

Narcotics Anonymous World Services

Consolidated Statement of Activities

	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%

Narcotics Anonymous World Services

Consolidated Statement of Activities

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
INCOME				
RECOVERY LITERATURE INCOME				
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%
Subtotal	\$ 6,691,631	\$ 8,775,888	\$ (2,084,257)	-24%
OTHER INVENTORY INCOME				
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%
Subtotal	\$ 2,086,429	\$ 2,633,576	\$ (547,147)	
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%
Subtotal	\$ (840,272)	\$ (984,860)	\$ 144,588	-15%
Gross Literature Income (less discounts)	\$ 7,937,788	\$10,424,604	\$ (2,486,816)	-24%
Gross Literature Income (without IRAN)	\$ 7,675,454	\$ 9,638,853	\$ (1,963,399)	-20%
RECOVERY LITERATURE COST OF GOODS				
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%
Subtotal	\$ 1,439,422	\$ 1,849,306	\$ (409,884)	-22%

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
OTHER INVENTORY INCOME				
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	
Subtotal	\$ 458,610	\$ 600,976	\$ (142,366)	-24%
Total Cost of Goods	\$ 1,898,032	\$ 2,450,282	\$ (552,250)	-23%
Total Cost of Goods without IRAN	\$ 1,614,966	\$ 1,865,620	\$ (250,654)	-13%
Net Literature Income	\$ 6,039,756	\$ 7,974,322	\$ (1,934,566)	-24%
Net Literature Income without IRAN	\$ 6,060,488	\$ 7,773,233	\$ (1,712,745)	-22%
FELLOWSHIP CONTRIBUTIONS				
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)	
Total Donations	\$ 999,209	\$ 1,103,680	\$ (104,471)	-9%
MISCELLANEOUS INCOME				
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)	
Total Miscellaneous Income	\$ 38,104	\$ 34,092	\$ 4,012	12%
OPERATING INCOME	\$ 7,077,069	\$ 9,112,094	\$ (2,035,025)	-22%
OPERATING INCOME (Not including IRAN)	\$ 7,097,802	\$ 8,911,005	\$ (1,813,203)	-20%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
INCOME				
RECOVERY LITERATURE INCOME				
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%
Subtotal	\$ 8,093,005	\$ 8,503,768	\$ (410,763)	-5%
OTHER INVENTORY INCOME				
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%
Subtotal	\$ 2,543,920	\$ 2,551,914	\$ (7,994)	
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%
Subtotal	\$ (1,175,909)	\$ (954,321)	\$ (221,588)	23%
Gross Literature Income (less discounts)	\$ 9,461,016	\$10,101,361	\$ (640,345)	-6%
Gross Literature Income (without IRAN)	\$ 9,153,164	\$ 9,339,974	\$ (186,811)	-2%
RECOVERY LITERATURE COST OF GOODS				
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%
Subtotal	\$ 1,541,125	\$ 1,813,043	\$ (271,919)	-15%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

	YTD ACTUAL	ANNUAL	VARIANCE	VARIANCE%
OTHER INVENTORY INCOME				
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	-	
Subtotal	\$ 705,002	\$ 589,192	\$ 120,267	20%
Total Cost of Goods	\$ 2,246,127	\$ 2,402,236	\$ (151,652)	-6%
Total Cost of Goods without IRAN	\$ 2,052,088	\$ 1,829,038	\$ 227,507	12%
Net Literature Income	\$ 7,214,889	\$ 7,699,125	\$ (488,693)	-6%
Net Literature Income without IRAN	\$ 7,101,076	\$ 7,510,936	\$ (414,317)	-6%
FELLOWSHIP CONTRIBUTIONS				
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%
Total Donations	\$ 805,208	\$ 1,103,679	\$ (298,470)	-27%
MISCELLANEOUS INCOME				
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	
Total Miscellaneous Income	\$ 43,602	\$ 34,092	\$ 9,510	28%
OPERATING INCOME	\$ 8,063,700	\$ 8,836,896	\$ (777,653)	-9%
OPERATING INCOME (Not including IRAN)	\$ 7,949,887	\$ 8,648,707	\$ (703,277)	-8%

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%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2018

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE %
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%

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
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)

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2017

	YTD ACTUAL	YTD BUDGET	VARIANCE
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

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2016

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,129,589	\$2,009,688	\$119,901
BASIC TEXT: Translated	185,527	165,828	19,699
BASIC TEXT: Softcover	1,028,650	898,248	130,402
JUST FOR TODAY	782,883	936,588	(153,705)
IT WORKS: HOW & WHY	628,018	630,384	(2,366)
SPONSORSHIP BOOK	34,429	30,876	3,553
STEP WORKING GUIDES	768,736	739,872	28,864
LIVING CLEAN	461,762	1,028,892	(567,130)
ePUB BOOKS	88,155	60,996	27,159
LITERATURE INCOME (IRAN)	802,679	638,340	164,339
OTHER RECOVERY LITERATURE	1,344,464	1,347,852	(3,388)
Subtotal	\$8,254,892	\$8,487,540	(\$232,648)
OTHER INVENTORY INCOME			
MEDALLIONS	\$838,030	\$784,548	\$53,482
KEY TAGS & CHIPS	1,318,138	1,252,956	65,182
NON-FIPT INFORMATION BOOKLETS	57,804	68,940	(11,136)
HANDBOOKS	46,970	59,448	(12,478)
SPECIALTY ITEMS	83,727	81,564	2,163
GROUP/AREA MATERIALS	173,830	120,024	53,806
MIRACLES HAPPEN	22,309	28,200	(5,891)
Subtotal	\$2,540,808	\$2,395,680	\$145,128
SHIPPING	\$585,222	\$609,168	(\$23,946)
DISCOUNTS	(1,330,777)	(1,419,744)	88,967
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(130,878)	(214,032)	83,154
Subtotal	(\$876,433)	(\$1,024,608)	\$148,175
Gross Literature Income (less discounts)	\$9,919,267	\$9,858,612	\$60,655
Gross Literature Income (without IRAN)	9,116,588	9,220,272	(103,684)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$370,968	\$373,176	(\$2,208)
BASIC TEXT: Translated	67,093	31,164	35,929
BASIC TEXT: Softcover	122,579	109,896	12,683
JUST FOR TODAY	66,779	102,336	(35,557)
IT WORKS: HOW & WHY	99,453	100,848	(1,395)
SPONSORSHIP BOOK	7,924	6,204	1,720
STEP WORKING GUIDES	78,598	92,664	(14,066)
LIVING CLEAN	59,411	155,172	(95,761)
ePUB BOOKS	28,658	19,020	9,638
LITERATURE PRODUCTION (IRAN)	514,736	376,188	138,548
OTHER RECOVERY LITERATURE	246,912	212,172	34,740
Subtotal	\$1,663,111	\$1,578,816	\$84,295

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2016

	YTD ACTUAL	YTD BUDGET	VARIANCE
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$181,266	\$167,700	\$13,566
KEY TAGS & CHIPS	273,965	272,988	977
NON-FIPT INFORMATION BOOKLETS	5,208	9,948	(4,740)
HANDBOOKS	10,597	16,404	(5,807)
SPECIALTY ITEMS	24,444	30,312	(5,868)
GROUP/AREA MATERIALS	53,949	36,420	17,529
MIRACLES HAPPEN	4,184	3,912	272
INVENTORY ADJUSTMENT	0	0	0
Subtotal	\$553,613	\$537,672	\$15,941
Total Cost of Goods	\$2,216,724	\$2,116,488	\$100,236
Total Cost of Goods without IRAN	1,701,988	1,740,312	(38,324)
Net Literature Income	\$7,702,543	\$7,742,112	(\$39,569)
Net Literature Income without IRAN	7,414,600	7,479,960	(65,360)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$52,734	\$59,616	(\$6,882)
Groups	80,444	90,252	(9,808)
Areas	176,399	133,692	42,707
Regions	540,835	371,700	169,135
Events/Conventions	86,300	28,320	57,980
Unity Day	0	15,216	(15,216)
Zonal & Other Forums	81,380	64,236	17,144
Total Donations	\$1,018,092	\$763,020	\$255,072
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$29,950	\$26,772	\$3,178
INTEREST	3,752	7,560	(3,808)
MISCELLANEOUS	2,395	0	2,395
INTERBRANCH	0	0	0
Total Miscellaneous Income	\$36,097	\$34,332	\$1,765
OPERATING INCOME (Not including event specific)	\$8,756,732	\$8,539,464	\$217,268
OPERATING INCOME (Not including IRAN)	8,468,789	8,277,312	191,477

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2015

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,081,468	\$1,960,668	\$120,800
BASIC TEXT: Translated	\$179,964	161,784	18,180
BASIC TEXT: Softcover	\$701,382	876,336	(174,954)
JUST FOR TODAY	\$790,541	891,984	(101,443)
IT WORKS: HOW & WHY	\$589,558	600,360	(10,802)
SPONSORSHIP BOOK	\$35,033	29,412	5,621
STEP WORKING GUIDES	\$743,316	704,640	38,676
LIVING CLEAN	\$533,971	979,896	(445,925)
ePUB BOOKS	\$67,847	58,092	9,755
LITERATURE INCOME (IRAN)	\$866,814	607,944	258,870
OTHER RECOVERY LITERATURE	\$1,298,626	1,283,676	14,950
Subtotal	\$7,888,520	\$8,154,768	(\$266,248)
OTHER INVENTORY INCOME			
MEDALLIONS	\$745,221	\$747,192	(\$1,971)
KEYTAGS & CHIPS	\$1,241,716	1,193,292	48,424
NON-FIPT INFORMATION BOOKLETS	\$48,828	65,652	(16,824)
HANDBOOKS	\$44,380	56,616	(12,236)
SPECIALTY ITEMS	\$47,583	77,676	(30,093)
GROUP/AREA MATERIALS	\$102,885	114,312	(11,427)
MIRACLES HAPPEN	\$22,792	26,856	(4,064)
Subtotal	\$2,253,405	\$2,281,596	(\$28,191)
SHIPPING	\$574,895	\$580,152	(\$5,257)
DISCOUNTS	(\$1,201,483)	(1,352,136)	150,653
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$164,139)	(203,844)	39,705
Subtotal	(\$790,727)	(\$975,816)	\$185,089
Gross Literature Income (less discounts)	\$9,351,198	\$9,460,548	(\$109,350)
Gross Literature Income (without IRAN)	\$8,484,384	8,852,604	(368,220)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$359,091	\$365,856	(\$6,765)
BASIC TEXT: Translated	\$54,542	30,552	23,990
BASIC TEXT: Softcover	\$85,477	107,736	(22,259)
JUST FOR TODAY	\$76,890	100,332	(23,442)
IT WORKS: HOW & WHY	\$88,021	98,868	(10,847)
SPONSORSHIP BOOK	\$13,110	6,084	7,026
STEP WORKING GUIDES	\$79,829	90,840	(11,011)
LIVING CLEAN	\$68,165	152,124	(83,959)
ePUB BOOKS	\$20,995	18,648	2,347
LITERATURE PRODUCTION (IRAN)	\$627,814	368,808	259,006
OTHER RECOVERY LITERATURE	\$235,579	208,020	27,559
Subtotal	\$1,709,513	\$1,547,856	\$161,657

Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2015

	YTD ACTUAL	YTD BUDGET	VARIANCE
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$171,738	\$164,412	\$7,326
KEYTAGS & CHIPS	\$255,633	267,636	(12,003)
NON-FIPT INFORMATION BOOKLETS	\$6,505	9,756	(3,251)
HANDBOOKS	\$12,228	16,080	(3,852)
SPECIALTY ITEMS	\$18,333	29,712	(11,379)
GROUP/AREA MATERIALS	\$29,116	35,700	(6,584)
MIRACLES HAPPEN	\$4,094	3,840	254
INVENTORY ADJUSTMENT	(\$164)	0	(164)
Subtotal	\$497,483	\$527,124	(\$29,641)
Total Cost of Goods	\$2,206,996	\$2,074,992	\$132,004
Total Cost of Goods without IRAN	\$1,579,182	1,706,184	(127,002)
Net Literature Income	\$7,144,202	\$7,385,556	(\$241,354)
Net Literature Income without IRAN	\$6,905,202	7,146,432	(241,230)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$65,147	\$59,616	\$5,531
Groups	\$75,435	90,252	(14,817)
Areas	\$132,286	133,692	(1,406)
Regions	\$611,648	371,700	239,948
Events/Conventions	\$89,182	28,320	60,862
Unity Day	\$7,590	15,216	(7,626)
Zonal & Other Forums	\$57,339	64,236	(6,897)
Total Donations	\$1,038,627	\$763,020	\$275,607
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$27,824	\$26,772	\$1,052
INTEREST	\$4,268	7,560	(3,292)
MISCELLANEOUS	(\$1,031)	0	(1,031)
INTERBRANCH	\$0	0	0
Total Miscellaneous Income	\$31,061	\$34,332	(\$3,271)
OPERATING INCOME (Not including event specific)	\$8,213,890	\$8,182,908	\$30,982
OPERATING INCOME (Not including IRAN)	\$7,974,890	7,943,772	31,118



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2014

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,206,617	\$2,159,634	\$46,983
BASIC TEXT: Translated	163,069	232,312	(69,243)
BASIC TEXT: Softcover	1,108,221	826,736	281,485
JUST FOR TODAY	845,590	859,987	(14,397)
IT WORKS: HOW & WHY	630,236	719,224	(88,988)
SPONSORSHIP BOOK	30,525	73,937	(43,412)
STEP WORKING GUIDES	760,574	692,351	68,223
LIVING CLEAN	717,265	380,000	337,265
ePUB BOOKS	70,797	0	70,797
LITERATURE INCOME (IRAN)	736,205	1,149,147	(412,942)
OTHER RECOVERY LITERATURE	1,284,960	1,427,603	(142,643)
Subtotal	\$8,554,059	\$8,520,931	\$33,128
OTHER INVENTORY INCOME			
MEDALLIONS	\$794,700	\$735,706	\$58,994
KEY TAGS & CHIPS	1,262,599	1,156,257	106,342
NON-FIPT INFORMATION BOOKLETS	65,945	75,566	(9,621)
HANDBOOKS	59,055	58,482	573
SPECIALTY ITEMS	79,773	86,093	(6,320)
GROUP/AREA MATERIALS	147,555	156,911	(9,356)
MIRACLES HAPPEN	24,922	31,599	(6,677)
Subtotal	\$2,434,549	\$2,300,614	\$133,935
SHIPPING	\$579,830	\$509,370	\$70,460
DISCOUNTS	(1,410,291)	(1,390,520)	(19,771)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(169,785)	(257,470)	87,685
Subtotal	(\$1,000,246)	(\$1,138,620)	\$138,374
Gross Literature Income (less discounts)	\$9,988,362	\$9,682,925	\$305,437
Gross Literature Income (without IRAN)	\$9,252,157	\$8,533,778	\$718,379
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$435,458	\$441,053	(\$5,595)
BASIC TEXT: Translated	42,607	50,500	(7,893)
BASIC TEXT: Softcover	138,601	108,810	29,791
JUST FOR TODAY	75,577	109,554	(33,977)
IT WORKS: HOW & WHY	93,322	132,389	(39,067)
SPONSORSHIP BOOK	5,217	23,264	(18,047)
STEP WORKING GUIDES	78,240	89,993	(11,753)
LIVING CLEAN	92,994	90,000	2,994
ePUB BOOKS	22,176	0	22,176
LITERATURE PRODUCTION (IRAN)	498,362	748,915	(250,553)
OTHER RECOVERY LITERATURE	192,811	229,050	(36,239)
Subtotal	\$1,675,365	\$2,023,528	(\$348,163)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2014

	YTD ACTUAL	YTD BUDGET	VARIANCE
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$157,597	\$170,545	(\$12,948)
KEY TAGS & CHIPS	272,231	257,392	14,839
NON-FIPT INFORMATION BOOKLETS	10,023	25,658	(15,635)
HANDBOOKS	13,510	18,681	(5,171)
SPECIALTY ITEMS	23,090	32,689	(9,599)
GROUP / AREA MATERIALS	46,694	47,921	(1,227)
MIRACLES HAPPEN	4,153	3,812	341
INVENTORY ADJUSTMENT	0	0	0
Subtotal	\$527,298	\$556,698	(\$29,400)
Total Cost of Goods	\$2,202,663	\$2,580,226	(\$377,563)
Total Cost of Goods without IRAN	\$1,704,301	\$1,831,311	(\$127,010)
Net Literature Income	\$7,785,699	\$7,102,699	\$683,000
Net Literature Income without IRAN	\$7,547,856	\$6,702,467	\$845,389
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$76,026	\$48,998	\$27,028
Groups	80,052	79,237	815
Areas	126,126	129,716	(3,590)
Regions	378,679	429,933	(51,254)
Events/Conventions	37,438	16,658	20,780
Unity Day	21,549	15,654	5,895
Zonal & Other Forums	64,602	23,804	40,798
Total Donations	\$784,472	\$744,000	\$40,472
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$26,127	\$23,483	\$2,644
INTEREST	8,168	6,127	2,041
MISCELLANEOUS	2,347	0	2,347
INTERBRANCH	0	0	0
Total Miscellaneous Income	\$36,642	\$29,610	\$7,032
OPERATING INCOME (Not including event specific)	\$8,606,813	\$7,876,309	\$730,504
OPERATING INCOME (Not including IRAN)	\$8,368,970	\$7,476,077	\$892,893



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2013

	YTD Actual	YTD Budget	Variance
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$1,960,668	\$2,138,252	(\$177,584)
BASIC TEXT: Translated	\$158,569	230,012	(71,443)
BASIC TEXT: Softcover	\$787,766	818,551	(30,785)
JUST FOR TODAY	\$919,614	851,472	68,142
IT WORKS: HOW & WHY	\$599,525	712,103	(112,578)
SPONSORSHIP BOOK	\$29,162	73,205	(44,043)
STEP WORKING GUIDES	\$684,983	685,496	(513)
LIVING CLEAN	\$1,244,786	525,000	719,786
ePUB BOOKS	\$60,426	0	60,426
LITERATURE INCOME (IRAN)	\$592,368	1,137,770	(545,402)
OTHER RECOVERY LITERATURE	\$1,245,546	1,413,468	(167,922)
Subtotal	\$8,283,413	\$8,585,327	(\$301,914)
OTHER INVENTORY INCOME			
MEDALLIONS	\$734,317	\$728,422	\$5,895
KEYTAGS & CHIPS	\$1,116,012	1,144,809	(28,797)
NON-FIPT INFORMATION BOOKLETS	\$58,017	74,818	(16,801)
HANDBOOKS	\$48,063	57,903	(9,840)
SPECIALTY ITEMS	\$68,038	84,226	(16,188)
AUDIO MATERIALS	\$71	1,015	(944)
GROUP/AREA MATERIALS	\$108,738	155,357	(46,619)
MIRACLES HAPPEN	\$26,078	31,286	(5,208)
Subtotal	\$2,159,334	\$2,277,836	(\$118,502)
SHIPPING	\$592,814	\$511,081	\$81,733
DISCOUNTS	(\$1,296,764)	(1,395,191)	98,427
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$169,498)	(254,921)	85,423
Subtotal	(\$873,448)	(\$1,139,031)	\$265,583
Gross Literature Income (less discounts)	\$9,569,299	\$9,724,131	(\$154,832)
Gross Literature Income (without IRAN)	\$8,976,931	8,586,361	390,570
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$358,085	\$436,686	(\$78,601)
BASIC TEXT: Translated	\$31,852	50,000	(18,148)
BASIC TEXT: Softcover	\$95,335	107,733	(12,398)
JUST FOR TODAY	\$106,415	105,310	1,105
IT WORKS: HOW & WHY	\$101,322	131,079	(29,757)
SPONSORSHIP BOOK	\$5,899	23,033	(17,134)
STEP WORKING GUIDES	\$92,466	89,102	3,364
LIVING CLEAN	\$197,211	150,000	47,211
ePUB BOOKS	\$18,781	0	18,781
LITERATURE PRODUCTION (IRAN)	\$302,536	741,500	(438,964)
OTHER RECOVERY LITERATURE	\$199,775	226,782	(27,007)
Subtotal	\$1,509,677	\$2,061,225	(\$551,548)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2013

	YTD Actual	YTD Budget	Variance
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$164,146	\$168,857	(\$4,711)
KEYTAGS & CHIPS	\$246,643	254,843	(8,200)
NON-FIPT INFORMATION BOOKLETS	\$8,272	25,404	(17,132)
HANDBOOKS	\$14,443	18,496	(4,053)
SPECIALTY ITEMS	\$28,688	31,800	(3,112)
AUDIO MATERIALS	\$81	565	(484)
GROUP/AREA MATERIALS	\$32,352	47,447	(15,095)
MIRACLES HAPPEN	\$3,605	3,774	(169)
INVENTORY ADJUSTMENT	(\$6)	0	(6)
Subtotal	\$498,224	\$551,186	(\$52,962)
Total Cost of Goods	\$2,007,901	\$2,612,411	(\$604,510)
Total Cost of Goods without IRAN	\$1,705,365	1,870,911	(165,546)
Net Literature Income	\$7,561,398	\$7,111,720	\$449,678
Net Literature Income without IRAN	\$7,271,566	6,715,451	556,115
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$61,543	\$48,999	\$12,544
Groups	\$93,818	79,237	14,581
Areas	\$134,223	129,716	4,507
Regions	\$368,903	429,933	(61,030)
Events/Conventions	\$39,005	16,658	22,348
Unity Day	\$0	15,654	(15,654)
Zonal & Other Forums	\$49,864	23,804	26,061
Total Donations	\$747,356	\$744,000	\$3,356
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$27,350	\$23,483	\$3,868
INTEREST	\$5,258	6,127	(869)
MISCELLANEOUS	(\$1,049)	0	(1,049)
INTERBRANCH	\$0	0	0
	\$31,559	\$29,610	\$1,950
OPERATING INCOME (Not including event specific)	\$8,340,313	\$7,885,330	\$454,983
OPERATING INCOME (Not including IRAN)	\$8,050,481	7,489,060	561,421



