

November, 2007

Northern California Region of Narcotics Anonymous

Regional Service Office  
Board of Directors



Annual Report

Fiscal Year 2006-2007



1820 Walters Court, Suite A, Fairfield, CA 94533

TABLE OF CONTENTS

INTRODUCTION..... 3

LETTER FROM BOARD PRESIDENT 2006-2007..... 5

NCRSO BOARD OF DIRECTORS..... 6

LITERATURE SALES POLICIES ..... 7

CREDIT POLICY ..... 8

NCRSO Budget to Actual 2006-2007 and Budget 2007-2008..... 9

NCRSO BOARD OF DIRECTORS BUSINESS PLAN ..... 13

NCRSO Inc. Balance Sheet ..... 14

INSURANCE POLICIES AND CLAIMS ..... 15

NCCNA ..... 16

NCCNA XXIX BUDGET TO ACTUALS .....17

NCCNA 30 BUDGET.....18

NCRSC ..... 19

NCRSC 2006-2007 AREA/GROUP/REGIONAL DONATIONS.....20

NCRSC Budget to Actual 2006-2007 and Budget 2007-2008.....21

NCRSO Board of Directors  
1820 Walters Court, Suite A  
Fairfield, CA 94533  
707-422-9234  
[www.norcalna.org](http://www.norcalna.org)

## INTRODUCTION

It is an expectation that California Public Benefit Non-Profit Corporations provide their membership with a complete Annual Report after the close of each fiscal year. To that end, the NCRSO has prepared this report for the fellowship of Northern California. This report will focus on the activities of the 2006-2007 fiscal year, and the plans for the 2007-2008 fiscal year. This report includes reports and financial information from NCRSO, NCCNA and NCRSC.

Activity during 2006 - 2007 at the Office:

### *I. Financial*

- A. Income was more than expenses by \$43,996.86. \$10,000 of this income was added to a Certificate of Deposit already held by the RSO as prudent reserve, bringing the total in CDs to \$30,000, plus interest accrued.
- B. Due to an increased effort by our office manager, our customer accounts with overdue balances have gone down substantially.
- C. Continued to provide reports to simplify the financial message, making it more available to the fellowship as a whole.

### *II. Sales*

- A. The 2006-2007 fiscal year experienced an increase in literature sales and a decrease in gift sales. During the year, \$580,119.58 worth of literature and \$5,569.72 worth of gift items were sold.
- B. We began taking orders online and have sold a total of \$10,839.51 since going live in March 27, 2007.
- C. Our RSO Booth at NCCNA was extremely successful this past year. We sold \$15,276.78 worth of literature and gifts during the four days onsite in Santa Clara.
- D. Due to an anticipated increase in sales, we have increased our stock on hand by approximately \$20,000. This has decreased the amount of back orders and added to customer satisfaction.

### *III. Interim Change in BOD Personnel*

- A. The board functioned with seven members for most of the year, with both Treasurer and Assistant Treasurer positions being vacant.
- B. Two new members were welcomed to the board in May 2007 and were welcomed with open arms. They took on the positions of Treasurer and Assistant Treasurer.

