



NARCOTICS ANONYMOUS WORLD SERVICES

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April 2021

To: WSC participants

Re: February 2021 Financial Statements

The following pages are the consolidated financial statements for February 2021. There are only four more months of financial statements for the current fiscal year.

Our financial picture continues to change slightly, but does not show any real new trends. Our net literature income, without Iran, is 17% below the emergency budget. The same trends we have previously reported also remain for expenses: all expense areas, with the exception of in house production and legal, remain well below the amounts adopted at WSC 2020 in the emergency budget. The allocated expenses for Accounting and Technology, which are spread over four areas in the budget, together total a variance of a little over \$81,000. This variance is due to a variety of reasons, principally annual software and expense items coming due, decisions to improve some technology, and other improvements.

Contributions from members and service bodies remain the bright spot in the financial report. We continue to be heartened by members' responses to the financial crisis. The good news is that contributions through February are almost the double of what was projected in the emergency budget. While we still have a long way to go, we want to send out a heartfelt thank you, especially to all of you who have helped to encourage this.

In Fellowship and gratitude,

NA World Services

Statement of Financial Position
Consolidated
February 28, 2021
Assets

Current Assets

Cash and Cash Equivalents	
Checking Accounts and Money Market	\$ 728,642
Reserve Accounts	1,014,190

Total Accessible Cash for Operations **\$ 1,742,831**

Cash in Iran	\$ 178,046
Reserve Accounts - EIDL & PPP	1,343,890

Cash Total **\$ 3,264,767**

Accounts Receivable	
Accounts Receivable	\$ 549,979
Convention & Conference Clearing Accounts	0
Less Allowance for Doubtful Accounts	(110,762)

Receivable Total **\$ 439,217**

Inventory	\$ 1,928,083
Prepaid Expenses and Sales Deposits	82,103
WCNA Deposits and Prepaid Expenses	50,463

Total Current Assets **\$ 5,764,633**

EQUIPMENT, FURNITURE AND IMPROVEMENTS

Equipment and Furniture	\$ 1,211,648
Leasehold Improvements	1,165,852
Intellectual and Software Property	3,334,121
Less Accumulated Depreciation and Amortization	(4,864,646)

Total Equipment, Furniture and Improvements **\$ 846,975**

TOTAL ASSETS **\$6,611,608**

Total Cash
53.9 Operating days

Add'l days with Loans
41.5 Operating days
95.4 Total oper day w/o Iran

4,110,131

12.96 Current Ratio

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable	\$ 100,930
Accrued Payroll Expense	216,110

Total Current Liabilities **\$317,041**

LONG TERM LIABILITIES*

Economic Injury Disaster Loan	\$ 150,000
Paycheck Protection Program	1,193,890

Total Long Term Liabilities **\$1,343,890**

DEFERRED INCOME

Conventions	\$ -
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Total Deferred Income **0**

NET ASSETS

Previous Unrestricted Net Assets	\$ 4,998,738
Current Gain / (Loss) Unrestricted Net Assets	(48,060)

Total Net Assets **\$4,950,678**

TOTAL LIABILITIES AND NET ASSETS **\$6,611,608**

*Some portion of these amounts will move to Current Liabilities prior to yearend.