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2012

	<u>YTD ACTUAL</u>	<u>BUDGET</u>	<u>VARIANCE</u>
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$1,989,628	\$3,059,138	(\$1,069,510)
BASIC TEXT: Translated	255,289	175,881	79,408
BASIC TEXT: Softcover	869,049	766,947	102,102
JUST FOR TODAY	850,145	909,993	(59,848)
IT WORKS: HOW & WHY	606,864	688,735	(81,871)
SPONSORSHIP BOOK	29,478	48,686	(19,208)
STEP WORKING GUIDES	675,523	741,529	(66,006)
LITERATURE INCOME (IRAN)	579,508	1,066,058	(486,550)
OTHER RECOVERY LITERATURE	1,308,575	1,573,531	(264,956)
Subtotal	\$7,164,059	\$9,030,498	(\$1,866,439)
OTHER INVENTORY INCOME			
MEDALLIONS	\$757,046	\$755,940	\$1,106
KEY TAGS & CHIPS	1,116,902	1,150,741	(33,839)
NON-FIPT INFORMATION BOOKLETS	63,614	89,367	(25,753)
HANDBOOKS	52,466	60,821	(8,355)
SPECIALTY ITEMS	86,878	44,656	42,222
AUDIO MATERIALS	264	2,036	(1,772)
GROUP/AREA MATERIALS	227,889	130,488	97,401
MIRACLES HAPPEN	37,498	41,275	(3,777)
Subtotal	\$2,342,557	\$2,275,324	\$67,233
SHIPPING	\$489,049	\$492,645	(\$3,596)
DISCOUNTS	(1,244,441)	(1,492,840)	248,399
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(171,838)	(209,468)	37,630
Subtotal	(\$927,230)	(\$1,209,663)	\$282,433
Gross Literature Income (less discounts)	\$8,579,386	\$10,096,160	(\$1,516,774)
Gross Literature Income (without IRAN)	7,999,878	9,030,101	(1,030,223)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$388,902	\$536,346	(\$147,444)
BASIC TEXT: Translated	38,441	30,799	7,642
BASIC TEXT: Softcover	116,091	111,541	4,550
JUST FOR TODAY	93,382	95,953	(2,571)
IT WORKS: HOW & WHY	101,710	107,069	(5,359)
SPONSORSHIP BOOK	6,043	11,432	(5,389)
STEP WORKING GUIDES	83,391	101,211	(17,820)
LITERATURE PRODUCTION (IRAN)	385,688	714,787	(329,099)
OTHER RECOVERY LITERATURE	204,148	311,743	(107,595)
Subtotal	\$1,417,796	\$2,020,881	(\$603,085)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2012

	YTD ACTUAL	BUDGET	VARIANCE
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$166,461	\$167,955	(\$1,494)
KEY TAGS & CHIPS	237,759	248,337	(10,578)
NON-FIPT INFORMATION BOOKLETS	18,141	12,723	5,418
HANDBOOKS	18,387	18,747	(360)
SPECIALTY ITEMS	31,763	12,812	18,951
AUDIO MATERIALS	295	542	(247)
GROUP/AREA MATERIALS	58,448	36,917	21,531
MIRACLES HAPPEN	5,283	4,245	1,038
INVENTORY ADJUSTMENT	0	0	0
Subtotal	\$536,537	\$502,279	\$34,258
Total Cost of Goods	\$1,954,333	\$2,523,159	(\$568,826)
Total Cost of Goods without IRAN	1,568,645	1,808,372	(239,727)
Net Literature Income	\$6,625,053	\$7,573,000	(\$947,947)
Net Literature Income without IRAN	6,431,233	7,221,730	(790,497)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$44,365	\$11,487	\$32,878
Groups	76,307	70,111	6,196
Areas	119,983	137,872	(17,889)
Regions	334,701	515,627	(180,926)
Events/Conventions	20,179	33,196	(13,017)
Unity Day	20,872	19,498	1,374
Zonal & Other Forums	50,453	3,373	47,080
Total Donations	\$666,860	\$791,164	(\$124,304)
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$20,150	\$25,245	(\$5,095)
INTEREST	6,740	14,280	(7,540)
MISCELLANEOUS	(2,919)	0	(2,919)
INTERBRANCH	0	0	0
Total Miscellaneous Income	\$23,971	\$39,525	(\$15,554)
OPERATING INCOME (Not including event specific)	\$7,315,884	\$8,403,689	(\$1,087,805)
OPERATING INCOME (Not including IRAN)	7,122,064	8,052,419	(930,355)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2011

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,179,644	\$2,977,260	(\$797,616)
BASIC TEXT: Translated	\$210,611	\$171,180	\$39,431
BASIC TEXT: Softcover	\$840,454	\$746,424	\$94,030
JUST FOR TODAY	\$864,669	\$885,636	(\$20,967)
IT WORKS: HOW & WHY	\$764,189	\$670,296	\$93,893
SPONSORSHIP BOOK	\$86,771	\$47,388	\$39,383
STEP WORKING GUIDES	\$692,031	\$721,680	(\$29,649)
LITERATURE INCOME (IRAN)	\$1,153,147	\$1,037,532	\$115,615
OTHER RECOVERY LITERATURE	\$1,432,970	\$1,531,416	(\$98,446)
Subtotal	\$8,224,486	\$8,788,812	(\$564,326)
OTHER INVENTORY INCOME			
MEDALLIONS	\$728,014	\$735,708	(\$7,694)
KEY TAGS & CHIPS	\$1,168,205	\$1,119,948	\$48,257
NON-FIPT INFORMATION BOOKLETS	\$77,607	\$86,976	(\$9,369)
HANDBOOKS	\$58,442	\$59,196	(\$754)
SPECIALTY ITEMS	\$73,519	\$43,464	\$30,055
AUDIO MATERIALS	\$1,161	\$1,980	(\$819)
GROUP/AREA MATERIALS	\$136,981	\$126,996	\$9,985
MIRACLES HAPPEN	\$27,447	\$40,176	(\$12,729)
Subtotal	\$2,271,376	\$2,214,432	\$56,944
SHIPPING	\$498,222	\$479,460	\$18,762
DISCOUNTS	(\$1,363,303)	(\$1,452,888)	\$89,585
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$220,632)	(\$203,868)	(\$16,764)
Subtotal	(\$1,085,713)	(\$1,177,284)	\$91,571
Gross Literature Income (less discounts)	\$9,410,149	\$9,825,948	(\$415,799)
Gross Literature Income (without IRAN)	\$8,257,002	\$8,788,416	(\$531,414)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$427,752	\$525,828	(\$98,076)
BASIC TEXT: Translated	\$43,068	\$30,192	\$12,876
BASIC TEXT: Softcover	\$105,126	\$109,356	(\$4,230)
JUST FOR TODAY	\$90,625	\$94,068	(\$3,443)
IT WORKS: HOW & WHY	\$140,391	\$104,976	\$35,415
SPONSORSHIP BOOK	\$28,330	\$11,208	\$17,122
STEP WORKING GUIDES	\$91,224	\$99,228	(\$8,004)
LITERATURE PRODUCTION (IRAN)	\$1,184,530	\$700,776	\$483,754
OTHER RECOVERY LITERATURE	\$232,756	\$305,628	(\$72,872)
Subtotal	\$2,343,802	\$1,981,260	\$362,542



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2011

	YTD ACTUAL	YTD BUDGET	VARIANCE
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$167,108	\$164,664	\$2,444
KEY TAGS & CHIPS	\$259,924	\$243,468	\$16,456
NON-FIPT INFORMATION BOOKLETS	\$25,269	\$12,480	\$12,789
HANDBOOKS	\$17,765	\$18,384	(\$619)
SPECIALTY ITEMS	\$27,042	\$12,564	\$14,478
AUDIO MATERIALS	\$594	\$528	\$66
GROUP/AREA MATERIALS	\$41,188	\$36,192	\$4,996
MIRACLES HAPPEN	\$2,932	\$4,164	(\$1,232)
INVENTORY ADJUSTMENT	\$0	\$0	\$0
Subtotal	\$541,822	\$492,432	\$49,390
Total Cost of Goods	\$2,885,624	\$2,473,692	\$411,932
Total Cost of Goods without IRAN	\$1,701,094	\$1,772,916	(\$71,822)
Net Literature Income	\$6,524,525	\$7,352,256	(\$827,731)
Net Literature Income without IRAN	\$6,555,908	\$7,015,500	(\$459,592)
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$48,568	\$11,484	\$37,084
Groups	\$79,084	\$70,116	\$8,968
Areas	\$129,583	\$137,868	(\$8,285)
Regions	\$437,823	\$515,628	(\$77,805)
Events/Conventions	\$20,653	\$33,192	(\$12,539)
Unity Day	\$0	\$19,500	(\$19,500)
Zonal & Other Forums	\$26,283	\$3,372	\$22,911
Total Donations	\$741,994	\$791,160	(\$49,166)
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$25,860	\$24,756	\$1,104
INTEREST	\$6,203	\$14,004	(\$7,801)
MISCELLANEOUS	\$3,309	\$0	\$3,309
INTERBRANCH	\$0	\$0	\$0
Total Miscellaneous Income	\$35,372	\$38,748	(\$3,376)
OPERATING INCOME (Not including event specific)	\$7,301,891	\$8,182,176	(\$880,285)
OPERATING INCOME (Not including IRAN)	\$7,333,274	\$7,845,420	(\$512,146)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2010

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,230,873	\$2,559,600	(\$328,727)
BASIC TEXT: Translated	\$187,296	\$233,004	(\$45,708)
BASIC TEXT: Softcover	\$667,055	\$815,448	(\$148,393)
JUST FOR TODAY	\$892,261	\$1,018,620	(\$126,359)
IT WORKS: HOW & WHY	\$615,657	\$729,720	(\$114,063)
SPONSORSHIP BOOK	\$42,037	\$59,976	(\$17,939)
STEP WORKING GUIDES	\$724,752	\$741,132	(\$16,380)
LITERATURE INCOME (IRAN)	\$1,030,657	\$818,208	\$212,449
OTHER RECOVERY LITERATURE	\$1,390,797	\$1,557,240	(\$166,443)
Subtotal	\$7,781,385	\$8,532,960	(\$751,575)
OTHER INVENTORY INCOME			
MEDALLIONS	\$699,371	\$626,628	\$72,743
KEY TAGS & CHIPS	\$1,103,397	\$1,020,624	\$82,773
NON-FIPT INFORMATION BOOKLETS	\$65,490	\$43,692	\$21,798
HANDBOOKS	\$53,023	\$70,620	(\$17,597)
SPECIALTY ITEMS	\$100,722	\$41,316	\$59,406
AUDIO MATERIALS	\$2,112	\$1,752	\$360
GROUP/AREA MATERIALS	\$166,952	\$239,364	(\$72,412)
MIRACLES HAPPEN	\$33,540	\$44,616	(\$11,076)
Subtotal	\$2,224,607	\$2,088,600	\$136,007
SHIPPING	\$471,357	\$557,508	(\$86,151)
DISCOUNTS	(\$1,288,813)	(\$1,343,988)	\$55,175
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$194,448)	(\$282,624)	\$88,176
Subtotal	(\$1,011,904)	(\$1,069,092)	\$57,188
Gross Literature Income (less discounts)	\$8,994,088	\$9,552,456	(\$558,368)
Gross Literature Income (without IRAN)	\$7,963,431	\$8,734,248	(\$770,817)
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$380,181	\$400,872	(\$20,691)
BASIC TEXT: Translated	\$30,720	\$44,148	(\$13,428)
BASIC TEXT: Softcover	\$79,992	\$72,624	\$7,368
JUST FOR TODAY	\$90,181	\$173,304	(\$83,123)
IT WORKS: HOW & WHY	\$97,857	\$125,700	(\$27,843)
SPONSORSHIP BOOK	\$9,280	\$12,936	(\$3,656)
STEP WORKING GUIDES	\$96,439	\$94,872	\$1,567
LITERATURE PRODUCTION (IRAN)	\$704,859	\$581,016	\$123,843
OTHER RECOVERY LITERATURE	\$253,124	\$273,048	(\$19,924)
Subtotal	\$1,742,633	\$1,778,520	(\$35,887)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2009

