

RD Report

February ARSCNA Weekend

February 8-9, 2003

Report Covering

Southern Zonal Forum February 1-2, 2003

Bentonville, Arkansas

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Narcotics Anonymous World Services, Inc.

Annual Report

July 1, 2001 – June 30, 2002

Greetings Family,

This report will consist of what happened at the Southern Zonal Forum in Bentonville, Arkansas last weekend (February 1-2) and highlights from the Narcotics Anonymous World Services Annual Report from July 1, 2001 to June 30, 2002. Most of the items in the Annual Report have been covered in the past, so I will hit the highlights, as well as any new information. Thanks to the Texarkana Area for hosting this weekend. I would also like to thank everyone involved in hosting the Southern Zonal Forum in the Northwest Arkansas Area as well as the individuals that attended. Our RD Alternate, Mike, and I both took notes so we might cover some of the same material, hopefully with a little bit of different slant on things. The first part of this report will be on the Southern Zonal Forum.

Saturday started out with Fellowship concerns, like normal, after the recovery meeting. The West Memphis meeting (Arkansas) has closed down, but it was reported that it would probably start back up again. Over a period of about 1 year, several groups around Austin, Texas looked into forming a new Area. The new Area is called the Hill Country Area. The Austin Area is currently having some financial problems as well as having problems finding individuals to fill all their service positions. Show-Me Region reported that several of their rural areas, including southern Illinois, are struggling and have a lack of consistency. There have been some financial problems around the St. Charles Area. There was embezzlement in the area. The individual signed a promissory note and made some payments towards the amount owed. The individual then cut back, and then stopped, making payments. The area voted against prosecution, for now. The Nashville Area discussed tax issues around events and resale of literature. They have a CPA that looks over their figures and gives suggestions. Tennessee law states that taxes must be paid on literature and merchandise sold. It was reported that 501.C3 corporations (i.e. non-profit organizations) do not have to pay taxes on resale of literature. The region is leaving the tax issues up to the individual areas. Central Texas has been targeted by NAWS for review of some targeted pieces of literature in the future. Austin, Texas hosted the last World Wide Workshop in January. The topics that were discussed were; Diversity, Atmosphere of Recovery, Keeping members with time in service, and they also had a slide show/power point presentation on the history of Narcotics Anonymous.

The Louisiana Region reminded everyone on their upcoming convention over Memorial Day weekend. They also reported that they are in the process of looking for a new Treasurer. The Lone Star Region reported that one of their Areas shut down after struggling for the past 1 1/2 years. The groups are still meeting; they just did not want to support the ASC. It was reported that cultural diversity is/was an issue. Show-Me Region reported that they are having interim meetings between their RSCs. These meetings give the subcommittees more time to meet. In addition, the interim meetings rotate throughout the region. Their RSC meetings do not rotate. They also host several CAR workshops throughout the region and hold several Regional Assemblies around the State. The St. Louis Area is planning to start having an Area convention. This will be starting in 2004. They do not plan to have an Area convention in the year they are responsible for hosting the Show-Me Regional Convention. The Volunteer Region reported that they would definitely be voting against the USSC (United States Service Conference). They also reported that they just completed a Regional Inventory last weekend. They have also discussed their Regional boundaries. They will be having a Regional Assembly in March. The Kentuckiana Region reported that they did away with their RD 2nd Alternate position. They also reported that their PI committee is up and running. They have been having problems getting a Regional PI committee going in the past. Their past RD is chairing that committee. The Tejas Bluebonnet Region reported that things are going well there. There has been an increase in meetings around the Mexico/Texas border. There has also been an increase in meetings in the Esperanza Area, around San Antonio.

The Show-Me Region brought their representative, for their *Writing Steps for Recovery* program, with them. The program has grown in the past 1 1/2 years, since we had the last major presentation of this program. I received a written copy of the guides and paperwork they use (which I am attaching to my report) as well as a re-writeable CD with this information on it (which I will be turning over to the region). The re-writeable CD has the capability of changing item in the documents to fit any other region's individual programs (if they have one or planning on starting one). It was also reported that the Show-Me region has a committee within a committee that is called an *Adopt a Book Program*. This committee provides books to inmates in facilities. The program solicits individual members and groups to purchase NA books for inmates that request them.

