

## Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement – For the Twelve Months Ending 30 June 2019

EXPENSE	YTD ACTUAL	ANNUAL	VARIANCE	VARIANCE%
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 75,946	\$ 94,090	\$ (18,144)	-19%
TRANSLATIONS (not included in Cost of Goods)	51,089	37,350	13,739	37%
LITERATURE DISTRIBUTION (IRAN)	127,155	66,954	60,201	90%
SHIPPING	576,206	611,353	(35,148)	-6%
BUSINESS PLAN WORKGROUP	6,455	7,700	(1,245)	-16%
LEGAL	8,964	40,109	(31,145)	-78%
LIT PRODUCTION & DISTRIBUTION TRAVEL	106,711	12,343	94,369	765%
ACCOUNTING	\$ 21,930	\$ 19,543	\$ 2,387	12%
PERSONNEL	1,591,527	1,426,349	165,178	12%
OVERHEAD	938,795	804,937	133,858	17%
TECHNOLOGY	158,937	134,247	24,690	18%
<b>Total Literature Production &amp; Distribution</b>	<b>\$ 3,663,714</b>	<b>\$ 3,254,975</b>	<b>\$ 408,739</b>	<b>13%</b>
<b>Total Literature Production &amp; Distribution without IRAN</b>	<b>\$ 3,536,559</b>	<b>\$ 3,188,022</b>	<b>\$ 348,537</b>	<b>11%</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
PUBLICATIONS	\$ 8,540	\$ 13,453	\$ (4,914)	-37%
WORLD SERVICE CONFERENCE BIENNIAL MEETING	28,497	25,000	3,497	14%
WORLD BOARD	166,519	210,000	(43,481)	-21%
HUMAN RESOURCE PANEL	11,304	24,599	(13,295)	-54%
WSC CO-FACILITATOR	-	2,613	(2,613)	-100%
ACCOUNTING	\$ 12,696	\$ 11,314	\$ 1,382	12%
PERSONNEL	921,410	825,781	95,629	12%
OVERHEAD	543,586	466,016	77,570	17%
TECHNOLOGY	92,016	77,722	14,294	18%
<b>Subtotal</b>	<b>\$ 1,784,568</b>	<b>\$ 1,656,499</b>	<b>\$ 128,069</b>	<b>8%</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>				
WSC of the FUTURE	46,765	\$ 90,000	\$ (43,235)	-48%
<b>Total World Service Conference Support</b>	<b>\$ 1,831,333</b>	<b>\$ 1,746,499</b>	<b>\$ 84,834</b>	<b>5%</b>
<b>FELLOWSHIP DEVELOPMENT</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
PUBLICATIONS	83,106	\$ 101,129	\$ (18,024)	-18%
FELLOWSHIP SUPPORT	290,091	383,480	(93,389)	-24%
PUBLIC RELATIONS	91,538	90,065	1,473	2%
DEVELOPMENTAL LITERATURE	571,382	407,236	164,146	40%
ACCOUNTING	\$ 20,199	\$ 18,000	\$ 2,199	12%
PERSONNEL	1,465,880	1,313,743	152,137	12%
OVERHEAD	906,715	741,389	165,325	22%
TECHNOLOGY	146,389	123,649	22,740	18%
<b>Subtotal</b>	<b>\$ 3,575,299</b>	<b>\$ 3,178,691</b>	<b>\$ 396,608</b>	<b>12%</b>

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	<u>YTD ACTUAL</u>	<u>ANNUAL</u>	<u>VARIANCE</u>	<u>VARIANCE%</u>
<b>VARIABLE OPERATIONAL EXPENSES</b>				
DAILY MEDITATION BOOK	37,544	\$ 45,000	\$ (7,456)	-17%
MENTAL HEALTH/ILLNESS PAMPHLET	24,511	30,000	(5,489)	-18%
PUBLIC RELATIONS ROUNDTABLES	-	38,000	(38,000)	-100%
<b>Total Fellowship Development</b>	<b>\$ 3,637,353</b>	<b>\$ 3,291,691</b>	<b>\$ 345,663</b>	<b>11%</b>
<b>EVENTS</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
FUTURE (AND PRIOR) CONVENTIONS	\$ 31,376	\$ -	\$ 31,376	
ACCOUNTING	2,886	\$ 2,571	314	12%
PERSONNEL	209,412	187,678	21,734	12%
OVERHEAD	123,526	105,913	17,613	17%
TECHNOLOGY	20,913	17,664	3,249	18%
<b>Total Events (Not including WCNA)</b>	<b>\$ 388,112</b>	<b>\$ 313,826</b>	<b>\$ 74,286</b>	<b>24%</b>
<b>TOTAL EXPENSE (Not inc. WCNA)</b>	<b>\$9,520,512</b>	<b>\$8,606,991</b>	<b>\$913,521</b>	<b>11%</b>
<b>TOTAL EXPENSE (Not inc. IRAN )</b>	<b>\$9,393,357</b>	<b>\$8,540,037</b>	<b>\$853,320</b>	<b>10%</b>
<b>EXCESS REV/EXP (Not inc. WCNA)</b>	<b>(\$1,456,812)</b>	<b>\$229,905</b>	<b>(\$1,691,175)</b>	<b>-736%</b>
<b>EXCESS REV/EXP (Not inc. IRAN )</b>	<b>(\$1,443,470)</b>	<b>\$108,670</b>	<b>(\$1,556,598)</b>	<b>-1432%</b>
<b>EVENT SPECIFIC</b>				
<b>EVENT SPECIFIC INCOME</b>				
WCNA-37 INCOME				
REGISTRATION	\$ 2,451,131	\$ 2,327,500	\$ 123,631	5%
SPECIAL EVENTS	645,560	673,000	(27,440)	-4%
NEWCOMER DONATIONS	33,226	15,000	18,226	122%
MERCHANDISE	873,432	904,584	(31,152)	-3%
OTHER SALES	366,363	50,000	316,363	633%
<b>Total Event Specific Income</b>	<b>\$ 4,369,712</b>	<b>\$ 3,970,084</b>	<b>\$ 399,628</b>	<b>10%</b>
<b>EVENT SPECIFIC EXPENSE</b>				
WCNA-37 EXPENSE				
REGISTRATION	\$ 636,867	\$ 739,200	\$ (102,333)	-14%
SPECIAL EVENTS	471,378	638,250	(166,872)	-26%
PROGRAM	336,787	356,500	(19,714)	-6%
MERCHANDISE	757,063	785,600	(28,537)	-4%
FACILITIES	772,792	789,000	(16,208)	-2%
SUPPORT COMMITTEE	40,018	50,000	(9,982)	-20%
ADMINISTRATION	189,544	206,850	(17,306)	-8%
<b>Total Event Specific Expense</b>	<b>\$ 3,204,449</b>	<b>\$ 3,565,400</b>	<b>\$ (360,951)</b>	<b>-10%</b>
<b>Total Event Specific Excess Revenue/Expense</b>	<b>\$ 1,165,263</b>	<b>\$ 404,684</b>	<b>\$ 760,579</b>	<b>188%</b>
<b>INCREASE (DECREASE) NET ASSETS</b>	<b>(\$291,549)</b>	<b>\$634,589</b>	<b>(\$930,596)</b>	<b>-147%</b>
<b>INCREASE (DECREASE) without IRAN</b>	<b>(\$278,207)</b>	<b>\$513,354</b>	<b>(\$796,019)</b>	<b>-155%</b>