

**Northern California Region of Narcotics Anonymous**

**Regional Service Office Board of Directors**



**Annual Report**  
**2019-2020**



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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 2019-2020 fiscal year and the plans for the 2020-2021 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 2019-2020 at the Office:

## I. Financial

- A. Total net income was **-\$30,209.66** at the end of the fiscal year. Reconciliation Discrepancies were \$0.18.
- B. The over 90 days due account balances remained at acceptable levels.

The NCRSO Board of Directors (BOD) continues to work closely with NCCNA of fiscal management of the convention. This continued partnership between the two committees allowed the financials to be completed in a timely manner.

- C. Continued to provide reports to the fellowship to inform them of the financial activity of NCRSO for fiscal year 2019-2020.

## II. Equipment & software Purchase

404- Computer Expense	Date	Cost
Team Viewer business subscription	August 2019	\$588.00
X-Cart Cloud Search subscription	November2019	\$249.95

## III. Office Expenses

Description	Cost
Bad Debt	\$0.00
Equipment Purchases	\$440.22
Equipment Repairs	\$150.00
Software	\$359.88
Printing and Reproduction	\$198.77
Website Hosting	\$87.68
Website Maintenance	\$3,123.00

## IV. Sales

- A. The 2019-2020 fiscal year total literature sales \$302,586.58 Total gift sales were \$109,294.31.
- B. The traveling booth sold \$8,248.51

- C. The traveling booth sold \$5,818.98 in gift items and \$2429.53 in literature.

## V. Board of Directors (BOD) Members and Office Personnel

- A. The BOD has 11 active members out of 12 seats. The office has two special workers.

President	Diana Dresser	1 year direct elect
Vice President	Tim Adams	1st year of a 2 year seat
Treasurer	Karen Zurlinden	1st year of a 2 year seat
Assistant Treasurer	Karen Roberds	1 <sup>st</sup> year of a 2 year seat
Secretary	Barbara Miller	2nd year of a 2 year seat
Office Director	Ed Walden	2nd year of a 2 year seat
Contracts/Insurance Director	Anita Freeman	1st year of a 2 year seat
Sales/Inventory Director	Sandra Johnson	2nd year of a 2 year seat
Member at Large 12	Carolyn Prichard	1 <sup>st</sup> year of a 2 year seat
Member at Large 13	Toni Nestore	1 <sup>st</sup> year of a 2 year seat
Member at Large 14	John Cravanas-Owens	1 <sup>st</sup> year of a 2 year seat

- B. The BOD continued to work closely with NCCNA on fiscal management of the convention.
- C. Our Warehouse Worker and Office Manager continue to run the office and present a professional attitude in dealing with the fellowship.

## VI. Challenges and Accomplishments

### **Challenges:**

- A. Dramatic drop in sales and contributions as a result of the COVID 19 pandemic and the resulting stay at home orders
- B. After being forced to cancel the annual convention, navigating the cancelation of contracts with Hotels and convention center without penalties or fees.
- C. Finding new items to generate sales for the store.
- D. Closing the books for NCCNA 42.
- E.

### **Accomplishments**

- A. Negotiated an insurance policy with a new carrier, Nationwide
- B. Added some legal language into the NCRSO contracts for NCCNA.

### **BUSINESS PLAN**

Fiscal Year 2019/2020

- A. NCRSC/NCRSO/NCCNA continued collaboration.
- B. Increase sales and profit margin through outreach and retention and gift items.
- C. Mentorship/recruitment of trusted servants and retention.

# LETTER FROM BOARD PRESIDENT

Fiscal Year 2019/2020

I would like to thank the Northern California Region of Narcotics Anonymous (NA) for allowing me to serve on the Board of Directors (BOD). The committee has run this past cycle with 11 board members. The office sales were steady until the COVID 19 crisis began, since then they have dropped dramatically. With the decrease in sales we were forced to furlough our warehouse manager and add those duties to our office manager.

The facility rent is as follows:

July 1, 2018 – June 30, 2019 = \$ 2,825.00 per month

July 1, 2019 – June 30, 2020 = \$ 2,825.00 per month

An Increase in rent will apply July 1, 2020 = \$2,881.00

The NCRSO continues to have two employees. This allows the NCRSO to once again qualify for a group health insurance policy. As a result of the Covid crisis one of the employees has been furloughed.

The BOD meets the first Saturday of each month at the NCSRO in Fairfield, California. BOD meetings begin at 10:00am and normally all business is completed by 6:00pm. During the 2019-2020 cycle there were 11 active Directors on the Board. Typically, there are 12 to 13 members in attendance, including the liaisons from both NCCNA and NCRSC. Since the 'Stay at Home Order' issued by the state we have been meeting via Zoom.

If members are interested in the business end of service in NA, it is strongly recommended to come and sit at a Board meeting as a visitor. All members are welcome. The BOD meeting is open and it will allow members to get a feel of what the Board does.

Unlike other service committees, the BOD is tasked with managing the "business" side of the NCRSO. For members with a strong business skills, this 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 and be of service to NA.

The BOD 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](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 lines from being shut off if the Area committee misses paying the bill.

- The BOD corporate status allows convention contract negotiators 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 on a portion of that discount to the Areas and Groups what 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 of the fellowship.
- The BOD works on various projects for the fellowship, as directed by the NCRSC and/as the need arises.

Thank you for allowing me to be of service,  
Tim Adams  
Board of Directors, President  
NCRSO, Inc.  
2020/2021

# **NCRSO BOARD OF DIRECTORS**

**Diana Dresser**  
*President*  
Two-Year Pool Seat  
Term Expires 2020

**Tim Adams**  
*Vice President*  
Two-Year Pool Seat  
Term Expires 2021

**Barbara Miller**  
*Secretary*  
Two-Year Pool Seat  
Term Expires 2020

**Karen Zurlinden**  
*Treasurer*  
Two-Year Pool Seat  
Term Expires 2021

**Karen Roberds**  
Assistant Treasurer  
Two-Year Pool Seat  
Term Expires 2021

**Sandra Johnson**  
*Sales/Inventory*  
Two-Year Pool Seat  
Term Expires 2020

**Anita Freeman**  
*Contracts/Insurance*  
One-Year Direct Elect  
Term Expires 2021

**Ed Walden**  
*Office Director*  
Two-Year Pool Seat  
Term Expires 2020

**Carolyn Pritchard**  
*Member at Large*  
Two-Year Pool Seat  
Term Expires 2021

**Toni Nestore**  
*Member at Large*  
Two-Year Pool Seat  
Term Expires 2021

**John Cravanas-Owens**  
*Member at Large*  
Two-Year Pool Seat  
Term Expires 2021

# **LITRATURE SALES POLICIES**

## **Discount Structure**

Sales Amount Range	Discount %
\$0.00 - \$100.00	0%
\$100.01 - \$500.00	5%
\$500.01 - \$5000.00	8%
\$5000.01 +	10%

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

Sales Amount Range	Charges %
\$00.00 - \$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 %
\$00.00 - \$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 Changes**

(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 chip at a cost of \$6.45  
Medallions purchase with other items will ship 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 shopping. 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 returned 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 discounted, 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 BODY'S 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.
  
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.

## **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](mailto: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 Proposed Budget 2019-2020

Ordinary Income/Expense	2019-2020 Actuals	2019-2020 Variance	2020-2021 Proposed
<b>Income</b>			
<b>110 - Sales</b>			
<b>112 - Gift Income</b>			
112.1 - Gift Sales at RSO	104,623.97	-25,376.03	68,000.00
112.2 - Traveling Booth	0.00	-2,500.00	2,000.00
112.3 - Gift Sales at NCCNA	0.00	-16,000.00	12,000.00
112.4 - Sales of Previous NCCNA Mdse	937.69	-2,562.31	2,204.00
112 - Gift Income - Other		0.00	0.00
<b>Total 112 - Gift Income</b>	105,561.66	-46,438.34	84,204.00
<b>113 - Freight</b>			
113.1 - Shipping and Handling	34,800.35	-10,199.65	25,400.00
113.2 - Will Call Handling	4,332.07	-3,167.93	3,180.00
<b>Total 113 - Freight</b>	39,132.42	-13,367.58	28,580
<b>114 - Literature</b>			
114.1 - Literature Sales at RSO	293,481.73	-86,518.27	155,400.00
114.2 - Traveling Booth	0.00	-2,500.00	2,500.00
114.3 - Literature Sales at NCCNA	0.00	-8,000.00	8,000.00
114 - Literature - Other		0.00	0.00
<b>Total 114 - Literature</b>	293,481.73	-97,018.27	165,900.00
<b>115 - PO Discounts</b>	101,931.36	-13,068.64	37,103.25
<b>Total 110 - Sales</b>	540,107.17	-169,892.83	315,787.25
<b>120 - Equipment Rentals</b>			
121 - Cash Register Rental	250.00	-50.00	250.00
121.1 - Cash Register Deposit		0.00	0.00
122 - Easel Rental	30.00	30.00	0.00
123 - Safe Rental	50.00	0.00	50.00
124 - Bill Counter Rental	0.00	-25.00	25.00
<b>Total 120 - Equipment Rentals</b>	330.00	-45.00	325.00
<b>130 - Facility Rent</b>	45,155.00	-12,385.00	57,540.00
<b>140 - Insurance Income</b>			
140-Insurance Income Other		0.00	0.00
141 - Insurance Certificate	6,880.00	-4,200.00	6,830.00
142 - General Liability Reimb - RSC	15,326.00		17,483.00
<b>Total 140 - Insurance Income</b>	22,206.00	-31.50	18,120.00
<b>150 - Interest</b>	153.48	153.48	144.001
<b>160 - Inventory Adjustment</b>			0.00
<b>170 - Area Phonelines (Reimbursement)</b>			
170.1 - Alameda Area Phone		0.00	0.00