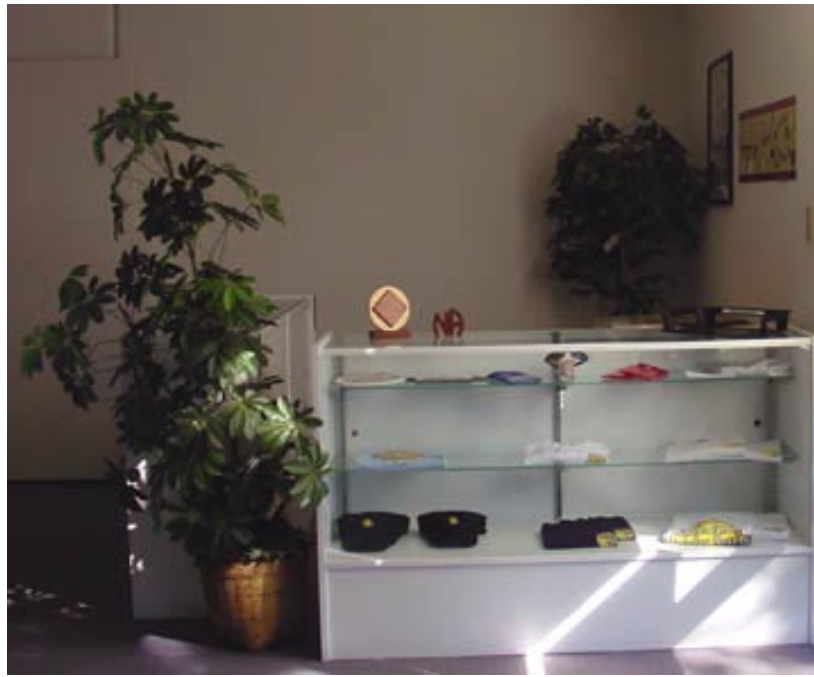
### *IV. Additions and Challenges*

- A. The board added a line item to the budget for training and development of office personnel. We felt that investing in employee development would help increase efficiency and employee morale in the office.
- B. With the help of a member of the fellowship, we were able to add much needed shelving for storage both upstairs for NCCNA and in the back of the literature distribution area.

- C. We added an automatic thermostat in the meeting area to bring down the cost of utilities and to control the temperature in the big room during the weekend meetings.
- D. The ability to complete tasks with only seven members was a challenge for the board over the past fiscal year, but we persevered and were able to accomplish many significant projects, some of which are listed here:
  - 1. Completed revamping of the Nor Cal Website, including the addition of online sales.
  - 2. Developed, documented, and implemented a literature return policy, an online sales policy and a privacy policy. Updated our insurance policy documents, our credit account guidelines, and our shipping and handling structure.
  - 3. Changed policy to allow RSC Representative to the Board to attend our closed sessions dealing with employee issues.
  - 4. Developed an easily understood sales and aging report to track outstanding invoices, making it easier for the board to understand.
  - 5. Began process of increase marketing efforts.
  - 6. Changed shipping policy on order turn around time from 3 days to 3 to 5 days, giving our distribution staff slightly more time to get orders out, if necessary.

Yours in service,

Sue Lydick  
President  
NCRSO, Inc. Board of Directors  
2007-2008



Front Display Case at Regional Service Office

## LETTER FROM BOARD PRESIDENT 2006-2007

This has been a productive year for the Northern California Regional Service Office Board of Directors. We have accomplished most of our goals. In continuing and improving our orientation for new NCRSO Board members, we have assigned mentors to each new board member. This has proven to be a big help. We have started creating time lines for each director and implementing them into the BOD binder. We have encouraged the BOD members to spend at least one day in the office to see how it operates. I personally was able to spend over 5 days at the office during the past year, and this has helped me understand how operations run day to day. I believe this hands on insight helps in making better overall decisions for the office.

One of our goals was to increase sales by 10%. We implemented the online sales of literature and gifts on our web site. The BOD has also been working with PR to create a database of professionals and mailing out introduction letters to potential customers.

The website working group completed the re-development and re-design of the Northern California website. <http://www.norcalna.org> Some of the changes included RSO online sales, RSC forms, Regional Guidelines and Subcommittee Guidelines and Handbooks. This has been a long process, but well worth it. There has been a great response from the fellowship with information and forms being available on line.

The BOD decided to put out an invitation to the Areas to invited board members to speak at Area meetings and/or area functions, discussing the role and functions of the BOD in relationship to the Northern California Fellowship. Board members are also available to assist areas, when requested, with financial, insurance, and other board related issues. There were a few requests from Areas and all were well received.

Regards,

Frank Williams  
President of NCRSO BOD  
2006-2007

NCRSO BOARD OF DIRECTORS

**Sue Lydick**

*President*

Two-Year Pool Seat

Term Expires 2008

**Kelly Johnson-Simms**

*Vice President*

Two-Year Pool Seat

Term Expires 2009

**Jennie Coleman**

*Treasurer*

Two-Year Pool Seat

Term Expires 2009

**Open Position**

*Asst. Treasurer*

**Becky Goldberg**

*Secretary*

Two Year Pool Seat

Term Expires 2008

**Luis Libran**

*Insurance / Contract Negotiator*

Two Year Pool Seat

Term Expires 2008

**Richard Mann**

*Office Operations / Personnel*

Two-Year Pool Seat

Term Expires 2008

**David Sylvester**

*Sales / Inventory*

One-Year Direct Elect

Term Expires 2007

**Open Position**

*Member at Large*

## LITERATURE SALES POLICIES

### **Discount Structure**

Sales Amount Range	Discount %
\$ 0.00 - \$ 100.00	0%
\$ 100.01 - \$ 500.00	7%
\$ 500.01 - \$ 5,000.00	10%
\$5,000.01 +	12%

### **Shipping & Handling Charges**

(based on sub-total before taxes)

