

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2015

INCOME	YTD ACTUAL	YTD BUDGET	VARIANCE
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,081,468	\$1,960,668	\$120,800
BASIC TEXT: Translated	\$179,964	161,784	18,180
BASIC TEXT: Softcover	\$701,382	876,336	(174,954)
JUST FOR TODAY	\$790,541	891,984	(101,443)
IT WORKS: HOW & WHY	\$589,558	600,360	(10,802)
SPONSORSHIP BOOK	\$35,033	29,412	5,621
STEP WORKING GUIDES	\$743,316	704,640	38,676
LIVING CLEAN	\$533,971	979,896	(445,925)
ePUB BOOKS	\$67,847	58,092	9,755
LITERATURE INCOME (IRAN)	\$866,814	607,944	258,870
OTHER RECOVERY LITERATURE	\$1,298,626	1,283,676	14,950
Subtotal	\$7,888,520	\$8,154,768	(\$266,248)
OTHER INVENTORY INCOME			
MEDALLIONS	\$745,221	\$747,192	(\$1,971)
KEYTAGS & CHIPS	\$1,241,716	1,193,292	48,424
NON-FIPT INFORMATION BOOKLETS	\$48,828	65,652	(16,824)
HANDBOOKS	\$44,380	56,616	(12,236)
SPECIALTY ITEMS	\$47,583	77,676	(30,093)
GROUP/AREA MATERIALS	\$102,885	114,312	(11,427)
MIRACLES HAPPEN	\$22,792	26,856	(4,064)
Subtotal	\$2,253,405	\$2,281,596	(\$28,191)
SHIPPING	\$574,895	\$580,152	(\$5,257)
DISCOUNTS	(\$1,201,483)	(1,352,136)	150,653
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$164,139)	(203,844)	39,705
Subtotal	(\$790,727)	(\$975,816)	\$185,089
Gross Literature Income (less discounts)	\$9,351,198	\$9,460,548	(\$109,350)
Gross Literature Income (without IRAN)	\$8,484,384	8,852,604	(368,220)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$359,091	\$365,856	(\$6,765)
BASIC TEXT: Translated	\$54,542	30,552	23,990
BASIC TEXT: Softcover	\$85,477	107,736	(22,259)
JUST FOR TODAY	\$76,890	100,332	(23,442)
IT WORKS: HOW & WHY	\$88,021	98,868	(10,847)
SPONSORSHIP BOOK	\$13,110	6,084	7,026
STEP WORKING GUIDES	\$79,829	90,840	(11,011)
LIVING CLEAN	\$68,165	152,124	(83,959)
ePUB BOOKS	\$20,995	18,648	2,347
LITERATURE PRODUCTION (IRAN)	\$627,814	368,808	259,006
OTHER RECOVERY LITERATURE	\$235,579	208,020	27,559
Subtotal	\$1,709,513	\$1,547,856	\$161,657

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	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$171,738	\$164,412	\$7,326
KEYTAGS & CHIPS	\$255,633	267,636	(12,003)
NON-FIPT INFORMATION BOOKLETS	\$6,505	9,756	(3,251)
HANDBOOKS	\$12,228	16,080	(3,852)
SPECIALTY ITEMS	\$18,333	29,712	(11,379)
GROUP/AREA MATERIALS	\$29,116	35,700	(6,584)
MIRACLES HAPPEN	\$4,094	3,840	254
INVENTORY ADJUSTMENT	(\$164)	0	(164)
Subtotal	\$497,483	\$527,124	(\$29,641)
Total Cost of Goods	\$2,206,996	\$2,074,992	\$132,004
Total Cost of Goods without IRAN	\$1,579,182	1,706,184	(127,002)
Net Literature Income	\$7,144,202	\$7,385,556	(\$241,354)
Net Literature Income without IRAN	\$6,905,202	7,146,432	(241,230)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$65,147	\$59,616	\$5,531
Groups	\$75,435	90,252	(14,817)
Areas	\$132,286	133,692	(1,406)
Regions	\$611,648	371,700	239,948
Events/Conventions	\$89,182	28,320	60,862
Unity Day	\$7,590	15,216	(7,626)
Zonal & Other Forums	\$57,339	64,236	(6,897)
Total Donations	\$1,038,627	\$763,020	\$275,607
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$27,824	\$26,772	\$1,052
INTEREST	\$4,268	7,560	(3,292)
MISCELLANEOUS	(\$1,031)	0	(1,031)
INTERBRANCH	\$0	0	0
Total Miscellaneous Income	\$31,061	\$34,332	(\$3,271)
OPERATING INCOME (Not including event specific)	\$8,213,890	\$8,182,908	\$30,982
OPERATING INCOME (Not including IRAN)	\$7,974,890	7,943,772	31,118