

# Narcotics Anonymous World Services Consolidated Statement of Activities

**Income Statement** For the Twelve Months  
Ending 30 June 2020

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
<b>INCOME</b>				
<b>RECOVERY LITERATURE INCOME</b>				
BASIC TEXT	\$ 1,650,767	\$ 2,216,718	\$ (565,951)	-26%
BASIC TEXT: Translated	171,234	192,405	(21,171)	-11%
BASIC TEXT: Softcover	925,412	1,042,199	(116,787)	-11%
JUST FOR TODAY	646,785	816,599	(169,814)	-21%
WORKS: HOW & WHY	535,334	643,040	(107,706)	-17%
SPONSORSHIP BOOK	25,429	33,493	(8,064)	-24%
STEP WORKING GUIDES	767,993	831,153	(63,160)	-8%
LIVING CLEAN	344,444	412,800	(68,356)	-17%
GUIDING PRINCIPLES	134,015	309,600	(175,585)	-57%
ePUB BOOKS	131,701	97,899	33,802	35%
LITERATURE INCOME (IRAN)	262,333	785,751	(523,418)	-67%
OTHER RECOVERY LITERATURE	1,096,184	1,394,231	(298,047)	-21%
<b>Subtotal</b>	<b>\$ 6,691,631</b>	<b>\$ 8,775,888</b>	<b>\$ (2,084,257)</b>	<b>-24%</b>
<b>OTHER INVENTORY INCOME</b>				
MEDALLIONS	\$ 731,120	\$ 889,167	\$ (158,047)	-18%
KEY TAGS & CHIPS	1,114,993	1,371,283	(256,290)	-19%
NON-FIPT INFORMATION BOOKLETS	18,872	62,155	(43,283)	-70%
SERVICE MATERIAL	135,469	202,037	(66,568)	-33%
SPECIALTY ITEMS	70,671	84,316	(13,645)	-16%
MIRACLES HAPPEN	15,304	24,618	(9,314)	-38%
<b>Subtotal</b>	<b>\$ 2,086,429</b>	<b>\$ 2,633,576</b>	<b>\$ (547,147)</b>	
SHIPPING	\$ 545,699	\$ 626,667	\$ (80,968)	-13%
DISCOUNTS	(1,264,218)	(1,448,008)	183,790	-13%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(121,754)	(163,519)	41,765	-26%
<b>Subtotal</b>	<b>\$ (840,272)</b>	<b>\$ (984,860)</b>	<b>\$ 144,588</b>	<b>-15%</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$ 7,937,788</b>	<b>\$10,424,604</b>	<b>\$ (2,486,816)</b>	<b>-24%</b>
<b>Gross Literature Income ( without IRAN )</b>	<b>\$ 7,675,454</b>	<b>\$ 9,638,853</b>	<b>\$ (1,963,399)</b>	<b>-20%</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>				
BASIC TEXT	\$ 365,653	\$ 391,556	\$ (25,903)	-7%
BASIC TEXT: Translated	29,266	59,738	(30,472)	-51%
BASIC TEXT: Softcover	131,097	131,767	(670)	-1%
JUST FOR TODAY	72,992	71,186	1,806	3%
WORKS: HOW & WHY	107,229	104,649	2,580	2%
SPONSORSHIP BOOK	4,291	7,522	(3,231)	-43%
STEP WORKING GUIDES	89,886	83,680	6,206	7%
LIVING CLEAN	77,328	61,503	15,825	26%
GUIDING PRINCIPLES	27,695	53,964	(26,269)	-49%
ePUB BOOKS	39,464	33,620	5,844	17%
LITERATURE INCOME (IRAN)	283,066	584,662	(301,596)	-52%
OTHER RECOVERY LITERATURE	211,455	265,459	(54,004)	-20%
<b>Subtotal</b>	<b>\$ 1,439,422</b>	<b>\$ 1,849,306</b>	<b>\$ (409,884)</b>	<b>-22%</b>

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
<b>OTHER INVENTORY INCOME</b>				
MEDALLIONS	\$ 151,907	\$ 203,792	\$ (51,885)	-25%
KEY TAGS & CHIPS	260,055	306,604	(46,549)	-15%
NON-FIPT INFORMATION BOOKLETS	3,247	5,532	(2,285)	-41%
SERVICE MATERIAL	38,949	56,199	(17,250)	-31%
SPECIALTY ITEMS	1,467	24,093	(22,626)	-94%
MIRACLES HAPPEN	2,985	4,756	(1,771)	-37%
INVENTORY ADJUSTMENT - no budget	0	-	0	
<b>Subtotal</b>	<b>\$ 458,610</b>	<b>\$ 600,976</b>	<b>\$ (142,366)</b>	<b>-24%</b>
<b>Total Cost of Goods</b>	<b>\$ 1,898,032</b>	<b>\$ 2,450,282</b>	<b>\$ (552,250)</b>	<b>-23%</b>
<b>Total Cost of Goods without IRAN</b>	<b>\$ 1,614,966</b>	<b>\$ 1,865,620</b>	<b>\$ (250,654)</b>	<b>-13%</b>
<b>Net Literature Income</b>	<b>\$ 6,039,756</b>	<b>\$ 7,974,322</b>	<b>\$ (1,934,566)</b>	<b>-24%</b>
<b>Net Literature Income without IRAN</b>	<b>\$ 6,060,488</b>	<b>\$ 7,773,233</b>	<b>\$ (1,712,745)</b>	<b>-22%</b>
<b>FELLOWSHIP CONTRIBUTIONS</b>				
Members	\$ 209,231	\$ 114,015	\$ 95,216	84%
Groups	83,514	84,364	(850)	-1%
Areas	126,147	164,866	(38,719)	-23%
Regions	520,773	567,645	(46,872)	-8%
Events/Conventions	31,339	114,932	(83,593)	-73%
Unity Day	-	-	-	
Zonal & Other Forums	28,205	57,858	(29,653)	
<b>Total Donations</b>	<b>\$ 999,209</b>	<b>\$ 1,103,680</b>	<b>\$ (104,471)</b>	<b>-9%</b>
<b>MISCELLANEOUS INCOME</b>				
LICENSED VENDOR PAYMENTS	\$ 35,718	\$ 30,325	\$ 5,393	18%
INTEREST	14,916	3,767	11,149	296%
MISCELLANEOUS	(11,502)	0	(11,502)	
INTERBRANCH	(1,029)	0	(1,029)	
<b>Total Miscellaneous Income</b>	<b>\$ 38,104</b>	<b>\$ 34,092</b>	<b>\$ 4,012</b>	<b>12%</b>
<b>OPERATING INCOME</b>	<b>\$ 7,077,069</b>	<b>\$ 9,112,094</b>	<b>\$ (2,035,025)</b>	<b>-22%</b>
<b>OPERATING INCOME (Not including IRAN)</b>	<b>\$ 7,097,802</b>	<b>\$ 8,911,005</b>	<b>\$ (1,813,203)</b>	<b>-20%</b>