Sales Amount Range	Charges
\$ 0.00 - \$ 25.00	\$6.00
\$ 25.01 - \$ 50.00	\$7.00
\$ 50.01 - \$150.00	9%
\$150.01 - \$500.00	8%
\$500.01 +	7%

### **Will Call Handling Fee**

(If order is called in and will be picked up – there will be a will-call handling fee)

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



Literature Distribution Area of RSO Office

## CREDIT POLICY

1. The NCRSO extends credit to NA Area and Regional level service bodies as well as established businesses.
2. New clients must pre-pay the first three (3) orders.
3. After three pre-payment orders, eligible clients may be extended net 30 terms if we have the following information.
  - a. For businesses, a completed credit application must be on file with our office. This application will include all Federal Tax ID information.
  - b. For NA service bodies we must have acknowledgement of terms and conditions signed by the chairperson of the service body. In addition, contact information is required from both the person responsible for ordering, and the person responsible for paying for the orders. Required information includes: name, address, phone number, e-mail, and the end date of their service commitment.
4. In the event an account is over 30 days past due (*60 days from date of shipment*), the account will be placed on credit hold and a collection letter will be sent. For Northern California NA Area or Regional accounts, a second letter will be hand delivered to the appropriate RCM at the next RSC meeting. Five days after mailing the collection letter a phone call will be made to the person responsible for paying the bills.

NOTE: If either the ASC, or one of its 'subcommittees' account 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.

5. All existing accounts must be updated in accordance with item (3) of this document by January 1, 2006.
6. 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 is updated.

NCRSO Budget to Actual 2006-2007  
NCRSO Budget 2007-2008  
Approved July, 2007

	<u>06-07</u>	<u>06-07</u>	<u>07-08</u>
	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>
Ordinary Income/Expense			
Income			
110 · Sales			
111 · Convention Income		15,276.78	10,000.00
112 · Gift Income			
112.1 · Traditional Gift Income			
112.2 · Online Gift Income			
112.3 · Convention Gift Income			
Total 112 · Gift Income	7,500.00	5,569.72	5,000.00
113 · Freight/outgoing			
113.1 · Shipping and Handling		33,893.72	35,000.00
113.2 · Will Call Handling	40,000.00	3,854.26	3,500.00
Total 113 · Freight/outgoing	40,000.00	37,747.98	38,500.00
114 · Literature Income			
114.1 · Traditional Literature Income			
114.2 · Online Literature Income			
114.3 · Convention Literature Income			
Total 114 · Literature Income	610,000.00	580,119.58	650,000.00
115 · PO Discounts	164,700.00	163,389.72	178,000.00
Total 110 · Sales	822,200.00	802,103.78	881,500.00
120 · Equipment Rentals			
121 · Cash Register Rental		275.00	
122 · Easel Rental			
123 · Safe Rental		50.00	
124 · Bill Counter Rental		50.00	
Total 120 · Equipment Rentals	600.00	375.00	300.00
130 · Facility Rent	12,000.00	13,000.00	12,000.00
140 · Insurance Income			
141 · Insurance Certificate	1,200.00	1,695.00	2,200.00
142 · General Liability Reimbursement from RSC	9,300.00	18,247.00	9,038.00
Total 140 · Insurance Income	10,500.00	19,942.00	11,238.00
150 · Interest	420.00	514.43	500.00

160 · Inventory Adjustment	1,000.00		
170 · Area Phonelines	12,000.00	12,330.90	12,500.00
180 · Miscellaneous Income		3,106.49	
181 · Donations		50.00	
183 · Rebates		15.12	
185 · Bad Check Payment		238.00	
186 · Bad check Bank Charge Payment		4.00	
Total 180 · Miscellaneous Income		<u>3,413.61</u>	
190 · NCRSC			
191 · RSC 1-time supplemental income		10,000.00	
192 · RSC Supplemental Income (mthly)		12,000.00	
193 · Rep Hotel Room Reimbursement			
Total 190 · NCRSC		<u>22,000.00</u>	
200 · NCCNA			
201 · NCCNA Sales Tax Received	5,500.00	6,474.42	7,000.00
202 · NCCNA Convention Income		83,542.27	
203 · BOD Room Reimbursement	2,250.00	217.94	2,250.00
Total 200 · NCCNA	<u>7,750.00</u>	<u>90,234.63</u>	<u>9,250.00</u>
Total Income	<u>866,470.00</u>	<u>963,914.35</u>	<u>927,288.00</u>
Cost of Goods Sold (COGS)			
5000 · Cost of Goods Sold		610,489.30	
5001 · Convention Cost of Goods		13,284.16	
Total COGS	<u>650,000.00</u>	<u>623,773.46</u>	<u>693,000.00</u>
Gross Profit	<u>216,470.00</u>	<u>340,140.89</u>	<u>234,288.00</u>
Expense			
300 · Bank Expenses			
301 · Bank Service Charges		3,74.08	
302 · BankCard Annual Fee		218.86	
303 · BankCard Finance Charge		8.34	
304 · BankCard Late Fees			
Total 300 · Bank Expenses	<u>3,500.00</u>	<u>3,301.28</u>	<u>4,000.00</u>
310 · Accounting Services	5,200.00	2,341.75	5,200.00
320 · Area Phonelines	12,000.00	12,016.99	12,500.00
330 · Convention Expense		3,532.46	