170.2 - Contra Costa Area Phone	888.62	-61.38	972.00
170.3 - Napa Solano Phone	829.83	29.83	840.00
170 - Area Phonelines (Reimbursement) - Other		0.00	0.00

<b>Total 170 - Area Phonelines (Reimbursement)</b>	1,718.45	-31.55	1,812.00
180 - Miscellaneous Income			
181 - Donations	256.48	256.48	600.00
183 - Rebates		0.00	0.00
185 - Bad Check Payment		0.00	0.00
180 - Miscellaneous Income - Other	1,200.00	1,200.00	60.00
<b>Total 180 - Miscellaneous Income</b>	1,456.48	1,456.48	660.00
190 - NCRSC			
191 - RSC 1-time supplemental income		0.00	0.00
200 - NCCNA			
201 - NCCNA Sales Tax Received			
203 - BOD Room Reimbursement	0	-3,600.00	4,200.00
204 - RSO Booth Start Up	0	0.00	0
<b>Total 200 - NCCNA</b>	0	-3,600.00	4,200.00
210 - Convention Start Up (NON NCCNA)	0	0.00	0
49030 - Returned Check Charges		0.00	0.00
<b>Total Income</b>	611,126.58	-188,544.42	404,781.25
<b>Cost of Goods Sold</b>			
5000 - Cost of Goods Sold	409,899.12	-128,869.88	166,989.343
<b>Total Cost of Goods Sold</b>	409,899.12	-128,859.88	166,989.343
<b>Gross Profit</b>	<b>156,470.40</b>	<b>-104,431.60</b>	<b>213,359.93</b>
<b>Expense</b>			
300 - Bank Expenses			
301 - Bank Service Charges			
301.1 - Banking Fees	483.00	258.00	324.00
301.2 - Credit Card Fees	0	0	0
301.3 - Online Credit Card Fees	0	0	0
301 - Bank Service Charges - Other	0	0	0.00
<b>Total 301 - Bank Service Charges</b>	0	0	0
304 - BankCard Late Fees	0.00	0.00	0.00
300 - Bank Expenses - Other	0.00	0.00	0.00
<b>Total 300 - Bank Expenses</b>	483.00	258.00	324.00

310 - Professional & Outside Consult	2,210.00	710.00	1,500.00
320 - Area Phonelines			
320.1 - Alameda Tri Area Phone		0.00	0.00
320.2 - Contra Costa Phone	814.50	-135.50	888.00
320.3 - Napa Solano Area Phone	702.15	-97.85	768.00
320 - Area Phonelines - Other	0	0	0.00
<b>Total 320 - Area Phonelines</b>	<b>1,516.65</b>	<b>-233.35</b>	<b>1,656.00</b>

330 - Convention Expense			
331 - Hotel Room-Spcl Workers/RSC Rep			
331.1 - Per Diem - Special Worker	0	-300.00	300.00
331 - Hotel Room-Spcl Workers/RSC Rep - Other		-1,000.00	1,000.00
<b>Total 331 - Hotel Room-Spcl Workers/RSC Rep</b>	<b>0</b>	<b>-1,300.00</b>	<b>1,300.00</b>
332 - Raffle Item		0.00	0.00
333 - Other Booth Start Up Fund	0	0	0
333.1 - Other Convention Expense	-66.15	-66.15	0.00
334 - NCCNA Merchandise Sales Tax	0	0	0
335 - Post Closing Convention Expense		0.00	0.00
336 - Convention Booth Phone/Elect.		-1,800.00	1,800.00
337 - RSO Booth Start Up	0	-2,000.00	2,500.00
338 - On Site Expenses	0	-200.00	200.00
339 - RSO Traveling Booth	-250.00	-750.00	250.00
<b>Total 330 - Convention Expense</b>	<b>8,764.53</b>	<b>4,035.47</b>	<b>11,650.00</b>
340 - Directors Expense			
341 - Mileage	5,688.30	-2,311.70	4,250.00
342 - Parking	0	-500.00	400.00
343 - Rooms (Convention)	841.74	-6,358.26	8,400.00
344 - Travel	164.65	-185.35	0
345 - Supplies		-250.00	0
<b>Total 340 - Directors Expense</b>	<b>6,694.69</b>	<b>-9,605.31</b>	<b>13,050.00</b>
350 - Employment Expenses			
351 - Health Insurance	8,490.71	-509.29	9,401.25
352 - Payroll Services	1,002.61	-997.49	1,140.00
353 - Salary	54,604.01	-11,395.99	85,065.00
354 - Taxes	22,505.56	-5,054.44	28,700.00
355 - Travel Reimbursement		-250.00	0
356 - Continuing Education		0	0
357 - Meals	47.50	-152.50	100.00
<b>Total 350 - Employment Expenses</b>	<b>86,650.29</b>	<b>-18,359.71</b>	<b>104,406.25</b>

<b>360 - Insurance</b>			
<b>361 - Executive Risk-Flexi Five</b>	1,514.00	98.00	1,615.00
<b>362 - General Liability</b>	10,116.20	-2,520.80	17,483.00
<b>363 - Cost of Riders-Umbrella</b>	2,192.60	-496.40	0
<b>364 - Workers Compensation</b>	2,091.00	-1,409.00	2,250.00
<b>Total 360 - Insurance</b>	15,913.80	-4,328.20	21,348.00

<b>400 - Office Expenses</b>			
<b>400 - Office Expenses - Other</b>	0.00	0.00	0.00
<b>401 - Security</b>	670.92	-329.08	720.00
<b>402 - Maintenance and Repairs</b>	567.00	-1,433.00	600.00
<b>403 - Janitorial</b>	1,470.82	-529.19	350.00
<b>404 - Computer Expense</b>	837.95	-6,662.05	2,500.00
<b>406 - Equipment Purchases</b>	440.22	-59.78	160.00
<b>407 - Equipment Repairs</b>	150.00	-50.00	180.00
<b>408 - Garbage</b>	1,458.40	-141.60	1,500.00
<b>409 - Gas &amp; Electric</b>	5,104.18	-1,095.82	5,450.00
<b>410 - Office Supplies</b>	990.00	-510	240.00
<b>412 - Printing &amp; Production</b>	198.77	98.77	0.00
<b>413 - Telephone</b>	1,465.86	-534.14	1,692.00
<b>414 - Rent</b>	31,353.08	-3,146.92	34,572.00
<b>415 - Pest Control</b>	475.00	-125.00	685.00
<b>416 - Software</b>	359.88	-540.12	1,130.00
<b>417 - Postage</b>	171.80	-228.20	240.00
<b>418 - Licenses and Permits</b>	83.00	-217.00	120.00
<b>420 - Bad Debt</b>	0	-100.00	0.00
<b>422 - Bank Check Purchase</b>	0.00	-100.00	0.00
<b>423. Internet Service Provider</b>	1,465.90	-234.10	1,620.00
<b>Total 400 - Office Expenses</b>	47,262.78	-16,037.22	51,779.00
<b>450 - Copy Machine Costs</b>			

451 - Copy Machine Rental	3,569.97	-230.03		3,540.00
452 - Copy Paper	213.83	-286.17		220.00
453 - Ink Supplies	0	-200.00		15.00
454 - Copy Machine Maintenance	352.77	-147.23		100.00
<b>Total 450 - Copy Machine Costs</b>	<b>4,136.57</b>	<b>-863.43</b>		<b>3,875.00</b>
460 - RSC Donation	-1,086.72			0.00
470 - Web Site				
471 - Website Hosting	87.68	-3,960.32		1,313.00
472 - Website Development	0.00	0.00		1,000.00
473 - Website Maintenance	2,924.00	2,924.00		2,388.00
<b>Total 470 - Web Site</b>	<b>3,011.68</b>	<b>-1,036.32</b>		<b>4,701.00</b>
490 - Unbudgeted Expenses	0.00	0.00		0.00
500 - Sales Tax Expense	108.32			25.00
520 - Advertising	0.00	0.00		0.00

66900 - Reconciliation Discrepancies	-0.18	-0.18		0.00
983 - Penalties and fines		0.00		0.00
<b>Total Expense</b>	<b>166,584.73</b>	<b>-61,890.27</b>		<b>208,714.25</b>
<b>Net Ordinary Income</b>	<b>-10,114.33</b>	<b>-42,541.33</b>		<b>4,645.63</b>





## 2020-11-14 NCCNA XLII Chair Closing Report

Hello All,

This is the closing chair report for NCCNA XLII. Also submitted is the NCCNA XLII treasurer closing report.

It has taken some time this year to close the books. This is has not been a normal situation! We have had refunds to process, merchandise to sell and mail out. Despite all the hurdles we had to go through, I am proud to say that this committee did an amazing job on doing their due diligence on making sure we did not lose too much money.

<b>Total Income</b>	<b>\$ 125,702.28</b>
<b>Total expenses</b>	<b>\$ 109,864.74</b>
<b>Net income</b>	<b>\$ 15,834.54</b>
<b>Transferred to NCCNA 43</b>	<b>\$ 115,834.54 (Includes \$10,000 Newcomer Fund)</b>
<b>NCCNA 43 Target Reserve</b>	<b>\$ 150,000.00</b>
<b>Below Target</b>	<b>\$ 34,165.46</b>

### Merchandise Sales:

Total \$35,063.28 of which \$5,050.00 was pre-registration merchandise and \$30,013.28 was from the NCCNA online store.

### Pre-reg Refunds/Donations:

We refunded \$31,340.00 to members  
Members donated their pre-registration in the amount of \$21,357.00.

