

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

INCOME	YTD ACTUAL	YTD BUDGET	VARIANCE
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,102,889	\$2,144,043	(\$41,154)
BASIC TEXT: Translated	181,841	171,517	10,324
BASIC TEXT: Softcover	961,266	904,802	56,464
JUST FOR TODAY	776,286	818,065	(41,779)
IT WORKS: HOW & WHY	599,767	609,897	(10,130)
SPONSORSHIP BOOK	29,521	32,779	(3,258)
STEP WORKING GUIDES	818,222	751,945	66,277
LIVING CLEAN	409,247	508,801	(99,554)
GUIDING PRINCIPLES	833,161	300,000	533,161
ePUB BOOKS	98,768	69,322	29,446
LITERATURE INCOME (IRAN)	690,543	797,915	(107,372)
OTHER RECOVERY LITERATURE	1,317,603	1,291,793	25,810
Subtotal	\$8,819,114	\$8,400,879	\$418,235
OTHER INVENTORY INCOME			
MEDALLIONS	\$859,696	\$769,960	\$89,736
KEY TAGS & CHIPS	1,300,113	1,252,157	47,956
NON-FIPT INFORMATION BOOKLETS	60,871	57,387	3,484
HANDBOOKS	49,478	51,718	(2,240)
SPECIALTY ITEMS	77,261	63,678	13,583
GROUP/AREA MATERIALS	115,479	125,220	(9,741)
MIRACLES HAPPEN	24,695	23,857	838
Subtotal	\$2,487,593	\$2,343,977	\$143,616
SHIPPING	\$611,302	\$577,363	\$33,939
DISCOUNTS	(1,433,968)	(1,305,887)	(128,081)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(181,336)	(166,962)	(14,374)
Subtotal	(\$1,004,002)	(\$895,486)	(\$108,516)
Gross Literature Income (less discounts)	\$10,302,705	\$9,849,370	\$453,335
Gross Literature Income (without IRAN)	\$9,612,162	\$9,051,455	\$560,707
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$333,396	\$405,220	(\$71,824)
BASIC TEXT: Translated	40,368	49,546	(9,178)
BASIC TEXT: Softcover	114,454	114,280	174
JUST FOR TODAY	61,276	77,758	(16,482)
IT WORKS: HOW & WHY	88,799	92,485	(3,686)
SPONSORSHIP BOOK	5,607	9,347	(3,740)
STEP WORKING GUIDES	71,932	80,615	(8,683)
LIVING CLEAN	51,225	67,382	(16,157)
GUIDING PRINCIPLES	107,762	90,000	17,762
ePUB BOOKS	31,821	22,017	9,804
LITERATURE PRODUCTION (IRAN)	466,092	605,282	(139,190)
OTHER RECOVERY LITERATURE	230,618	218,479	12,139
Subtotal	\$1,603,350	\$1,832,411	(\$229,061)

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	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$185,332	\$167,961	\$17,371
KEY TAGS & CHIPS	277,581	269,211	8,370
NON-FIPT INFORMATION BOOKLETS	4,744	8,429	(3,685)
HANDBOOKS	10,522	13,126	(2,604)
SPECIALTY ITEMS	18,896	21,126	(2,230)
GROUP/AREA MATERIALS	26,028	38,663	(12,635)
MIRACLES HAPPEN	4,371	4,206	165
Subtotal	\$527,474	\$522,722	\$4,752
Total Cost of Goods	\$2,130,824	\$2,355,133	(\$224,309)
Total Cost of Goods without IRAN	\$1,664,732	\$1,749,851	(\$85,119)
Net Literature Income	\$8,171,881	\$7,494,237	\$677,644
Net Literature Income without IRAN	\$7,947,430	\$7,301,603	\$645,827
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$175,295	\$76,026	\$99,269
Groups	88,284	80,052	8,232
Areas	153,332	126,126	27,206
Regions	594,455	378,679	215,776
Events/Conventions	143,563	37,438	106,125
Unity Day	0	21,549	(21,549)
Zonal & Other Forums	34,336	64,602	(30,266)
Total Donations	\$1,189,265	\$784,472	\$404,793
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$30,700	\$26,976	\$3,724
INTEREST	3,782	6,218	(2,436)
MISCELLANEOUS	36	0	36
Total Miscellaneous Income	\$34,518	\$33,194	\$1,324
OPERATING INCOME (Not including event specific)	\$9,395,664	\$8,311,902	\$1,083,762
OPERATING INCOME (Not including IRAN)	\$9,171,213	\$8,119,269	\$1,051,944