331 · Hotel Room - Special Workers and RSC Rep	750.00	696.60	1,500.00
332 · Raffle Item	270.00	130.00	200.00
334 · NCCNA Merchandise Sales Tax	5,500.00	6,474.42	7,000.00
Total 330 · Convention Expense	6,520.00	10,833.48	8,700.00
340 · Directors Expense			
341 · Mileage	5,000.00	4,043.41	5,000.00
342 · Parking	500.00		500.00
343 · Rooms (Convention)	4,500.00	3,633.84	4,500.00
344 · Travel	500.00	188.00	3,000.00
340 · Supplies			200.00
Total 340 · Directors Expense	10,500.00	7,875.80	13,200.00
350 · Employment Expenses			
351 · Health Insurance	11,000.00	8,596.00	12,000.00
352 · Payroll Services	1,200.00	1,486.50	1,500.00
353 · Salary	46,000.00	46,965.20	54,000.00
354 · Taxes	13,500.00	16,297.86	19,000.00
355 · Travel Reimbursement	250.00	206.10	1,000.00
356 · Continuing Education			500.00
Total 350 · Employment Expenses	71,950.00	73,551.66	88,000.00
360 · Insurance			
361 · Executive Risk	2,500.00	516.00	2,500.00
362 · General Liability	9,300.00	7,834.00	9,038.00
363 · Cost of Riders		90.00	1,000.00
364 · Workers Compensation	1,500.00	1,151.00	1,500.00
Total 360 · Insurance	13,300.00	9,591.00	14,038.00
370 · Handling Costs			
371 · Incoming Freight	9,000.00	7,829.84	10,000.00
372 · Outgoing Freight	24,000.00	20,644.48	24,000.00
373 · Packaging Supplies	2,000.00	2,238.29	2,000.00
Total 370 · Handling Costs	35,000.00	30,712.61	36,000.00
380 · Inventory Adjustment	1,000.00	-178.91	
400 · Office Expenses			
401 · Security	500.00	881.64	1,000.00
402 · Maintenance and Repairs	100.00	671.39	500.00
403 · Janitorial	1,500.00	1,690.00	1,600.00
404 · Computer Expense	900.00	1,504.99	3,300.00
406 · Equipment Purchases	4,000.00	208.56	5,000.00
407 · Equipment Repairs	500.00		500.00
408 · Garbage	2,000.00	903.26	1,200.00
409 · Gas & Electric	6,500.00	4,674.99	5,000.00
410 · Office Supplies			
410.1 · Coffee Supplies		148.14	

410.2 · Shared-Use (RSC/NCCNA) Supplies	600.00	3,036.51	
Total 410 · Office Supplies	4,000.00	3,184.65	3,000.00
413 · Telephone	3,000.00	2,861.28	3,000.00
414 · Rent	24,570.00	23,227.67	25,000.00
415 · Pest Control	700.00	340.00	500.00
417 · Postage	450.00	674.31	1,000.00
418 · Licenses and Permits	125.00	85.00	125.00
Total 400 · Office Expenses	52,910.40	40,907.74	50,725.00
450 · Copy Machine Costs			
451 · Copy Machine Rental	2,500.00	2,421.46	2,500.00
452 · Copy Paper	200.00	320.12	400.00
453 · Ink Supplies		355.63	400.00
454 · Copy Machine Maintenance	1,000.00	1,206.49	1,000.00
Total 450 · Copy Machine Costs	3,700.00	4,303.70	4,300.00
460 · RSC Donation		83,542.27	
470 · Web Site			
470 · Web Site Hosting		683.37	500.00
471 · Website Development	2,000.00	12,762.58	2,000.00
472 · Website Maintenance	5,000.00	2,882.50	3,000.00
Total 470 · Web Site	7,000.00	16,328.45	5,500.00
500 · Sales Tax Expense	200.00	50.12	150.00
520 · Advertising	150.00	169.78	200.00
Misc. Other		894.30	
Total Expense	222,930.40	296,242.02	242,513.00
Net Ordinary Income	-6,460.40	43,898.87	-8,225.00
Net Income	<u><u>-6,460.40</u></u>	<u><u>\$43,898.87</u></u>	<u><u>-\$8,225.00</u></u>