### Refunds:

We received refunds for the Santa Clara convention center, Convention center security, Rocky Horror, 5K application fee and cash register rentals in the total amount of \$59,865.50.

I want to take a moment and thank all the NCCNA 42 committee members for their hours of hard work. We want to thank the fellowship for stepping up and doing their part. We hear to trust the process and have some faith, and everything will work out.

Yours in service  
Fernando M.  
Chair NCCNA XLII



## NCCNA 42 CLOSING REPORT

Total Income	\$125,702.28
Total expenses	\$109,864.74
Net income	\$15,834.54
Transferred to NCCNA 43	\$115,834.54 (Includes \$10,000 Newcomer Fund)
NCCNA 43 Prudent Reserve	\$125,000
Below Prudent	\$9,165.46

### **Attached to this Report:**

Closing Numbers & Notes

Closing Profit & Loss

Closing Balance Sheet

Closing BVA

Chuck G.  
NCCNA 42 Treasurer

**NCCNA 42**  
**Profit & Loss**  
 As of October 31, 2020

	Oct 31, 20
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>01 · Registrations</b>	
<b>01.1 · Total Pre-Registrations</b>	
<b>01.1a · Online Pre-Registrations</b>	
01.2C-R · Online Combo Reg. Revenue	6,520.00
01.1a · Online Pre-Registrations - Other	27,520.00
	34,040.00
<b>01.2b · Traditional Pre-Registrations</b>	
01.2D-R · Traditional Combo Reg. Revenue	0.00
01.2b · Traditional Pre-Registrations - Other	0.00
	0.00
<b>Total 01.1 · Total Pre-Registrations</b>	34,040.00
<b>Total 01 · Registrations</b>	34,040.00
<b>02 · Comedy Show</b>	
<b>02.1 · Pre-Reg Comedy</b>	
<b>02.1a · Online Comedy</b>	
02.1C-R · Online Combo Comedy Revenue	3,260.00
02.1a · Online Comedy - Other	2,200.00
	5,460.00
<b>02.1b · Traditional Comedy</b>	
02.1D-R · Traditional Combo Comedy Revenue	0.00
	0.00
<b>Total 02.1 · Pre-Reg Comedy</b>	5,460.00
<b>Total 02 · Comedy Show</b>	5,460.00
<b>04 · Bingo</b>	
<b>04.1 · Pre-Reg Bingo</b>	
<b>04.1a · Online Bingo</b>	
04.1C-R · Online Combo Bingo revenue	2,445.00
04.1a · Online Bingo - Other	1,000.00
	3,445.00
<b>Total 04.1 · Pre-Reg Bingo</b>	3,445.00
04.1D-R · traditional Combo Bingo revenue	0.00
<b>Total 04 · Bingo</b>	3,445.00
<b>05 · Golf</b>	
<b>05.1 · Pre-Reg Golf</b>	
05.1a · Online Golf	1,920.00
	1,920.00
<b>Total 05 · Golf</b>	1,920.00
<b>06 · 5K Run</b>	
<b>06.1 · Pre-Reg 5K Run</b>	
06.1a · Online 5K Run	350.00
	350.00
<b>Total 06 · 5K Run</b>	350.00
<b>07 · LBGQT (Rocky Horror Picture)</b>	
<b>07.1 · Pre-Reg LGBTQ</b>	
07.1a · Online LGBTQ	
07.1C-R · Online Combo LGBTQ Revenue	2,445.00

**NCCNA 42**  
**Profit & Loss**  
 As of October 31, 2020

	Oct 31, 20
07.1a · Online LGBTQ - Other	460.00
Total 07.1a · Online LGBTQ	2,905.00
07.1b · Traditional LGBTQ	
07.1D-R · Traditional Combo LGBTQ	0.00
Total 07.1b · Traditional LGBTQ	0.00
Total 07.1 · Pre-Reg LGBTQ	2,905.00
Total 07 · LBGTQ (Rocky Horror Picture)	2,905.00
08 · Paint Morning	
08.1 · Pre-Reg Paint Morning	
08.1a · Online Paint Morning	440.00
Total 08.1 · Pre-Reg Paint Morning	440.00
Total 08 · Paint Morning	440.00
40 · Merchandise Sales	
40.1 · Pre-Reg Merchandise	
40.1a · Online Pre-Reg Merchandise	
40.1a1 · Sublimated White Coffee Mug	495.00
40.1a2 · Men's Contender T-Shirt	775.00
40.1a3 · Ladies Contender T-Shirt	650.00
40.1a4 · Men's Sweater Fleece Jacket	450.00
40.1a5 · Ladies Sweater Fleece Jacket	1,050.00
Total 40.1a · Online Pre-Reg Merchandise	3,420.00
Total 40.1 · Pre-Reg Merchandise	3,420.00
40.1C-R · Online Combo Shirt Revenue	1,630.00
40.1D-R · Traditional Combo Shirt Revenue	0.00
40.3 · Online Store 42	
40.3.50 · Online Store Sales Tax	1,385.78
40.3 · Online Store 42 - Other	28,627.50
Total 40.3 · Online Store 42	30,013.28
Total 40 · Merchandise Sales	35,063.28
55 · Newcomer Money	
55.1 · Previous Cycle Newcomer Money	10,000.00
55.2 · Pre-Reg Newcomer Money	
55.2a · Online Newcomer Money	1,130.00
55.2b · Traditional Newcomer Money	0.00
Total 55.2 · Pre-Reg Newcomer Money	1,130.00
Total 55 · Newcomer Money	11,130.00
70 · Online Transaction Fees \$2	1,878.00
91 · Member Reimbursement	0.00
97 · Misc Income	29,071.00
Total Income	125,702.28
Gross Profit	125,702.28
Expense	
100 · Arts & Graphics	
101 · Travel/Parking	293.30
111 · Main Logo Development	950.00
112 · Brochure Development	130.00
113 · Program Development	1,000.00
114 · Merchandise Logo Development	180.00
115 · Banner Design	90.00
120 · Badge Lamination & Lanyards	3,908.30

**NCCNA 42**  
**Profit & Loss**  
 As of October 31, 2020

	Oct 31, 20
122 · Printing	3,218.32
<b>Total 100 · Arts &amp; Graphics</b>	<b>9,769.92</b>
<b>200 · Entertainment</b>	
201 · Travel/Parking	155.40
212 · Bingo	145.52
214 · 5K Run	24.06
215 · LGBTQ (Rocky Horror)	0.00
239 · Paint Morning	200.00
<b>Total 200 · Entertainment</b>	<b>524.98</b>
<b>300 · Executive</b>	
301 · Travel/Parking	2,734.74
302 · Postage/Copies/Supplies	285.61
303 · Meeting Room (RSO)	11,880.00
306 · Web Design/Mail Chimp	450.00
310 · Merchant Services/Authnet Net	4,893.43
315 · Bank Charges	125.00
320 · Convention Center Rent	0.00
323 · Insurance	1,645.00
335 · Training Tools	906.90
<b>Total 300 · Executive</b>	<b>22,920.68</b>
<b>400 · Host</b>	
401 · Travel/Parking	624.89
402 · Postage/Copies/Supplies	14.98
404 · Subcommittee Meeting Rent	720.00
414 · Convention Center Security	0.00
415 · Decorations	1,359.38
<b>Total 400 · Host</b>	<b>2,719.25</b>
<b>500 · Merchandise</b>	
501 · Travel/Parking	589.82
510 · Merchandise.	
510.1 · Pre-Reg Merchandise	4,351.00
510.2 · Onsite Merchandise	22,368.44
<b>Total 510 · Merchandise.</b>	<b>26,719.44</b>
<b>511 · Shipping</b>	
511.1 · Pre-registration Shipping	1,425.19
511.2 · 42 online store shipping	1,975.18
<b>Total 511 · Shipping</b>	<b>3,400.37</b>
<b>512 · Sales Tax</b>	
512.1 · 42 online store sales tax	1,704.41
512 · Sales Tax - Other	287.68
<b>Total 512 · Sales Tax</b>	<b>1,992.09</b>
<b>513 · Registration Packet Items</b>	6,044.06
521 · cash register rental	0.00
<b>Total 500 · Merchandise</b>	<b>38,745.78</b>
<b>600 · Program</b>	
601 · Travel/Parking	1,208.10
602 · Postage/Copies/Supplies	114.34
604 · Subcommittee Meeting Rent	800.00
621 · Main Speakers Travel	1,013.72
623 · Main Speaker Registrations	0.00
<b>Total 600 · Program</b>	<b>3,136.16</b>

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11/12/20

Accrual Basis

**NCCNA 42**  
**Profit & Loss**  
As of October 31, 2020

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	<u>Oct 31, 20</u>
700 · Registration	
701 · Travel/Parking	362.30
702 · Postage/Copies/Supplies	148.67
704 · Subcommittee Rental	200.00
730 · Equipment Rental	0.00
741 · Nccna 42 Refunds	31,340.00
	<hr/>
<b>Total 700 · Registration</b>	32,050.97
	<hr/>
<b>Total Expense</b>	109,867.74
	<hr/>
<b>Net Ordinary Income</b>	15,834.54
	<hr/>
<b>Net Income</b>	<b>15,834.54</b>
	<hr/> <hr/>

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11/12/20

Accrual Basis

**NCCNA 42**  
**Balance Sheet**  
As of October 31, 2020

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	<u>Oct 31, 20</u>
<b>ASSETS</b>	
Other Assets	
1502 · NCCNA 42 Future Convention Rent	115,834.54
Total Other Assets	<u>115,834.54</u>
<b>TOTAL ASSETS</b>	<b><u>115,834.54</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Equity	
30000 · Opening Balance Equity	100,000.00
32000 · Unrestricted Net Assets	-23,750.49
Net Income	<u>39,585.03</u>
Total Equity	<u>115,834.54</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>115,834.54</u></b>



