

## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>	<u>VARIANCE%</u>
<b>INCOME</b>				
<b>RECOVERY LITERATURE INCOME</b>				
BASIC TEXT	\$ 2,131,603	\$ 2,147,983	\$ (16,380)	-1%
BASIC TEXT: Translated	270,995	186,439	84,556	45%
BASIC TEXT: Softcover	1,020,295	1,009,882	10,412	1%
JUST FOR TODAY	784,972	791,278	(6,306)	-1%
WORKS: HOW & WHY	614,415	623,101	(8,686)	-1%
SPONSORSHIP BOOK	28,590	32,455	(3,865)	-12%
STEP WORKING GUIDES	872,898	805,381	67,517	8%
LIVING CLEAN	411,517	400,000	11,517	3%
GUIDING PRINCIPLES	195,510	300,000	(104,490)	-35%
ePUB BOOKS	98,867	94,863	4,003	4%
LITERATURE INCOME (IRAN)	307,852	761,387	(453,535)	-60%
OTHER RECOVERY LITERATURE	1,355,491	1,350,999	4,492	0%
<b>Subtotal</b>	<b>\$ 8,093,005</b>	<b>\$ 8,503,768</b>	<b>\$ (410,763)</b>	<b>-5%</b>
<b>OTHER INVENTORY INCOME</b>				
MEDALLIONS	\$ 910,411	\$ 861,596	\$ 48,815	6%
KEY TAGS & CHIPS	1,286,969	1,328,762	(41,793)	-3%
NON-FIPT INFORMATION BOOKLETS	33,706	60,228	(26,521)	-44%
SERVICE MATERIAL	180,942	195,772	(14,830)	-8%
SPECIALTY ITEMS	111,871	81,701	30,170	37%
MIRACLES HAPPEN	20,020	23,855	(3,835)	-16%
<b>Subtotal</b>	<b>\$ 2,543,920</b>	<b>\$ 2,551,914</b>	<b>\$ (7,994)</b>	
SHIPPING	\$ 578,439	\$ 607,236	\$ (28,797)	-5%
DISCOUNTS	(1,493,415)	(1,403,108)	(90,307)	6%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(260,934)	(158,449)	(102,485)	65%
<b>Subtotal</b>	<b>\$ (1,175,909)</b>	<b>\$ (954,321)</b>	<b>\$ (221,588)</b>	<b>23%</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$ 9,461,016</b>	<b>\$10,101,361</b>	<b>\$ (640,345)</b>	<b>-6%</b>
<b>Gross Literature Income ( without IRAN )</b>	<b>\$ 9,153,164</b>	<b>\$ 9,339,974</b>	<b>\$ (186,811)</b>	<b>-2%</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>				
BASIC TEXT	\$ 430,169	\$ 383,878	\$ 46,291	12%
BASIC TEXT: Translated	45,473	58,566	(13,094)	-22%
BASIC TEXT: Softcover	130,198	129,183	1,016	1%
JUST FOR TODAY	82,919	69,790	13,129	19%
WORKS: HOW & WHY	101,986	102,597	(611)	-1%
SPONSORSHIP BOOK	5,659	7,374	(1,715)	-23%
STEP WORKING GUIDES	102,164	82,039	20,125	25%
LIVING CLEAN	47,849	60,297	(12,448)	-21%
GUIDING PRINCIPLES	22,819	52,906	(30,087)	-57%
ePUB BOOKS	29,660	32,961	(3,301)	-10%
LITERATURE INCOME (IRAN)	194,039	573,198	(379,159)	-66%
OTHER RECOVERY LITERATURE	348,190	260,254	87,936	34%
<b>Subtotal</b>	<b>\$ 1,541,125</b>	<b>\$ 1,813,043</b>	<b>\$ (271,919)</b>	<b>-15%</b>

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<b>OTHER INVENTORY INCOME</b>				
MEDALLIONS	\$ 189,279	\$ 199,796	\$ (10,517)	-5%
KEY TAGS & CHIPS	266,362	300,593	(34,230)	-11%
NON-FIPT INFORMATION BOOKLETS	96,826	5,424	91,403	1685%
SERVICE MATERIAL	84,298	11,510	72,788	632%
SPECIALTY ITEMS	64,049	23,620	40,429	171%
MIRACLES HAPPEN	3,981	43,587	(39,606)	-91%
INVENTORY ADJUSTMENT - no budget	205	4,662	-	
<b>Subtotal</b>	<b>\$ 705,002</b>	<b>\$ 589,192</b>	<b>\$ 120,267</b>	<b>20%</b>
<b>Total Cost of Goods</b>	<b>\$ 2,246,127</b>	<b>\$ 2,402,236</b>	<b>\$ (151,652)</b>	<b>-6%</b>
<b>Total Cost of Goods without IRAN</b>	<b>\$ 2,052,088</b>	<b>\$ 1,829,038</b>	<b>\$ 227,507</b>	<b>12%</b>
<b>Net Literature Income</b>	<b>\$ 7,214,889</b>	<b>\$ 7,699,125</b>	<b>\$ (488,693)</b>	<b>-6%</b>
<b>Net Literature Income without IRAN</b>	<b>\$ 7,101,076</b>	<b>\$ 7,510,936</b>	<b>\$ (414,317)</b>	<b>-6%</b>
<b>FELLOWSHIP CONTRIBUTIONS</b>				
Members	\$ 59,192	\$ 114,015	\$ (54,822)	-48%
Groups	80,676	84,364	(3,688)	-4%
Areas	131,125	164,866	(33,740)	-20%
Regions	450,177	567,645	(117,468)	-21%
Events/Conventions	27,741	114,932	(87,191)	-76%
Unity Day	23,349	-	23,349	
Zonal & Other Forums	32,947	57,858	(24,911)	-43%
<b>Total Donations</b>	<b>\$ 805,208</b>	<b>\$ 1,103,679</b>	<b>\$ (298,470)</b>	<b>-27%</b>
<b>MISCELLANEOUS INCOME</b>				
LICENSED VENDOR PAYMENTS	\$ 34,672	\$ 30,325	\$ 4,347	14%
INTEREST	6,938	3,767	3,171	84%
MISCELLANEOUS	1,991	0	1,991	
INTERBRANCH	1	0	1	
<b>Total Miscellaneous Income</b>	<b>\$ 43,602</b>	<b>\$ 34,092</b>	<b>\$ 9,510</b>	<b>28%</b>
<b>OPERATING INCOME</b>	<b>\$ 8,063,700</b>	<b>\$ 8,836,896</b>	<b>\$ (777,653)</b>	<b>-9%</b>
<b>OPERATING INCOME (Not including IRAN)</b>	<b>\$ 7,949,887</b>	<b>\$ 8,648,707</b>	<b>\$ (703,277)</b>	<b>-8%</b>