# NCRSO BOARD OF DIRECTORS BUSINESS PLAN

Fiscal Year: 2007 – 2008

Approved: October 6, 2007

Adoption of this plan by the NCRSO Board clearly establishes the desire of the Board to meet the following goals. These goals are ranked in order of priority and urgency. The Business Plan shall serve as the primary focus of the NCRSO Board of Directors for the next year following its adoption, or until such time as these goals are adequately met or amended.

## **Goal #1**

*Working with the RSC, discuss and implement new ideas to increase participation in service at Regional level.*

## **Goal #2**

*To complete a “Treasurer’s Best Practices” manual for the use of the Northern California Fellowship of Narcotics Anonymous.*

## **Goal #3**

*To increase total sales by 5%*

- a) Through continued marketing and accessing new marketing channels.
- b) Through online sales.
- c) Through increased gift item sales.

## **Goal #4**

*To replace aging capital equipment such as cash registers used at NCCNA, credit card machines and computers.*

## **Goal #5**

*To archive previous NCCNA convention workshop and speaker tapes to a new format to insure permanency.*



Literature Distribution Area - NCRSO

## NCRSO Inc. Balance Sheet

<b>ASSETS</b>		<b>6/30/2006</b>	<b>6/30/2007</b>
<b>Current Assets</b>			
NCRSO General Checking Account – B of the W		\$59,724.12	\$40,812.27
NCRSO Payroll Account – Bank of the West		-\$285.65	-\$489.89
NCRSO CD #1 – Bank of the West		\$10,936.12	\$11,165.11
NCRSO CD #2 – Bank of the West		\$10,610.40	\$20,895.84
NCRSO Office Checking Account – B of the W		\$458.00	\$68.13
NCRSO Office Operations – Petty Cash		\$221.59	\$326.17
<b>Other Current Assets</b>			
NCCNA Convention Account – Bank of the West		\$3,647.92	\$723.58
NCCNA Convention Account #2 – B of the W		\$2,980.81	\$3,758.10
NCCNA Money Market Account – B of the W		\$106,896.01	\$96,567.97
<b>Total Checking/Saving</b>		<b>\$195,189.32</b>	<b>\$173,827.28</b>
<b>Other Current Assets</b>			
Accounts Receivable		\$12,312.42	\$31,798.75
Undeposited Funds		-\$17,611.79	-\$20,060.67
NCRSO Inventory		\$46,490.35	\$70,309.34
Undeposited Fund		\$4,504.16	\$11,376.87
<b>Total Other Current Assets</b>		<b>\$45,695.14</b>	<b>\$93,424.29</b>
<b>Total Current Assets</b>		<b>\$284,394.00</b>	<b>\$267,251.57</b>
<b>Fixed Assets</b>			
Furniture and Equipment		\$34,062.01	\$34,062.01
Accumulated Depreciation		-\$33,706.01	\$34,062.01
<b>Total Fixed Assets</b>		<b>\$356.00</b>	<b>\$0</b>
<b>TOTAL ASSETS</b>		<b>\$284,750.00</b>	<b>\$267,251.57</b>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Federal Payroll Tax Payable		\$6,480.69	\$7,703.28
State Payroll Tax Payable		\$1,105.04	\$1,173.94
Sales Tax Payable		-\$1,990.28	-\$656.59
Accounts Payable		-\$1,273.88	\$20,055.27
<b>Total Current Liabilities</b>		<b>\$4,321.57</b>	<b>\$28,275.90</b>
<b>Equity</b>			
Opening Balance Equity		\$152,229.79	\$217,018.75
Retained Earnings		\$13,585.69	-\$13,021.25
Capital			\$-8,920.70
Net Income		\$114,612.95	\$43,898.87
<b>Total Equity</b>		<b>\$280,428.43</b>	<b>\$238,975.67</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>\$284,750.00</b>	<b>\$267,251.57</b>

## INSURANCE POLICIES AND CLAIMS

2006-2007

We have 3 insurance policies to serve the needs of fellowship and the NCRSO.