NCCNA 42		Budget	Variance	Total w/variance	Actual	Difference	%
<b>INCOME</b>							
01	Registrations	\$127,000.00	\$0.00	\$127,000.00	\$34,040.00	\$92,960.00	
01.1	Total Pre-Registrations	\$52,000.00	\$0.00	\$52,000.00	\$34,040.00	\$17,960.00	
01.1a	Online Pre-Reg 1000 @ \$40	\$40,000.00		\$40,000.00	\$27,520.00	\$12,480.00	
01.1b	Traditional Pre-Reg @ \$40			\$0.00	\$0.00	-\$240.00	
	Total amount of Combos	300		300	\$163.00	137	
	Online Combo Pack 300 @ \$100	300		\$300.00	\$0.00	\$300.00	
	Combo Pack Traditional @ \$100			\$0.00	\$1.00	1	
01.2C-R	Online Combo Pack Registration Revenue @ \$40	\$12,000.00		\$12,000.00	\$6,520.00	\$5,480.00	
01.2D-R	Traditional Combo Pack Registration Revenue @ \$40			\$0.00	\$40.00	-\$40.00	
01.2	Onsite Reg 1000 @ \$ 45	\$45,000.00		\$45,000.00	\$0.00	\$45,000.00	
01.3	Saturday Day Pass 1000 @ \$30	\$30,000.00		\$30,000.00	\$0.00	\$30,000.00	
02	Comedy Show	\$19,750.00	\$0.00	\$19,750.00	\$5,460.00	\$14,290.00	
02.1	Pre-Reg Comedy	\$12,250.00	\$0.00	\$12,250.00	\$5,460.00	\$6,790.00	
02.1a	Online Comedy 250 @ \$25	\$6,250.00		\$6,250.00	\$2,200.00	\$4,050.00	
02.1b	Traditional Comedy			\$0.00	\$0.00	\$0.00	
02.1C-R	Online Combo Pack Comedy 300 @ \$20	\$6,000.00		\$6,000.00	\$3,260.00	\$2,740.00	
02.1D-R	Traditional Combo Pack Comedy			\$0.00	\$0.00	\$0.00	
02.2	Onsite Comedy Show 250 @ \$30	\$7,500.00		\$7,500.00	\$0.00	\$7,500.00	11/2/2019 Approved
03	Live Music	\$12,500.00	\$0.00	\$12,500.00	\$0.00	\$12,500.00	
03.1	Pre-Reg Live Music	\$5,000.00	\$0.00	\$5,000.00	\$0.00	\$5,000.00	
03.1a	Online Live Music 250 @ \$20	\$5,000.00		\$5,000.00	\$0.00	\$5,000.00	
03.1b	Traditional Live Music			\$0.00	\$0.00	\$0.00	
03.1C-R	Online Combo Pack Live Music 300 @ \$15			\$0.00	\$0.00	\$0.00	9/7/2019 Approved
03.1D-R	Traditional Combo Live Music			\$0.00	\$0.00	\$0.00	
03.2	Onsite Live Music 250 @ \$30	\$7,500.00		\$7,500.00	\$0.00	\$7,500.00	
04	Bingo	\$15,500.00	\$0.00	\$15,500.00	\$3,445.00	\$12,055.00	
04.1	Pre-Reg Bingo	\$5,000.00	\$0.00	\$5,000.00	\$3,445.00	\$1,555.00	
04.1a	Online Bingo 200 @ \$25	\$5,000.00		\$5,000.00	\$1,000.00	\$4,000.00	
04.1b	Traditional Bingo			\$0.00	\$0.00	\$0.00	
04.1D-R	Traditional Combo Pack bingo				\$15.00	-\$15.00	
04.1C-R	Online Combo Pack Bingo 300 @ \$15	\$4,500.00		\$4,500.00	\$2,445.00	\$4,500.00	9/7/2019 Approved
04.2	Onsite Bingo 200 @ \$30	\$6,000.00		\$6,000.00	\$0.00	\$6,000.00	
05	Golf	\$2,560.00	\$0.00	\$2,560.00	\$1,920.00	\$640.00	
05.1	Pre-Reg Golf	\$2,560.00	\$0.00	\$2,560.00	\$1,920.00	\$640.00	
05.1a	Online Golf 32 @ \$80	\$2,560.00		\$2,560.00	\$1,920.00	\$640.00	
05.1b	Traditional Golf			\$0.00	\$0.00	\$0.00	
05.2	Onsite Golf @ \$80			\$0.00	\$0.00	\$0.00	
06	5K Run	\$1,250.00	\$0.00	\$1,250.00	\$350.00	\$900.00	
06.1	Pre-Reg 5K Run	\$750.00	\$0.00	\$750.00	\$350.00	\$400.00	
06.1a	Online 5K Run 30 @ \$25	\$750.00		\$750.00	\$350.00	\$400.00	
06.1b	Traditional 5K Run			\$0.00	\$0.00	\$0.00	
06.2	On-Site 5K Run 20 @ \$25	\$500.00		\$500.00	\$0.00	\$500.00	
07	LBGT (Rocky Horror Picture Show)	\$15,750.00	\$0.00	\$15,750.00	\$2,905.00	\$12,845.00	
07.1	Pre-Reg LBGTQ	\$9,500.00	\$0.00	\$9,500.00	\$2,905.00	\$6,595.00	
07.1a	Online LBGTQ 250 @ \$20	\$5,000.00		\$5,000.00	\$460.00	\$4,540.00	11/2/2019 Approved
07.1b	Traditional LBGTQ			\$0.00	\$0.00	\$0.00	
07.1C-R	Online Combo Pack LBGTQ Revenue 300 @ \$15	\$4,500.00		\$4,500.00	\$2,445.00	\$2,055.00	
07.1D-R	Traditional Combo Pack LBGTQ Revenue			\$0.00	\$0.00	\$0.00	
07.2	Onsite LBGTQ 250 @ \$25	\$6,250.00		\$6,250.00	\$0.00	\$6,250.00	
08	Paint Morning	\$2,000.00	\$0.00	\$2,000.00	\$440.00	\$1,560.00	11/2/2019 Approved
08.1	Pre-Reg Paint Morning	\$1,000.00	\$0.00	\$1,000.00	\$440.00	\$560.00	11/2/2019 Approved
08.1a	Online Paint Morning 25 @ \$40	\$1,000.00		\$1,000.00	\$440.00	\$560.00	11/2/2019 Approved
08.1b	Traditional Paint Morning	\$0.00		\$0.00	\$0.00	\$0.00	11/2/2019 Approved
08.2	Onsite Paint Morning 25 @ \$40	\$1,000.00		\$1,000.00	\$0.00	\$1,000.00	11/2/2019 Approved
13.1a	Online Riverboat Cruise	\$0.00		\$0.00	\$0.00	\$0.00	0.00
13.1b	Traditional Riverboat Cruise	\$0.00		\$0.00	\$0.00	\$0.00	0.00
13.2	Onsite Riverboat Cruise	\$0.00		\$0.00	\$0.00	\$0.00	0.00
14	LIVE BAND						
14.1	ONSITE LIVE BAND 80 @ \$20						
40	Merchandise Sales	\$66,000.00	\$0.00	\$66,000.00	\$35,063.28	\$30,936.72	
40.1	Pre-Reg Merchandise	\$11,000.00	\$0.00	\$11,000.00	\$5,050.00	\$5,950.00	
40.1a	Online Pre-Reg Merchandise	\$8,000.00		\$8,000.00	\$3,420.00	\$4,580.00	
40.1b	Traditional Pre-Reg Merchandise			\$0.00	\$0.00	\$0.00	
40.1C-R	Online Combo Pack T-Shirts Revenue 300 @ \$10	\$3,000.00		\$3,000.00	\$1,630.00	\$1,370.00	
40.1D-R	Traditional Combo Pack T-Shirts Revenue			\$0.00	\$0.00	\$0.00	
40.2	On-Site Merchandise	\$55,000.00		\$55,000.00	\$0.00	\$55,000.00	
40.3	Online merchandise Store				\$28,627.50		
40.3.5	Online Store Sales tax				\$1,385.78		
55	Newcomer Money	\$10,000.00	\$0.00	\$10,000.00	\$11,130.00	-\$1,130.00	
55.1	Previous Cycle Newcomer Money	\$10,000.00		\$10,000.00	\$10,000.00	\$0.00	

NCCNA 42		Budget	Variance	Total w/variance	Actual	Difference	%
55.2	Pre-Reg Newcomer Money	\$0.00	\$0.00	\$0.00	\$1,130.00	-\$1,130.00	
55.2a	Online Newcomer Money			\$0.00	\$1,130.00	-\$1,130.00	
55.2b	Traditional Newcomer Money			\$0.00	\$0.00	\$0.00	
55.3	Onsite Newcomer Money	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
55.3a	Registration Newcomer Money			\$0.00	\$0.00	\$0.00	
55.3b	Auction			\$0.00	\$0.00	\$0.00	

