

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement For the Twelve Months
Ending 30 June 2021

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
INCOME				
RECOVERY LITERATURE INCOME				
BASIC TEXT	\$ 1,401,733	\$ 1,562,323	\$ (160,589)	-10%
BASIC TEXT: Translated	173,845	176,570	(2,726)	-2%
BASIC TEXT: Softcover	837,092	760,255	76,837	10%
JUST FOR TODAY	710,978	589,128	121,851	21%
WORKS: HOW & WHY	542,225	453,085	89,140	20%
SPONSORSHIP BOOK	24,976	21,867	3,109	14%
STEP WORKING GUIDES	752,037	644,686	107,351	17%
LIVING CLEAN	360,697	290,278	70,419	24%
GUIDING PRINCIPLES	126,003	167,173	(41,170)	-25%
ePUB BOOKS	132,890	73,963	58,927	80%
LITERATURE INCOME (IRAN)	187,602	459,770	(272,168)	-59%
OTHER RECOVERY LITERATURE	417,788	1,053,896	(636,108)	-60%
Subtotal	\$ 5,667,865	\$ 6,252,991	\$ (585,127)	-9%
OTHER INVENTORY INCOME				
MEDALLIONS	\$ 686,953	\$ 667,354	\$ 19,599	3%
KEY TAGS & CHIPS	627,304	985,239	(357,935)	-36%
NON-FIPT INFORMATION BOOKLETS	7,698	88,257	(80,559)	-91%
SERVICE MATERIAL	64,979	187,031	(122,053)	-65%
SPECIALTY ITEMS	98,348	74,643	23,705	32%
MIRACLES HAPPEN	19,156	14,049	5,107	36%
Subtotal	\$ 1,504,437	\$ 2,016,573	\$ (512,136)	-25%
SHIPPING	\$ 541,668	431,905	\$ 109,763	25%
DISCOUNTS	(953,053)	(1,108,561)	155,508	-14%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(124,377)	(132,378)	8,001	-6%
Subtotal	\$ (535,763)	\$ (809,034)	\$ 273,272	-34%
Gross Literature Income (less discounts)	\$ 6,636,539	\$ 7,460,531	\$ (823,991)	-11%
Gross Literature Income (without IRAN)	\$ 6,448,937	\$ 7,000,761	\$ (551,824)	-8%
RECOVERY LITERATURE COST OF GOODS				
BASIC TEXT	\$ 258,233	\$ 292,307	\$ (34,074)	-12%
BASIC TEXT: Translated	35,737	32,227	3,509	11%
BASIC TEXT: Softcover	112,626	93,781	18,845	20%
JUST FOR TODAY	75,430	56,350	19,080	34%
WORKS: HOW & WHY	82,813	72,449	10,363	14%
SPONSORSHIP BOOK	4,852	4,194	658	16%
STEP WORKING GUIDES	70,819	69,104	1,715	2%
LIVING CLEAN	53,920	34,537	19,383	56%
GUIDING PRINCIPLES	20,209	21,521	(1,311)	-6%
ePUB BOOKS	39,867	22,357	17,510	78%
LITERATURE INCOME (IRAN)	100,338	272,272	(171,934)	-63%
OTHER RECOVERY LITERATURE	78,430	221,326	(142,897)	-65%
Subtotal	\$ 933,272	\$ 1,192,425	\$ (259,152)	-22%

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
OTHER INVENTORY INCOME				
MEDALLIONS	\$ 127,302	\$ 149,333	\$ (22,031)	-15%
KEY TAGS & CHIPS	118,022	213,317	(95,295)	-45%
NON-FIPT INFORMATION BOOKLETS	1,733	50,048	(48,315)	-97%
SERVICE MATERIAL	15,284	64,339	(49,055)	-76%
SPECIALTY ITEMS	32,804	32,786	17	0%
MIRACLES HAPPEN	3,698	2,779	918	33%
INVENTORY ADJUSTMENT - no budget	-	-	-	-
Subtotal	\$ 298,842	\$ 512,603	\$ (213,761)	-42%
Total Cost of Goods	\$ 1,232,114	\$ 1,705,027	\$ (472,913)	-28%
Total Cost of Goods without IRAN	\$ 1,131,776	\$ 1,432,756	\$ (300,979)	-21%
Net Literature Income	\$ 5,404,425	\$ 5,755,503	\$ (351,079)	-6%
Net Literature Income without IRAN	\$ 5,317,161	\$ 5,568,005	\$ (250,845)	-5%
FELLOWSHIP CONTRIBUTIONS				
Members	\$ 638,440	\$ 318,318	\$ 320,122	101%
Groups	125,255	83,440	41,815	50%
Areas	157,056	64,819	92,236	142%
Regions	650,406	300,000	350,406	117%
Events/Conventions	84,694	18,000	66,694	371%
Unity Day	-	11,675	(11,675)	-100%
Zonal & Other Forums	75,164	15,000	60,164	401%
Total Contributions	\$ 1,731,015	\$ 811,252	\$ 919,763	113%
MISCELLANEOUS INCOME				
LICENSED VENDOR PAYMENTS	\$ 12,550	\$ 34,134	\$ (21,584)	-63%
INTEREST	9,458	6,857	2,601	38%
MISCELLANEOUS	1,272	0	1,272	-
INTERBRANCH	(8,913)	0	(8,913)	-
Total Miscellaneous Income	\$ 14,368	\$ 40,991	\$ (26,623)	-65%
OPERATING INCOME	\$ 7,149,807	\$ 6,607,746	\$ 542,061	8%
OPERATING INCOME (Not including IRAN)	\$ 7,062,543	\$ 6,420,248	\$ 642,295	10%