



## Narcotics Anonymous World Services

### Consolidated Statement of Activities (Income Statement)

For the Twelve Months Ending 30 June 2005

	<u>YTD ACTUAL</u>	<u>YTD BUDGET</u>	<u>VARIANCE</u>
<b>EXPENSE</b>			
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
MARKETING	\$100,274	\$80,023	\$20,251
IN HOUSE PRODUCTION (not included in Cost of Goods)	(46,572)	48,834	(95,406)
TRANSLATIONS (not included in Cost of Goods)	32,694	22,216	10,478
LITERATURE DISTRIBUTION (IRAN)	14,995	0	14,995
SHIPPING	391,758	328,587	63,171
LEGAL	83,005	11,381	71,624
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	4,388	3,422	966
INVENTORY ADJUSTMENT	0	0	0
ACCOUNTING	11,279	11,206	73
PERSONNEL (Includes amount budgeted to variable projects)	996,830	881,862	114,968
OVERHEAD	467,986	416,347	51,639
TECHNOLOGY	55,554	44,416	11,138
<b>Subtotal</b>	<b>\$2,112,192</b>	<b>\$1,848,294</b>	<b>\$263,898</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>			
BUSINESS PLAN WORK GROUP	\$10,320	\$26,800	(\$16,480)
LITERATURE & CONVENTION WORKSHOP	0	0	0
<b>Subtotal</b>	<b>\$10,320</b>	<b>\$26,800</b>	<b>(\$16,480)</b>
<b>Total Literature Production &amp; Distribution</b>	<b>\$2,122,511</b>	<b>\$1,875,094</b>	<b>\$247,417</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
PUBLICATIONS	\$36,146	\$22,161	\$13,985
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	15,772	0	15,772
WORLD BOARD	201,885	168,584	33,301
HUMAN RESOURCE PANEL	19,178	14,415	4,763
WSC CO-FACILITATOR	723	0	723
CONFERENCE RELATED TRAVEL	0	28,000	(28,000)
LEGAL	0	0	0
ACCOUNTING	8,378	8,325	53
PERSONNEL (Includes amount budgeted to variable projects)	740,502	653,966	86,536
OVERHEAD	349,852	316,709	33,143
TECHNOLOGY	41,355	32,995	8,360
<b>Subtotal</b>	<b>\$1,413,791</b>	<b>\$1,245,155</b>	<b>\$168,636</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>			
NAWS COMMUNICATIONS AND PUBLICATIONS	\$0	\$47,360	(\$47,360)
LEADERSHIP IDENTIFICATION & DEVELOPMENT	0	22,240	(22,240)
LEADERSHIP QUALITIES IN NA	0	27,240	(27,240)
CONSENSUS-BASED DECISION MAKING AT THE WSC	0	22,240	(22,240)
CAPTURING LONG TIME MEMBERS EXPERIENCE	0	35,360	(35,360)
WORLD WIDE WORKSHOPS	61,164	76,000	(14,836)
OTHER FINISHED WSC PROJECTS	943	0	943
<b>Subtotal</b>	<b>\$62,107</b>	<b>\$230,440</b>	<b>(\$168,333)</b>
<b>Total World Service Conference Support</b>	<b>\$1,475,898</b>	<b>\$1,475,595</b>	<b>\$303</b>



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<b>FELLOWSHIP DEVELOPMENT</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
PUBLICATIONS	\$134,898	\$165,000	(\$30,102)
FELLOWSHIP SUPPORT	139,823	33,181	106,642
PROFESSIONAL EVENTS	51,782	32,244	19,538
DEVELOPMENTAL LITERATURE	222,869	136,816	86,053
ARCHIVES & INFORMATION MANAGEMENT	47	51,000	(50,953)
LEGAL	1,266	0	1,266
ACCOUNTING	9,990	9,926	64
PERSONNEL (Includes amount budgeted to variable projects)	882,907	778,046	104,861
OVERHEAD	336,298	347,113	(10,815)
TECHNOLOGY	49,205	39,340	9,865
<b>Subtotal</b>	<b>\$1,829,086</b>	<b>\$1,592,666</b>	<b>\$236,420</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>			
BASIC TEXT PROJECT	\$70,428	\$59,600	\$10,828
PUBLIC RELATIONS STRATEGY	55,614	56,480	(866)
SERVICE MATERIALS	1,859	26,800	(24,942)
SERVICE HANDBOOKS	79,170	56,480	22,690
SELF-SUPPORT PAMPHLET	0	33,360	(33,360)
SERVICE STRUCTURE RELATIONSHIP & DEFINITION	0	34,240	(34,240)
TARGETED LITERATURE	0	65,600	(65,600)
FELLOWSHIP ISSUE DISCUSSIONS	0	24,240	(24,240)
<b>Subtotal</b>	<b>\$207,071</b>	<b>\$356,800</b>	<b>(\$149,729)</b>
<b>Total Fellowship Development</b>	<b>\$2,036,157</b>	<b>\$1,949,466</b>	<b>\$86,691</b>
<b>EVENTS</b>			
<b>FIXED OPERATIONAL EXPENSES</b>			
UNITY DAY	\$0	\$0	\$0
FUTURE (AND PRIOR) CONVENTIONS	\$5,071	\$12,995	(\$7,924)
LEGAL	0	0	0
ACCOUNTING	2,578	2,561	17
PERSONNEL (Includes amount budgeted to variable projects)	230,283	200,786	29,497
OVERHEAD	118,333	95,165	23,168
TECHNOLOGY	12,748	10,152	2,596
<b>Total Events (Not including event specific)</b>	<b>\$369,014</b>	<b>\$321,659</b>	<b>\$47,355</b>
<b>TOTAL EXPENSE ALL SOURCES</b> (Not including event specific)	<b>\$6,003,580</b>	<b>\$5,621,814</b>	<b>\$381,766</b>
<b>EXCESS REVENUE/EXPENSE</b> (Not including event specific)	<b>\$705,456</b>	<b>\$174,725</b>	<b>\$530,731</b>



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<b>EVENT SPECIFIC</b>			
<b>EVENT SPECIFIC INCOME</b>			
WCNA-31 INCOME			
REGISTRATION	\$0	\$0	\$0
SPECIAL EVENTS	0	0	0
NEWCOMER DONATIONS	0	0	0
MERCHANDISE	0	0	0
OTHER SALES	0	0	0
REBATES	0	0	0
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<b>Total Event Specific Income</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>EVENT SPECIFIC EXPENSE</b>			
WCNA-31 EXPENSE			
REGISTRATION	\$6,679	\$0	\$6,679
SPECIAL EVENTS	1,058	0	1,058
PROGRAM	9,139	0	9,139
MERCHANDISE	3,139	0	3,139
FACILITIES	77	0	77
SUPPORT COMMITTEE	4,935	0	4,935
ADMINISTRATION	45,504	0	45,504
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<b>Total Event Specific Expense</b>	<b>\$70,531</b>	<b>\$0</b>	<b>\$70,531</b>
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<b>Total Event Specific Excess Revenue/Expense</b>	<b>(\$70,531)</b>	<b>\$0</b>	<b>(\$70,531)</b>
	=====	=====	=====
<b>INCREASE (DECREASE) NET UNRESTRICTED ASSETS</b>	<b>\$634,925</b>	<b>\$174,725</b>	<b>\$460,200</b>