



Narcotics Anonymous World Services
Consolidated Statement of Activities
 Income Statement – For the Twelve Months Ending 30 June 2014

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,206,617	\$2,159,634	\$46,983
BASIC TEXT: Translated	163,069	232,312	(69,243)
BASIC TEXT: Softcover	1,108,221	826,736	281,485
JUST FOR TODAY	845,590	859,987	(14,397)
IT WORKS: HOW & WHY	630,236	719,224	(88,988)
SPONSORSHIP BOOK	30,525	73,937	(43,412)
STEP WORKING GUIDES	760,574	692,351	68,223
LIVING CLEAN	717,265	380,000	337,265
ePUB BOOKS	70,797	0	70,797
LITERATURE INCOME (IRAN)	736,205	1,149,147	(412,942)
OTHER RECOVERY LITERATURE	1,284,960	1,427,603	(142,643)
Subtotal	\$8,554,059	\$8,520,931	\$33,128
OTHER INVENTORY INCOME			
MEDALLIONS	\$794,700	\$735,706	\$58,994
KEY TAGS & CHIPS	1,262,599	1,156,257	106,342
NON-FIPT INFORMATION BOOKLETS	65,945	75,566	(9,621)
HANDBOOKS	59,055	58,482	573
SPECIALTY ITEMS	79,773	86,093	(6,320)
GROUP/AREA MATERIALS	147,555	156,911	(9,356)
MIRACLES HAPPEN	24,922	31,599	(6,677)
Subtotal	\$2,434,549	\$2,300,614	\$133,935
SHIPPING	\$579,830	\$509,370	\$70,460
DISCOUNTS	(1,410,291)	(1,390,520)	(19,771)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(169,785)	(257,470)	87,685
Subtotal	(\$1,000,246)	(\$1,138,620)	\$138,374
Gross Literature Income (less discounts)	\$9,988,362	\$9,682,925	\$305,437
Gross Literature Income (without IRAN)	\$9,252,157	\$8,533,778	\$718,379
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$435,458	\$441,053	(\$5,595)
BASIC TEXT: Translated	42,607	50,500	(7,893)
BASIC TEXT: Softcover	138,601	108,810	29,791
JUST FOR TODAY	75,577	109,554	(33,977)
IT WORKS: HOW & WHY	93,322	132,389	(39,067)
SPONSORSHIP BOOK	5,217	23,264	(18,047)
STEP WORKING GUIDES	78,240	89,993	(11,753)
LIVING CLEAN	92,994	90,000	2,994
ePUB BOOKS	22,176	0	22,176
LITERATURE PRODUCTION (IRAN)	498,362	748,915	(250,553)
OTHER RECOVERY LITERATURE	192,811	229,050	(36,239)
Subtotal	\$1,675,365	\$2,023,528	(\$348,163)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2014

	YTD ACTUAL	YTD BUDGET	VARIANCE
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$157,597	\$170,545	(\$12,948)
KEY TAGS & CHIPS	272,231	257,392	14,839
NON-FIPT INFORMATION BOOKLETS	10,023	25,658	(15,635)
HANDBOOKS	13,510	18,681	(5,171)
SPECIALTY ITEMS	23,090	32,689	(9,599)
GROUP / AREA MATERIALS	46,694	47,921	(1,227)
MIRACLES HAPPEN	4,153	3,812	341
INVENTORY ADJUSTMENT	0	0	0
Subtotal	\$527,298	\$556,698	(\$29,400)
Total Cost of Goods	\$2,202,663	\$2,580,226	(\$377,563)
Total Cost of Goods without IRAN	\$1,704,301	\$1,831,311	(\$127,010)
Net Literature Income	\$7,785,699	\$7,102,699	\$683,000
Net Literature Income without IRAN	\$7,547,856	\$6,702,467	\$845,389
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$76,026	\$48,998	\$27,028
Groups	80,052	79,237	815
Areas	126,126	129,716	(3,590)
Regions	378,679	429,933	(51,254)
Events/Conventions	37,438	16,658	20,780
Unity Day	21,549	15,654	5,895
Zonal & Other Forums	64,602	23,804	40,798
Total Donations	\$784,472	\$744,000	\$40,472
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$26,127	\$23,483	\$2,644
INTEREST	8,168	6,127	2,041
MISCELLANEOUS	2,347	0	2,347
INTERBRANCH	0	0	0
Total Miscellaneous Income	\$36,642	\$29,610	\$7,032
OPERATING INCOME (Not including event specific)	\$8,606,813	\$7,876,309	\$730,504
OPERATING INCOME (Not including IRAN)	\$8,368,970	\$7,476,077	\$892,893