\$0

NA WORLD SERVICES DRAFT STATEMENT OF ACTIVITIES					8			
	Consolidated							
	Feb-21							
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
INCOME								
RECOVERY LITERATURE INCOME								
BASIC TEXT	\$ 136,577	\$ 130,194	\$ 6,383	\$ 818,643	\$ 1,041,548	\$ (222,906)	-21%	\$ 1,562,323
BASIC TEXT: Translated	11,207	14,714	(3,507)	111,017	117,714	(6,697)	-6%	176,570
BASIC TEXT: Softcover	45,190	63,355	(18,164)	483,270	506,837	(23,567)	-5%	760,255
JUST FOR TODAY	46,467	49,094	(2,627)	393,916	392,752	1,164	0%	589,128
WORKS: HOW & WHY	52,760	37,757	15,003	330,899	302,057	28,842	10%	453,085
SPONSORSHIP BOOK	1,980	1,822	158	13,351	14,578	(1,227)	-8%	21,867
STEP WORKING GUIDES	52,533	53,724	(1,191)	420,938	429,791	(8,853)	-2%	644,686
LIVING CLEAN	29,706	24,190	5,516	216,896	193,518	23,378	12%	290,278
GUIDING PRINCIPLES	9,552	13,931	(4,379)	71,918	111,448	(39,530)	-35%	167,173
ePUB BOOKS	3,483	6,164	(2,680)	81,276	49,308	31,968	65%	73,963
LITERATURE INCOME (IRAN)	24,109	38,314	(14,205)	110,976	306,513	(195,537)	-64%	459,770
OTHER RECOVERY LITERATURE	36,285	87,825	(51,540)	218,580	702,597	(484,017)	-69%	1,053,896
Subtotal	\$ 449,848	\$ 521,083	\$ (71,234)	\$ 3,271,678	\$ 4,168,661	\$ (896,983)	-22%	\$ 6,252,991
OTHER INVENTORY INCOME								
MEDALLIONS	\$ 62,648	\$ 55,613	\$ 7,035	\$ 415,998	\$ 444,903	\$ (28,905)	-6%	\$ 667,354
KEY TAGS & CHIPS	67,508	82,103	(14,595)	358,290	656,826	(298,536)	-45%	985,239
NON-FIPT INFORMATION BOOKLETS	352	7,355	(7,003)	3,278	58,838	(55,560)	-94%	88,257
SERVICE MATERIAL	8,132	15,586	(7,454)	35,116	124,688	(89,572)	-72%	187,031
SPECIALTY ITEMS	6,758	6,220	538	75,167	49,762	25,405	51%	74,643
MIRACLES HAPPEN	1,359	1,171	189	8,322	9,366	(1,043)	-11%	14,049
Subtotal	\$ 146,757	\$ 168,048	\$ (21,291)	\$ 896,171	\$ 1,344,382	\$ (448,212)		\$ 2,016,573
SHIPPING	\$ 43,357	\$ 35,992	\$ 7,365	\$ 336,549	\$ 287,937	\$ 48,613	17%	431,905
DISCOUNTS	(82,633)	(92,380)	9,747	(526,455)	(739,041)	212,586	-29%	(1,108,561)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(1,314)	(11,032)	9,718	(44,113)	(88,252)	44,139	-50%	(132,378)
Subtotal	\$ (40,589)	\$ (67,420)	\$ 26,831	\$ (234,018)	\$ (539,356)	\$ 305,338	-57%	\$ (809,034)
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Gross Literature Income (less discounts)	\$ 556,016	\$ 621,711	\$ (65,695)	\$ 3,933,831	\$ 4,973,687	\$ (1,039,856)	-21%	\$ 7,460,531
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Gross Literature Income (without IRAN)	\$ 531,907	\$ 583,397	\$ (51,489)	\$ 3,822,855	\$ 4,667,174	\$ (844,319)	-18%	\$ 7,000,761