OTHER INVENTORY COST OF GOODS

MEDALLIONS	\$154,679	\$181,188	(\$26,509)
KEY TAGS & CHIPS	\$232,444	\$284,976	(\$52,532)
NON-FIPT INFORMATION BOOKLETS	\$18,048	\$50,364	(\$32,316)
HANDBOOKS	\$8,969	\$31,176	(\$22,207)
SPECIALTY ITEMS	\$35,046	\$13,464	\$21,582
AUDIO MATERIALS	\$680	\$504	\$176
GROUP/AREA MATERIALS	\$47,183	\$81,948	(\$34,765)
MIRACLES HAPPEN	\$3,584	\$5,076	(\$1,492)
INVENTORY ADJUSTMENT	\$0	\$0	\$0
Subtotal	\$500,633	\$648,684	(\$148,051)
Total Cost of Goods	\$2,243,266	\$2,427,204	(\$183,938)
Total Cost of Goods without IRAN	\$1,538,407	\$1,846,188	(\$307,781)
Net Literature Income	\$6,750,822	\$7,125,252	(\$374,430)
Net Literature Income without IRAN	\$6,425,024	\$6,888,060	(\$463,036)

FELLOWSHIP DONATIONS

BREAKDOWN BY DONOR TYPE			
Members	\$13,868	\$12,372	\$1,496
Groups	\$67,591	\$63,864	\$3,727
Areas	\$114,284	\$146,604	(\$32,320)
Regions	\$358,634	\$710,604	(\$351,970)
Events/Conventions	\$31,743	\$32,760	(\$1,017)
Unity Day	\$24,372	\$19,392	\$4,980
Zonal & Other Forums	\$33,253	\$24,852	\$8,401
Total Donations	\$643,745	\$1,010,460	(\$366,715)

MISCELLANEOUS INCOME

LICENSED VENDOR PAYMENTS	\$23,050	\$25,572	(\$2,522)
INTEREST	\$11,307	\$39,996	(\$28,689)
MISCELLANEOUS	\$16	\$0	\$16
INTERBRANCH	\$0	\$0	\$0
Total Miscellaneous Income	\$34,373	\$65,568	(\$31,195)
OPERATING INCOME (Not including event specific)	\$7,428,940	\$8,201,280	(\$772,340)
OPERATING INCOME (Not including IRAN)	\$7,103,142	\$7,964,088	(\$860,946)



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2009

	YTD ACTUAL	WSC ADOPTED	JAN 09 REVISION
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,466,142	\$2,115,932	\$2,166,277
BASIC TEXT: Commemorative	\$511,720	\$0	\$500,000
BASIC TEXT: Translated	\$155,062	\$182,344	\$228,439
BASIC TEXT: Softcover	\$736,711	\$784,969	\$799,462
JUST FOR TODAY	\$871,881	\$945,166	\$998,651
IT WORKS: HOW & WHY	\$664,109	\$761,825	\$715,411
SPONSORSHIP BOOK	\$46,835	\$67,812	\$58,795
STEP WORKING GUIDES	\$692,381	\$744,630	\$726,597
LITERATURE INCOME (IRAN)	\$1,019,244	\$618,010	\$802,167
OTHER RECOVERY LITERATURE	\$1,515,936	\$1,623,293	\$1,526,704
Subtotal	\$8,680,021	\$7,843,981	\$8,522,503
OTHER INVENTORY INCOME			
MEDALLIONS	\$710,583	\$617,042	\$614,345
KEYTAGS & CHIPS	1,085,173	\$1,004,059	\$1,000,612
NON-FIPT INFORMATION BOOKLETS	88,614	\$46,792	\$42,829
HANDBOOKS	59,435	\$79,844	\$69,234
SPECIALTY ITEMS	32,310	\$53,676	\$40,509
AUDIO MATERIALS	2,070	\$2,557	\$1,712
GROUP/AREA MATERIALS	124,850	\$146,803	\$234,669
MIRACLES HAPPEN	41,527	\$44,139	\$43,736
Subtotal	\$2,144,562	\$1,994,912	\$2,047,646
SHIPPING	\$459,385	\$404,119	\$429,489
DISCOUNTS	(1,439,244)	(\$1,369,160)	(\$1,330,677)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(210,859)	(\$271,137)	(\$279,822)
Subtotal	(\$1,190,718)	(\$1,236,178)	(\$1,181,010)
Gross Literature Income (less discounts)	\$9,633,865	\$8,602,715	\$9,389,139
Gross Literature Income (without Iran)	\$8,614,621	\$7,984,705	\$8,586,972
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$447,140	\$333,832	\$314,855
BASIC TEXT: Commemorative	\$105,224	\$0	\$60,000
BASIC TEXT: Translated	\$29,079	\$39,110	\$42,659
BASIC TEXT: Softcover	\$118,197	\$66,389	\$70,171
JUST FOR TODAY	\$102,762	\$103,187	\$167,445
IT WORKS: HOW & WHY	\$109,991	\$121,171	\$121,446
SPONSORSHIP BOOK	\$11,988	\$12,910	\$12,497
STEP WORKING GUIDES	\$99,204	\$121,912	\$91,659
LITERATURE PRODUCTION (IRAN)	\$687,615	\$497,717	\$561,371
OTHER RECOVERY LITERATURE	\$319,290	\$300,570	\$263,813
Subtotal	\$2,030,490	\$1,596,798	\$1,705,916



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2009

	YTD ACTUAL	WSC ADOPTED	JAN 09 REVISION
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$164,515	\$156,123	\$175,057
KEY TAGS & CHIPS	244,123	\$279,966	\$275,337
NON-FIPT INFORMATION BOOKLETS	11,308	\$26,609	\$48,659
HANDBOOKS	20,396	\$29,634	\$30,116
SPECIALTY ITEMS	9,190	\$19,256	\$13,004
AUDIO MATERIALS	552	(\$126)	\$492
GROUP/AREA MATERIALS	36,758	\$61,372	\$79,180
MIRACLES HAPPEN	4,452	\$5,010	\$4,901
INVENTORY ADJUSTMENT	14,210	\$0	\$0
Subtotal	\$505,504	\$577,844	\$626,746
Total Cost of Goods	\$2,535,994	\$2,174,642	\$2,332,662
Total Cost of Goods (without Iran)	\$1,848,379	\$1,676,925	\$1,771,291
Net Literature Income	\$7,097,871	\$6,428,073	\$7,056,477
Net Literature Income (without Iran)	\$6,766,242	\$6,307,780	\$6,815,681
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$12,909	\$18,305	\$12,069
Groups	70,047	\$58,532	\$62,310
Areas	136,717	\$150,328	\$143,031
Regions	552,016	\$706,299	\$710,603
Events/Conventions	31,995	\$55,950	\$31,966
Unity Day	0	\$14,192	\$18,923
Zonal & Other Forums	4,027	\$8,519	\$24,240
Total Donations	\$807,711	\$1,012,125	\$1,003,142
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$25,850	\$23,000	\$25,570
INTEREST	20,233	\$25,000	\$40,000
MISCELLANEOUS	176	\$0	\$0
Total Miscellaneous Income	\$46,259	\$48,000	\$65,570
OPERATING INCOME (Not including event specific)	\$7,951,841	\$7,488,198	\$8,125,189
OPERATING INCOME (Not including Iran)	\$7,620,212	\$7,367,905	\$7,884,393



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2008

INCOME	YTD Actual	YTD Budget	Variance
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,144,829	\$2,277,108	(\$132,279)
BASIC TEXT: Translated	226,177	154,238	71,939
BASIC TEXT: Softcover	791,547	694,909	96,638
JUST FOR TODAY	988,763	867,649	121,114
IT WORKS: HOW & WHY	708,328	706,241	2,087
SPONSORSHIP BOOK	58,213	244,344	(186,131)
STEP WORKING GUIDES	719,403	707,210	12,193
LITERATURE INCOME (IRAN)	794,225	266,058	528,167
OTHER RECOVERY LITERATURE	1,511,588	1,509,784	1,804
Subtotal	\$7,943,072	\$7,427,541	\$515,531
OTHER INVENTORY INCOME			
MEDALLIONS	\$608,262	\$547,049	\$61,214
KEYTAGS & CHIPS	990,705	1,041,407	(50,701)
NON-FIPT INFORMATION BOOKLETS	42,405	65,967	(23,562)
HANDBOOKS	68,549	74,260	(5,711)
SPECIALTY ITEMS	40,108	52,006	(11,898)
AUDIO MATERIALS	1,695	3,230	(1,535)
GROUP/AREA MATERIALS	232,346	79,006	153,340
MIRACLES HAPPEN	43,303	28,760	14,544
Subtotal	\$2,027,374	\$1,891,684	\$135,690
SHIPPING	\$397,489	\$376,469	\$21,021
DISCOUNTS	(1,317,502)	(1,395,794)	78,292
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(279,822)	(240,443)	(39,379)
Subtotal	(\$1,199,835)	(\$1,259,768)	\$59,934
Gross Literature Income (less discounts)	\$8,770,611	\$8,059,457	\$711,155
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$304,208	\$380,699	(\$76,491)
BASIC TEXT: Translated	41,216	37,437	3,779
BASIC TEXT: Softcover	67,798	66,427	1,370
JUST FOR TODAY	161,783	99,541	62,242
IT WORKS: HOW & WHY	117,339	135,485	(18,146)
SPONSORSHIP BOOK	12,074	50,233	(38,158)
STEP WORKING GUIDES	88,559	127,348	(38,790)
LITERATURE PRODUCTION (IRAN)	542,387	300,086	242,301
OTHER RECOVERY LITERATURE	254,892	311,927	(57,035)
Subtotal	\$1,590,255	\$1,509,183	\$81,072