NCCNA 42		Budget	Variance	Total w/variance	Actual	Difference	%
55.3c	Newcomer Workshops			\$0.00	\$0.00	\$0.00	
57	Newcomer Registrations	\$0.00		\$0.00	\$0.00	\$0.00	
60	Onsite Vendors	\$5,200.00	\$0.00	\$5,200.00	\$0.00	\$5,200.00	
60a	Jewelry Vendor	\$3,000.00		\$3,000.00	\$0.00	\$3,000.00	
60b	Recording Vendor	\$2,000.00		\$2,000.00	\$0.00	\$2,000.00	
60c	Misc. Vendors	\$200.00		\$200.00	\$0.00	\$200.00	
	Misc. Income	\$68,683.50	\$0.00	\$68,683.50	\$30,949.00	\$37,734.50	
70	Online Transaction Fees \$2	\$3,000.00		\$3,000.00	\$1,878.00	\$1,122.00	
82	Cash Over Account			\$0.00	\$0.00	\$0.00	
91	Member Reimbursement	\$7,161.00		\$7,161.00	\$0.00	\$7,161.00	
92	Hotel Comps			\$0.00	\$0.00	\$0.00	
93	Hotel Room Rebate	\$10,000.00		\$10,000.00	\$0.00	\$10,000.00	
94	Convention Center Rebate	\$24,840.00		\$24,840.00	\$0.00		
95	BOD Hotel Rooms	\$7,830.00		\$7,830.00	\$0.00		
95.1	BOD Credit Card Internet	\$2,000.00		\$2,000.00	\$0.00		
96	Prepaid Convention rent	\$13,852.50		\$13,852.50	\$0.00		
97	Misc. Income				\$29,071.00		
	<b>Total Income</b>	<b>\$336,193.50</b>	<b>\$0.00</b>	<b>\$336,193.50</b>	<b>\$125,702.28</b>	<b>\$210,491.22</b>	
<b>EXPENSE</b>							
	Arts & Graphics						
101	Travel/ Parking	\$900.00		\$900.00	\$293.30	\$606.70	33%

NCCNA 42		Budget	Variance	Total w/variance	Actual	Difference	%	
102	Postage/Copies/Supplies	\$25.00		\$25.00	\$0.00	\$25.00		
111	Main Logo Development	\$1,000.00	\$70.00	\$1,070.00	\$950.00	\$120.00	89%	1/4/2020 Approved
112	Brochure Development	\$300.00		\$300.00	\$130.00	\$170.00	43%	
113	Program Development	\$1,080.00		\$1,080.00	\$1,000.00	\$80.00	93%	
114	Merchandise Logo Development	\$180.00		\$180.00	\$180.00	\$0.00	100%	
115	Banner/Design	\$900.00		\$900.00	\$90.00	\$810.00	10%	
120	Badge Lamination/Lanyards	\$5,000.00		\$5,000.00	\$3,908.30	\$1,091.70	78%	
121	Signs	\$1,800.00		\$1,800.00	\$0.00	\$1,800.00		
122	Printing	\$8,000.00		\$8,000.00	\$3,218.32	\$4,781.68	40%	
123	Shipping	\$50.00		\$50.00	\$0.00	\$50.00		
124	Equipment Rental			\$0.00	\$0.00	\$0.00		
125	Miscellaneous (I-CLOUD)	\$300.00		\$300.00	\$0.00	\$300.00		
130	Hotel Room	\$1,305.00		\$1,305.00	\$0.00	\$1,305.00		
<b>Total Arts &amp; Graphics</b>		<b>\$20,840.00</b>	<b>\$70.00</b>	<b>\$20,910.00</b>	<b>\$9,769.92</b>	<b>\$11,140.08</b>	<b>47%</b>	
<b>Entertainment</b>								
201	Travel/ Parking	\$700.00		\$700.00	\$155.40	\$544.60	22%	
202	Postage/Copies/Supplies	\$50.00		\$50.00	\$0.00	\$50.00		
203	Meeting Room Rent			\$0.00	\$0.00	\$0.00		
210	Entertainment Event A (Comedy)	\$5,400.00		\$5,400.00	\$0.00	\$5,400.00		
210.1	Stage/Risers	\$450.00		\$450.00	\$0.00	\$450.00		
210.2	A/V	\$4,500.00		\$4,500.00	\$0.00	\$4,500.00		
211	Entertainment Event B	\$2,430.00		\$2,430.00	\$0.00	\$2,430.00		
211.1	Stage/Risers	\$450.00		\$450.00	\$0.00	\$450.00		
211.2	A/V	\$2,250.00		\$2,250.00	\$0.00	\$2,250.00		
211.3	Food for Live Music			\$0.00	\$0.00	\$0.00		
212	Entertainment Event C (Bingo)	\$450.00		\$450.00	\$145.52	\$304.48	32%	
212.1	Stage/Risers	\$450.00		\$450.00	\$0.00	\$450.00		
212.2	A/V	\$2,250.00		\$2,250.00	\$0.00	\$2,250.00		
213	Entertainment Event D (Golf Tournament)	\$2,000.00		\$2,000.00	\$0.00	\$2,000.00		
214	Entertainment Event E (5K Run)	\$600.00		\$600.00	\$24.06	\$575.94	4%	
215	Entertainment Event F (LBGT)	\$1,800.00		\$1,800.00	\$0.00	\$1,800.00		
215.1	Stage/Risers	\$450.00		\$450.00	\$0.00	\$450.00		
215.2	A/V	\$2,250.00		\$2,250.00	\$0.00	\$2,250.00		
216	Entertainment Event G	\$0.00		\$0.00				
217	Entertainment event H (DJ/Karaoke)	\$4,300.00		\$4,300.00	\$0.00	\$4,300.00		
217.1	Stage/Risers	\$450.00		\$450.00	\$0.00	\$450.00		
217.2	A/V	\$2,250.00		\$2,250.00	\$0.00	\$2,250.00		
218	Entertainment Event I			\$0.00	\$0.00	\$0.00		
218.1	stages/risers			\$0.00	\$0.00	\$0.00		
218.2	A/V			\$0.00	\$0.00	\$0.00		
219	Entertainment Event J			\$0.00	\$0.00	\$0.00		
219.1	Stage/Risers			\$0.00	\$0.00	\$0.00		
219.2	A/V			\$0.00	\$0.00	\$0.00		
220	Entertainment Event K			\$0.00	\$0.00	\$0.00		
221	Entertainment Event L (Play)	\$225.00		\$225.00	\$0.00	\$225.00		
221.1	Stage/risers	\$225.00		\$225.00	\$0.00	\$225.00		
221.2	A/V	\$2,250.00		\$2,250.00	\$0.00	\$2,250.00		
222	Entertainment Event M			\$0.00	\$0.00	\$0.00		
239	Entertainment Event N (Paint Morning)	\$1,375.00		\$1,375.00	\$200.00	\$1,175.00	15%	11/2/2019 Approved
239.1	stage/risers			\$0.00	\$0.00	\$0.00		11/2/2019 Approved
239.2	A/V			\$0.00	\$0.00	\$0.00		11/2/2019 Approved
240	Entertainment Event O (NA Unplugged)	\$250.00		\$250.00	\$0.00	\$250.00		
240.1	Stage/Risers	\$225.00		\$225.00	\$0.00	\$225.00		
240.2	A/V	\$2,400.00		\$2,400.00	\$0.00	\$2,400.00		
241	Entertainment Event P			\$0.00	\$0.00	\$0.00		
241.1	Stage/Risers			\$0.00	\$0.00	\$0.00		
241.2	A/V			\$0.00	\$0.00	\$0.00		
250	A/V TOTAL	\$18,150.00		\$18,150.00	\$0.00	\$18,150.00		
251	Dance Floor/Risers TOTAL	\$2,700.00		\$2,700.00	\$0.00	\$2,700.00		
270	Games/Prizes	\$150.00		\$150.00	\$0.00	\$150.00		
290	Miscellaneous	\$75.00		\$75.00	\$0.00	\$75.00		
299	Hotel Room	\$1,305.00		\$1,305.00	\$0.00	\$1,305.00		
<b>Total Entertainment</b>		<b>\$41,960.00</b>	<b>\$0.00</b>	<b>\$41,960.00</b>	<b>\$524.98</b>	<b>\$41,435.02</b>	<b>1%</b>	
<b>Executive</b>								
301	Travel/ Parking	\$6,500.00		\$6,500.00	\$2,734.74	\$3,765.26	42%	
302	Postage/Copies/Supplies	\$650.00		\$650.00	\$285.61	\$364.39	44%	
303	Meeting Rent (RSO)	\$11,760.00		\$11,760.00	\$11,880.00	-\$120.00	101%	
304	Equipment Purchase/Repair	\$300.00		\$300.00	\$0.00	\$300.00		
305	Gratuity	\$600.00		\$600.00	\$0.00	\$600.00		
306	Web Design/Mail Chimp/Air set	\$600.00		\$600.00	\$450.00	\$150.00	75%	
307	Additional Facilities Charges	\$250.00		\$250.00	\$0.00	\$250.00		

