



**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>
EXPENSE			
LITERATURE PRODUCTION & DISTRIBUTION			
FIXED OPERATIONAL EXPENSES			
MARKETING	\$2,096	\$71,371	(\$69,275)
IN HOUSE PRODUCTION (not included in Cost of Goods)	71,747	59,307	12,440
TRANSLATIONS (not included in Cost of Goods)	30,530	70,071	(39,541)
LITERATURE DISTRIBUTION (IRAN)	124,417	37,385	87,032
SHIPPING	573,422	521,220	52,202
BUSINESS PLAN WORK GROUP	\$5,239	\$19,057	(\$13,818)
LEGAL	3,314	19,204	(15,890)
LITERATURE PRODUCTION & DISTRIBUTION TRAVEL	4,127	10,000	(5,873)
ACCOUNTING	14,075	12,674	1,401
PERSONNEL (Includes amount budgeted to variable projects)	1,159,736	1,162,329	(2,593)
OVERHEAD	493,009	574,319	(81,310)
TECHNOLOGY	109,529	44,584	64,945
Total Literature Production & Distribution	\$2,591,241	\$2,601,521	(\$10,280)
Total Literature Production & Distribution without IRAN	2,466,824	2,564,136	(97,312)
WORLD SERVICE CONFERENCE SUPPORT			
FIXED OPERATIONAL EXPENSES			
PUBLICATIONS	\$22,156	\$47,362	(\$25,206)
WORLD SERVICE CONFERENCE BI-ANNUAL MEETING	461,705	433,000	28,705
WORLD BOARD	242,961	248,171	(5,210)
HUMAN RESOURCE PANEL	16,639	14,239	2,400
WSC CO-FACILITATOR	2,251	4,040	(1,789)
ACCOUNTING	9,107	8,201	906
PERSONNEL (Includes amount budgeted to variable projects)	750,417	752,095	(1,678)
OVERHEAD	319,759	371,618	(51,859)
TECHNOLOGY	73,950	28,849	45,101
Subtotal	\$1,898,945	\$1,907,575	(\$1,907,575)
VARIABLE OPERATIONAL EXPENSES			
LEADERSHIP ORIENTATION MATERIAL	0	10,000	(10,000)
FELLOWSHIP ISSUE DISCUSSIONS	0	12,500	(12,500)
SERVICE SYSTEM	5,773	75,000	(69,227)
BOOK LENGTH PIECE - TRADITIONS	0	0	0
MEMBER EXPERIENCE PROJECT	0	2,000	(2,000)
FINISHED WSC PROJECTS	0	5,000	(5,000)
Subtotal	\$5,773	\$104,500	(\$98,727)
Total World Service Conference Support	\$1,904,718	\$2,012,075	(\$107,357)



**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>
FELLOWSHIP DEVELOPMENT			
FIXED OPERATIONAL EXPENSES			
PUBLICATIONS	\$70,003	\$170,269	(\$100,266)
FELLOWSHIP SUPPORT	226,434	346,882	(120,448)
PUBLIC RELATIONS	57,800	127,021	(69,221)
DEVELOPMENTAL LITERATURE	317,716	426,252	(108,536)
ARCHIVES & INFORMATION MANAGEMENT	0	9,180	(9,180)
ACCOUNTING	14,075	12,674	1,401
PERSONNEL (Includes amount budgeted to variable projects)	1,159,736	1,162,329	(2,593)
OVERHEAD	564,010	574,319	(10,309)
TECHNOLOGY	109,529	44,584	64,945
Subtotal	\$2,519,303	\$2,873,510	(\$354,207)
VARIABLE OPERATIONAL EXPENSES			
PUBLIC RELATIONS DEVELOPMENT	\$562	\$43,000	(\$42,438)
SERVICE MATERIALS	0	16,250	(16,250)
Subtotal	\$562	\$59,250	(\$58,688)
Total Fellowship Development	\$2,519,865	\$2,932,760	(\$412,895)
EVENTS			
FIXED OPERATIONAL EXPENSES			
FUTURE (AND PRIOR) CONVENTIONS	\$43,417	\$49,335	(\$5,918)
LEGAL	0	0	0
ACCOUNTING	4,140	3,728	412
PERSONNEL (Includes amount budgeted to variable projects)	341,099	341,862	(763)
OVERHEAD	149,258	168,917	(19,659)
TECHNOLOGY	32,214	13,113	19,101
Total Events (Not including event specific)	\$570,128	\$576,955	(\$6,827)
TOTAL EXPENSE (Not including event specific)	\$7,585,952	\$8,123,312	(\$537,360)
TOTAL EXPENSE (Not including IRAN)	\$7,461,535	\$8,085,927	(\$624,392)
EXCESS REV/EXP (Not including event specific)	(\$270,068)	\$280,377	(\$550,445)
EXCESS REVENUE/EXPENSE (Not including IRAN)	(339,471)	(33,508)	(305,963)



**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>
EVENT SPECIFIC			
EVENT SPECIFIC INCOME			
WCNA-34 INCOME			
REGISTRATION	\$1,106,874	\$1,213,000	(\$106,126)
SPECIAL EVENTS	483,270	754,500	(271,230)
NEWCOMER DONATIONS	28,282	0	28,282
MERCHANDISE	620,837	674,120	(53,283)
OTHER SALES	44,638	165,000	(120,362)
REBATES	6,020	0	6,020
Total Event Specific Income	\$2,289,921	\$2,806,620	(\$516,699)
EVENT SPECIFIC EXPENSE			
WCNA-34 EXPENSE			
REGISTRATION	\$368,938	\$514,900	(\$145,962)
SPECIAL EVENTS	420,732	558,600	(137,868)
PROGRAM	287,365	275,650	11,715
MERCHANDISE	548,060	474,812	73,248
FACILITIES	174,732	484,000	(309,268)
SUPPORT COMMITTEE	11,225	23,150	(11,925)
ADMINISTRATION	207,326	189,450	17,876
Total Event Specific Expense	\$2,018,378	\$2,520,562	(\$502,184)
Total Event Specific Excess Revenue/Expense	\$271,543	\$286,058	(\$14,515)
INCREASE (DECREASE) NET ASSETS	\$1,475	\$566,435	(\$564,960)
INCREASE (DECREASE) without IRAN	(\$67,928)	\$252,550	(\$320,478)