NA WORLD SERVICES DRAFT STATEMENT OF ACTIVITIES					8			
	Consolidated							
	Feb-21							
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
RECOVERY LITERATURE COST OF GOODS								
BASIC TEXT	\$ 26,426	\$ 24,359	\$ 2,067	\$ 182,705	\$ 194,872	\$ (12,166)	-6%	\$ 292,307
BASIC TEXT: Translated	3,010	2,686	324	23,369	21,485	1,884	9%	32,227
BASIC TEXT: Softcover	7,692	7,815	(123)	81,555	62,520	19,035	30%	93,781
JUST FOR TODAY	3,685	4,696	(1,011)	47,547	37,567	9,980	27%	56,350
WORKS: HOW & WHY	7,843	6,037	1,806	58,366	48,300	10,066	21%	72,449
SPONSORSHIP BOOK	337	349	(12)	2,844	2,796	48	2%	4,194
STEP WORKING GUIDES	5,432	5,759	(327)	44,975	46,069	(1,094)	-2%	69,104
LIVING CLEAN	4,209	2,878	1,331	32,843	23,025	9,818	43%	34,537
GUIDING PRINCIPLES	999	1,793	(795)	14,336	14,347	(11)	0%	21,521
ePUB BOOKS	1,045	1,863	(818)	24,383	14,905	9,478	64%	22,357
LITERATURE INCOME (IRAN)	13,188	22,689	(9,501)	29,001	181,514	(152,513)	-84%	272,272
OTHER RECOVERY LITERATURE	7,962	18,444	(10,482)	46,698	147,551	(100,853)	-68%	221,326
Subtotal	\$ 81,828	\$ 99,369	\$ (17,541)	\$ 588,622	\$ 794,950	\$ (206,328)	-26%	\$ 1,192,425
OTHER INVENTORY INCOME								
MEDALLIONS	\$ 13,426	\$ 12,444	\$ 982	\$ 85,225	\$ 99,555	\$ (14,330)	-14%	\$ 149,333
KEY TAGS & CHIPS	14,544	17,776	(3,232)	75,933	142,212	(66,278)	-47%	213,317
NON-FIPT INFORMATION BOOKLETS	99	4,171	(4,072)	801	33,365	(32,564)	-98%	50,048
SERVICE MATERIAL	1,633	5,362	(3,729)	9,069	42,893	(33,823)	-79%	64,339
SPECIALTY ITEMS	2,693	2,732	(39)	27,772	21,858	5,914	27%	32,786
MIRACLES HAPPEN	326	232	94	1,429	1,853	(424)	-23%	2,779
INVENTORY ADJUSTMENT - no budget	(0)	-	(0)	180	-	180		-
Subtotal	\$ 32,720	\$ 42,717	\$ (9,997)	\$ 200,409	\$ 341,735	\$ (141,326)	-41%	\$ 512,603
Total Cost of Goods	\$ 114,548	\$ 142,086	\$ (27,538)	\$ 789,031	\$ 1,136,685	\$ (347,654)	-31%	\$ 1,705,027
Total Cost of Goods without IRAN	\$ 101,360	\$ 119,396	\$ (18,036)	\$ 760,030	\$ 955,171	\$ (195,141)	-20%	\$ 1,432,756
Net Literature Income	\$ 441,468	\$ 479,625	\$ (38,157)	\$ 3,144,800	\$ 3,837,002	\$ (692,202)	-18%	\$ 5,755,503
Net Literature Income without IRAN	\$ 430,547	\$ 464,000	\$ (33,453)	\$ 3,062,825	\$ 3,712,004	\$ (649,178)	-17%	\$ 5,568,005
FELLOWSHIP CONTRIBUTIONS								
Members	\$ 52,170	\$ 26,527	\$ 25,643	\$ 415,132	\$ 212,212	\$ 202,920	96%	\$ 318,318
Groups	9,302	6,953	2,349	75,531	55,626	19,905	36%	83,440
Areas	8,764	5,402	3,362	93,372	43,213	50,159	116%	64,819
Regions	50,900	25,000	25,900	365,490	200,000	165,490	83%	300,000
Events/Conventions	-	1,500	(1,500)	59,926	12,000	47,926	399%	18,000
Unity Day	-	973	(973)	-	7,783	(7,783)	-100%	11,675
Zonal & Other Forums	7,825	1,250	6,575	46,581	10,000	36,581	366%	15,000
Total Contributions	\$ 128,961	\$ 67,604	\$ 61,357	\$ 1,056,032	\$ 540,834	\$ 515,197	95%	\$ 811,252
MISCELLANEOUS INCOME								
LICENSED VENDOR PAYMENTS	\$ 2,200	\$ 2,845	\$ (645)	\$ 12,000	\$ 22,756	\$ (10,756)	-47%	\$ 34,134
INTEREST	1	571	(570)	9,262	4,571	4,691	103%	6,857
MISCELLANEOUS	1,059	0	1,059	798	0	798		0
INTERBRANCH	0	0	0	(1)	0	(1)		0
Total Miscellaneous Income	\$ 3,260	\$ 3,416	\$ (155)	\$ 22,059	\$ 27,327	\$ (5,268)	-19%	\$ 40,991
OPERATING INCOME	\$ 573,690	\$ 550,646	\$ 23,045	\$ 4,222,891	\$ 4,405,164	\$ (182,273)	-4%	\$ 6,607,746
OPERATING INCOME (Not including IRAN)	\$ 562,769	\$ 535,021	\$ 27,748	\$ 4,140,916	\$ 4,280,165	\$ (139,249)	-3%	\$ 6,420,248

