

DRAFT CONSOLIDATED STATEMENT OF ACTIVITIES for NA World Services as of 31 August 2					2			
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
INCOME								
RECOVERY LITERATURE INCOME								
BASIC TEXT	\$ 77,112	\$ 130,194	\$ (53,082)	\$ 185,345	\$ 260,387	\$ (75,042)	-29%	\$ 1,562,323
BASIC TEXT: Translated	8,830	14,714	(5,884)	20,393	29,428	(9,035)	-31%	176,570
BASIC TEXT: Softcover	41,086	63,355	(22,269)	170,251	126,709	43,542	34%	760,255
JUST FOR TODAY	27,040	49,094	(22,054)	114,575	98,188	16,387	17%	589,128
WORKS: HOW & WHY	26,519	37,757	(11,239)	77,927	75,514	2,412	3%	453,085
SPONSORSHIP BOOK	1,560	1,822	(262)	3,317	3,644	(327)	-9%	21,867
STEP WORKING GUIDES	40,808	53,724	(12,915)	103,986	107,448	(3,462)	-3%	644,686
LIVING CLEAN	20,629	24,190	(3,560)	59,876	48,380	11,497	24%	290,278
GUIDING PRINCIPLES	7,220	13,931	(6,711)	13,242	27,862	(14,620)	-52%	167,173
ePUB BOOKS	8,891	6,164	2,727	23,030	12,327	10,703	87%	73,963
LITERATURE INCOME (IRAN)	5,268	38,314	(33,046)	13,943	76,628	(62,685)	-82%	459,770
OTHER RECOVERY LITERATURE	21,732	87,825	(66,093)	48,365	175,649	(127,285)	-72%	1,053,896
Subtotal	\$ 286,695	\$ 521,083	\$ (234,388)	\$ 834,250	\$ 1,042,165	\$ (207,915)	-20%	\$ 6,252,991
OTHER INVENTORY INCOME								
MEDALLIONS	\$ 43,796	\$ 55,613	\$ (11,817)	\$ 93,976	\$ 111,226	\$ (17,249)	-16%	\$ 667,354
KEY TAGS & CHIPS	34,691	82,103	(47,412)	78,724	164,206	(85,483)	-52%	985,239
NON-FIPT INFORMATION BOOKLETS	680	7,355	(6,675)	1,106	14,710	(13,603)	-92%	88,257
SERVICE MATERIAL	3,484	15,586	(12,102)	7,556	31,172	(23,615)	-76%	187,031
SPECIALTY ITEMS	4,448	6,220	(1,772)	25,890	12,441	13,449	108%	74,643
MIRACLES HAPPEN	519	1,171	(652)	1,353	2,341	(989)	-42%	14,049
Subtotal	\$ 87,618	\$ 168,048	\$ (80,430)	\$ 208,606	\$ 336,096	\$ (127,490)	-38%	\$ 2,016,573
SHIPPING	\$ 35,297	\$ 35,992	\$ (695)	\$ 79,390	\$ 71,984	\$ 7,406	10%	431,905
DISCOUNTS	(40,575)	(92,380)	51,806	(137,751)	(184,760)	47,009	-25%	(1,108,561)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(2,216)	(11,032)	8,816	(3,914)	(22,063)	18,149	-82%	(132,378)
Subtotal	\$ (7,493)	\$ (67,420)	\$ 59,927	\$ (62,275)	\$ (134,839)	\$ 72,564	-54%	\$ (809,034)
Gross Literature Income (less discounts)	\$ 366,820	\$ 621,711	\$ (254,891)	\$ 980,580	\$ 1,243,422	\$ (262,841)	-21%	\$ 7,460,531
Gross Literature Income (without IRAN)	\$ 361,552	\$ 583,397	\$ (221,845)	\$ 966,637	\$ 1,166,794	\$ (200,156)	-17%	\$ 7,000,761

DRAFT CONSOLIDATED STATEMENT OF ACTIVITIES for NA World Services as of 31 August 2					2			
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
RECOVERY LITERATURE COST OF GOODS								
BASIC TEXT	\$ 24,481	\$ 24,359	\$ 122	\$ 45,525	\$ 48,718	\$ (3,193)	-7%	\$ 292,307
