

**WORLD SERVICE OFFICE, INC.
ANALYSIS OF INCOME AND SERVICES
WSO-VAN NUYS 1991**

SALES

Gross sales.....	\$4,083,323
Less discounts	<979,137>
Less cost of sales.....	<1,282,205>
Less shipping costs	<389,926>
NET SALES	\$1,432,055

SERVICES

WSO-Europe	\$24,948
Group services	70,551
<i>The NA Way Magazine</i>	92,241
World Service Board of Trustees.....	90,185
Hospitals & Institutions	64,752
International.....	44,198
Translations	94,772
Literature	116,240
Policy	21,836
Public Information.....	42,550
Special project-traditions.....	72,716
Special project-daily book.....	58,670
Special project-Guide to Service	28,698
Special project-steps.....	107,928
World Service Conference.....	203,598
<i>Reaching Out</i>	17,887
<i>Meeting by Mail</i>	21,337
<i>PI News</i>	10,318
Professionals newsletter.....	5,631
<i>Conference Report/Digest</i>	38,137
Conventions/offices.....	26,153
World Convention Corporation	85,386
<i>Newsline</i>	21,644
TOTAL SERVICE COSTS	\$1,360,377

NOT ALLOCATED TO SERVICES

Unallocated labor cost ..	\$45,650
Accounting and legal....	112,159
Consulting	11,062
Bad debts.....	2,774
Bank service charges	1,720
Contract labor	40,918
Depreciation.....	55,301
Dues and fees	2,810
Employee training.....	2,129
Equipment repair	2,188
Free publications	9,890
Interest	8,763
Maintenance and repair.....	16,098
Public Information.....	<1,768>
Service contracts.....	14,744
Translations (correspondence).....	304
Typesetting supplies.....	518
Interest earned.....	<2,817>
Miscellaneous Income	<24,116>
Emergency fund account.....	<717>
TOTAL COSTS NOT	\$297,609
ALLOCATED TO SERVICES	

NET INCOME <LOSS>

NET SALES	\$1,432,055
LESS TOTAL SERVICE COSTS	<1,360,377>
LESS COSTS NOT ALLOCATED TO SERVICES.....	<297,609>
NET INCOME <LOSS>	\$ <225,931>

NOTES

This is a simplified summary of income and services. The figures are in USA dollars. It is included to give the fellowship a general idea of the allocation of WSO resources in 1991. The figures in this summary do not account for activity at either WSO-Europe or WSO-Canada. Each figure in this summary represents that portion of the major categories of expense—salaries, rent, utilities, etc.—attributable to each item. Overheads are allocated to each department or project based on a percentage of salaries attributable to each department as indicated by an employee time study.