

Narcotics Anonymous World Services
Consolidated Statement of Financial Position

Income Statement
For the Twelve Months
Ending 30 June 2024

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
INCOME				
RECOVERY LITERATURE INCOME				
BASIC TEXT	\$ 1,867,012	\$ 1,734,943	\$ 132,069	8%
BASIC TEXT: Translated	231,047	208,765	22,282	11%
BASIC TEXT: Softcover	991,068	976,750	14,318	1%
JUST FOR TODAY	814,059	802,663	11,396	1%
WORKS: HOW & WHY	676,428	631,771	44,656	7%
SPONSORSHIP BOOK	26,302	28,239	(1,936)	-7%
STEP WORKING GUIDES	879,547	885,300	(5,752)	-1%
LIVING CLEAN	428,159	424,511	3,647	1%
GUIDING PRINCIPLES	149,768	153,860	(4,091)	-3%
A SPIRITUAL PRINCIPAL A DAY	395,336	700,000	(304,664)	-44%
ePUB BOOKS	83,126	129,951	(46,825)	-36%
LITERATURE INCOME (IRAN)	5,692,604	250,125	5,442,479	2176%
OTHER RECOVERY LITERATURE	1,192,476	645,245	547,231	85%
Subtotal	\$ 13,426,933	\$ 7,572,122	\$ 5,854,810	77%
OTHER INVENTORY INCOME				
MEDALLIONS	\$ 958,993	\$ 823,674	\$ 135,320	16%
KEY TAGS & CHIPS	1,277,779	855,802	421,977	49%
NON-FIPT INFORMATION BOOKLETS	8,280	11,535	(3,254)	-28%
SERVICE MATERIAL	169,551	103,409	66,142	64%
SPECIALTY ITEMS	102,460	191,289	(88,829)	-46%
MIRACLES HAPPEN	19,726	25,338	(5,612)	-22%
Subtotal	\$ 2,536,791	\$ 2,011,047	\$ 525,744	26%
SHIPPING	\$ 620,952	\$ 646,115	\$ (25,163)	-4%
DISCOUNTS	(1,489,922)	(1,228,238)	(261,684)	21%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(205,817)	(144,643)	(61,174)	42%
Subtotal	\$ (1,074,787)	\$ (726,766)	\$ (348,021)	48%
Gross Literature Income (less discounts)	\$ 14,888,936	\$ 8,856,403	\$ 6,032,533	68%
Gross Literature Income (without IRAN)	\$ 9,196,332	\$ 8,606,279	\$ 590,053	7%
RECOVERY LITERATURE COST OF GOODS				
BASIC TEXT	\$ 411,740	\$ 393,502	\$ 18,237	5%
BASIC TEXT: Translated	62,542	50,875	11,667	23%
BASIC TEXT: Softcover	137,207	137,118	90	0%
JUST FOR TODAY	121,136	119,409	1,727	1%
WORKS: HOW & WHY	116,130	109,205	6,925	6%
SPONSORSHIP BOOK	6,241	6,786	(545)	-8%
STEP WORKING GUIDES	120,488	122,759	(2,271)	-2%
LIVING CLEAN	87,618	86,253	1,365	2%
GUIDING PRINCIPLES	20,515	20,674	(159)	-1%
A SPIRITUAL PRINCIPAL A DAY	40,776	125,000	(84,224)	-67%
ePUB BOOKS	24,938	40,255	(15,317)	-38%
LITERATURE INCOME (IRAN)	1,755,481	141,880	1,613,601	1137%
OTHER RECOVERY LITERATURE	271,338	129,252	142,087	110%
Subtotal	\$ 3,176,150	\$ 1,482,968	\$ 1,693,183	114%

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
OTHER INVENTORY INCOME				
MEDALLIONS	\$ 193,268	\$ 164,012	\$ 29,256	18%
KEY TAGS & CHIPS	272,140	183,430	88,710	48%
NON-FIPT INFORMATION BOOKLETS	1,790	2,477	(687)	-28%
SERVICE MATERIAL	49,616	29,552	20,064	68%
SPECIALTY ITEMS	25,656	51,346	(25,690)	-50%
MIRACLES HAPPEN	4,565	5,635	(1,071)	-19%
INVENTORY ADJUSTMENT - no budget	1,023	-	1,023	
Subtotal	\$ 548,058	\$ 436,453	\$ 111,605	26%
Total Cost of Goods	\$ 3,724,209	\$ 1,919,421	\$ 1,804,788	94%
Total Cost of Goods without IRAN	\$ 1,968,728	\$ 1,777,541	\$ 191,186	11%
Net Literature Income	\$ 11,164,728	\$ 6,936,982	\$ 4,227,745	61%
Net Literature Income without IRAN	\$ 7,227,605	\$ 6,828,737	\$ 398,867	6%
FELLOWSHIP CONTRIBUTIONS				
Members	\$ 322,472	\$ 699,800	\$ (377,328)	-54%
Groups	234,204	133,014	101,190	76%
Areas	231,007	191,382	39,625	21%
Regions	932,504	843,442	89,062	11%
Events/Conventions	12,103	58,255	(46,152)	-79%
Zonal & Other Forums	84,685	101,522	(16,837)	-17%
Total Contributions	\$ 1,816,975	\$ 2,027,415	\$ (210,440)	-10%
MISCELLANEOUS INCOME				
LICENSED VENDOR PAYMENTS	\$ 53,810	\$ 30,000	\$ 23,810	79%
INTEREST	75,556	10,000	65,556	656%
MISCELLANEOUS	11,172	-	11,172	
INTERBRANCH	2,195	-	2,195	
Total Miscellaneous Income	\$ 142,732	\$ 40,000	\$ 102,732	257%
OPERATING INCOME	\$ 13,124,435	\$ 9,004,397	\$ 4,120,038	46%
OPERATING INCOME (Not including IRAN)	\$ 9,187,312	\$ 8,896,152	\$ 291,160	3%