BASIC TEXT: Translated	2,043	2,686	(643)	4,534	5,371	(837)	-16%	32,227
BASIC TEXT: Softcover	18,081	7,815	10,266	34,016	15,630	18,385	118%	93,781
JUST FOR TODAY	2,957	4,696	(1,739)	10,550	9,392	1,158	12%	56,350
WORKS: HOW & WHY	3,756	6,037	(2,282)	11,086	12,075	(989)	-8%	72,449
SPONSORSHIP BOOK	818	349	469	1,105	699	406	58%	4,194
STEP WORKING GUIDES	7,243	5,759	1,484	13,398	11,517	1,880	16%	69,104
LIVING CLEAN	3,223	2,878	345	10,307	5,756	4,550	79%	34,537
GUIDING PRINCIPLES	763	1,793	(1,031)	1,671	3,587	(1,916)	-53%	21,521
ePUB BOOKS	2,667	1,863	804	6,909	3,726	3,183	85%	22,357
LITERATURE INCOME (IRAN)	913	22,689	(21,776)	4,151	45,379	(41,228)	-91%	272,272
OTHER RECOVERY LITERATURE	6,866	18,444	(11,577)	11,806	36,888	(25,082)	-68%	221,326
Subtotal	\$ 73,810	\$ 99,369	\$ (25,559)	\$ 155,056	\$ 198,737	\$ (43,681)	-22%	\$ 1,192,425
OTHER INVENTORY INCOME								
MEDALLIONS	\$ 8,889	\$ 12,444	\$ (3,555)	\$ 19,062	\$ 24,889	\$ (5,827)	-23%	\$ 149,333
KEY TAGS & CHIPS	7,561	17,776	(10,215)	17,039	35,553	(18,514)	-52%	213,317
NON-FIPT INFORMATION BOOKLETS	152	4,171	(4,019)	205	8,341	(8,136)	-98%	50,048
SERVICE MATERIAL	922	5,362	(4,440)	2,110	10,723	(8,613)	-80%	64,339
SPECIALTY ITEMS	1,878	2,732	(854)	12,087	5,464	6,623	121%	32,786
MIRACLES HAPPEN	113	232	(119)	304	463	(159)	-34%	2,779
Subtotal	\$ 19,515	\$ 42,717	\$ (23,202)	\$ 50,806	\$ 85,434	\$ (34,628)	-41%	\$ 512,603
Total Cost of Goods	\$ 93,325	\$ 142,086	\$ (48,760)	\$ 205,862	\$ 284,171	\$ (78,309)	-28%	\$ 1,705,027
Total Cost of Goods without IRAN	\$ 92,412	\$ 119,396	\$ (26,984)	\$ 201,711	\$ 238,793	\$ (37,081)	-16%	\$ 1,432,756
Net Literature Income	\$ 273,495	\$ 479,625	\$ (206,130)	\$ 774,718	\$ 959,251	\$ (184,533)	-19%	\$ 5,755,503
Net Literature Income without IRAN	\$ 269,140	\$ 464,000	\$ (194,861)	\$ 764,926	\$ 928,001	\$ (163,075)	-18%	\$ 5,568,005
FELLOWSHIP CONTRIBUTIONS								
Members	\$ 38,157	\$ 26,527	\$ 11,630	\$ 73,335	\$ 53,053	\$ 20,282	38%	\$ 318,318
Groups	7,768	6,953	815	17,544	13,907	3,637	26%	83,440
Areas	14,142	5,402	8,740	22,407	10,803	11,604	107%	64,819
Regions	12,777	25,000	(12,223)	59,393	50,000	9,393	19%	300,000
Events/Conventions	-	1,500	(1,500)	4,361	3,000	1,361	45%	18,000
Unity Day	-	973	(973)	-	1,946	(1,946)	-100%	11,675
Zonal & Other Forums	-	1,250	(1,250)	6,960	2,500	4,460	178%	15,000
Total Contributions	\$ 72,844	\$ 67,604	\$ 5,239	\$ 184,000	\$ 135,209	\$ 48,791	36%	\$ 811,252
MISCELLANEOUS INCOME								
LICENSED VENDOR PAYMENTS	\$ 8,150	\$ 2,845	\$ 5,306	\$ 8,150	\$ 5,689	\$ 2,461	43%	\$ 34,134
INTEREST	3	571	(569)	(397)	1,143	(1,540)	-135%	6,857
MISCELLANEOUS	(276)	0	(276)	(276)	0	(276)		0
INTERBRANCH	0	0	0	(0)	0	(0)		0
Total Miscellaneous Income	\$ 7,877	\$ 3,416	\$ 4,461	\$ 7,477	\$ 6,832	\$ 645	9%	\$ 40,991