NCCNA 42		Budget	Variance	Total w/variance	Actual	Difference	%	
309	Suite Food NCCNA/Treasury	\$400.00		\$400.00	\$0.00	\$400.00		
310	Merchant Services/Authnet Fee	\$11,500.00		\$11,500.00	\$4,893.43	\$6,606.57	43%	
315	Bank Charges	\$100.00		\$100.00	\$125.00	-\$25.00	125%	
320	Convention Center Rent	\$55,410.00	\$9,400.00	\$64,810.00	\$0.00	\$64,810.00		3/7/2020 Approved Variance for Food and Beverage
320.1	Future Convention Center Rent	\$5,500.00		\$5,500.00	\$0.00	\$5,500.00		
321	Communications Rental			\$0.00	\$0.00	\$0.00		
322	Armored Car Service	\$1,200.00	\$500.00	\$1,700.00	\$0.00	\$1,700.00		11/2/2019 Approved
323	Insurance	\$2,300.00		\$2,300.00	\$1,645.00	\$655.00	72%	
327	Appreciation Gift Items	\$300.00		\$300.00	\$0.00	\$300.00		
328	Equipment Rental	\$75.00		\$75.00	\$0.00	\$75.00		
329	Hotel Rooms	\$15,660.00		\$15,660.00	\$0.00	\$15,660.00		
330	Cash Short and Over			\$0.00	\$0.00	\$0.00		
331	Damages	\$250.00		\$250.00	\$0.00	\$250.00		
332	AV	\$35,000.00		\$35,000.00	\$0.00	\$35,000.00		
333	Lighting/Electrical	\$5,000.00		\$5,000.00	\$0.00	\$5,000.00		
334	Stage/Chair Rental/Risers	\$1,350.00		\$1,350.00	\$0.00	\$1,350.00		
335	Training Tools		\$1,200.00	\$1,200.00	\$906.90	\$293.10		11/2/2019 Approved
<b>Total Executive</b>		<b>\$154,705.00</b>	<b>\$11,100.00</b>	<b>\$165,805.00</b>	<b>\$22,880.68</b>	<b>\$142,924.32</b>	<b>14%</b>	

NCCNA 42		Budget	Variance	Total w/variance	Actual	Difference	%
<b>Host</b>							
401	Travel/ Parking	\$900.00		\$900.00	\$624.89	\$275.11	69%
402	Postage/Copies/Supplies	\$90.00		\$90.00	\$14.98	\$75.02	17%
404	Subcommittee Meeting Rent	\$720.00		\$720.00	\$720.00	\$0.00	100%
405	Van Rental	\$675.00		\$675.00	\$0.00	\$675.00	
406	Hospitality Supplies (sheets/markers)	\$270.00		\$270.00	\$0.00	\$270.00	
414	Convention Center Security	\$2,400.00	\$1,300.00	\$3,700.00	\$0.00	\$3,700.00	
415	Decorations	\$1,100.00		\$1,100.00	\$1,359.38	-\$259.38	124%
416	Truck Rental	\$1,100.00		\$1,100.00	\$0.00	\$1,100.00	
420	Hotel Room	\$1,305.00		\$1,305.00	\$0.00	\$1,305.00	
<b>Total Host</b>		<b>\$8,560.00</b>	<b>\$1,300.00</b>	<b>\$9,860.00</b>	<b>\$2,719.25</b>	<b>\$7,140.75</b>	<b>28%</b>
<b>Merchandise</b>							
501	Travel/ Parking	\$900.00		\$900.00	\$589.82	\$310.18	66%
502	Postage/Copies/Supplies	\$100.00		\$100.00	\$0.00	\$100.00	
503	Subcommittee Meeting Rent			\$0.00	\$0.00	\$0.00	
505	Miscellaneous	\$50.00		\$50.00	\$0.00	\$50.00	
510	Merchandise	\$40,500.00		\$40,500.00	\$26,719.44	\$13,780.56	66%
510.1	Pre-Reg Merchandise	\$9,000.00		\$9,000.00	\$4,351.00	\$4,649.00	48%
510.2	Onsite Merchandise	\$31,500.00		\$31,500.00	\$22,368.44	\$9,131.56	71%
511	Shipping			\$0.00	\$3,400.37	-\$3,400.37	
511.1	Pre registration Shipping				\$1,425.19		
511.2	42 Online Store Shipping				\$1,975.18		
512	Sales Tax	\$6,000.00		\$6,000.00	\$287.68	\$5,712.32	5%
512.1	42 Online Store sales Tax				\$1,704.41		
513	Registration Packet Items	\$6,000.00	\$750.00	\$6,750.00	\$6,044.06	\$705.94	90%
514	Bags	\$180.00		\$180.00	\$0.00	\$180.00	
515	Volunteer Ribbons	\$150.00		\$150.00	\$0.00	\$150.00	
520	Merchandise Room Security	\$1,500.00		\$1,500.00	\$0.00	\$1,500.00	
521	Cash Register Rental	\$150.00		\$150.00	\$0.00	\$150.00	
522	Credit Card Phone line	\$5,000.00		\$5,000.00	\$0.00	\$5,000.00	
522.1	Credit Card Machine Rental	\$800.00		\$800.00	\$0.00	\$800.00	
530	Hotel Room	\$1,305.00		\$1,305.00	\$0.00	\$1,305.00	
<b>Total Merchandise</b>		<b>\$62,635.00</b>	<b>\$750.00</b>	<b>\$63,385.00</b>	<b>\$38,745.78</b>	<b>\$24,639.22</b>	<b>61%</b>
<b>Program</b>							
601	Travel/ Parking	\$1,350.00		\$1,350.00	\$1,208.10	\$141.90	89%
602	Postage/Copies/Supplies	\$300.00		\$300.00	\$114.34	\$185.66	38%
603	P.O. Box Rental			\$0.00	\$0.00	\$0.00	
604	Subcommittee Meeting Rent	\$900.00		\$900.00	\$800.00	\$100.00	89%
605	Telephone			\$0.00	\$0.00	\$0.00	
606	Miscellaneous	\$90.00		\$90.00	\$0.00	\$90.00	
610	Speaker Media Purchase			\$0.00	\$0.00	\$0.00	
620	Literature For Newcomers	\$1,170.00		\$1,170.00	\$0.00	\$1,170.00	
621	Main Speakers Travel	\$2,500.00		\$2,500.00	\$1,013.72	\$1,486.28	41%
622	Main Speakers Hotel Rooms	\$2,610.00		\$2,610.00	\$0.00	\$2,610.00	
623	Main Speakers Registration Packages	\$210.00		\$210.00	\$0.00	\$210.00	
624	Van Rental line 416			\$0.00	\$0.00	\$0.00	
625	Interpreters (ASL)	\$1,250.00	\$250.00	\$1,500.00	\$0.00	\$1,500.00	
625.1	English to Spanish Interpreting	\$3,000.00		\$3,000.00	\$0.00	\$3,000.00	
630	Hotel Room	\$1,305.00		\$1,305.00	\$0.00	\$1,305.00	
<b>Total Program</b>		<b>\$14,685.00</b>	<b>\$250.00</b>	<b>\$14,935.00</b>	<b>\$3,136.16</b>	<b>\$11,798.84</b>	<b>21%</b>
<b>Registration</b>							
701	Travel/ Parking	\$900.00		\$900.00	\$362.30	\$537.70	40%
702	Postage/Copies/Supplies	\$400.00		\$400.00	\$148.67	\$251.33	37%
704	Subcommittee Meeting Rent	\$400.00		\$400.00	\$200.00	\$200.00	50%
720	Registration Envelopes	\$100.00		\$100.00	\$0.00	\$100.00	
730	Cash Register Rental	\$150.00		\$150.00	\$0.00	\$150.00	
731	Credit Card Phone line	\$2,600.00		\$2,600.00	\$0.00	\$2,600.00	
731.1	Credit Card Machine Rental	\$800.00		\$800.00	\$0.00	\$800.00	
740	Hotel Room	\$1,305.00		\$1,305.00	\$0.00	\$1,305.00	
741	Nccna 42 Refunds				\$31,460.00		
<b>Total Registration</b>		<b>\$6,705.00</b>	<b>\$0.00</b>	<b>\$6,705.00</b>	<b>\$32,170.97</b>	<b>-\$25,465.97</b>	<b>480%</b>
<b>Total Expense</b>		<b>\$310,090.00</b>	<b>\$13,470.00</b>	<b>\$323,560.00</b>	<b>\$109,947.74</b>	<b>\$213,612.26</b>	<b>34%</b>
<b>Total Income</b>		<b>\$336,193.50</b>	<b>\$0.00</b>	<b>\$336,193.50</b>	<b>\$125,702.28</b>	<b>\$210,491.22</b>	<b>37%</b>
<b>Total Expenses</b>		<b>\$310,090.00</b>	<b>\$13,470.00</b>	<b>\$323,560.00</b>	<b>\$109,947.74</b>	<b>\$213,612.26</b>	<b>34%</b>
<b>Total Future Convention Center Rent Expense</b>		<b>\$5,500.00</b>		<b>\$5,500.00</b>	<b>\$0.00</b>	<b>\$5,500.00</b>	
<b>Net Income</b>		<b>\$20,603.50</b>	<b>-\$13,470.00</b>	<b>\$7,133.50</b>	<b>\$15,754.54</b>	<b>-\$8,621.04</b>	<b>221%</b>

3/7/2020 Approved

1/4/2020 Approved

11/2/2019 Approved

## **LETTER FROM NCRSC CHAIR**

Thank you for the honor of being the Chairperson of the Fellowship Services Team and the Regional Service Committee for the 2019-2020 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 2019-2020 cycle, the RSC set the following goals for the previous year. Many of these goals were achieved and are continuing in our service efforts.

### **2018/2019 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 2018- 2019. 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.