Narcotics Anonymous World Services

Consolidated Statement of Financial Position

Income Statement For the Twelve Months Ending 30 June 2023

EXPENSE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
LITERATURE PRODUCTION & DISTRIBUTION				
FIXED OPERATIONAL EXPENSES				
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 798,331	\$ 900,829	\$ (102,498)	-11%
TRANSLATIONS (not included in Cost of Goods)	25,983	28,201	(2,218)	-8%
LITERATURE DISTRIBUTION (IRAN)	1,455,457	33,000	1,422,457	4310%
SHIPPING	637,816	630,731	7,085	1%
BUSINESS PLAN WORKGROUP	-	-	-	-
LEGAL	119,011	244,616	(125,605)	-51%
LIT P&D TRAVEL AND EXCHANGE EXPENSES	138,745	12,000	126,745	1056%
ACCOUNTING	30,209	27,202	3,007	11%
PERSONNEL	1,773,027	1,518,919	254,108	17%
OVERHEAD	670,785	691,546	(20,762)	-3%
TECHNOLOGY	230,134	208,936	21,197	10%
Total Literature Production & Distribution	\$ 5,879,497	\$ 4,295,981	\$ 1,583,517	37%
Total Literature Production & Distribution without IRAN	\$ 4,424,040	\$ 4,262,981	\$ 161,060	4%
WORLD SERVICE CONFERENCE SUPPORT				
FIXED OPERATIONAL EXPENSES				
PUBLICATIONS	\$ 3,311	\$ 10,000	\$ (6,689)	-67%
WORLD SERVICE CONFERENCE BIENNIAL MEETING	1,527	60,000	(58,473)	-97%
WORLD BOARD	130,270	122,000	8,270	7%
HUMAN RESOURCE PANEL	8,654	15,000	(6,346)	-42%
WSC CO-FACILITATOR	-	6,000	(6,000)	-
ACCOUNTING	14,140	12,733	1,407	11%
PERSONNEL	830,086	710,983	119,103	17%
OVERHEAD	313,311	323,703	(10,392)	-3%
TECHNOLOGY	107,722	97,800	9,922	10%
Total World Service Conference Support	\$ 1,409,021	\$ 1,358,219	\$ 50,802	4%

FELLOWSHIP DEVELOPMENT

FIXED OPERATIONAL EXPENSES

PUBLICATIONS	\$ 13,526	\$ 4,421	\$ 9,105	206%
FELLOWSHIP SUPPORT	151,906	100,000	51,906	52%
PUBLIC RELATIONS	55,431	10,000	45,431	454%
DEVELOPMENTAL LITERATURE	564,141	404,000	160,141	40%
ACCOUNTING	16,711	15,048	1,663	11%
PERSONNEL	981,010	840,253	140,758	17%
OVERHEAD	370,277	382,558	(12,281)	-3%
TECHNOLOGY	127,308	115,582	11,726	10%

Total Fellowship Development

\$ 2,280,310	\$ 1,871,861	\$ 408,448	22%
---------------------	---------------------	-------------------	------------

EVENTS

FIXED OPERATIONAL EXPENSES

FUTURE (AND PRIOR) CONVENTIONS	\$ 111,021	\$ 40,000	\$ 71,021	178%
ACCOUNTING	3,214	2,894	320	11%
PERSONNEL	188,656	161,587	27,069	17%
OVERHEAD	71,207	73,569	(2,362)	-3%
TECHNOLOGY	24,482	22,227	2,255	10%

Total Events (Not including WCNA)

\$ 398,579	\$ 300,277	\$ 98,303	33%
-------------------	-------------------	------------------	------------

EXPENSES (For activity areas only)

\$9,967,407	\$7,826,338	\$2,141,069	27%
--------------------	--------------------	--------------------	------------

EXPENSES (Activity Areas w/o IRAN)

\$8,511,950	\$7,793,338	\$718,612	9%
--------------------	--------------------	------------------	-----------

EXCESS REVENUE/EXPENSE (Cash Activities only)

\$ 3,157,028	\$ 1,178,059	\$ 1,978,969	168%
---------------------	---------------------	---------------------	-------------

NON-CASH ITEMS

DEPRECIATION AND AMORTIZATION EXPENSE	\$ 253,362	\$ 375,000	\$ (121,638)	-32%
---------------------------------------	------------	------------	--------------	------

TOTAL EXPENSE cash and non-cash

\$10,220,769	\$8,201,338	\$2,019,432	25%
---------------------	--------------------	--------------------	------------

TOTAL EXCESS REV/EXP (Not inc. WCNA)

\$ 2,903,666	\$ 803,059	\$ 2,100,607	262%
---------------------	-------------------	---------------------	-------------

TOTAL EXCESS REV/EXP (Not inc. IRAN)

\$ 422,000	\$ 727,815	\$ (305,814)	-42%
-------------------	-------------------	---------------------	-------------