OPERATING INCOME	\$ 354,215	\$ 550,646	\$ (196,430)	\$ 966,195	\$ 1,101,291	\$ (135,096)	-12%	\$ 6,607,746
OPERATING INCOME (Not including IRAN)	\$ 349,860	\$ 535,021	\$ (185,160)	\$ 956,403	\$ 1,070,041	\$ (113,639)	-11%	\$ 6,420,248

DRAFT CONSOLIDATED STATEMENT OF ACTIVITIES for NA World Services as of 31 August 2					2			
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
EXPENSE								
LITERATURE PRODUCTION & DISTRIBUTION								
FIXED OPERATIONAL EXPENSES								
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 63,662	\$ 52,272	\$ 11,391	\$ 129,265	\$ 104,544	\$ 24,722	24%	\$ 627,262
TRANSLATIONS (not included in Cost of Goods)	1,910	3,501	(1,590)	3,035	7,001	(3,966)	-57%	42,008
LITERATURE DISTRIBUTION (IRAN)	1,251	4,306	(3,055)	2,008	8,612	(6,604)	-77%	51,669
SHIPPING	49,490	48,423	1,067	89,699	96,847	(7,148)	-7%	581,081
BUSINESS PLAN WORKGROUP	-	642	(642)	-	1,283	(1,283)	-100%	7,700
LEGAL	6,618	3,167	3,452	13,700	6,333	7,367	116%	38,000
LIT P&D TRAVEL AND EXCHANGE EXPENSES	(4,557)	4,167	(8,724)	(11,550)	8,333	(19,883)	-239%	50,000
ACCOUNTING	\$ 155	\$ 1,660	\$ (1,505)	\$ 310	\$ 3,319	\$ (3,010)	-91%	\$ 19,916
PERSONNEL	66,948	117,312	(50,365)	149,174	234,625	(85,451)	-36%	1,407,748
OVERHEAD	22,698	44,729	(22,031)	51,828	89,457	(37,630)	-42%	536,744
TECHNOLOGY	10,196	11,513	(1,316)	27,987	23,025	4,962	22%	138,152
Total Literature Production & Distribution	\$ 218,372	\$ 291,690	\$ (73,318)	\$ 455,456	\$ 583,380	\$ (127,924)	-22%	\$ 3,500,279
Total Literature Production & Distribution without	\$ 217,121	\$ 287,384	\$ (70,264)	\$ 453,448	\$ 574,768	\$ (121,321)	-21%	\$ 3,448,610
WORLD SERVICE CONFERENCE SUPPORT								
FIXED OPERATIONAL EXPENSES								
PUBLICATIONS	\$ -	\$ 1,591	\$ (1,591)	\$ 773	\$ 3,183	\$ (2,410)	-76%	\$ 19,097
WORLD SERVICE CONFERENCE BIENNIAL MEETING	997	2,541	(1,543)	1,217	5,082	(3,864)	-76%	30,491
WORLD BOARD	150	9,167	(9,017)	870	18,333	(17,463)	-95%	110,000
HUMAN RESOURCE PANEL	-	1,080	(1,080)	75	2,161	(2,086)	-97%	12,964
WSC CO-FACILITATOR	-	-	-	-	-	-		-
ACCOUNTING	\$ 89	\$ 961	\$ (871)	\$ 179	\$ 1,922	\$ (1,742)	-91%	\$ 11,530
PERSONNEL	38,759	67,918	(29,159)	86,364	135,835	(49,471)	-36%	815,012
OVERHEAD	13,141	25,896	(12,755)	30,005	51,791	(21,786)	-42%	310,746
TECHNOLOGY	5,903	6,665	(762)	16,203	13,330	2,873	22%	79,983
Subtotal	\$ 59,040	\$ 115,819	\$ (56,779)	\$ 135,687	\$ 231,637	\$ (95,950)	-41%	\$ 1,389,824
VARIABLE OPERATIONAL EXPENSES								
Projects Adopted at WSC 2020(virtual)	\$ -	\$ 417	\$ (417)	-	833	\$ (833)	-100%	\$ 5,000
Total World Service Conference Support	\$ 59,040	\$ 116,235	\$ (57,195)	\$ 135,687	\$ 232,471	\$ (96,784)	-42%	\$ 1,394,824
FELLOWSHIP DEVELOPMENT								