1. General Liability Package:

- This covers the inventory, office equipment and all merchandise stored at the RSO.
- This policy also covers General Liability\* and Professional Liability.
- This policy covers meetings of NA for events with attendance of less than 900.
- Events over 900 needs to be submitted to the carrier through the agent.
- Likewise, any unity days should be submitted to the carrier through the agent.

2. Directors & Officers Liability Insurance:

- This protects your elected members (directors/officers), (including their spouses) of the RSO in case of lawsuits.

3. Workers Compensation:

- This covers our special workers at the RSO in case of injury

We paid out no insurance claims in the 2006-2007 fiscal year.

### **Insurance Policy Challenges and Changes:**

Over the past year, we have been able to accomplish the revision, addition and completion of a more comprehensive “insurance package” made available to the fellowship. The fellowship was kept informed, answering questions and providing insurance to areas and events.

Since the beginning of this fiscal year the board has revised the insurance packet to include cost and timeframe modifications. The following expediting policy has been put into effect beginning October 2007.

*If the facility wants to be **named** on the Proof of Insurance document, a “Request for Certificate” document must be completed and **submitted 30 days in advance** to the RSO along with payment of \$15.00. Any request that are received less than 30 days before the event will be charged an expediting fee of \$25.00, Any requests that are received less than 15 days before the event will be charged an expediting fee of \$50.00. These expediting fees do not include the \$15.00 “Request for Certificate” fees.*

## NORTHERN CALIFORNIA CONVENTION OF NARCOTICS ANONYMOUS

NCCNA has had an extremely successful year in every respect and is looking forward to 2008. The first three and half months of 2007 were focused on completing the work that led to our wonderful celebration of recovery in Santa Clara at NCCNA 29. The economic results of this event helped to fund the services necessary for an ever growing fellowship in our Region as well as the ability to make a substantial contribution to World. Our members were the recipients of great entertainment events, unmatched courtesy and professionalism by the hotel and convention staff, strong speakers carry the NA message of recovery and service from the more than 1000 volunteers giving of there time and efforts. This time period was also used to begin the preplanning for next years 30<sup>th</sup> anniversary convention, NCCNA 30, which will be held Sacramento in March 2008.

In April we held our closing meeting for our 2007 event followed by our opening meeting for NCCNA 30. 21 members were seated 15 of those had prior experience as a members of NCCNA. We elected administrative members and made the appointments necessary to ensure all functions were covered and went to work. NCCNA meets the 3<sup>rd</sup> Saturday of every month and typically lasts 8 to 10 hours. Our subcommittees also meet monthly, beginning to expand our circle of members all of which make a major contribution to the success of the convention. We realize that NCCNA has a proud tradition of being one of the most successful events in all of NA. It is our goal to maintain the record of excellence that is the foundation of that tradition.

Barry Wyatt  
Chairperson NCCNA 30

**NCCNA XXIX  
NO MATTER WHAT  
April 5-8, 2007  
Santa Clara, CA**

	<b>Category</b>	<b>Budget</b>	<b>Actual</b>
<b>Income</b>			
	Pre-Registration	\$ 7,500.00	\$ 13,975.00
	Online Pre-Registration	\$ 17,500.00	\$ 17,950.00
	Registration (Onsite)	\$ 66,000.00	\$ 65,160.00
	Merchandise	\$ 70,000.00	\$ 84,952.29
	Entertainment	\$ 32,750.00	\$ 42,087.00
	Other	\$ 30,960.28	\$ 51,927.64
	<b>Total</b>	<b>\$224,710.28</b>	<b>\$276,051.93</b>
<b>Expense</b>			
	Arts & Graphics	\$ 16,848.00	\$ 10,195.37
	Entertainment	\$ 31,450.00	\$ 19,032.32
	Executive	\$ 61,225.00	\$ 50,299.49
	Host	\$ 22,200.00	\$ 16,745.05
	Merchandise	\$ 64,300.00	\$ 64,885.49
	Program	\$ 14,930.00	\$ 10,252.97
	Registration	\$ 6,600.00	\$ 5,995.06
	<b>Total</b>	<b>\$218,928.00</b>	<b>\$177,405.70</b>
<b>Profit/Loss</b>			
	Total Income	\$224,710.28	\$276,051.93
	Total Expenses	\$218,928.00	\$177,405.70
	Adjustment		
	<b>Net</b>	<b>\$ 5,782.28</b>	<b>\$ 98,646.23</b>