After Fellowship Concerns, we went into the presentations/discussions that were on the agenda for the weekend. The first topic we discussed was *Staying Actively Involved with Multiple Years Clean*. Two individuals shared their personal feelings on different aspects of the topic. Then we discussed some of our individual thoughts on this. Some of the points brought up by one of the individuals are as follows:

- Most of the individuals involved in working at the Office stay actively involved in Service Work.
- Service is still a #1 priority
- Service through sponsorship...if sponsor is involved in service, sponsees are likely to follow
- Enthusiasm in service...enthusiasm spreads
- Show up to see others involved
- Unconditional Love
- Deriving happiness through being involved in service...enjoying the rewards of service
- If there are positions open & no one qualified to fill positions, continue to stay on to fill these positions
- If you have continuity with people staying involved, you do not have to continue to reinvent the wheel.
- Train others, if they are willing
- Use Trusted Servants as a resource, because they are
- Make reasonable accommodations (for physical reasons) where they are needed
- **Don't participate in dis-unity**
- **Say, Thank You**
- Carry a positive message
- Call individuals ' more experienced members ' not 'old-timers' (don't call people old. it's offending to some)

We then had small group discussions on three questions relating to this topic. Following are the questions and responses from the small groups.

Define Old-timers (changed to Define Experienced)

- Resource in your fellowship
- More Clean time than I (have)
- 10+ years and still active in the fellowship
- Black Key Tag
- Anyone willing to share MESH (My Experience, Strength, and Hope) with newcomers
- Anyone who knew Jimmy K
- *Way Makers* (the individuals that paved the way)

What keeps members actively involved?

- Fear of relapse
- Communication
- Fun and Enjoyment
- Reaping rewards
- Stubbornness
- Giving Back
- My sponsor says 'to'
- Learn new skills
- Single and I Can
- **** Love, Most of All****
- Feeling Welcome
- It helps the newcomer
- Fellowship
- Ever changing environment
- Unity
- Building on relationships
- Serenity
- Putting Spiritual Principles in practice
- Open minded to be taught
- Manipulate/Encourage
- Humility
- Because it continues to work

How do we treat our trusted servants?

- Encourage
- Trust
- Accountability
- Depends on Levels of responsibility
- People with different levels of service are viewed differently, although they shouldn't be

Next, we discussed service recruitment. There were two sets of documents handed out for this. We went over the handout provided by our Southern Zonal Forum Representative. Both that handout, and a handout I copied from my post conference RD report, are attached to this report. After that, we took some time to talk about World Board elections. One of our members presented his viewpoint on this. I have attached a copy of his presentation to this report. There we discussed how we felt about this. There were several different viewpoints discussed. The viewpoints are varied. Some individuals feel we need to revisit the election procedures and devise a new method. Others just want to adjust the procedures a little. Some people have faith in the HRP (Human Resource Panel) we elected. We were also reminded that we passed a motion stating that the World Board is to have Up To 24 Members. It does not state the World Board must have 24 members. For any history buffs out there, do you know the last time we had a full Board (either World Board or Board of Trustees)? Don't think too hard. The answer is, there has never been a full board.

On Sunday, we went into our normal business session. Travis, our current secretary, has been selected to another term as secretary. We were asked to check for willingness, in our home regions, for anyone who might be interested in the position of Treasurer. The required clean time is 10 years. There was one nominee for the position of Facilitator. I was the person nominated. Selection for that position takes place at the next Southern Zonal Forum at the end of April in Cape Girardo, MO. If elected, I would not assume those duties until the following Southern Zonal Forum in August. My current RD term is up at the end of July. Keith, our Archivist, is going to do a project oriented budgetary expense study. We discussed the position papers, which I have reported on in the past. We talked about adding the funding information to each of the papers, that way anyone can look at the position papers and see how the Southern Zonal Forum funds it's

trusted servants. We decided that Dickie (who has been acting in the capacity of temporary treasurer) needs to have his expenses covered, just as we would if he was are permanent treasurer. We also discussed funding the Southern Zonal Forum Representative to the World Service Conference. Nothing was decided at this point, but we tossed around ideas.

We talked about whether we wanted nominees present for the selection process of trusted servants. There were differing viewpoints on this. We discussed the hosting organizer paperwork, which I presented to this body in the past. It was mentioned that we need to look at including other information on that form. Some of the things that might to be added would include (financial information like) how much we should pay for the meeting space, how much we should try to get the hotel rooms for, how do we want the room set up (and for how many people) and other miscellaneous items that were not included (but somehow manage to get done).