FIXED OPERATIONAL EXPENSES								
PUBLICATIONS	\$ 473	\$ 3,667	\$ (3,193)	\$ 2,847	\$ 7,333	\$ (4,487)	-61%	\$ 44,000
FELLOWSHIP SUPPORT	-	18,750	(18,750)	-	37,500	(37,500)	-100%	225,000
PUBLIC RELATIONS	-	5,646	(5,646)	-	11,293	(11,293)	-100%	67,757
DEVELOPMENTAL LITERATURE	20,798	29,776	(8,978)	27,713	59,553	(31,840)	-53%	357,318

DRAFT CONSOLIDATED STATEMENT OF ACTIVITIES for NA World Services as of 31 August 2					2			
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
ACCOUNTING	\$ 142	\$ 1,529	\$ (1,386)	\$ 285	\$ 3,057	\$ (2,772)	-91%	\$ 18,343
PERSONNEL	61,662	108,051	(46,389)	137,397	216,102	(78,705)	-36%	1,296,610
OVERHEAD	20,906	41,197	(20,292)	47,736	82,395	(34,659)	-42%	494,369
TECHNOLOGY	9,391	10,604	(1,212)	25,778	21,207	4,570	22%	127,245
Subtotal	\$ 113,374	\$ 219,220	\$ (105,847)	\$ 241,755	\$ 438,440	\$ (196,685)	-45%	\$ 2,630,643
VARIABLE OPERATIONAL EXPENSES								
SPIRITUAL PRINCIPLE A DAY BOOK	\$ 1,650	\$ 4,583	\$ (2,933)	2,549	9,167	\$ (6,618)	-72%	\$ 55,000
MENTAL HEALTH/ILLNESS PAMPHLET	-	-	-	-	-	-		-
Total Fellowship Development	\$ 115,024	\$ 223,804	\$ (108,780)	\$ 244,304	\$ 447,607	\$ (203,303)	-45%	\$ 2,685,643
EVENTS								
FIXED OPERATIONAL EXPENSES								
FUTURE (AND PRIOR) CONVENTIONS	\$ -	\$ -	\$ -	-	\$ -	\$ -		\$ -
ACCOUNTING	20	218	(198)	41	437	(396)	-91%	2,620
PERSONNEL	8,809	15,436	(6,627)	19,628	30,872	(11,244)	-36%	185,230
OVERHEAD	2,987	5,885	(2,899)	6,819	11,771	(4,951)	-42%	70,624
TECHNOLOGY	1,342	1,515	(173)	3,683	3,030	653	22%	18,178
Total Events (Not including WCNA)	\$ 13,157	\$ 23,054	\$ (9,897)	\$ 30,171	\$ 46,109	\$ (15,938)	-35%	\$ 276,653
EXPENSES (For activity areas only)	\$405,593	\$654,783	(\$249,191)	\$865,618	\$1,309,566	(\$443,949)	-34%	\$7,857,398
EXPENSES (Activity Areas w/o IRAN)	\$404,342	\$650,477	(\$246,136)	\$863,610	\$1,300,955	(\$437,345)	-34%	\$7,805,729
EXCESS REVENUE/EXPENSE (Cash Activities or \$	(51,377)	\$ (104,138)	\$ 52,761	\$ 100,577	\$ (208,275)	\$ 308,852	-148%	\$ (1,249,652)
NON-CASH ITEMS								
DEPRECIATION AND AMORTIZATION EXPENSE	\$ 30,250	\$ 29,828	\$ 422	\$ 60,500	\$ 59,657	\$ 843	1%	\$ 357,940
TOTAL EXPENSE cash and non-cash	\$435,843	\$684,612	(\$248,769)	\$926,118	\$1,369,223	(\$443,105)	-32%	\$8,215,338
TOTAL EXCESS REV/EXP (Not inc. WCNA)	\$ (81,627)	\$ (133,966)	\$ 52,339	\$ 40,077	\$ (267,932)	\$ 308,009	-115%	\$ (1,607,592)
TOTAL EXCESS REV/EXP (Not inc. IRAN)	\$ (84,731)	\$ (145,285)	\$ 60,554	\$ 32,293	\$ (290,570)	\$ 322,863	-111%	\$ (1,743,421)
INCREASE (DECREASE) NET ASSETS	(\$81,627)	(\$133,966)	\$52,339	\$40,077	(\$267,932)	\$308,009	-115%	(\$1,607,592)
INCREASE (DECREASE) without IRAN	(\$84,731)	(\$145,285)	\$60,554	\$32,293	(\$290,570)	\$322,863	-111%	(\$1,743,421)