

**Narcotics Anonymous World Services
Consolidated Statement of Activities**

Income Statement – For the Twelve Months Ending 30 June 2011

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,179,644	\$2,977,260	(\$797,616)
BASIC TEXT: Translated	\$210,611	\$171,180	\$39,431
BASIC TEXT: Softcover	\$840,454	\$746,424	\$94,030
JUST FOR TODAY	\$864,669	\$885,636	(\$20,967)
IT WORKS: HOW & WHY	\$764,189	\$670,296	\$93,893
SPONSORSHIP BOOK	\$86,771	\$47,388	\$39,383
STEP WORKING GUIDES	\$692,031	\$721,680	(\$29,649)
LITERATURE INCOME (IRAN)	\$1,153,147	\$1,037,532	\$115,615
OTHER RECOVERY LITERATURE	\$1,432,970	\$1,531,416	(\$98,446)
Subtotal	\$8,224,486	\$8,788,812	(\$564,326)
OTHER INVENTORY INCOME			
MEDALLIONS	\$728,014	\$735,708	(\$7,694)
KEY TAGS & CHIPS	\$1,168,205	\$1,119,948	\$48,257
NON-FIPT INFORMATION BOOKLETS	\$77,607	\$86,976	(\$9,369)
HANDBOOKS	\$58,442	\$59,196	(\$754)
SPECIALTY ITEMS	\$73,519	\$43,464	\$30,055
AUDIO MATERIALS	\$1,161	\$1,980	(\$819)
GROUP/AREA MATERIALS	\$136,981	\$126,996	\$9,985
MIRACLES HAPPEN	\$27,447	\$40,176	(\$12,729)
Subtotal	\$2,271,376	\$2,214,432	\$56,944
SHIPPING	\$498,222	\$479,460	\$18,762
DISCOUNTS	(\$1,363,303)	(\$1,452,888)	\$89,585
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$220,632)	(\$203,868)	(\$16,764)
Subtotal	(\$1,085,713)	(\$1,177,284)	\$91,571
Gross Literature Income (less discounts)	\$9,410,149	\$9,825,948	(\$415,799)
Gross Literature Income (without IRAN)	\$8,257,002	\$8,788,416	(\$531,414)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$427,752	\$525,828	(\$98,076)
BASIC TEXT: Translated	\$43,068	\$30,192	\$12,876
BASIC TEXT: Softcover	\$105,126	\$109,356	(\$4,230)
JUST FOR TODAY	\$90,625	\$94,068	(\$3,443)
IT WORKS: HOW & WHY	\$140,391	\$104,976	\$35,415
SPONSORSHIP BOOK	\$28,330	\$11,208	\$17,122
STEP WORKING GUIDES	\$91,224	\$99,228	(\$8,004)
LITERATURE PRODUCTION (IRAN)	\$1,184,530	\$700,776	\$483,754
OTHER RECOVERY LITERATURE	\$232,756	\$305,628	(\$72,872)
Subtotal	\$2,343,802	\$1,981,260	\$362,542



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	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$167,108	\$164,664	\$2,444
KEY TAGS & CHIPS	\$259,924	\$243,468	\$16,456
NON-FIPT INFORMATION BOOKLETS	\$25,269	\$12,480	\$12,789
HANDBOOKS	\$17,765	\$18,384	(\$619)
SPECIALTY ITEMS	\$27,042	\$12,564	\$14,478
AUDIO MATERIALS	\$594	\$528	\$66
GROUP/AREA MATERIALS	\$41,188	\$36,192	\$4,996
MIRACLES HAPPEN	\$2,932	\$4,164	(\$1,232)
INVENTORY ADJUSTMENT	\$0	\$0	\$0
Subtotal	\$541,822	\$492,432	\$49,390
Total Cost of Goods	\$2,885,624	\$2,473,692	\$411,932
Total Cost of Goods without IRAN	\$1,701,094	\$1,772,916	(\$71,822)
Net Literature Income	\$6,524,525	\$7,352,256	(\$827,731)
Net Literature Income without IRAN	\$6,555,908	\$7,015,500	(\$459,592)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$48,568	\$11,484	\$37,084
Groups	\$79,084	\$70,116	\$8,968
Areas	\$129,583	\$137,868	(\$8,285)
Regions	\$437,823	\$515,628	(\$77,805)
Events/Conventions	\$20,653	\$33,192	(\$12,539)
Unity Day	\$0	\$19,500	(\$19,500)
Zonal & Other Forums	\$26,283	\$3,372	\$22,911
Total Donations	\$741,994	\$791,160	(\$49,166)
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$25,860	\$24,756	\$1,104
INTEREST	\$6,203	\$14,004	(\$7,801)
MISCELLANEOUS	\$3,309	\$0	\$3,309
INTERBRANCH	\$0	\$0	\$0
Total Miscellaneous Income	\$35,372	\$38,748	(\$3,376)
OPERATING INCOME (Not including event specific)	\$7,301,891	\$8,182,176	(\$880,285)
OPERATING INCOME (Not including IRAN)	\$7,333,274	\$7,845,420	(\$512,146)