The next Southern Zonal Forum will be outside of Cape Girardo, MO on April 26 & 27. The hosting hotel will be the Drury Inn Suites, with room rates of \$81.99 per night, including breakfast. The topics chosen are how can a region help struggling areas or how can they help prevent an area from struggling, and the second topic is self-support (IP # 25 and the issue discussion topic). Future Southern Zonal Forum minutes will be available on the Southern Zonal Forum web site at <http://www.szfna.org>; also past minutes will be there also. Future minutes will not be mailed out via snail mail. After some discussion, the treasurer agreed to continue to snail mail the minutes to the one individual who has requested it that way. I have attached our Zonal Representative's report to my report. The Archivist reported that all the information he has is up to date and available to anyone who requests it. Between attendance being lower than normal this time and expenses for the forum being higher this time, the Southern Zonal Forum lost \$500 this time. This has not happened for a long time. There are several T-Shirts still available from this forum. The chairperson for the hosting committee, from Northwest Arkansas, took it upon himself to order extra shirts. They are nice shirts. The chairperson told the Southern Zonal Forum that any proceeds, after he recoups his funds, would be forwarded onto the Southern Zonal Forum.

The next item I would like to cover is the NAWS Annual Report. The annual report covers the fiscal year as well as some information that occurred before the writing of this report. This is an experiment, and it is hoped that this will go over well. Our fellowship's resources in connection with the World Board and our Office staff have been very taxed during the period of this report. This period saw us envisioning, and working with, a more consensus and discussion based World Service Conference, Several World Wide Workshops, and hosting two World Conventions in consecutive years, culminating in NA's 50th Anniversary in July 2003. Throughout this section of the report, I will be reporting different financial information, as it appears in the Annual Report.

Our income of \$6,630,396 for the fiscal year July 1, 2001 to June 30, 2002, came from the following sources: (excludes deferred convention income)

- 91% (\$6 million) came from Literature/Miscellaneous
- 9% (\$570,000) came from Fellowship Donations
- 0% (\$26,000) came from Event Income

Our expenses of \$6,653,884 for the fiscal year July 1, 2001 to June 30, 2002, came from the following sources:

- 46% (\$3 million) came from Literature Production/Distribution
- 24% (\$1.6 million) came from Fellowship Development
- 23% (\$1.5 million) came from World Service Conference Support
- 7% (\$466,000) came from Events

Total loss of \$23,488

The World Board was asked to review the election procedures at the World Service Conference. The Board said they would do this. The office and the fellowship underwent a major challenge. By some reporting and answering some questions, everyone should be aware of the embezzlement issue that took place at the Office. We continue to maintain our embezzlement insurance policy and received reimbursement for our fellowship's losses, less our \$2,500 deductible. Ant matters involving prosecution will be made outside of NAWS. We will comply with any requests made of us to the best of our ability. Six individuals dropped off the

World Board at the last WSC and six more are due to rotate off at the next WSC (unless some of them are reelected).

NAWS actually operates three offices; one in California, 1 in Canada, and one in Brussels. The office in Canada is a literature distribution center with two part-time employees. Because of the nature of WSO-Canada, the inventory there is monitored by the WSO-Chatsworth (California) office and is restocked according to its needs. Canada's operations are online and we communicate with them on a regular basis via email. Our employees use our direct client-server and process orders in real time. We continue to exceed our operating projections. WSO-Europe (Brussels) deals with a wider variety of operations than our Canadian office. There is one full-time and one part-time employee. All the business of running the Brussels office is handled from Brussels - phone calls, purchase orders, order entry, banking, invoicing, and shipping. Remember, not only does WSO-Europe have to deal with a multitude of languages, but a variety of cultural and political realities as well. NAWS often ships translated literature from WSO - Europe, which maintains its own inventory. This is the second year since WSO-Europe's inception that it is in a positive operating position. The client-server software package that directly connects to our main database in California is up and running. This allows WSO-Europe to work in real time on our server. We are also in the process of establishing a virtual private network tunnel, which permits a direct, private, and secure connection to the WSO's main accounting server.

We finally made a trip China with our Executive Director, a former member of the Board of Directors, and a member of the World Pool, after an invitation from the World Health Organization of the United Nations. This trip was done in September of 2002. We were asked to come assist the professional community, drug-treatment facility administrators, and health officials from the Chinese Government better understand how Narcotics Anonymous can be integrated into their approach to treating addicts. We were also asked by a missionary in Hunan to assist with literature and facilitation of Narcotics Anonymous meetings. A new translations staff member has been instrumental in the growth of the Narcotics Anonymous fellowship in Russia. We have had the Basic Text in Russian for about 1 year now. We currently have been working with translations committees in Moscow and St Petersburg to translate the Guide to Local Services and IPs # 1, 5, and 16. In the past fiscal year, Narcotics Anonymous distributed over \$245,000 worth of free and subsidized literature. Much of the free literature

we distribute goes to communities where the per capita income would make purchasing NA literature at rack prices an impossibility.

