



Narcotics Anonymous World Services

Consolidated Statement of Activities (Income Statement)

For the Twelve Months Ending 30 June 2005

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,078,009	\$1,818,557	\$259,452
BASIC TEXT: Translated	159,971	116,084	43,887
BASIC TEXT: Softcover	727,413	662,561	64,852
JUST FOR TODAY	849,355	695,259	154,096
IT WORKS: HOW & WHY	697,131	640,698	56,433
SPONSORSHIP BOOK	282,072	0	282,072
STEP WORKING GUIDES	699,902	589,773	110,129
LITERATURE INCOME (IRAN)	13,540	0	13,540
OTHER RECOVERY LITERATURE	1,464,498	1,365,993	98,505
Subtotal	\$6,971,892	\$5,888,925	\$1,082,967
OTHER INVENTORY INCOME			
MEDALLIONS	\$516,972	\$495,176	\$21,796
KEY TAGS & CHIPS	995,001	872,722	122,279
NON-FIPT INFORMATION BOOKLETS	60,493	48,685	11,808
HANDBOOKS	62,118	59,389	2,729
SPECIALTY ITEMS	49,138	34,128	15,010
AUDIO MATERIALS	3,139	38,153	(35,014)
GROUP/AREA MATERIALS	85,944	71,266	14,678
MIRACLES HAPPEN	29,009	32,596	(3,587)
Subtotal	\$1,801,815	\$1,652,115	\$149,700
SHIPPING	\$351,279	\$308,573	\$42,706
DISCOUNTS	(1,371,528)	(1,183,518)	(188,010)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(230,056)	(106,256)	(123,800)
Subtotal	(\$1,250,305)	(\$981,201)	(\$269,104)
Gross Literature Income (less discounts)	\$7,523,401	\$6,559,839	\$963,562
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$344,764	\$322,144	\$22,620
BASIC TEXT: Translated	37,486	31,892	5,594
BASIC TEXT: Softcover	65,014	70,780	(5,766)
JUST FOR TODAY	94,810	80,101	14,709
IT WORKS: HOW & WHY	133,331	148,583	(15,252)
SPONSORSHIP BOOK	53,265	0	53,265
STEP WORKING GUIDES	122,210	114,456	7,754
LITERATURE PRODUCTION (IRAN)	27,015	0	27,015
OTHER RECOVERY LITERATURE	310,258	253,736	56,522
Subtotal	\$1,188,152	\$1,021,692	\$166,460
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$89,040	\$80,897	\$8,143
KEY TAGS & CHIPS	267,149	209,992	57,157
NON-FIPT INFORMATION BOOKLETS	35,220	28,322	6,898
HANDBOOKS	20,620	19,390	1,230
SPECIALTY ITEMS	19,159	10,757	8,402
AUDIO MATERIALS	1,222	11,788	(10,566)
GROUP/AREA MATERIALS	40,274	31,040	9,234
MIRACLES HAPPEN	3,126	9,318	(6,192)
Subtotal	\$475,810	\$401,504	\$74,306
Total Cost of Goods	\$1,663,961	\$1,423,196	\$240,765
Net Literature Income	\$5,859,440	\$5,136,643	\$722,797



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FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$8,609	\$10,142	(\$1,533)
Groups	45,169	39,448	5,721
Areas	96,373	78,849	17,524
Regions	594,500	440,000	154,500
Events/Conventions	50,737	21,859	28,878
Unity Day	312	19,556	(19,244)
Zonal & Other Forums	6,700	6,497	203
Total Donations	\$802,401	\$616,351	\$186,050
EVENT INCOME			
UNITY DAY	\$0	\$0	\$0
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	388	0	388
Total Event Income (Not including event specific)	\$388	\$0	\$388
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$22,500	\$17,050	\$5,450
INTEREST	22,696	26,495	(3,799)
MISCELLANEOUS	1,611	0	1,611
Total Miscellaneous Income	\$46,806	\$43,545	\$3,261
INCOME ALL SOURCES (Not including event specific)	\$6,709,036	\$5,796,539	\$912,497