



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2010

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,230,873	\$2,559,600	(\$328,727)
BASIC TEXT: Translated	\$187,296	\$233,004	(\$45,708)
BASIC TEXT: Softcover	\$667,055	\$815,448	(\$148,393)
JUST FOR TODAY	\$892,261	\$1,018,620	(\$126,359)
IT WORKS: HOW & WHY	\$615,657	\$729,720	(\$114,063)
SPONSORSHIP BOOK	\$42,037	\$59,976	(\$17,939)
STEP WORKING GUIDES	\$724,752	\$741,132	(\$16,380)
LITERATURE INCOME (IRAN)	\$1,030,657	\$818,208	\$212,449
OTHER RECOVERY LITERATURE	\$1,390,797	\$1,557,240	(\$166,443)
Subtotal	\$7,781,385	\$8,532,960	(\$751,575)
OTHER INVENTORY INCOME			
MEDALLIONS	\$699,371	\$626,628	\$72,743
KEY TAGS & CHIPS	\$1,103,397	\$1,020,624	\$82,773
NON-FIPT INFORMATION BOOKLETS	\$65,490	\$43,692	\$21,798
HANDBOOKS	\$53,023	\$70,620	(\$17,597)
SPECIALTY ITEMS	\$100,722	\$41,316	\$59,406
AUDIO MATERIALS	\$2,112	\$1,752	\$360
GROUP/AREA MATERIALS	\$166,952	\$239,364	(\$72,412)
MIRACLES HAPPEN	\$33,540	\$44,616	(\$11,076)
Subtotal	\$2,224,607	\$2,088,600	\$136,007
SHIPPING	\$471,357	\$557,508	(\$86,151)
DISCOUNTS	(\$1,288,813)	(\$1,343,988)	\$55,175
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$194,448)	(\$282,624)	\$88,176
Subtotal	(\$1,011,904)	(\$1,069,092)	\$57,188
Gross Literature Income (less discounts)	\$8,994,088	\$9,552,456	(\$558,368)
Gross Literature Income (without IRAN)	\$7,963,431	\$8,734,248	(\$770,817)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$380,181	\$400,872	(\$20,691)
BASIC TEXT: Translated	\$30,720	\$44,148	(\$13,428)
BASIC TEXT: Softcover	\$79,992	\$72,624	\$7,368
JUST FOR TODAY	\$90,181	\$173,304	(\$83,123)
IT WORKS: HOW & WHY	\$97,857	\$125,700	(\$27,843)
SPONSORSHIP BOOK	\$9,280	\$12,936	(\$3,656)
STEP WORKING GUIDES	\$96,439	\$94,872	\$1,567
LITERATURE PRODUCTION (IRAN)	\$704,859	\$581,016	\$123,843
OTHER RECOVERY LITERATURE	\$253,124	\$273,048	(\$19,924)
Subtotal	\$1,742,633	\$1,778,520	(\$35,887)

**Narcotics Anonymous World Services
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OTHER INVENTORY COST OF GOODS

MEDALLIONS	\$154,679	\$181,188	(\$26,509)
KEY TAGS & CHIPS	\$232,444	\$284,976	(\$52,532)
NON-FIPT INFORMATION BOOKLETS	\$18,048	\$50,364	(\$32,316)
HANDBOOKS	\$8,969	\$31,176	(\$22,207)
SPECIALTY ITEMS	\$35,046	\$13,464	\$21,582
AUDIO MATERIALS	\$680	\$504	\$176
GROUP/AREA MATERIALS	\$47,183	\$81,948	(\$34,765)
MIRACLES HAPPEN	\$3,584	\$5,076	(\$1,492)
INVENTORY ADJUSTMENT	\$0	\$0	\$0
Subtotal	\$500,633	\$648,684	(\$148,051)
Total Cost of Goods	\$2,243,266	\$2,427,204	(\$183,938)
Total Cost of Goods without IRAN	\$1,538,407	\$1,846,188	(\$307,781)
Net Literature Income	\$6,750,822	\$7,125,252	(\$374,430)
Net Literature Income without IRAN	\$6,425,024	\$6,888,060	(\$463,036)

FELLOWSHIP DONATIONS

BREAKDOWN BY DONOR TYPE			
Members	\$13,868	\$12,372	\$1,496
Groups	\$67,591	\$63,864	\$3,727
Areas	\$114,284	\$146,604	(\$32,320)
Regions	\$358,634	\$710,604	(\$351,970)
Events/Conventions	\$31,743	\$32,760	(\$1,017)
Unity Day	\$24,372	\$19,392	\$4,980
Zonal & Other Forums	\$33,253	\$24,852	\$8,401
Total Donations	\$643,745	\$1,010,460	(\$366,715)

MISCELLANEOUS INCOME

LICENSED VENDOR PAYMENTS	\$23,050	\$25,572	(\$2,522)
INTEREST	\$11,307	\$39,996	(\$28,689)
MISCELLANEOUS	\$16	\$0	\$16
INTERBRANCH	\$0	\$0	\$0
Total Miscellaneous Income	\$34,373	\$65,568	(\$31,195)
OPERATING INCOME (Not including event specific)	\$7,428,940	\$8,201,280	(\$772,340)
OPERATING INCOME (Not including IRAN)	\$7,103,142	\$7,964,088	(\$860,946)