**NCCNA XXX**  
**30 YEARS – IT WORKS!**  
**March 20-23, 2008**  
**Sacramento , CA**

	<b>Category</b>	<b>Budget</b>
<b>Income</b>		
	Pre-Registration	\$ 9,000.00
	Online Pre-Registration	\$ 21,000.00
	Registration (Onsite)	\$ 75,000.00
	Merchandise	\$ 75,000.00
	Entertainment	\$ 51,200.00
	Other	\$ 32,908.31
	<b>Total</b>	<b>\$264,108.31</b>
<b>Expense</b>		
	Arts & Graphics	\$ 20,600.00
	Entertainment	\$ 47,800.00
	Executive	\$ 60,875.00
	Host	\$ 22,600.00
	Merchandise	\$ 80,400.00
	Program	\$ 14,650.00
	Registration	\$ 6,100.00
	<b>Total</b>	<b>\$253,025.00</b>
<b>Profit/Loss</b>		
	Total Income	\$264,108.31
	Total Expenses	\$253,025.00
	Adjustment	
	<b>Net</b>	<b>\$ 11,083.31</b>

## Northern California Regional Service Committee

To the Fellowship of the Northern California Region of NA,

With this years Annual Report comes another opportunity to review the past year at the RSC, take stock of where we are now, and plan for the year ahead.

This last year saw several service positions at the RSC go unfilled. Finding qualified members to be of service continues to be a challenge.

That being said, the Regional Service Committee has been busy this last year. The monthly RSC meeting has taken several “road-trips” to outlying areas helping to build unity within our region. Recently the RSC conducted a comprehensive inventory and is preparing to implement new procedures to assist the committee in better serving the region.

These changes, coupled with our ever growing Regional Convention, are sure to offer many new challenges in the coming year. It is truly an exciting time to be a member of Narcotics Anonymous in Northern California.

In Service,

Jon Boone  
NCRSC Chair

**NCRSC 2006-2007  
AREA/GROUP/REGIONAL DONATIONS**

<b>Northern California Area Donations</b>	
American River	\$13,551.31
Contra Costa	\$8,114.00
East Bay Central	\$675.00
East Bay North	\$415.29
Greater San Jose	\$10,796.54
Humboldt/Del Norte	\$600.00
Lake	\$725.00
Marin	\$2,000.00
Mendocino	\$550.00
Mission Peak	\$7,237.48
Monterey	\$2,101.86
Napa Solano	\$3,958.50
916 North	\$1,414.53
Peninsula	\$6,678.78
River Cities	\$258.50
Sacramento	\$100.00
San Francisco	\$3,421.73
Santa Cruz	\$1,442.93
Shasta	\$930.05
Sierra Foothills	\$2,125.38
Sonoma	\$12,448.24
	<b>\$79,545.12</b>
Group and Individuals Donations	\$8,404.13
Regional Donations	\$83,693.21
<b>Total Donations</b>	<b>\$171,642.46</b>
<b>Donations from NCRSC to NAWS</b>	<b>\$ 114,529.59</b>