Our Fellowship services department provides several basic services such as registering new groups, answering the phones, responding to letters, faxes, emails, and voice mails. In addition, our Fellowship Services Team responds to H&I requests, assembles and sends out new group starter kits, and responds to all miscellaneous requests. Two Periodicals are produced in Fellowship Services: *Reaching Out* and *Meeting By Mail*. Members of this team are called upon to assist with everything from the World Wide Workshop series to WCNA-29 and next year, WCNA-30 in San Diego. The Fellowship Services Team fields no fewer than 300 calls a month. Starter Kits average 75 per month, with the annual total for the fiscal year at 881 (with an additional 40 in Spanish). Do not forget that we have full Spanish-language capabilities on this team as well as the abilities to handle correspondence in French, German, and Russian.

Our Translations are moving along well. Our normal workload includes more than 300 active translations and maintenance of an inventory of approximately 325 published items. We currently have 331 pieces of literature in translations, 56 pieces of active work, and 224 pieces on pending "wish list" projects.

At the end of the fiscal year, we had 19,724 NA groups worldwide with 30,303 meetings per week.

The Breakdown of Fellowship Donations for the fiscal year were as follows:

- 77% Regions (\$473,000)
- 9% Areas (\$55,000)
- 6% Events/Conventions (\$36,000)
- 5% Groups (\$31,000)
- 3% Members (\$16,000)
- < 1% Zonal and other Forums (\$1,500)

As most of you know the World Service Conference in 2002 was the first year where the funding for Regional Delegates was done through the World Service Office, as opposed to being funded by the individual Regions. The cost for this was approximately \$240,000. 96 delegates were funded this past conference at an average of \$2,500 per delegate.

In production news, there are a couple things to cover. Because of continually changing technology, after careful evaluation, it was decided to eliminate 60-second Radio PSAs, 1/4" Radio PSAs, 2" TV PSAs, TV PSAs on VHS, and speaker tapes.

Here is a list of new items that have been made available and are in production:

- Farsi - IPs # 1,6,7,15,19, & 22
- Norwegian - IP # 14
- Castilian - Temporary Working guide to World Services, IPs # 15, 17, & 25; Twelve Concepts for NA Service, In Times of Illness, It Works How and Why, the Basic Text on audio tape, and Guide to Local Services
- Brazilian - Twelve Concepts Poster
- Hebrew - Group Booklet
- Russian - Keytags, IPs # 5 and 16
- Swedish - It Works How and Why
- French - Step Working Guides
- NA Audio Sampler
- Japanese - IP # 1
- New recording of the English Basic text and Basic Text - Plus Audiotapes
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Here is some information going on with our Marketing and Public relations. We plan to continue to cultivate new avenues to use in informing the correctional, treatment, and drug-court professionals about our literature and products. We continue considering various packaging formats that will benefit the treatment and correctional professional. We have developed two distinctly different product update mailers for both of these markets. Over the past year, our correctional sales of literature have continued to increase. We have also seen some upward movement in our sales to substance abuse treatment providers, and we anticipate that this field will continue to grow

on a steep curve. We now believe that we can probably look forward to increased sales to the corrections, treatment, and drug-court sectors each year for the near future. We believe that the market share being generated in the drug-court sector is growing. We have learned that once the treatment, correctional, and drug-court professionals become aware that they can buy Narcotics Anonymous literature straight from the WSO, they do so.

The value of these relationships to NA World Services is two-fold. Certainly, we want to market and sell our literature. This is the way that we fund our services. However, of equal importance is the fact that, because of selling this literature to these agencies that have huge numbers of suffering addicts as clientele, it is an incredibly efficient way to get the word of NA recovery to the still-suffering addict.

State systems are beginning to implement treatment programs within their correctional systems. These programs will probably experience some growth for the next few years. The mandated drug-court systems throughout the country are expanding rapidly. The National Association of Drug Court Professionals is projecting that by the year 2005 there will be over 2,500 drug courts up and running in the USA alone.