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2008

INCOME	YTD Actual	YTD Budget	Variance
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$169,137	\$114,004	\$55,134
KEYTAGS & CHIPS	266,026	278,450	(12,424)
NON-FIPT INFORMATION BOOKLETS	47,014	38,902	8,112
HANDBOOKS	29,098	21,925	7,173
SPECIALTY ITEMS	12,564	20,387	(7,824)
AUDIO MATERIALS	475	1,036	(561)
GROUP/AREA MATERIALS	76,502	45,184	31,319
MIRACLES HAPPEN	4,735	3,856	879
Subtotal	\$605,551	\$523,744	\$81,807
Total Cost of Goods	\$2,195,806	\$2,032,927	\$162,879
Net Literature Income	\$6,574,805	\$6,026,529	\$548,276
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$11,775	\$8,118	\$3,657
Groups	60,790	45,350	15,440
Areas	139,542	101,309	38,232
Regions	693,271	617,615	75,656
Events/Conventions	31,186	46,812	(15,626)
Unity Day	18,461	9,912	8,549
Zonal & Other Forums	23,649	7,214	16,435
Total Donations	\$978,673	\$836,330	\$142,343
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$25,750	\$24,000	\$1,750
INTEREST	61,619	25,500	36,119
MISCELLANEOUS	42	0	42
Total Miscellaneous Income	\$87,411	\$49,500	\$37,911
INCOME ALL SOURCES (Not including event specific)	\$7,640,889	\$6,912,359	\$728,530



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2007

INCOME			
	YTD ACTUAL	YTD BUDGET	VARIANCE
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,029,587	\$2,232,459	(\$202,872)
BASIC TEXT: Translated	176,151	151,214	24,937
BASIC TEXT: Softcover	748,900	681,283	67,616
JUST FOR TODAY	950,754	850,636	100,117
IT WORKS: HOW & WHY	767,161	692,393	74,768
SPONSORSHIP BOOK	69,696	239,553	(169,857)
STEP WORKING GUIDES	758,131	693,343	64,787
LITERATURE INCOME (IRAN)	579,212	260,841	318,371
OTHER RECOVERY LITERATURE	1,642,886	1,480,180	162,706
Subtotal	\$7,722,477	\$7,281,903	\$440,574
OTHER INVENTORY INCOME			
MEDALLIONS	\$613,993	\$536,322	\$77,671
KEY TAGS & CHIPS	1,004,737	991,816	12,921
NON-FIPT INFORMATION BOOKLETS	46,640	64,673	(18,033)
HANDBOOKS	81,346	72,804	8,542
SPECIALTY ITEMS	56,078	50,986	5,092
AUDIO MATERIALS	2,760	3,166	(406)
GROUP/AREA MATERIALS	109,095	83,654	25,442
MIRACLES HAPPEN	40,034	30,452	9,582
Subtotal	\$1,954,683	\$1,833,874	\$120,809
SHIPPING	\$396,737	\$365,149	\$31,588
DISCOUNTS	(1,359,553)	(1,368,426)	8,873
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(289,743)	(235,728)	(54,015)
Subtotal	(\$1,252,559)	(\$1,239,005)	(\$13,554)
Gross Literature Income (less discounts)	\$8,424,601	\$7,876,772	\$547,829
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$314,653	\$367,825	(\$53,172)
BASIC TEXT: Translated	35,453	36,171	(717)
BASIC TEXT: Softcover	61,891	64,181	(2,290)
JUST FOR TODAY	100,379	96,175	4,205
IT WORKS: HOW & WHY	116,224	130,903	(14,679)
SPONSORSHIP BOOK	12,788	48,534	(35,746)
STEP WORKING GUIDES	127,287	123,042	4,245
LITERATURE PRODUCTION (IRAN)	436,698	289,938	146,760
OTHER RECOVERY LITERATURE	292,099	301,379	(9,280)
Subtotal	\$1,497,473	\$1,458,148	\$39,325
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$145,198	\$110,148	\$35,050
KEY TAGS & CHIPS	269,744	269,034	709
NON-FIPT INFORMATION BOOKLETS	26,409	37,587	(11,178)
HANDBOOKS	27,039	21,184	5,856
SPECIALTY ITEMS	20,965	19,698	1,268
AUDIO MATERIALS	(345)	1,001	(1,345)
GROUP/AREA MATERIALS	49,677	43,656	6,021
MIRACLES HAPPEN	4,320	3,726	594
Subtotal	\$543,007	\$506,033	\$36,974
Total Cost of Goods	\$2,040,481	\$1,964,181	\$76,300
Net Literature Income	\$6,384,120	\$5,912,591	\$471,530



Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2007

INCOME	YTD ACTUAL	YTD BUDGET	VARIANCE
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$20,650	\$7,920	\$12,730
Groups	56,761	44,244	12,518
Areas	144,550	98,838	45,711
Regions	587,126	602,551	(15,425)
Events/Conventions	60,316	45,670	14,647
Unity Day	0	9,670	(9,670)
Zonal & Other Forums	10,409	7,038	3,371
Total Donations	\$879,813	\$815,931	\$63,881
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$24,200	\$23,000	\$1,200
INTEREST	77,191	25,000	52,191
MISCELLANEOUS	3,163	0	3,163
Total Miscellaneous Income	\$104,554	\$48,000	\$56,554
INCOME ALL SOURCES (Not including event specific)	\$7,368,487	\$6,776,522	\$591,965



Narcotics Anonymous World Services
Consolidated Statement of Activities
(Income Statement)

For the Twelve Months Ending 30 June 2006

	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	ADOPTED
INCOME							
RECOVERY LITERATURE INCOME							
BASIC TEXT: Hardcover English	\$209,423	\$151,546	\$57,876	\$2,302,516	\$1,818,557	\$483,959	\$1,818,557
BASIC TEXT: Translated	\$12,305	\$9,674	\$2,631	\$128,156	\$116,084	\$12,072	\$116,084
BASIC TEXT: Softcover	\$107,408	\$55,213	\$52,195	\$654,715	\$662,561	(\$7,846)	\$662,561
JUST FOR TODAY	\$89,779	\$57,938	\$31,841	\$853,847	\$695,259	\$158,588	\$695,259
IT WORKS: HOW & WHY	\$65,041	\$53,392	\$11,649	\$668,620	\$640,698	\$27,922	\$640,698
SPONSORSHIP BOOK	\$8,061	\$0	\$8,061	\$115,996	\$0	\$115,996	\$0
STEP WORKING GUIDES	\$70,197	\$49,148	\$21,049	\$694,631	\$589,773	\$104,858	\$589,773
LITERATURE INCOME (IRAN)	\$31,034	\$0	\$31,034	\$356,832	\$0	\$356,832	\$0
OTHER RECOVERY LITERATURE	\$123,147	\$113,833	\$9,314	\$1,523,110	\$1,365,993	\$157,117	\$1,365,993
Subtotal	\$716,394	\$490,744	\$225,650	\$7,298,423	\$5,888,925	\$1,409,498	\$5,888,925
OTHER INVENTORY INCOME							
MEDALLIONS	\$34,710	\$41,265	(\$6,555)	\$580,038	\$495,176	\$84,862	\$495,176
KEY TAGS & CHIPS	\$68,819	\$72,727	(\$3,908)	\$976,366	\$872,722	\$103,644	\$872,722
NON-FIPT INFORMATION BOOKLETS	\$3,848	\$4,057	(\$210)	\$58,807	\$48,685	\$10,122	\$48,685
HANDBOOKS	\$3,906	\$4,949	(\$1,043)	\$63,018	\$59,389	\$3,629	\$59,389
SPECIALTY ITEMS	\$3,204	\$2,844	\$360	\$54,835	\$34,128	\$20,707	\$34,128
AUDIO MATERIALS	\$75	\$3,179	(\$3,104)	\$1,353	\$38,153	(\$36,800)	\$38,153
GROUP/AREA MATERIALS	\$5,376	\$5,939	(\$563)	\$108,442	\$71,266	\$37,176	\$71,266
MIRACLES HAPPEN	\$2,803	\$2,716	\$87	\$40,139	\$32,596	\$7,543	\$32,596
Subtotal	\$122,741	\$137,676	(\$14,936)	\$1,882,998	\$1,652,115	\$230,883	\$1,652,115
SHIPPING	\$33,142	\$26,422	\$6,721	\$364,450	\$317,059	\$47,391	\$317,059
DISCOUNTS	(\$124,462)	(\$98,627)	(\$25,835)	(\$1,325,906)	(\$1,183,518)	(\$142,388)	(\$1,183,518)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(\$39,175)	(\$8,855)	(\$30,321)	(\$274,866)	(\$106,256)	(\$168,610)	(\$106,256)
Subtotal	(\$130,495)	(\$81,060)	(\$49,435)	(\$1,236,322)	(\$972,715)	(\$263,607)	(\$972,715)
Gross Literature Income (less discounts)	\$708,640	\$547,360	\$161,279	\$7,945,099	\$6,568,325	\$1,376,774	\$6,568,325
RECOVERY LITERATURE COST OF GOODS							
BASIC TEXT: Hardcover English	\$34,743	\$27,517	\$7,227	\$361,365	\$330,198	\$31,167	\$330,198
BASIC TEXT: Translated	\$2,821	\$2,724	\$97	\$36,666	\$32,689	\$3,977	\$32,689
BASIC TEXT: Softcover	\$9,300	\$6,046	\$3,255	\$60,354	\$72,550	(\$12,196)	\$72,550
JUST FOR TODAY	\$13,621	\$6,842	\$6,779	\$99,170	\$82,104	\$17,066	\$82,104
IT WORKS: HOW & WHY	\$12,718	\$12,692	\$26	\$115,191	\$152,298	(\$37,107)	\$152,298
SPONSORSHIP BOOK	\$1,563	\$0	\$1,563	\$27,523	\$0	\$27,523	\$0
STEP WORKING GUIDES	\$11,143	\$9,776	\$1,367	\$129,654	\$117,317	\$12,337	\$117,317
LITERATURE PRODUCTION (IRAN)	\$27,291	\$0	\$27,291	\$314,140	\$0	\$314,140	\$0
OTHER RECOVERY LITERATURE	\$26,799	\$21,673	\$5,126	\$289,526	\$260,079	\$29,447	\$260,079
Subtotal	\$139,999	\$87,270	\$52,730	\$1,433,589	\$1,047,235	\$386,354	\$1,047,235
OTHER INVENTORY COST OF GOODS							
MEDALLIONS	\$7,897	\$6,910	\$987	\$124,773	\$82,919	\$41,854	\$82,919
KEY TAGS & CHIPS	\$18,363	\$17,937	\$426	\$262,600	\$215,242	\$47,358	\$215,242
NON-FIPT INFORMATION BOOKLETS	\$2,328	\$2,419	(\$92)	\$35,511	\$29,030	\$6,481	\$29,030
HANDBOOKS	\$1,289	\$1,656	(\$368)	\$20,695	\$19,875	\$820	\$19,875
SPECIALTY ITEMS	\$1,153	\$919	\$234	\$19,615	\$11,026	\$8,589	\$11,026
AUDIO MATERIALS	\$16	\$1,007	(\$991)	\$291	\$12,083	(\$11,792)	\$12,083
GROUP/AREA MATERIALS	\$2,226	\$2,651	(\$425)	\$48,514	\$31,816	\$16,698	\$31,816
MIRACLES HAPPEN	\$301	\$796	(\$495)	\$4,373	\$9,551	(\$5,178)	\$9,551
Subtotal	\$33,571	\$34,295	(\$724)	\$516,372	\$411,542	\$104,830	\$411,542
Total Cost of Goods	\$173,571	\$121,565	\$52,006	\$1,949,961	\$1,458,777	\$491,184	\$1,458,777
Net Literature Income	\$535,069	\$425,796	\$109,273	\$5,995,138	\$5,109,548	\$885,590	\$5,109,548



