318.22	
100 - Area Donations - Other		
Total 100 - Area Donations	53,061.50	50,408.43
200 - Group Donations		
256 Wild Recovery	0.00	
143 - Los Gatos Home Group - GSJO Are	85.00	
201 - Willow Glen Home Group (GSJ)	0.00	
202 - Easy does it (NS)	0.00	
203 - Mens courage to change (NS)	0.00	
204 - Orland Mustard Seed Group	0.00	
205 - Good Morning Meeting (SF)	0.00	
206 - Just for Today (Monterey)	0.00	
207 - Elk Grove Home Group (Sac)	378.41	
208 - Sex in recovery (SF)	0.00	
209 - West Portal Meeting	0.00	
210 - Serenity in Trinity Group	0.00	

211 - We do recover (Sonoma)	100.00	
212 - Stepping Fearlessly-MP	0.00	
213 - Sunday night serenity ARANA #92	0.00	
214 - Echoing in recovery-Peninsula	0.00	
215 - Davies meeting (SF)	0.00	
216 - Open Arms Meeting	0.00	
217 - Spiritual Reality	0.00	
218 - Belmont Hills Group	0.00	
219 - Alcohol is a drug (Tues. night)	0.00	
220 - NA Noon JFT Group	0.00	
221 - Yuba city wednesday mens group	0.00	
222 - Group 66 - Monday Grab Bag Meet	0.00	
223 - "Easy Does it Group" (Vallejo)	44.00	
224 - SACFNA #66	0.00	
226 - Free at last	0.00	
227 - NA Nooners Group	257.50	
228 - Back to Basics (Sonoma)	0.00	
229 - Tuesday Men's night out	0.00	
230 - Back to Basics Cotati	283.00	
231 - Courage to change group Vallejo	0.00	
232 - Saturday Night Alive 630 Napa	0.00	
233 - Candlelight Everynight	0.00	
234 - Never too Young Group 148	0.00	
235 - SACFNA Group 10	0.00	
236 - By the Book	0.00	
237 - Friday Night Fix It	0.00	
238 - Misc Group Donation	0.00	
239 - Breakfast 4 Recovery (Am River)	0.00	
240 - Just Stay Group - GSJO Area	0.00	
241 - Life on Life's Terms - 916 No	0.00	
242 - Time & Change - Sacto	0.00	
243 - Group 82 - Elk Grove	0.00	
244 - Wednesday Night Unity #51	0.00	
245 - Friday Night Alternative	146.99	
246 - Welcome Home Men #82	0.00	
247 - Gilroy Home Group	0.00	
248 - Lodi Fellowship	0.00	
249 - Davis NA Group 104	314.86	
250 - Tuesday Night Alcohol is a Drug	0.00	
251 - Sunday Morning Vallejo JFT 930	0.00	
252 - Stepping Stones #39	0.00	
253 - Orland Back to Basics	73.24	
254 - Winds of Change	0.00	
255 - CVNNA	0.00	
200 - Group Donations - Other	2,069.81	

Total 200 - Group Donations	3,700.39	3,515.37
300 - Individual Member Donations	770.39	731.87
400 - NCRSO Inc Donation to RSC		
400.1 - NCCNA Donation	83,800.76	-
400.2 - RSO Donations to RSC - Other	0.00	-
400 - NCRSO Inc Donation to RSC - Other	46.01	-
Total 400 - NCRSO Inc Donation to RSC	83,846.77	-
500 - Special Events Income		
501 - Conference Agenda Reports	185.00	-
500 - Special Events Income - Other	0.00	30,000.00
Total 500 - Special Events Income	185.00	30,000.00
1 - DONATIONS - RSC Income - Other	100.00	-
Total 1 - DONATIONS - RSC Income	141,664.05	84,655.67
900 - Savings Account Interest Income	0.52	1.00
Total Income	141,664.57	84,656.67
Expense		
1000 - ADMINISTRATIVE COSTS		
1010 - Telecommunications	567.00	600.00
1020 - RSC Supplies	234.05	250.00
1050 - Rent (RSO Subsidy)	33,000.00	39,600.00
1060 - Travel		
1060.01 - FST Mileage	2,831.44	3,000.00
1060.02 - FST Hotel	0.00	-
1060.03 - RCM Mileage	1,211.00	1,500.00
1060.04 - RCM Hotel	251.55	500.00
1060.05 - H&I Mileage	0.00	-
1060.06 - H&I Hotel	0.00	-
1060.07 - PR Mileage	0.00	-
1060.08 - PR Hotel	0.00	-
1060.09 - RNP Mileage	0.00	-
1060.10 - RNP Hotel	0.00	-
1060.11 - REC Mileage	0.00	-
1060.12 - REC Hotel	0.00	-
1060 - Travel - Other	0.00	-
Total 1060 - Travel	4,293.99	5,000.00
1070 - Equipment & Software	0.00	1000
1080 - Traveling RSC		
1080.01 - Traveling RSC - Rent	0.00	-
1080.02 - Traveling RSC - Food	0.00	-
1080.03 - Traveling RSC - Mileage	0.00	-

