

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2016

INCOME	YTD ACTUAL	YTD BUDGET	VARIANCE
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,129,589	\$2,009,688	\$119,901
BASIC TEXT: Translated	185,527	165,828	19,699
BASIC TEXT: Softcover	1,028,650	898,248	130,402
JUST FOR TODAY	782,883	936,588	(153,705)
IT WORKS: HOW & WHY	628,018	630,384	(2,366)
SPONSORSHIP BOOK	34,429	30,876	3,553
STEP WORKING GUIDES	768,736	739,872	28,864
LIVING CLEAN	461,762	1,028,892	(567,130)
ePUB BOOKS	88,155	60,996	27,159
LITERATURE INCOME (IRAN)	802,679	638,340	164,339
OTHER RECOVERY LITERATURE	1,344,464	1,347,852	(3,388)
Subtotal	\$8,254,892	\$8,487,540	(\$232,648)
OTHER INVENTORY INCOME			
MEDALLIONS	\$838,030	\$784,548	\$53,482
KEY TAGS & CHIPS	1,318,138	1,252,956	65,182
NON-FIPT INFORMATION BOOKLETS	57,804	68,940	(11,136)
HANDBOOKS	46,970	59,448	(12,478)
SPECIALTY ITEMS	83,727	81,564	2,163
GROUP/AREA MATERIALS	173,830	120,024	53,806
MIRACLES HAPPEN	22,309	28,200	(5,891)
Subtotal	\$2,540,808	\$2,395,680	\$145,128
SHIPPING	\$585,222	\$609,168	(\$23,946)
DISCOUNTS	(1,330,777)	(1,419,744)	88,967
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(130,878)	(214,032)	83,154
Subtotal	(\$876,433)	(\$1,024,608)	\$148,175
Gross Literature Income (less discounts)	\$9,919,267	\$9,858,612	\$60,655
Gross Literature Income (without IRAN)	9,116,588	9,220,272	(103,684)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$370,968	\$373,176	(\$2,208)
BASIC TEXT: Translated	67,093	31,164	35,929
BASIC TEXT: Softcover	122,579	109,896	12,683
JUST FOR TODAY	66,779	102,336	(35,557)
IT WORKS: HOW & WHY	99,453	100,848	(1,395)
SPONSORSHIP BOOK	7,924	6,204	1,720
STEP WORKING GUIDES	78,598	92,664	(14,066)
LIVING CLEAN	59,411	155,172	(95,761)
ePUB BOOKS	28,658	19,020	9,638
LITERATURE PRODUCTION (IRAN)	514,736	376,188	138,548
OTHER RECOVERY LITERATURE	246,912	212,172	34,740
Subtotal	\$1,663,111	\$1,578,816	\$84,295

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	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$181,266	\$167,700	\$13,566
KEY TAGS & CHIPS	273,965	272,988	977
NON-FIPT INFORMATION BOOKLETS	5,208	9,948	(4,740)
HANDBOOKS	10,597	16,404	(5,807)
SPECIALTY ITEMS	24,444	30,312	(5,868)
GROUP/AREA MATERIALS	53,949	36,420	17,529
MIRACLES HAPPEN	4,184	3,912	272
INVENTORY ADJUSTMENT	0	0	0
Subtotal	\$553,613	\$537,672	\$15,941
Total Cost of Goods	\$2,216,724	\$2,116,488	\$100,236
Total Cost of Goods without IRAN	1,701,988	1,740,312	(38,324)
Net Literature Income	\$7,702,543	\$7,742,112	(\$39,569)
Net Literature Income without IRAN	7,414,600	7,479,960	(65,360)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$52,734	\$59,616	(\$6,882)
Groups	80,444	90,252	(9,808)
Areas	176,399	133,692	42,707
Regions	540,835	371,700	169,135
Events/Conventions	86,300	28,320	57,980
Unity Day	0	15,216	(15,216)
Zonal & Other Forums	81,380	64,236	17,144
Total Donations	\$1,018,092	\$763,020	\$255,072
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$29,950	\$26,772	\$3,178
INTEREST	3,752	7,560	(3,808)
MISCELLANEOUS	2,395	0	2,395
INTERBRANCH	0	0	0
Total Miscellaneous Income	\$36,097	\$34,332	\$1,765
OPERATING INCOME (Not including event specific)	\$8,756,732	\$8,539,464	\$217,268
OPERATING INCOME (Not including IRAN)	8,468,789	8,277,312	191,477