Narcotics Anonymous World Services
Consolidated Statement of Activities
(Income Statement)

For the Twelve Months Ending 30 June 2006

	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	ADOPTED
FELLOWSHIP DONATIONS							
BREAKDOWN BY DONOR TYPE							
Members	\$814	\$887	(\$74)	\$18,477	\$10,649	\$7,828	\$10,649
Groups	\$5,055	\$3,452	\$1,603	\$45,219	\$41,420	\$3,799	\$41,420
Areas	\$12,258	\$6,899	\$5,359	\$116,392	\$82,791	\$33,601	\$82,791
Regions	\$60,620	\$36,667	\$23,953	\$524,510	\$440,000	\$84,510	\$440,000
Events/Conventions	\$3,726	\$1,913	\$1,813	\$41,681	\$22,952	\$18,729	\$22,952
Unity Day	\$0	\$1,711	(\$1,711)	\$13,053	\$20,534	(\$7,481)	\$20,534
Zonal & Other Forums	\$0	\$569	(\$569)	\$5,062	\$6,822	(\$1,760)	\$6,822
Total Donations	\$82,472	\$52,097	\$30,374	\$764,393	\$625,168	\$139,225	\$625,168
EVENT INCOME							
UNITY DAY	\$0	\$0	\$0	\$0	\$0	\$0	\$0
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	\$693	\$0	\$693	\$5,907	\$0	\$5,907	\$0
Total Event Income (Not including event specific)	\$693	\$0	\$693	\$5,907	\$0	\$5,907	\$0
MISCELLANEOUS INCOME							
LICENSED VENDOR PAYMENTS	\$0	\$1,504	(\$1,504)	\$20,996	\$18,050	\$2,946	\$18,050
INTEREST	\$3,535	\$2,219	\$1,316	\$42,358	\$26,627	\$15,731	\$26,627
MISCELLANEOUS	(\$476)	\$0	(\$476)	\$1,980	\$0	\$1,980	\$0
Total Miscellaneous Income	\$3,059	\$3,723	(\$665)	\$65,333	\$44,677	\$20,656	\$44,677
INCOME ALL SOURCES (Not including event specific)	\$621,292	\$481,616	\$139,676	\$6,830,772	\$5,779,393	\$1,051,379	\$5,779,393



Narcotics Anonymous World Services

Consolidated Statement of Activities (Income Statement)

For the Twelve Months Ending 30 June 2005

	YTD ACTUAL	YTD BUDGET	VARIANCE
INCOME			
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$2,078,009	\$1,818,557	\$259,452
BASIC TEXT: Translated	159,971	116,084	43,887
BASIC TEXT: Softcover	727,413	662,561	64,852
JUST FOR TODAY	849,355	695,259	154,096
IT WORKS: HOW & WHY	697,131	640,698	56,433
SPONSORSHIP BOOK	282,072	0	282,072
STEP WORKING GUIDES	699,902	589,773	110,129
LITERATURE INCOME (IRAN)	13,540	0	13,540
OTHER RECOVERY LITERATURE	1,464,498	1,365,993	98,505
Subtotal	\$6,971,892	\$5,888,925	\$1,082,967
OTHER INVENTORY INCOME			
MEDALLIONS	\$516,972	\$495,176	\$21,796
KEY TAGS & CHIPS	995,001	872,722	122,279
NON-FIPT INFORMATION BOOKLETS	60,493	48,685	11,808
HANDBOOKS	62,118	59,389	2,729
SPECIALTY ITEMS	49,138	34,128	15,010
AUDIO MATERIALS	3,139	38,153	(35,014)
GROUP/AREA MATERIALS	85,944	71,266	14,678
MIRACLES HAPPEN	29,009	32,596	(3,587)
Subtotal	\$1,801,815	\$1,652,115	\$149,700
SHIPPING	\$351,279	\$308,573	\$42,706
DISCOUNTS	(1,371,528)	(1,183,518)	(188,010)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(230,056)	(106,256)	(123,800)
Subtotal	(\$1,250,305)	(\$981,201)	(\$269,104)
Gross Literature Income (less discounts)	\$7,523,401	\$6,559,839	\$963,562
RECOVERY LITERATURE COST OF GOODS			
BASIC TEXT: Hardcover English	\$344,764	\$322,144	\$22,620
BASIC TEXT: Translated	37,486	31,892	5,594
BASIC TEXT: Softcover	65,014	70,780	(5,766)
JUST FOR TODAY	94,810	80,101	14,709
IT WORKS: HOW & WHY	133,331	148,583	(15,252)
SPONSORSHIP BOOK	53,265	0	53,265
STEP WORKING GUIDES	122,210	114,456	7,754
LITERATURE PRODUCTION (IRAN)	27,015	0	27,015
OTHER RECOVERY LITERATURE	310,258	253,736	56,522
Subtotal	\$1,188,152	\$1,021,692	\$166,460
OTHER INVENTORY COST OF GOODS			
MEDALLIONS	\$89,040	\$80,897	\$8,143
KEY TAGS & CHIPS	267,149	209,992	57,157
NON-FIPT INFORMATION BOOKLETS	35,220	28,322	6,898
HANDBOOKS	20,620	19,390	1,230
SPECIALTY ITEMS	19,159	10,757	8,402
AUDIO MATERIALS	1,222	11,788	(10,566)
GROUP/AREA MATERIALS	40,274	31,040	9,234
MIRACLES HAPPEN	3,126	9,318	(6,192)
Subtotal	\$475,810	\$401,504	\$74,306
Total Cost of Goods	\$1,663,961	\$1,423,196	\$240,765
Net Literature Income	\$5,859,440	\$5,136,643	\$722,797



Narcotics Anonymous World Services

Consolidated Statement of Activities (Income Statement)

For the Twelve Months Ending 30 June 2005

	YTD ACTUAL	YTD BUDGET	VARIANCE
FELLOWSHIP DONATIONS			
BREAKDOWN BY DONOR TYPE			
Members	\$8,609	\$10,142	(\$1,533)
Groups	45,169	39,448	5,721
Areas	96,373	78,849	17,524
Regions	594,500	440,000	154,500
Events/Conventions	50,737	21,859	28,878
Unity Day	312	19,556	(19,244)
Zonal & Other Forums	6,700	6,497	203
Total Donations	\$802,401	\$616,351	\$186,050
EVENT INCOME			
UNITY DAY	\$0	\$0	\$0
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	388	0	388
Total Event Income (Not including event specific)	\$388	\$0	\$388
MISCELLANEOUS INCOME			
LICENSED VENDOR PAYMENTS	\$22,500	\$17,050	\$5,450
INTEREST	22,696	26,495	(3,799)
MISCELLANEOUS	1,611	0	1,611
Total Miscellaneous Income	\$46,806	\$43,545	\$3,261
INCOME ALL SOURCES (Not including event specific)	\$6,709,036	\$5,796,539	\$912,497

NARCOTICS ANONYMOUS WORLD SERVICES, INC.
CONSOLIDATED STATEMENTS OF ACTIVITIES

YEARS ENDED JUNE 30, 2004 AND 2003

	<u>2004</u>	<u>2003</u>
REVENUES, GAINS AND OTHER SUPPORT		
Sales of publications and program materials	\$ 6,953,228	\$ 6,493,341
Less discounts and cost of sales	<u>2,455,751</u>	<u>2,086,973</u>
Net sales of publications and program materials	4,497,477	4,406,368
Convention registration and other revenue	2,484,665	1,702,134
Conference contributions	697,993	703,367
Interest	19,483	26,233
Other	<u>16,612</u>	<u>90,811</u>
Total revenues, gains and other support	<u>7,716,230</u>	<u>6,928,913</u>
EXPENSES		
Literature production and distribution	1,403,935	1,271,556
World Service Conference support	1,681,880	1,323,702
Followship development	1,445,620	1,243,649
Events	<u>2,740,697</u>	<u>1,711,761</u>
Total expenses	<u>7,272,132</u>	<u>5,550,668</u>
CHANGE IN NET ASSETS	444,098	1,378,245
UNRESTRICTED NET ASSETS		
Beginning of year	4,509,091	3,130,846
End of year	<u>\$ 4,953,189</u>	<u>\$ 4,509,091</u>

See accompanying notes to consolidated financial statements.

Narcotics Anonymous World Services			
Statement of Activities			
(Income Statement)			
NA World Services - Consolidated			
For the Twelve Months Ending June 30, 2003			
INCOME			
FELLOWSHIP DONATIONS			
	YTD ACTUAL	YTD BUDGET	VARIANCE
BREAKDOWN BY DONOR TYPE			
Members	\$10,142	\$16,262	(\$6,120)
Groups	39,448	30,571	8,877
Areas	78,849	54,957	23,892
Regions	526,417	400,000	126,417
Events/Conventions	21,859	36,436	(14,577)
Unity Day	19,556	2,300	17,256
Zonal & Other Forums	6,497	1,523	4,974
Total Donations	\$702,768	\$542,049	\$160,719
RECOVERY LITERATURE INCOME			
BASIC TEXT: Hardcover English	\$1,800,551	\$1,664,738	\$135,813
BASIC TEXT: Translated	114,935	127,183	(12,248)
BASIC TEXT: Softcover	656,001	655,407	594
JUST FOR TODAY	688,375	716,770	(28,394)
IT WORKS: HOW & WHY	634,354	532,563	101,791
STEP WORKING GUIDES	583,934	513,348	70,586
OTHER RECOVERY LITERATURE	1,352,468	1,107,363	245,105
Subtotal	\$5,830,618	\$5,317,372	\$513,246
OTHER INVENTORY INCOME			
MEDALLIONS	\$490,273	\$442,236	\$48,036
KEY TAGS & CHIPS	864,081	732,752	131,328
NON-FIPT INFORMATION BOOKLETS	48,203	44,040	4,163
MISCELLANEOUS	627	601	26
HANDBOOKS	58,801	50,318	8,483
SPECIALTY ITEMS	33,163	37,329	(4,166)
PI PRODUCTS	3,930	0	3,930
AUDIO MATERIALS	37,775	50,557	(12,782)
GROUP/AREA MATERIALS	66,631	60,171	6,460
MIRACLES HAPPEN	32,273	19,400	12,873
Subtotal	\$1,635,756	\$1,437,405	\$198,352
SHIPPING INCOME	\$303,863	\$263,436	\$40,427
DISCOUNTS	(1,171,800)	(1,019,971)	(151,829)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(105,204)	(101,322)	(3,882)
Subtotal	(\$973,140)	(\$857,857)	(\$115,284)
Literature Production Income (less discounts)	\$6,493,234	\$5,896,920	\$596,314
EVENT INCOME	YTD ACTUAL	YTD BUDGET	VARIANCE
UNITY DAY	\$599	\$0	\$599
WORLD SERVICE MEETINGS	0	0	0
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	0	0	0
REBATES (Not including event specific)	0	0	0
Total Event Income (Not including event specific)	\$599	\$0	\$599

Statement of Activities

(Income Statement)

NA World Services - Consolidated

For the Twelve Months Ending June 30, 2003

MISCELLANEOUS INCOME			
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NARCOTICS ANONYMOUS WORLD SERVICES, INC.