· Traveling RSC- Hotel	0.00	-
· Traveling RSC-Printing & Copies	0.00	-
· Traveling RSC -Equipment Rental	0.00	-
· Traveling RSC - Supplies 1080 ·	0.00	-
Traveling RSC - Other	0.00	-
Total 1080 · Traveling RSC	0.00	-
1090 · Banking Fees		
1090.01 · Banking Fees	0.00	50.00
1090.03 · Bounced Check Fees	36.00	-
1090 · Banking Fees - Other	0.00	-
Total 1090 · Banking Fees	36.00	50.00
1000 · ADMINISTRATIVE COSTS - Other	0.00	-
Total 1000 · ADMINISTRATIVE COSTS	38,131.04	46,500.00
2000 · Routine Fellowship Support		
2010 · Institutional Literature Fund		
· H&I Literature	0.00	300.00
· PR Literature	291.12	300.00
2010 · Institutional Literature Fund - Other	0.00	-
Total 2010 · Institutional Literature Fund	291.12	600.00
2015 · Regional Fire Camp		
· Mileage & Hotel	0.00	-
· Literature & Supplies 2015 ·	0.00	1,200.00
Regional Fire Camp - Other	0.00	-
Total 2015 · Regional Fire Camp	0.00	1,200.00
2020 · Professional Events		
· Fees	1,030.00	2,400.00
· Mileage	200.90	1,300.00
· Hotel	0.00	100.00
· Supplies/Copies	0.00	1,600.00
2020 · Professional Events - Other	0.00	-
Total 2020 · Professional Events	1,230.90	5,400.00
2030 · ASC Emergency Fund	0.00	0
2040 · Regional Assemblies(CAR)		
· CAR Event	1,534.79	-
· CAR Reports	1,012.31	-
· Per Diem	300.00	-
2040 · Regional Assemblies(CAR) - Other	0.00	-
Total 2040 · Regional Assemblies(CAR)	2,847.10	-
2050 · NCCNA - Fellowship Support		