# Regional Service Committee Northern California



## 2019 - 2020 Action Plan

SCANNING DETAILS	GOALS	PROJECT PLANS
<p><b>1. Implement modern communication tools and social media to facilitate service.</b></p>	<p>Goal: Assist our fellowship in moving into a more mobile friendly environment and helping to attract the next generation of addicts.</p>	<p>Continue to implement Google Groups at the RSC.</p> <p>No budget.</p>
<p><b>2. External – medical/health care</b></p>	<p>Goal: Increase Outreach to the Medical Community by developing tools to assist area PR committees.</p> <p>OBJECTIVES:</p> <ul style="list-style-type: none"> <li>A. Creation of different types of presentation materials, based on type of medical professional.</li> <li>B. Creation of best practice resources to share with the area PR committees.</li> </ul> <p>Assistance with training of local PR members on talking to the Medical Community.</p>	<p>Review presentation to Social Workers to see how we can adapt for the Medical Community.</p> <p>No budget.</p>



<p><b>3. DRT/MAT</b></p>	<p>Goal: Reduce stigmatization and raise fellowship awareness of importance of being welcoming</p>	<p>Review work from the 2018-2019 cycle. Create a presentation, dependent on the results of the IDT, and upload to Regional website.</p> <p>No budget.</p>
<p><b>4. Not enough members with clean time for institutional service</b></p>	<p>Goal: Facilitate collaboration between areas Goal: Create materials that do not require actual human beings</p>	<p>Continue existing working group for DVD project</p> <p>Budget: \$1,500</p>
<p><b>5. Difficulty getting access to institutions</b></p>	<p>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</p>	<p>Sponsorship Behind the Walls</p> <p>Budget: \$1,400</p> <p>Forums to meet and propose additional action steps, which may result in a new Project Proposal and request for budget.</p>
<p><b>6. External – Social Workers</b></p>	<p>Goal: Encourage awareness of NA and the maturation of the fellowship</p>	<p>Attendance at events to encourage referrals to NA.</p> <p>Budget \$1,600.00</p>
<p><b>7. Mentorship/Training of service members and groups</b></p>	<p>Goal: Develop mentorship program Goal: Educate fellowship on available resources</p>	<p>Continue to create help files and educate RCM's and FST members on Google Groups, Drives and Log In's</p>
<p><b>8. Making Service More Attractive to Our Members/Lack of Trusted Servants</b></p>	<p>Goal: To Increase participation in service by our membership</p>	<p>Present IDT Attracting Members To Service at RSC, NCCNA, and any requesting areas (RD,AD)</p> <p>Clean-up and improve Regional web site as possible, with updated presentations, easier discovery of information, new service reading, etc.</p> <p>When possible, have FST members attend ASCs.</p> <p>Create a flyer about Region and Regional Service for distribution across the Region.</p>

		<p>Periodic open forum discussions on solving the “last mile” problem for distribution of information.</p> <p>Budget: \$500</p>
<b>9. Supporting Our Region Through Our 7<sup>th</sup> Tradition</b>	Goal: To reduce reliance on events for our regional budget	Create an alternate Budget based only on Seventh Tradition funds bring to the RSC for discussion
<b>10. External - Law Enforcement</b>	Goal: Improve relationship between NA and Law Enforcement	<p>Support ongoing operations of H&amp;I and PR.</p> <p>Outreach to Arizona for materials and guidance.</p>
<b>11. External - Judicial System</b>	Goal: Improve relationship between NA and Judicial System	<p>Support ongoing operations of H&amp;I and PR.</p> <p>Budget: \$1,300</p>
<b>12. Unity</b>	Goal: create unity in the Fellowship through service	Revive the “Regional Assembly” after the WSC, as an all-day event for presentation of the CAR results.

### July 2019 – June 2020 NCRSC Calendar

July 2019	January 2020
<ul style="list-style-type: none"> <li>• RSC Business Meeting 7/13/2019</li> <li>• Approve 2019-2020 NCRSC Budget</li> <li>• Approve 2019-2020 NCRSC Action Plan</li> <li>• 2019-2020 Year-End Audit (date TBD)</li> <li>• H&amp;I/PR Sharing Forum: 7/27/2019</li> </ul>	<ul style="list-style-type: none"> <li>• RSC Business Meeting 1/11/2020</li> <li>• H&amp;I/PR Sharing Forum: 1/25/2019</li> <li>• Schedule FST Meeting for May (after RSC Mtg.) Action Plan/Budget</li> <li>• WSZF Jan 23-26, 2020 Las Vegas, NV</li> <li>• Distribute CAR flyers</li> <li>• 2nd NCCNA brochure drop</li> </ul>
August 2019-No RSC	February 2020
<ul style="list-style-type: none"> <li>• RSC Business via Electronic Regional Newsletter</li> </ul>	<ul style="list-style-type: none"> <li>• Semi Annual Treasury Audit</li> <li>• RSC Business Meeting – 2/8/2020</li> <li>• Distribute CAR flyers</li> </ul>
September 2019	March 2020
<ul style="list-style-type: none"> <li>• RSC Business Meeting 9/14/2019</li> <li>• H/I Sharing forum 9/28/2018</li> </ul>	<ul style="list-style-type: none"> <li>• RSC Business Meeting 3/14/20</li> <li>• Environmental Scanning results presentation</li> <li>• H&amp;I/PR Sharing Forum: (date TBD)</li> </ul>

<ul style="list-style-type: none"> <li>• Begin scheduling CAR workshops</li> </ul>	
<b>October 2019</b>	<b>April 2020 - no RSC</b>
<ul style="list-style-type: none"> <li>• RSC Business Meeting 10/12/19</li> <li>• NCCNA 1st Flyer Drop</li> </ul>	<ul style="list-style-type: none"> <li>• RSC Business via Electronic Regional Newsletter</li> <li>• NCCNA XXXXII April 9-12, 2020 Santa Clara</li> <li>• CAR Results Reporting April 11, 2020 at NCCNA</li> <li>• World Service Conference 4/26 - 5/2/2020</li> </ul>
<b>November 2019 – No RSC Meeting</b>	<b>May 2020</b>
<ul style="list-style-type: none"> <li>• RSC Business via Electronic Regional Newsletter</li> <li>• WSLD Nov. 8 - 10, Seattle WA</li> </ul>	<ul style="list-style-type: none"> <li>• RSC Business at 5/9/20 Meeting <ul style="list-style-type: none"> <li>• Draft 2020-2021 Action Plan</li> </ul> </li> <li>• FST Meeting (date TBD) <ul style="list-style-type: none"> <li>• Prepare 2020-2021 Action Plan for RSC Review</li> <li>• Prepare Budget for RSC Review</li> </ul> </li> <li>• H&amp;I/PR Sharing Forum: 5/23/2020</li> </ul>
<b>December 2019</b>	<b>June 2020</b>
<ul style="list-style-type: none"> <li>• RSC Business Meeting 12/14/19</li> <li>• FST Mid-Year Review Meeting (date TBD)</li> <li>• Environmental Scan presentation &amp; online survey</li> <li>• Schedule the CAR workshops and distribute CAR flyers</li> </ul>	<ul style="list-style-type: none"> <li>• RSC Business at 6/13/2020 Meeting <ul style="list-style-type: none"> <li>• RSC Meeting: Elections, Review/Approve 2020-2021 Action Plan, Review/Approve 2020-2021 NCRSC Budget</li> </ul> </li> </ul>

Expense	<b>19/20 Budget Amounts</b>
<b>1000 - ADMINISTRATIVE COSTS</b>	
1010 - Telecommunications	\$0.00
1020 - RSC Supplies	\$250.00
1050 - Rent (RSO Subsidy)	\$41,580.00
1060 - Travel	
1060.01 - FST Mileage	\$3,000.00
1060.02 - FST Hotel	
1060.03 - RCM Mileage	\$1,500.00
1060.04 - RCM Hotel	\$500.00
1060.05 - H&I Mileage	
1060.06 - H&I Hotel	
1060.07 - PR Mileage	
1060.08 - PR Hotel	
1060.09 - RNP Mileage	
1060.10 - RNP Hotel	
1060.11 - REC Mileage	
1060.12 - REC Hotel	
1060 - Travel - Other	
<b>Total 1060 - Travel</b>	<b>\$5,000.00</b>
1070 - Equipment & Software	\$1,000.00
1080 - Traveling RSC	
1080.01 - Traveling RSC - Re	
1080.02 - Traveling RSC - Fo	
1080.03 - Traveling RSC - Mi	
1080.04 - Traveling RSC- Ho	
1080.05 - Traveling RSC-Prir	
1080.06 - Traveling RSC -Eq	
1080.07 - Traveling RSC - Su	
1080 - Traveling RSC - Other	
<b>Total 1080 - Traveling RSC</b>	
1090 - Banking Fees	
1090.01 - Banking Fees	\$50.00
1090.03 - Bounced Check Fe	
1090 - Banking Fees - Other	
<b>Total 1090 - Banking Fees</b>	<b>\$50.00</b>
1000 - ADMINISTRATIVE COSTS - Other	
<b>Total 1000 - ADMINISTRATIVE COSTS</b>	<b>\$52,680.00</b>
<b>2000 - Routine Fellowship Support</b>	
2010 - Institutional Literature Fund	

2010.01 · H&I Literature	\$300.00
2010.02 · PR Literature	\$300.00
2010 · Institutional Literature Fund	
<b>Total 2010 · Institutional Literature Fund</b>	<b>\$600.00</b>
2015 · Regional Fire Camp	
2015.01 · Mileage & Hotel	
2015.02 · Literature & Supplies	\$1,200.00
2015 · Regional Fire Camp -	
<b>Total 2015 · Regional Fire Camp</b>	<b>\$1,200.00</b>
2020 · Professional Events	
2020.01 · Fees	
2020.02 · Mileage	
2020.03 · Hotel	
2020.04 · Supplies/Copies	
2020 · Professional Events -	
<b>Total 2020 · Professional Events</b>	
2030 · ASC Emergency Fund	
2040 · Regional Assemblies(CAR)	
2040.01 · CAR Event	
2040.02 · CAR Reports	
2040.03 · Per Diem	
2040 · Regional Assemblies(CAR)	
<b>Total 2040 · Regional Assemblies(CAR)</b>	
2050 · NCCNA - Fellowship Support	
2050.01 · NCCNA Mileage	
2050.02 · NCCNA Hotel	
2050.03 · NCCNA Supplies	
2050.04 · Harc Hardwire Internet Connection for RSC Mtg	
2050 · NCCNA - Fellowship Support	
<b>Total 2050 · NCCNA - Fellowship Support</b>	
2080 · Regional Insurance Policy Reimb	
2000 · Routine Fellowship Support - Other	
<b>Total 2000 · Routine Fellowship Support</b>	
3000 · Zonal & WSC Travel Activities	
3010 · World Serv. Conf. - Up to 2	
3020 · WS Zonal Forum - Up to 2 people	
3030 · Host WS Zonal Forum	
3040 · World Wide Workshop	
3050 · WS Learning Days - Up to 6	
3000 · Zonal & WSC Travel Activities - Other	
<b>Total 3000 · Zonal &amp; WSC Travel Activities</b>	
4000 · RSC Donation to NAWS	
4100 · RSC Donation to NCRSO	