ADOPTED BUDGET FOR YEARS 2000 - 2002

INCOME						
	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002
FELLOWSHIP DONATIONS						
BREAKDOWN BY DONOR TYPE						
Members	\$ 16,262	\$ 9,915	\$ 7,658	\$ 10,609	\$ 23,920	\$ 20,524
Groups	\$ 30,571	\$ 25,582	\$ 39,792	\$ 27,372	\$ 70,363	\$ 52,954
Areas	\$ 54,957	\$ 77,167	\$ 70,455	\$ 82,569	\$ 125,412	\$ 159,736
Regions	\$ 472,938	\$ 415,757	\$ 389,432	\$ 444,860	\$ 862,370	\$ 860,617
Events/Conventions	\$ 36,436	\$ 8,835	\$ 61,223	\$ 9,453	\$ 97,659	\$ 18,288
Zonal & Other Forums	\$ 1,523	\$ 6,668	\$ 1,422	\$ 7,135	\$ 2,945	\$ 13,803
Subtotal	\$ 612,687	\$ 543,924	\$ 569,982	\$ 581,998	\$ 1,182,669	\$ 1,125,922
RECOVERY LITERATURE INCOME	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002
BASIC TEXT:Hardcover English	\$ 1,648,256	\$ 1,709,184	\$ 1,686,956	\$ 1,751,913	\$ 3,335,212	\$ 3,461,097
Basic Text: Translated	\$ 125,925	\$ 122,687	\$ 121,117	\$ 125,754	\$ 247,042	\$ 248,441
BASIC TEXT-SOFTBOUND	\$ 569,919	\$ 476,409	\$ 461,603	\$ 488,319	\$ 1,031,522	\$ 964,728
JUST FOR TODAY	\$ 623,279	\$ 535,398	\$ 612,695	\$ 548,783	\$ 1,235,974	\$ 1,084,181
IT WORKS: HOW & WHY	\$ 527,289	\$ 527,465	\$ 532,940	\$ 540,651	\$ 1,060,229	\$ 1,068,116
STEP WORKING GUIDES	\$ 508,265	\$ 583,924	\$ 561,794	\$ 598,522	\$ 1,070,059	\$ 1,182,446
OTHER RECOVERY LITERATURE	\$ 1,096,400	\$ 1,066,152	\$ 1,178,173	\$ 1,092,805	\$ 2,274,573	\$ 2,158,957
Subtotal	\$ 5,099,333	\$ 5,021,219	\$ 5,155,278	\$ 5,146,747	\$ 10,254,611	\$ 10,167,966
OTHER INVENTORY INCOME	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002
MEDALLIONS	\$ 437,858	\$ 424,034	\$ 474,443	\$ 434,635	\$ 912,301	\$ 858,669
KEY TAGS & CHIPS	\$ 725,497	\$ 731,138	\$ 819,273	\$ 749,417	\$ 1,544,770	\$ 1,480,555
NON-FIPT INFORMATION BOOKLETS	\$ 43,604	\$ 35,292	\$ 46,894	\$ 36,175	\$ 90,498	\$ 71,467
MISCELLANEOUS	\$ 553	\$ 2,277	\$ 1,085	\$ 2,334	\$ 1,638	\$ 4,611
HANDBOOKS	\$ 49,821	\$ 50,325	\$ 51,233	\$ 51,583	\$ 101,054	\$ 101,908
SPECIALTY ITEMS	\$ 36,960	\$ 27,802	\$ 31,155	\$ 28,497	\$ 68,115	\$ 56,299
PI PRODUCTS	\$ 1,972	\$ 1,462	\$ 1,440	\$ 1,499	\$ 3,412	\$ 2,961
AUDIO MATERIALS	\$ 50,056	\$ 29,335	\$ 33,973	\$ 30,069	\$ 84,029	\$ 59,404
GROUP/AREA MATERIALS	\$ 57,603	\$ 58,519	\$ 95,683	\$ 59,982	\$ 153,286	\$ 118,501
MIRACLES HAPPEN	\$ 28,900	\$ 32,837	\$ 38,851	\$ 8,800	\$ 67,751	\$ 41,637
Subtotal	\$ 1,432,824	\$ 1,393,021	\$ 1,594,030	\$ 1,402,991	\$ 3,026,854	\$ 2,796,012
SHIPPING	\$ 253,259	\$ 228,473	\$ 271,490	\$ 228,473	\$ 524,749	\$ 456,946
DISCOUNTS & ALLOWANCES	\$ (987,228)	\$ (1,071,355)	\$ (1,027,543)	\$ (1,091,174)	\$ (2,014,771)	\$ (2,162,529)
Developmental Subsidies & Allowances	\$ (158)	\$ (52,257)	\$ (315)	\$ (51,000)	\$ (473)	\$ (103,257)
Subtotal	\$ (734,127)	\$ (895,139)	\$ (756,368)	\$ (913,701)	\$ (1,490,495)	\$ (1,808,840)
Literature income less discounts and allowances	\$ 5,798,030	\$ 5,519,101	\$ 5,992,940	\$ 5,636,037	\$ 11,790,970	\$ 11,155,138
EVENT INCOME	Income Statement July 2000 to June 2001	Approved Budget July 2000 to June 2001	Income Statement July 2001 to June 2002	Approved Budget July 2001 to June 2002	Consolidated 2000 to 2002	Consolidated Budget 2000 to 2002
UNITY DAY						
DONATIONS	\$ 280	\$ -	\$ 2,522	\$ 2,909	\$ 2,802	\$ 2,909
ACTIVITY INCOME	\$ 6,955	\$ -	\$ 11,399	\$ 16,724	\$ 18,354	\$ 16,724
MERCHANDISE	\$ -	\$ -	\$ 12,355	\$ 13,976	\$ 12,355	\$ 13,976
WCNA 28						
REGISTRATION	\$ 40,265	\$ 32,000	\$ -	\$ -	\$ 40,265	\$ 32,000
SPECIAL EVENTS	\$ 14,250	\$ 10,000	\$ -	\$ -	\$ 14,250	\$ 10,000
NEWCOMER DONATIONS	\$ 2,616	\$ 1,000	\$ -	\$ -	\$ 2,616	\$ 1,000
MERCHANDISE	\$ 43,699	\$ 99,000	\$ -	\$ -	\$ 43,699	\$ 99,000
OTHER SALES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
REBATES (includes Unity Day hotel rebate)	\$ 11,600	\$ 34,800	\$ -	\$ 10,059	\$ 11,600	\$ 44,859
Subtotal	\$ 119,665	\$ 176,800	\$ 26,276	\$ 43,668	\$ 145,941	\$ 220,468
WCNA-29						
REGISTRATION	\$ -	\$ -	\$ -	\$ 200,912	\$ -	\$ 200,912
SPECIAL EVENTS	\$ -	\$ -	\$ -	\$ 181,800	\$ -	\$ 181,800
NEWCOMER DONATIONS	\$ -	\$ -	\$ -	\$ 13,600	\$ -	\$ 13,600
MERCHANDISE	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
OTHER SALES	\$ -	\$ -	\$ -	\$ 48,000	\$ -	\$ 48,000
REBATES	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal	\$ -	\$ -	\$ -	\$ 444,312	\$ -	\$ 444,312
MISCELLANEOUS INCOME	2000 to 2001	2000 to 2001	2001 to 2002	2001 to 2002	2000 to 2002	2000 to 2002
LICENSED VENDOR PAYMENTS	\$ 14,832	\$ 12,257	\$ 12,424	\$ 12,257	\$ 27,256	\$ 24,514
INTEREST	\$ 39,537	\$ 14,552	\$ 22,430	\$ 14,552	\$ 61,967	\$ 29,104
MISCELLANEOUS	\$ 46,742	\$ 38,874	\$ 6,344	\$ 43,874	\$ 53,086	\$ 82,748
Subtotal	\$ 101,111	\$ 65,683	\$ 41,198	\$ 70,683	\$ 142,309	\$ 136,366

NARCOTICS ANONYMOUS WORLD SERVICES, INC.					
FY' 2000-2001 NAWS BUDGET					
JULY 01, 2000 THRU JUNE 30, 2001					
INCOME					
FELLOWSHIP DONATIONS	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
BREAKDOWN BY DONOR TYPE					
Members	\$ 40	\$ 826	\$ 16,262	\$ 9,915	\$ 9,915
Groups	\$ 3,033	\$ 2,132	\$ 30,571	\$ 25,582	\$ 25,582
Areas	\$ 6,049	\$ 6,431	\$ 54,957	\$ 77,167	\$ 77,167
Regions	\$ 20,423	\$ 34,646	\$ 472,938	\$ 415,757	\$ 415,757
Unity Day	\$ -	\$ -	\$ 280	\$ -	\$ -
Events/Conventions	\$ 4,874	\$ 736	\$ 36,436	\$ 8,835	\$ 8,835
Zonal & Other Forums	\$ -	\$ 556	\$ 1,523	\$ 6,668	\$ 6,668
Subtotal	\$ 34,419	\$ 45,327	\$ 612,967	\$ 543,924	\$ 543,924
RECOVERY LITERATURE INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
BASIC TEXT: Hardcover English	\$ 161,734	\$ 142,432	\$ 1,648,255	\$ 1,709,184	\$ 1,709,184
Basic Text: Translated	\$ 11,992	\$ 10,224	\$ 125,924	\$ 122,687	\$ 122,687
BASIC TEXT-SOFTBOUND	\$ 73,758	\$ 39,701	\$ 569,919	\$ 476,409	\$ 476,409
JUST FOR TODAY	\$ 68,474	\$ 44,617	\$ 623,278	\$ 535,398	\$ 535,398
IT WORKS: HOW & WHY	\$ 53,169	\$ 43,955	\$ 527,290	\$ 527,465	\$ 527,465
STEP WORKING GUIDES	\$ 43,129	\$ 48,660	\$ 508,266	\$ 583,924	\$ 583,924
OTHER RECOVERY LITERATURE	\$ 103,263	\$ 88,846	\$ 1,096,399	\$ 1,066,152	\$ 1,066,152
Subtotal	\$ 515,519	\$ 418,435	\$ 5,099,331	\$ 5,021,219	\$ 5,021,219
OTHER INVENTORY INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
MEDALLIONS	\$ 28,647	\$ 35,336	\$ 437,858	\$ 424,034	\$ 424,034
KEY TAGS & CHIPS	\$ 56,812	\$ 60,928	\$ 725,497	\$ 731,138	\$ 731,138
NON-FIPT INFORMATION BOOKLETS	\$ 3,419	\$ 2,941	\$ 43,604	\$ 35,292	\$ 35,292
MISCELLANEOUS	\$ (8)	\$ 190	\$ 595	\$ 2,277	\$ 2,277
HANDBOOKS	\$ 4,344	\$ 4,194	\$ 49,820	\$ 50,325	\$ 50,325
SPECIALTY ITEMS	\$ 2,098	\$ 2,317	\$ 36,960	\$ 27,802	\$ 27,802
PI PRODUCTS	\$ 2	\$ 122	\$ 1,973	\$ 1,462	\$ 1,462
AUDIO MATERIALS	\$ 2,426	\$ 2,445	\$ 50,057	\$ 29,335	\$ 29,335
GROUP/AREA MATERIALS	\$ 5,129	\$ 4,877	\$ 57,602	\$ 58,519	\$ 58,519
MIRACLES HAPPEN	\$ 1,703	\$ 2,736	\$ 28,900	\$ 32,837	\$ 32,837
Subtotal	\$ 104,572	\$ 116,085	\$ 1,432,865	\$ 1,393,021	\$ 1,393,021
SHIPPING	\$ 22,246	\$ 19,039	\$ 253,260	\$ 228,473	\$ 228,473
DISCOUNTS & ALLOWANCES	\$ (99,986)	\$ (89,280)	\$ (987,228)	\$ (1,071,355)	\$ (1,071,355)
Developmental Subsidies & Allowances	\$ (5,879)	\$ (4,355)	\$ (96,367)	\$ (52,257)	\$ (52,257)
Literature income less discounts and allowances	\$ 536,472	\$ 459,925	\$ 5,701,861	\$ 5,519,101	\$ 5,519,101
EVENT INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
UNITY DAY					
DONATIONS (TELEPHONE HOOKUP)	\$ 150	\$ -	\$ 2,300	\$ -	\$ -
ACTIVITY INCOME	\$ 1,295	\$ -	\$ 4,655	\$ -	\$ -
MERCHANDISE/JEWELRY	\$ -	\$ -	\$ -	\$ -	\$ -
WCNA 28					
REGISTRATION	\$ -	\$ -	\$ 41,423	\$ 32,000	\$ 32,000
SPECIAL EVENTS	\$ -	\$ -	\$ 14,250	\$ 10,000	\$ 10,000
NEWCOMER DONATIONS	\$ -	\$ -	\$ 2,615	\$ 1,000	\$ 1,000
MERCHANDISE	\$ -	\$ -	\$ 43,714	\$ 99,000	\$ 99,000
OTHER SALES	\$ -	\$ -	\$ -	\$ -	\$ -
REBATES	\$ -	\$ -	\$ 11,600	\$ 34,800	\$ 34,800
Subtotal	\$ 1,445	\$ -	\$ 120,556	\$ 176,800	\$ 176,800
MISCELLANEOUS INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Budget Y-T-D	Adopted
LICENSED VENDOR PAYMENTS	\$ -	\$ 1,021	\$ 14,900	\$ 12,257	\$ 12,257
INTEREST	\$ 5,565	\$ 1,213	\$ 34,311	\$ 14,552	\$ 14,552
MISCELLANEOUS	\$ (3,841)	\$ 3,240	\$ 11,674	\$ 38,874	\$ 38,874
Subtotal	\$ 1,724	\$ 5,474	\$ 60,885	\$ 65,683	\$ 65,683
TOTAL INCOME ALL SOURCES	\$ 574,060	\$ 510,726	\$ 6,496,269	\$ 6,305,508	\$ 6,305,508