· NCCNA Mileage	0.00	300.00
· NCCNA Hotel	0.00	1,700.00
· NCCNA Supplies	0.00	300.00
20 Hardwire Internet Connection for RSC Mtg	0.00	1,500.00
2050 · NCCNA - Fellowship Support - Other	0.00	-
Total 2050 · NCCNA - Fellowship Support	0.00	3,800.00
2080 · Regional Insurance Policy Reimb	14,475.00	14,500.00
2000 · Routine Fellowship Support - Other		-
Total 2000 · Routine Fellowship Support	18,844.12	25,500.00
3000 · Zonal & WSC Travel Activities		
3010 · World Serv. Conf. - Up to 2	4,071.58	-
3020 · WS Zonal Forum - Up to 2 people	1,360.60	1,500.00
3030 · Host WS Zonal Forum	0.00	-
3040 · World Wide Workshop	0.00	-
3050 · WS Learning Days - Up to 6	867.06	3,000.00
3000 · Zonal & WSC Travel Activities - Other	0.00	2,500.00
Total 3000 · Zonal & WSC Travel Activities	6,299.24	7,000.00
4000 · RSC Donation to NAWS	60,254.82	4,038.62
4100 · RSC Donation to NCRSO	0.00	-
4500 · DISCRETIONARY EXPENSES		
5000 · NCRSC FELLOWSHIP DEVELOPMENT		
5010 · FD Travel Requests		
· FD Mileage	84.00	100.00
· FD Hotel	0.00	-
· Per Diem	0.00	-
5010 · FD Travel Requests - Other	0.00	-
Total 5010 · FD Travel Requests	84.00	100.00
5020 · FD Copies and Supplies	0.00	-
5030 · FD Service Tools	0.00	-
5000 · NCRSC FELLOWSHIP DEVELOPMENT	0.00	-
Total 5000 · NCRSC FELLOWSHIP DEVELOPME	84.00	100.00
6000 · NCRSC Project Work Groups		
6010 · Fellowship Services Team		
· FST Mileage	0.00	-
· FST - Hotel	0.00	-
· FST Copies	0.00	-
· FST Supplies	0.00	-
· FST Rent	0.00	-
6010 · Fellowship Services Team - Other	0.00	-
Total 6010 · Fellowship Services Team	0.00	-

6020 - Fire Camp Work Group		
· Fire Camp Mileage	0.00	-
· Fire Camp Hotel	0.00	-
· Fire Camp - Copies	0.00	-
· Fire Camp Supplies	0.00	-
· Fire Camp - Rent	0.00	-
6020 - Fire Camp Work Group - Other	0.00	-
Total 6020 - Fire Camp Work Group	0.00	-
6030 - NA 101		
· NA 101 Mileage	0.00	-
· NA 101 Hotel	0.00	-
· NA 101 Copies	0.00	-
· NA 101 Supplies	0.00	-
· NA 101 Rent 6030 - NA	0.00	-
101 - Other	0.00	-
Total 6030 - NA 101	0.00	-
6040 - WSLD 2014 Work Group		
· WSLD 2014 Mileage	0.00	-
· WSLD 2014 Hotel	0.00	-
· WSLD 2014 Copies	0.00	-
· WSLD 2014 Supplies	0.00	-
· WSLD 2014 Rent	0.00	-
6040 - WSLD 2014 Work Group - Other	0.00	-
Total 6040 - WSLD 2014 Work Group	0.00	-
6000 - NCRSC Project Work Groups - Other	0.00	-
Total 6000 - NCRSC Project Work Groups	0.00	-
7000 - NCRSC Motions		
· Mileage/Travel	279.40	300.00
· Hotel	5,000.00	-
· Copies & Supplies	0.00	-
· Rent	0.00	-
· Literature	0.00	-
· Per Diem	0.00	-
· Equipment & Software 7000 -	1,975.44	-
NCRSC Motions - Other	0.00	-
Total 7000 - NCRSC Motions	7,254.84	300.00
8000 - NCRSC Project Proposals		
8000.1 - Mileage/Travel	185.68	500.00
8000.2 - Hotel	0.00	-
8000.3 - Copies/Supplies	281.77	500.00

8000.4 · Rent/Insurance	100.00	200.00
8000 · NCRSC Project Proposals - Other	0.00	-
Total 8000 · NCRSC Project Proposals	567.45	1,200.00
4500 · DISCRETIONARY EXPENSES - Other	0.00	-
Total 4500 · DISCRETIONARY EXPENSES	7,906.29	1,600.00
60900 · Business Expenses	0.00	-
65100 · Other Types of Expenses		
65120 · Insurance - Liability, D and O	0.00	-
65160 · Other Costs	0.00	-
65100 · Other Types of Expenses - Other	0.00	-
Total 65100 · Other Types of Expenses	0.00	-
66000 · Payroll Expenses	0.00	-
68300 · Travel and Meetings		
68310 · Conference, Convention, Meeting	0.00	-
68320 · Travel	0.00	-
68300 · Travel and Meetings - Other	0.00	-
Total 68300 · Travel and Meetings	0.00	-
Total Expense	131,435.51	84,638.62
Net Income	10,229.06	18.05