Breakdown of Recovery Books Sold in the past Fiscal Year:

Total books sold were 467,617

- 51.88% - Basic Text (242,622)
- 16.63% - Just for Today (77,784)
- 16% - NA Step Working Guides (76,770)
- 14.74% - It Works How & Why (68,915)
- < 1% - Miracles Happen (1,526)

Breakdown of Recovery Booklets sold in the past Fiscal Year:

Total booklets sold were 613,576

- 65% - White Booklet (396,201)
- 14% - Introductory Guide (87,862)
- 8% - Behind the Walls (51,633)
- 5% - NA A Resource in Your Community (33,475)
- 4% - In Times of Illness (21,959)
- 2% - Group Booklet (12,660)
- 2% - Twelve Concepts for NA Service (9,786)

Breakdown of IPs sold in the past Fiscal Year:

Total IPs sold were 4,360,595

- 11.15% - IP # 16 - For the Newcomer (485,986)
- 8.75% - IP # 7 - Am I an Addict (381,241)
- 8.28% - IP # 11 - Sponsorship (361,249)
- 7.35% - IP # 22 - Welcome to NA (320,393)
- 6.78% - IP # 8 - Just For Today (295,784)
- 6.18% - IP # 6 - Recovery & Relapse (269,543)
- 5.86% - IP # 12 - Triangle of Self Obsession (255,626)
- 5.60% - IP # 19 - Self Acceptance (244,373)
- 5.45% - IP # 1 - Who, What, How, & Why (237,529)
- 5.44% - IP # 23 - Staying Clean on the Outside (237,165)
- 5.19% - IP # 9 - Living the Program (226,273)
- 3.82% - IP # 13 - Youth & Recovery (166,669)
- 3.44% - IP # 14 - One Addicts Experience (150,187)
- 3.31% - IP # 5 - Another Look (144,234)
- 2.86% - IP # 17 - For Those in Treatment (124,690)
- 1.97% - IP # 20 - H&I and the NA Member (86,048)
- 1.72% - IP # 21 - The Loner (75,057)
- 1.69% - IP # 2 - The Group (73,460)
- 1.43% - IP # 15 - PI and the NA Member (62,182)
- 1.32% - IP # 24 - Hey What's the Basket For (57,514)
- 0.97% - IP # 25 - Self-Support Principal and Practice (42,349)
- 0.77% - IP # 26 - Accessibility/Additional Needs (33,684)
- 0.67% - IP # 10 - Working Step 4 (29,259)

NAWS Financials for Adopted Budget of 2000-2002

Income

- Fellowship Donations: Projected - 1,125,922; Actual - 1,182,669
- (Recovery Literature: Projected - 10,167,966; Actual - 10,254,611
- Total Literature Income less Discounts and Allowances: Projected - 11,155,138; Actual - 11,790,970
- Events & Miscellaneous Income: Projected - 801,146; Actual - 288,250
- **Total Income from All Sources: Projected - \$13,082,206; Actual - \$13,261,889**

Expenses

- Total Literature Production & Distribution: Projected - 5,717,558; Actual - 5,995,831
- Total World Service Conference Support: Projected - 2,942,167; Actual - 2,515,074
- Total Fellowship Development: Projected - 2,745,987; Actual - 3,138,066
- Total Events: Projected - 1,327,393; Actual - 867,799
- **Total NAWS Expense: Projected - \$12,733,105; Actual - \$12,516,770**

Excess Revenue

Projected - \$349,101; Actual - \$745,119

That's all for the compilation of the Annual Report. There is one more piece of information I need to bring up. It was pointed out to me that I had not brought up this information for any comments, reactions, or decisions. As you know we had discussed the Web Portal for the USSC, and the Arkansas Region soundly defeated that motion. On a piece of unrelated information with the same name, I need to bring this up for discussion and input. I received a mailer from the Plain States Zonal Forum. They are planning to host a US Regional Delegate Assembly in October 2005. They

would like our Region's input on this. I have included a copy of this letter so we can attempt to discuss what direction we might like to go in (anywhere from complete support to no support whatsoever, or anywhere in between) Thanks everyone for your patience, the rest of this report is attachments and handouts that discussed in my report earlier.

Thanks for allowing me the opportunity to Serve,

Bill L.
Regional Delegate
Arkansas Region

Ps Any attachments to this report are not available with the online minutes, with the exception of the *Writing Steps for Recovery* paperwork and my attachment for the Service Recruitment section of the Southern Zonal Forum. If you would like copies of the attachments see your RCM (ASR, GSR, etc)