**NCRSC**  
**2007-2008 Budget**

<b><u>ACCT</u></b> <b><u>#</u></b>	<b><u>CATEGORY</u></b>	<b><u>BUDGET</u></b> <b><u>2006-2007</u></b>	<b><u>ACTUAL</u></b> <b><u>2006-2007</u></b>	<b><u>BUDGET</u></b> <b><u>2007-2008</u></b>
<b>1000</b>	<b>RD &amp; RD-A</b>			
<b>1050</b>	Telephone-RD&Alt	100.00	0	\$ 100.00
<b>1060</b>	Mailing & Supplies-RD&Alt	150.00	67.26	\$ 100.00
<b>1070</b>	Mileage-RD&Alt	1200.00	451.70	\$ 1,000.00
<b>1080</b>	Copies-RD&Alt	100.00	92.34	\$ 150.00
<b>1090</b>	World Service Conference-RD&Alt	2,000.00	0	\$ 2,000.00
<b>1100</b>	Western States Forum-RD&Alt	1,300.00	1,230.80	\$ 1,600.00
<b>1110</b>	Intra Regional Travel-RD&Alt	1,000.00	88.82	\$ 500.00
<b>1120</b>	World Service Meeting	2,500.00	914.68	\$ 2,000.00
<b>1130</b>	Hotel-Western States Forum	0.00	0	\$ -
	<b>TOTAL RD &amp; RD ALT</b>	<b>\$ 8,350.00</b>	<b>\$ 2,845.60</b>	<b>\$ 7,450.00</b>
<b>2000</b>	<b>NCRSC ADMIN</b>			
<b>2050</b>	Telephone-Admin.	50.00	0	\$ 50.00
<b>2070</b>	Mileage-Admin.	4,000.00	3,381.05	\$ 4,000.00
<b>2090</b>	Rent-Admin.	100.00	0	\$ 100.00
<b>2100</b>	RSC Rep to BOD- 1/2 hotel to NCCNA			\$ 300.00
	<b>TOTAL ADMIN</b>	<b>\$4,150.00</b>	<b>\$3,381.05</b>	<b>\$ 4,450.00</b>
<b>3000</b>	<b>REG. SERVICE COMM</b>			
<b>3060</b>	Mailing & Supplies-RSC	200.00	103.69	\$ 200.00
<b>3070</b>	RCM Gas Fund-RSC	200.00	0	\$ 200.00
<b>3080</b>	Copies-RSC	2,000.00	1,657.84	\$ 2,500.00
<b>3090</b>	Rent-RSC	7,700.00	7,375.00	\$ 7,500.00
<b>3100</b>	RCM Orientation Packs-RSC	250.00	77.04	\$ 250.00
<b>3120</b>	Insurance-RSC	10,000.00	9,209.00	\$ 10,000.00
<b>3130</b>	Area Emergency Fund-RSC	200.00	0	\$ 200.00
<b>3150</b>	Equipment\Software	300.00	29.95	\$ 300.00
<b>3160</b>	RSO Support	12,000.00	12,000.00	\$ 12,000.00
	<b>TOTAL RSC</b>	<b>\$32,850.00</b>	<b>\$30,452.52</b>	<b>\$ 33,150.00</b>
<b>4000</b>	<b>CAR/REGIONAL ASSEMBLY</b>			
<b>4050</b>	Conference Agenda Reports-RSC			\$ 1,000.00
<b>4060</b>	Mailing & Supplies-Assemblies			\$ 600.00
<b>4090</b>	Rent-Assemblies			\$ 1,000.00
	<b>TOTAL</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ 2,600.00</b>

<u>ACCT</u> <u>#</u>	<u>CATEGORY</u>	<u>BUDGET</u> <u>2006-2007</u>	<u>ACTUAL</u> <u>2006-2007</u>	<u>BUDGET</u> <u>2007-2008</u>
<b>5000</b>	<b>HOSPITALS &amp; INSITUT.</b>			
5050	Telephone-H&I	100.00	0	\$ 100.00
5060	Mailing & Supplies-H&I	50.00	35.68	\$ 150.00
5070	Mileage-H&I	2,000.00	1,630.14	\$ 2,500.00
5080	Copies-H&I	150.00	119.36	\$ 175.00
5100	Literature-H&I	3,500.00	1,498.77	\$ 2,500.00
5200	Service Related Tools-H&I	100.00	0	\$ 100.00
5220	Western Svs Learning Days-H&I	1,500.00	1040.81	\$ 1,500.00
5300	H&I- 1/2 hotel room to NCCNA			\$ 300.00
	<b>TOTAL H&amp;I</b>	<b>\$7,400.00</b>	<b>\$4,324.76</b>	<b>\$ 7,325.00</b>
<b>6000</b>	<b>PUBLIC RELATIONS</b>			
6050	Telephone-PI	50.00	0	\$ 50.00
6060	Mailing & Supplies-PI	100.00	72.93	\$ 100.00
6070	Mileage-PI	2,600.00	2,550.62	\$ 3,000.00
6080	Copies-PI	150.00	54.63	\$ 150.00
6100	Literature for Non-NA Events-PI	600.00	256.26	\$ 600.00
6200	Service Related Tools-PI	100.00	134.75	\$ 100.00
6210	Fees for Non NA Events-PI	1,600.00	42.70	\$ 800.00
6220	Western Svs. Learning Days-PI	1,100.00	1,079.71	\$ 1,500.00
6230	Calif. Phonenumber List	50.00	0	\$ 50.00
6300	PR- 1/2 hotel room to NCCNA			\$ 300.00
	<b>TOTAL PI</b>	<b>\$6,350.00</b>	<b>\$4,191.60</b>	<b>\$ 6,650.00</b>
<b>7000</b>	<b>REG. LEARNING DAYS</b>			
7090	Learning Day Seed \$	3,000.00	3,000.00	\$ 3,000.00
	<b>TOTAL REG. LRNG DYS</b>	<b>\$3,000.00</b>	<b>\$3,000.00</b>	<b>\$ 3,000.00</b>
	<b>Totals</b>	<b>\$62,100.00</b>	<b>\$48,195.53</b>	<b>\$ 64,625.00</b>