

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2018

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE %
INCOME				
RECOVERY LITERATURE INCOME				
BASIC TEXT: Hardcover English	\$2,034,591	\$2,186,923	(\$152,332)	-7%
BASIC TEXT: Translated	207,399	174,947	32,452	19%
BASIC TEXT: Softcover	1,007,053	922,898	84,155	9%
JUST FOR TODAY	789,525	834,427	(44,902)	-5%
IT WORKS: HOW & WHY	596,313	622,095	(25,782)	-4%
SPONSORSHIP BOOK	30,043	33,435	(3,392)	-10%
STEP WORKING GUIDES	851,522	766,984	84,538	11%
LIVING CLEAN	362,847	518,977	(156,130)	-30%
GUIDING PRINCIPLES	250,412	380,000	(129,588)	-34%
ePUB BOOKS	98,367	70,708	27,659	39%
LITERATURE INCOME (IRAN)	611,687	813,874	(202,187)	-25%
OTHER RECOVERY LITERATURE	1,177,286	1,317,629	(140,343)	-11%
Subtotal	\$8,017,045	\$8,642,897	(\$625,852)	-7%
OTHER INVENTORY INCOME				
MEDALLIONS	\$869,201	\$785,360	\$83,841	11%
KEY TAGS & CHIPS	1,340,334	1,277,201	63,133	5%
NON-FIPT INFORMATION BOOKLETS	201,721	58,534	143,187	245%
HANDBOOKS	159,610	52,752	106,858	203%
SPECIALTY ITEMS	87,177	64,952	22,225	34%
GROUP/AREA MATERIALS	158,606	127,724	30,882	24%
MIRACLES HAPPEN	17,443	24,334	(6,891)	-28%
Subtotal	\$2,834,092	\$2,390,857	\$443,235	19%
SHIPPING	\$573,306	\$588,910	(\$15,604)	-3%
DISCOUNTS	(1,462,747)	(1,332,005)	(130,742)	10%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(92,073)	(170,301)	78,228	-46%
Subtotal	(\$981,514)	(\$913,396)	(\$68,118)	7%
Gross Literature Income (less discounts)	\$9,869,623	\$10,120,358	(\$250,735)	-2%
Gross Literature Income (without IRAN)	\$9,257,936	\$9,306,484	(\$48,548)	-1%
RECOVERY LITERATURE COST OF GOODS				
BASIC TEXT: Hardcover English	\$349,317	\$413,324	(\$64,007)	-15%
BASIC TEXT: Translated	40,467	50,537	(10,070)	-20%
BASIC TEXT: Softcover	119,883	116,565	3,318	3%
JUST FOR TODAY	67,348	79,313	(11,965)	-15%
IT WORKS: HOW & WHY	91,212	94,335	(3,123)	-3%
SPONSORSHIP BOOK	5,524	9,534	(4,010)	-42%
STEP WORKING GUIDES	82,114	82,227	(113)	0%
LIVING CLEAN	44,249	68,730	(24,481)	-36%
GUIDING PRINCIPLES	34,569	90,000	(55,431)	-62%
ePUB BOOKS	29,959	22,458	7,501	33%
LITERATURE PRODUCTION (IRAN)	350,504	617,388	(266,884)	-43%
OTHER RECOVERY LITERATURE	242,014	222,848	19,166	9%
Subtotal	\$1,457,160	\$1,867,259	(\$410,099)	-22%

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OTHER INVENTORY COST OF GOODS				
MEDALLIONS	\$208,942	\$171,320	\$37,622	22%
KEY TAGS & CHIPS	302,484	274,595	27,889	10%
NON-FIPT INFORMATION BOOKLETS	36,635	8,598	28,037	326%
HANDBOOKS	30,883	13,389	17,494	131%
SPECIALTY ITEMS	23,381	21,548	1,833	9%
GROUP/AREA MATERIALS	56,389	39,436	16,953	43%
MIRACLES HAPPEN	3,430	4,290	(860)	-20%
Subtotal	\$662,144	\$533,176	\$128,968	24%
Total Cost of Goods	\$2,119,304	\$2,400,435	(\$281,131)	-12%
Total Cost of Goods without IRAN	\$1,768,800	\$1,783,047	(\$14,247)	-1%
Net Literature Income	\$7,750,319	\$7,719,923	\$30,396	0%
Net Literature Income without IRAN	\$7,489,136	\$7,523,437	(\$34,301)	0%
FELLOWSHIP DONATIONS				
BREAKDOWN BY DONOR TYPE				
Members	\$77,444	\$76,026	\$1,418	2%
Groups	86,203	80,052	6,151	8%
Areas	138,513	126,126	12,387	10%
Regions	599,680	378,679	221,001	58%
Events/Conventions	51,380	37,438	13,942	37%
Unity Day	0	21,549	(21,549)	-100%
Zonal & Other Forums	47,080	64,602	(17,522)	-27%
Total Donations	\$1,000,300	\$784,472	\$215,828	28%
MISCELLANEOUS INCOME				
LICENSED VENDOR PAYMENTS	\$33,596	\$26,976	\$6,620	25%
INTEREST	6,777	6,218	559	9%
MISCELLANEOUS	1,978	0	1,978	
Total Miscellaneous Income	\$42,351	\$33,194	\$9,157	28%
OPERATING INCOME (Not including event specific)	\$8,792,970	\$8,537,589	\$255,381	3%
OPERATING INCOME (Not including IRAN)	\$8,531,787	\$8,341,103	\$190,684	2%