

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

Income Statement – For the Twelve Months Ending 30 June 2013

	YTD Actual	YTD Budget	Variance
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$1,960,668	\$2,138,252	(\$177,584)
BASIC TEXT: Translated	\$158,569	230,012	(71,443)
BASIC TEXT: Softcover	\$787,766	818,551	(30,785)
JUST FOR TODAY	\$919,614	851,472	68,142
IT WORKS: HOW & WHY	\$599,525	712,103	(112,578)
SPONSORSHIP BOOK	\$29,162	73,205	(44,043)
STEP WORKING GUIDES	\$684,983	685,496	(513)
LIVING CLEAN	\$1,244,786	525,000	719,786
ePUB BOOKS	\$60,426	0	60,426
LITERATURE INCOME (IRAN)	\$592,368	1,137,770	(545,402)
OTHER RECOVERY LITERATURE	\$1,245,546	1,413,468	(167,922)
Subtotal	\$8,283,413	\$8,585,327	(\$301,914)
OTHER INVENTORY INCOME			
MEDALLIONS	\$734,317	\$728,422	\$5,895
KEYTAGS & CHIPS	\$1,116,012	1,144,809	(28,797)
NON-FIPT INFORMATION BOOKLETS	\$58,017	74,818	(16,801)
HANDBOOKS	\$48,063	57,903	(9,840)
SPECIALTY ITEMS	\$68,038	84,226	(16,188)
AUDIO MATERIALS	\$71	1,015	(944)
GROUP/AREA MATERIALS	\$108,738	155,357	(46,619)
MIRACLES HAPPEN	\$26,078	31,286	(5,208)
Subtotal	\$2,159,334	\$2,277,836	(\$118,502)
SHIPPING	\$592,814	\$511,081	\$81,733
DISCOUNTS	(\$1,296,764)	(1,395,191)	98,427
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$169,498)	(254,921)	85,423
Subtotal	(\$873,448)	(\$1,139,031)	\$265,583
Gross Literature Income (less discounts)	\$9,569,299	\$9,724,131	(\$154,832)
Gross Literature Income (without IRAN)	\$8,976,931	8,586,361	390,570
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$358,085	\$436,686	(\$78,601)
BASIC TEXT: Translated	\$31,852	50,000	(18,148)
BASIC TEXT: Softcover	\$95,335	107,733	(12,398)
JUST FOR TODAY	\$106,415	105,310	1,105
IT WORKS: HOW & WHY	\$101,322	131,079	(29,757)
SPONSORSHIP BOOK	\$5,899	23,033	(17,134)
STEP WORKING GUIDES	\$92,466	89,102	3,364
LIVING CLEAN	\$197,211	150,000	47,211
ePUB BOOKS	\$18,781	0	18,781
LITERATURE PRODUCTION (IRAN)	\$302,536	741,500	(438,964)
OTHER RECOVERY LITERATURE	\$199,775	226,782	(27,007)
Subtotal	\$1,509,677	\$2,061,225	(\$551,548)



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	YTD Actual	YTD Budget	Variance
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$164,146	\$168,857	(\$4,711)
KEYTAGS & CHIPS	\$246,643	254,843	(8,200)
NON-FIPT INFORMATION BOOKLETS	\$8,272	25,404	(17,132)
HANDBOOKS	\$14,443	18,496	(4,053)
SPECIALTY ITEMS	\$28,688	31,800	(3,112)
AUDIO MATERIALS	\$81	565	(484)
GROUP/AREA MATERIALS	\$32,352	47,447	(15,095)
MIRACLES HAPPEN	\$3,605	3,774	(169)
INVENTORY ADJUSTMENT	(\$6)	0	(6)
Subtotal	\$498,224	\$551,186	(\$52,962)
Total Cost of Goods	\$2,007,901	\$2,612,411	(\$604,510)
Total Cost of Goods without IRAN	\$1,705,365	1,870,911	(165,546)
Net Literature Income	\$7,561,398	\$7,111,720	\$449,678
Net Literature Income without IRAN	\$7,271,566	6,715,451	556,115
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$61,543	\$48,999	\$12,544
Groups	\$93,818	79,237	14,581
Areas	\$134,223	129,716	4,507
Regions	\$368,903	429,933	(61,030)
Events/Conventions	\$39,005	16,658	22,348
Unity Day	\$0	15,654	(15,654)
Zonal & Other Forums	\$49,864	23,804	26,061
Total Donations	\$747,356	\$744,000	\$3,356
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$27,350	\$23,483	\$3,868
INTEREST	\$5,258	6,127	(869)
MISCELLANEOUS	(\$1,049)	0	(1,049)
INTERBRANCH	\$0	0	0
	\$31,559	\$29,610	\$1,950
OPERATING INCOME (Not including event specific)	\$8,340,313	\$7,885,330	\$454,983
OPERATING INCOME (Not including IRAN)	\$8,050,481	7,489,060	561,421