UNAUDITED COMBINED COMPARISON TO BUDGET FINANCIAL STATEMENT

NARCOTICS ANONYMOUS WORLD SERVICES, INC.				
FY'1999 - 2000 UNIFIED BUDGET				
JULY 01, 1999 THROUGH JUNE 30, 2000				
INCOME				
FELLOWSHIP DONATIONS	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted Budget
BREAKDOWN BY DONOR TYPE				
Members	\$ 165	\$ 815	\$ 10,625	\$ 9,780
Groups	\$ 2,515	\$ 2,457	\$ 31,926	\$ 29,487
Areas	\$ 7,530	\$ 3,382	\$ 68,412	\$ 40,587
Regions	\$ 20,325	\$ 32,763	\$ 465,414	\$ 393,156
Events/Conventions	\$ -	\$ 1,304	\$ 33,162	\$ 15,648
Zonal & Other Forums	\$ 1,435	\$ 29	\$ 2,347	\$ 342
Subtotal	\$ 31,970	\$ 40,750	\$ 611,885	\$ 489,000
RECOVERY LITERATURE INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
BASIC TEXT:Hardcover English	\$ 159,119	\$ 138,551	\$ 1,595,740	\$ 1,662,616
Basic Text: Translated	\$ 7,815	\$ 8,048	\$ 108,635	\$ 96,579
BASIC TEXT-SOFTBOUND	\$ 50,172	\$ 40,881	\$ 452,445	\$ 490,567
JUST FOR TODAY	\$ 63,282	\$ 42,675	\$ 540,715	\$ 512,095
Just for Today (Gift Edition)	\$ 1,605	\$ 1,397	\$ 15,480	\$ 16,769
IT WORKS: HOW & WHY	\$ 50,055	\$ 47,838	\$ 532,180	\$ 574,060
It Works:How & Why (Special Edition)	\$ -	\$ 156	\$ 175	\$ 1,870
It Works:How & Why (Gift Edition)	\$ 195	\$ 368	\$ 3,405	\$ 4,410
STEP WORKING GUIDES	\$ 55,670	\$ 43,438	\$ 568,135	\$ 521,250
OTHER RECOVERY LITERATURE	\$ 99,002	\$ 89,654	\$ 1,079,105	\$ 1,075,846
OTHER INVENTORY INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
MEDALLIONS	\$ 46,811	\$ 38,180	\$ 431,432	\$ 458,166
KEY TAGS & CHIPS	\$ 70,907	\$ 59,478	\$ 703,709	\$ 713,741
NON-FIPT INFORMATION BOOKLETS	\$ 4,444	\$ 2,158	\$ 37,795	\$ 25,900
MISCELLANEOUS	\$ -	\$ 103	\$ 1,517	\$ 1,234
HANDBOOKS	\$ 5,166	\$ 5,274	\$ 49,733	\$ 63,283
SPECIALTY ITEMS	\$ 3,318	\$ 3,575	\$ 35,910	\$ 42,902
PI PRODUCTS	\$ 71	\$ 220	\$ 1,058	\$ 2,643
AUDIO MATERIALS	\$ 4,570	\$ 4,207	\$ 35,412	\$ 50,485
GROUP/AREA MATERIALS	\$ 7,099	\$ 4,877	\$ 95,952	\$ 58,519
MIRACLES HAPPEN	\$ 2,495	\$ 3,119	\$ 32,983	\$ 37,425
Subtotal	\$ 631,794	\$ 534,197	\$ 6,321,515	\$ 6,410,359
EVENT INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
UNITY DAY				
DONATIONS	\$ -	\$ 125	\$ 5,487	\$ 1,500
ACTIVITY INCOME	\$ 250	\$ -	\$ 6,215	\$ 11,200
ANNUAL MTG T-SHIRTS/HATS	\$ -	\$ -	\$ 6,306	\$ -
ANNUAL MEETING REVENUE	\$ (1,196)	\$ -	\$ 644	\$ -
MERCHANDISE/JEWELRY	\$ 8	\$ 317	\$ 8,161	\$ 3,800
WCNA 28 (See Deferred Revenue on Balance Sht)				
REGISTRATION	\$ -	\$ 4,917	\$ -	\$ 59,000
SPECIAL EVENTS	\$ -	\$ 1,250	\$ -	\$ 15,000
NEWCOMER DONATIONS	\$ -	\$ 167	\$ -	\$ 2,000
MERCHANDISE	\$ -	\$ 833	\$ -	\$ 10,000
OTHER SALES	\$ -	\$ -	\$ -	\$ -
REBATES (includes Unity Day hotel rebate)	\$ -	\$ -	\$ 5,868	\$ -
Subtotal	\$ (938)	\$ 7,608	\$ 32,681	\$ 102,500
MISCELLANEOUS INCOME	P-T-D Actual	Budget for Period	Y-T-D Actual	Adopted
LICENSED VENDOR PAYMENTS	\$ 550	\$ 1,063	\$ 12,650	\$ 12,750
INTEREST	\$ 3,787	\$ -	\$ 19,455	\$ -
SHIPPING	\$ 24,249	\$ 19,398	\$ 246,299	\$ 232,775
MISCELLANEOUS	\$ 21	\$ -	\$ 21,046	\$ -
DISCOUNTS & ALLOWANCES	\$ (94,195)	\$ (113,214)	\$ (1,014,926)	\$ (1,358,570)
Developmental Subsidies & Allowances	\$ (13,049)	\$ (3,881)	\$ (70,611)	\$ (46,574)
Subtotal	\$ (78,637)	\$ (96,635)	\$ (786,088)	\$ (1,159,619)
TOTAL INCOME ALL SOURCES	\$ 584,189	\$ 485,920	\$ 6,179,993	\$ 5,842,240

INCOME STATEMENT

NARCOTICS ANONYMOUS WORLD SERVICES

FOR THE 6 PERIODS ENDED JUNE 30, 1999

	YEAR TO DATE	
	ACTUAL	PERCENT
INCOME		
BASIC TEXT	\$732,552.25	26.9 %
BASIC TEXT-SOFTBOUND	222,841.75	8.2
BASIC TEXT-CASTILIAN	22,329.50	.8
BASIC TEXT-FRENCH	73.50	.0
BASIC TEXT-GERMAN	42.00	.0
BASIC TEXT-PORTUGUESE	10.50	.0
BASIC TEXT-BRAZILIAN	7,890.75	.3
JUST FOR TODAY	230,782.00	8.5
JUST FOR TODAY: GIFT EDITION	8,700.00	.3
HANDBOOKS	23,781.30	.9
IT WORKS: HOW & WHY	244,157.70	9.0
IT WORKS: SPECIAL EDITION	35.00	.0
IT WORKS: GIFT EDITION	2,505.00	.1
MIRACLES HAPPEN	33,308.25	1.2
STEP WORKING GUIDES	389,352.90	14.3
LITERATURE	371,146.81	13.6
MEDALLIONS: BRONZE	170,017.62	6.2
MEDALLIONS: BI-PLATE	24,439.80	.9
MEDALLIONS: GOLD	9,953.99	.4
MEDALLIONS: SILVER	5,115.30	.2
KEYTAGS	296,196.95	10.9
CHIPS	22,264.52	.8
INFORMATION BOOKLETS	242,984.33	8.9
INFORMATION BOOKLETS-NON FIPT	15,349.93	.6
NA WAY MAGAZINE	34.50	.0
MISCELLANEOUS	347.50	.0
SPECIALTY ITEMS	14,415.90	.5
MINUTES/REPORTS	21,875.75	.8
PI PRODUCTS	697.94	.0
AUDIO MATERIALS	18,803.45	.7
GROUP/AREA MATERIALS	26,257.95	1.0
SHIPPING	126,220.83	4.6
DISCOUNTS	(556,954.56)	(20.4)
TOTAL INCOME	2,727,530.91	100.0
COST OF MERCHANDISE		
BASIC TEXT	126,793.38	4.6
BASIC TEXT-SOFTBOUND	22,023.83	.8
BASIC TEXT-CASTILIAN	6,410.04	.2
BASIC TEXT-FRENCH	27.59	.0
BASIC TEXT-GERMAN	49.53	.0
BASIC TEXT-PORTUGUESE	4.86	.0
BASIC TEXT-BRAZILIAN	1,929.84	.1
JUST FOR TODAY	30,855.74	1.1
JUST FOR TODAY: GIFT EDITION	2,937.35	.1
MIRACLES HAPPEN	(510.45)	.0
STEP WORKING GUIDES	75,260.72	2.8