



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2012

	<u>YTD ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$1,989,628	\$3,059,138	(\$1,069,510)
BASIC TEXT: Translated	255,289	175,881	79,408
BASIC TEXT: Softcover	869,049	766,947	102,102
JUST FOR TODAY	850,145	909,993	(59,848)
IT WORKS: HOW & WHY	606,864	688,735	(81,871)
SPONSORSHIP BOOK	29,478	48,686	(19,208)
STEP WORKING GUIDES	675,523	741,529	(66,006)
LITERATURE INCOME (IRAN)	579,508	1,066,058	(486,550)
OTHER RECOVERY LITERATURE	1,308,575	1,573,531	(264,956)
Subtotal	\$7,164,059	\$9,030,498	(\$1,866,439)
OTHER INVENTORY INCOME			
MEDALLIONS	\$757,046	\$755,940	\$1,106
KEY TAGS & CHIPS	1,116,902	1,150,741	(33,839)
NON-FIPT INFORMATION BOOKLETS	63,614	89,367	(25,753)
HANDBOOKS	52,466	60,821	(8,355)
SPECIALTY ITEMS	86,878	44,656	42,222
AUDIO MATERIALS	264	2,036	(1,772)
GROUP/AREA MATERIALS	227,889	130,488	97,401
MIRACLES HAPPEN	37,498	41,275	(3,777)
Subtotal	\$2,342,557	\$2,275,324	\$67,233
SHIPPING	\$489,049	\$492,645	(\$3,596)
DISCOUNTS	(1,244,441)	(1,492,840)	248,399
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(171,838)	(209,468)	37,630
Subtotal	(\$927,230)	(\$1,209,663)	\$282,433
Gross Literature Income (less discounts)	\$8,579,386	\$10,096,160	(\$1,516,774)
Gross Literature Income (without IRAN)	7,999,878	9,030,101	(1,030,223)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$388,902	\$536,346	(\$147,444)
BASIC TEXT: Translated	38,441	30,799	7,642
BASIC TEXT: Softcover	116,091	111,541	4,550
JUST FOR TODAY	93,382	95,953	(2,571)
IT WORKS: HOW & WHY	101,710	107,069	(5,359)
SPONSORSHIP BOOK	6,043	11,432	(5,389)
STEP WORKING GUIDES	83,391	101,211	(17,820)
LITERATURE PRODUCTION (IRAN)	385,688	714,787	(329,099)
OTHER RECOVERY LITERATURE	204,148	311,743	(107,595)
Subtotal	\$1,417,796	\$2,020,881	(\$603,085)



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	<u>YTD ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$166,461	\$167,955	(\$1,494)
KEY TAGS & CHIPS	237,759	248,337	(10,578)
NON-FIPT INFORMATION BOOKLETS	18,141	12,723	5,418
HANDBOOKS	18,387	18,747	(360)
SPECIALTY ITEMS	31,763	12,812	18,951
AUDIO MATERIALS	295	542	(247)
GROUP/AREA MATERIALS	58,448	36,917	21,531
MIRACLES HAPPEN	5,283	4,245	1,038
INVENTORY ADJUSTMENT	0	0	0
Subtotal	\$536,537	\$502,279	\$34,258
Total Cost of Goods	\$1,954,333	\$2,523,159	(\$568,826)
Total Cost of Goods without IRAN	1,568,645	1,808,372	(239,727)
Net Literature Income	\$6,625,053	\$7,573,000	(\$947,947)
Net Literature Income without IRAN	6,431,233	7,221,730	(790,497)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$44,365	\$11,487	\$32,878
Groups	76,307	70,111	6,196
Areas	119,983	137,872	(17,889)
Regions	334,701	515,627	(180,926)
Events/Conventions	20,179	33,196	(13,017)
Unity Day	20,872	19,498	1,374
Zonal & Other Forums	50,453	3,373	47,080
Total Donations	\$666,860	\$791,164	(\$124,304)
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$20,150	\$25,245	(\$5,095)
INTEREST	6,740	14,280	(7,540)
MISCELLANEOUS	(2,919)	0	(2,919)
INTERBRANCH	0	0	0
Total Miscellaneous Income	\$23,971	\$39,525	(\$15,554)
OPERATING INCOME (Not including event specific)	\$7,315,884	\$8,403,689	(\$1,087,805)
OPERATING INCOME (Not including IRAN)	7,122,064	8,052,419	(930,355)