**4500 - DISCRETIONARY EXPENSES**

**5000 - NCRSC FELLOWSHIP DEVELOPME**

**5010 - FD Travel Requests**

**5010.01 - FD Mileage**

**5010.02 - FD Hotel**

**5010.03 - Per Diem**

**5010 - FD Travel Requests - Other**

**Total 5010 - FD Travel Reque**

**5020 - FD Copies and Suppli**

**5030 - FD Service Tools**

**5000 - NCRSC FELLOWSHIP**

**Total 5000 - NCRSC FELLOWSHIP DEVEL**

**6000 - NCRSC Project Work Groups**

**6010 - Fellowship Services 1**

**6010.01 - FST Mileage**

**6010.02 - FST - Hotel**

**6010.03 - FST Copies**

**6010.04 - FST Supplies**

**6010.05 - FST Rent**

**6010 - Fellowship Services Team - Other**

**Total 6010 - Fellowship Serv**

**6020 - Fire Camp Work Grou**

**6020.01 - Fire Camp Mileage**

**6020.02 - Fire Camp Hotel**

**6020.03 - Fire Camp - Copies**

**6020.04 - Fire Camp Supplies**

**6020.05 - Fire Camp - Rent**

**6020 - Fire Camp Work Group - Other**

**Total 6020 - Fire Camp Work**

**6030 - NA 101**

**6030.01 - NA 101 Mileage**

**6030.02 - NA 101 Hotel**

**6030.03 - NA 101 Copies**

**6030.04 - NA 101 Supplies**

**6030.05 - NA 101 Rent**

**6030 - NA 101 - Other**

**Total 6030 - NA 101**

**6040 - WSLD 2014 Work Gro**

**6040.01 - WSLD 2014 Mileage**

**6040.02 - WSLD 2014 Hotel**

**6040.03 - WSLD 2014 Copies**

**6040.04 - WSLD 2014 Supplies**

**6040.05 - WSLD 2014 Rent**

6040 - WSLD 2014 Work Group - Other

Total 6040 - WSLD 2014 Wor

6000 - NCRSC Project Work

Total 6000 - NCRSC Project Work Groups

7000 - NCRSC Motions

7000.1 - Mileage/Travel

7000.2 - Hotel

7000.3 - Copies & Supplies

7000.4 - Rent

7000.5 - Literature

7000.6 - Per Diem

7000.7 - Equipment & Softwa

7000 - NCRSC Motions - Oth

Total 7000 - NCRSC Motions

8000 - NCRSC Project Proposals

8000.1 - Mileage/Travel

8000.2 - Hotel

8000.3 - Copies/Supplies

8000.4 - Rent/Insurance

8000 - NCRSC Project Propo

Total 8000 - NCRSC Project Proposals

4500 - DISCRETIONARY EXPENSES - Othe

Total 4500 - DISCRETIONARY EXPENSES

60900 - Business Expenses

65100 - Other Types of Expenses

65120 - Insurance - Liability, D and O

65160 - Other Costs

65100 - Other Types of Expenses - Other

Total 65100 - Other Types of Expenses

66000 - Payroll Expenses

68300 - Travel and Meetings

68310 - Conference, Convention, Meeting

68320 - Travel

68300 - Travel and Meetings - Other

Total 68300 - Travel and Meetings

Total Expense \$109,210.00

**NCRSC**  
**Profit & Loss**  
 July 2019 through June 2020

	Jul '19 - Jun 20
<b>Income</b>	
<b>1 · DONATIONS - RSC Income</b>	
SubCommittee Donations	1,000.00
<b>100 · Area Donations</b>	
101 · American River Area	1,568.57
102 · Contra Costa Area	3,830.00
103 · East Bay Central Area	3,774.89
104 · East Bay North Area	770.00
105 · Greater San Jose Area	2,000.00
106 · Humboldt Del Norte Area	150.00
107 · Lake County Area	2,000.00
108 · Marin County Area	3,863.59
109 · Medocino County Area	3,763.41
110 · Mission Peak Area	3,248.16
111 · Monterey Area	12,120.00
112 · Napa/Solano Area	5,995.23
113 · 916 North Area	3,100.00
114 · Peninsula Area	3,350.00
115 · River Cities Area	4,138.44
116 · Sacramento Area	1,500.00
117 · San Francisco Area	500.00
118 · Santa Cruz Area	2,650.00
119 · Shasta Area	511.19
120 · Sierra Foothills Area	5,632.83
121 · Sonoma County Area	4,321.56
122 · Area De Habla Hispana Del Norte	619.66
123 · Middle Mountain Area	2,504.94
100 · Area Donations - Other	1,249.36
<b>Total 100 · Area Donations</b>	73,161.83
<b>200 · Group Donations</b>	
256 Wild Recovery	542.00
143 · Los Gatos Home Group - GSJO Are	516.17
211 · We do recover (Sonoma)	258.48
223 · "Easy Does it Group" (Vallejo)	100.00
227 · NA Nooners Group	407.50
228 · Back to Basics (Sonoma)	25.00
230 · Back to Basics Cotati	240.00
245 · Friday Night Alternative	37.28
249 · Davis NA Group 104	284.06
257 · NA Tuesday Night Group	263.84
200 · Group Donations - Other	2,031.56
<b>Total 200 · Group Donations</b>	4,705.89
<b>300 · Individual Member Donations</b>	1,216.71
<b>400 · NCRSO Inc Donation to RSC</b>	
400.01 · NCCNA Donation	25,000.89
400 · NCRSO Inc Donation to RSC - Other	5,027.55
<b>Total 400 · NCRSO Inc Donation to RSC</b>	30,028.44
<b>1 · DONATIONS - RSC Income - Other</b>	1,525.25
<b>Total 1 · DONATIONS - RSC Income</b>	111,638.12
<b>900 · Savings Account Interest Income</b>	10.20
<b>Total Income</b>	111,648.32
<b>Gross Profit</b>	111,648.32
<b>Expense</b>	
<b>1000 · ADMINISTRATIVE COSTS</b>	
1050 · Rent (RSO Subsidy)	45,540.00
1060 · Travel	
1060.01 · FST Mileage	1,642.90



**NCRSC**  
**Profit & Loss**  
 July 2019 through June 2020

	Jul '19 - Jun 20
1060.03 · RCM Mileage	479.50
<b>Total 1060 · Travel</b>	<b>2,122.40</b>
1070 · Equipment & Software	149.00
1090 · Banking Fees	
1000.02 · Returned Checks	614.22
1090.01 · Banking Fees	12.00
<b>Total 1090 · Banking Fees</b>	<b>626.22</b>
<b>Total 1000 · ADMINISTRATIVE COSTS</b>	<b>48,437.62</b>
2000 · Routine Fellowship Support	
2020 · Professional Events	
2020.01 · Fees	430.00
2020.02 · Mileage	1.80
<b>Total 2020 · Professional Events</b>	<b>431.80</b>
2040 · Regional Assemblies(CAR)	
2040.01 · CAR Event	877.03
2040.02 · CAR Reports	479.56
2040.03 · Per Diem	100.00
<b>Total 2040 · Regional Assemblies(CAR)</b>	<b>1,456.59</b>
2080 · Regional Insurance Policy Reimb	15,326.00
<b>Total 2000 · Routine Fellowship Support</b>	<b>17,214.39</b>
3000 · Zonal & WSC Travel Activities	
3010 · World Serv. Conf. - Up to 2	1,508.58
3020 · WS Zonal Forum - Up to 2 people	2,832.15
3050 · WS Learning Days - Up to 6	3,027.04
<b>Total 3000 · Zonal &amp; WSC Travel Activities</b>	<b>7,367.77</b>
4000 · RSC Donation to NAWS	17,091.36
4500 · DISCRETIONARY EXPENSES	
5000 · NCRSC FELLOWSHIP DEVELOPMENT	
5010 · FD Travel Requests	
5010.01 · FD Mileage	394.87
5010.02 · FD Hotel	292.81
<b>Total 5010 · FD Travel Requests</b>	<b>687.68</b>
5020 · FD Copies and Supplies	18.46
<b>Total 5000 · NCRSC FELLOWSHIP DEVELOPMENT</b>	<b>706.14</b>
7000 · NCRSC Motions	
7000.1 · Mileage/Travel	297.15
7000.2 · Hotel	224.00
7000.7 · Equipment & Software	516.55
<b>Total 7000 · NCRSC Motions</b>	<b>1,037.70</b>
<b>Total 4500 · DISCRETIONARY EXPENSES</b>	<b>1,743.84</b>
65100 · Other Types of Expenses	
65120 · Insurance - Liability, D and O	500.00
<b>Total 65100 · Other Types of Expenses</b>	<b>500.00</b>
<b>Total Expense</b>	<b>92,354.98</b>
<b>Net Income</b>	<b>19,293.34</b>