NA WORLD SERVICES DRAFT STATEMENT OF ACTIVITIES					8			
	Consolidated							
	Feb-21							
	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 COG)	\$ 69,041	\$ 52,272	\$ 16,769	\$ 595,923	\$ 418,175	\$ 177,749	43%	\$ 627,262
TRANSLATIONS (not included in Cost of Goods)	(2,195)	3,501	(5,696)	21,114	28,006	(6,892)	-25%	42,008
LITERATURE DISTRIBUTION (IRAN)	223,021	4,306	218,715	17,706	34,446	(16,740)	-49%	51,669
SHIPPING	48,324	48,423	(99)	333,611	387,387	(53,777)	-14%	581,081
BUSINESS PLAN WORKGROUP	-	642	(642)	-	5,133	(5,133)	-100%	7,700
LEGAL	10,381	3,167	7,214	214,525	25,333	189,191	747%	38,000
LIT P&D TRAVEL AND EXCHANGE EXPENSES	(701)	4,167	(4,867)	(12,816)	33,333	(46,149)	-138%	50,000
ACCOUNTING	\$ 9,523	\$ 1,660	\$ 7,864	\$ 19,574	\$ 13,277	\$ 6,297	47%	\$ 19,916
PERSONNEL	74,837	117,312	(42,476)	596,145	938,499	(342,354)	-36%	1,407,748
OVERHEAD	37,927	44,729	(6,802)	286,482	357,829	(71,347)	-20%	536,744
TECHNOLOGY	9,806	11,513	(1,707)	116,837	92,101	24,736	27%	138,152
Total Literature Production & Distribution	\$ 479,964	\$ 291,690	\$ 188,274	\$ 2,189,100	\$ 2,333,519	\$ (144,419)	-6%	\$ 3,500,279
	=====	=====	=====	=====	=====	=====	=====	=====
Total Literature P&D without IRAN	\$ 256,943	\$ 287,384	\$ (30,441)	\$ 2,171,394	\$ 2,299,073	\$ (127,679)	-6%	\$ 3,448,610
WORLD SERVICE CONFERENCE SUPPORT								
FIXED OPERATIONAL EXPENSES								
PUBLICATIONS	\$ -	\$ 1,591	\$ (1,591)	\$ 1,817	\$ 12,732	\$ (10,914)	-86%	\$ 19,097
WORLD SERVICE CONFERENCE BIENNIAL MEETING	82	2,541	(2,459)	373	20,328	(19,955)	-98%	30,491
WORLD BOARD	-	9,167	(9,167)	1,129	73,333	(72,204)	-98%	110,000
HUMAN RESOURCE PANEL	-	1,080	(1,080)	75	8,643	(8,568)	-99%	12,964
WSC CO-FACILITATOR	-	-	-	-	-	-	-	-
ACCOUNTING	\$ 5,513	\$ 961	\$ 4,553	\$ 11,332	\$ 7,687	\$ 3,646	47%	\$ 11,530
PERSONNEL	43,327	67,918	(24,591)	345,136	543,341	(198,205)	-36%	815,012
OVERHEAD	21,958	25,896	(3,938)	165,858	207,164	(41,306)	-20%	310,746
TECHNOLOGY	5,677	6,665	(988)	67,643	53,322	14,321	27%	79,983
Subtotal	\$ 76,556	\$ 115,819	\$ (39,262)	\$ 593,363	\$ 926,549	\$ (333,186)	-36%	\$ 1,389,824
VARIABLE OPERATIONAL EXPENSES								
Projects Adopted at WSC 2020(virtual)	\$ -	\$ 417	\$ (417)	-	3,333	(3,333)	-100%	\$ 5,000
Total World Service Conference Support	\$ 76,556	\$ 116,235	\$ (39,679)	\$ 593,363	\$ 929,883	\$ (336,519)	-36%	\$ 1,394,824
FELLOWSHIP DEVELOPMENT								
FIXED OPERATIONAL EXPENSES								
PUBLICATIONS	\$ 339	\$ 3,667	\$ (3,328)	\$ 4,902	\$ 29,333	\$ (24,431)	-83%	\$ 44,000
FELLOWSHIP SUPPORT	-	18,750	(18,750)	342	150,000	(149,658)	-100%	225,000
PUBLIC RELATIONS	-	5,646	(5,646)	-	45,172	(45,172)	-100%	67,757
DEVELOPMENTAL LITERATURE	15,770	29,776	(14,006)	144,167	238,212	(94,045)	-39%	357,318
ACCOUNTING	\$ 15,901	\$ 1,529	\$ 14,372	\$ 18,029	\$ 12,229	\$ 5,800	47%	\$ 18,343
PERSONNEL	68,929	108,051	(39,122)	549,081	864,407	(315,326)	-36%	1,296,610
OVERHEAD	27,803	41,197	(13,394)	263,865	329,579	(65,714)	-20%	494,369
TECHNOLOGY	9,032	10,604	(1,572)	107,613	84,830	22,783	27%	127,245
Subtotal	\$ 137,774	\$ 219,220	\$ (81,447)	\$ 1,087,999	\$ 1,753,762	\$ (665,763)	-38%	\$ 2,630,643
VARIABLE OPERATIONAL EXPENSES								

NA WORLD SERVICES DRAFT STATEMENT OF ACTIVITIES					8			
	Consolidated							
	Feb-21							
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
SPIRITUAL PRINCIPLE A DAY BOOK	\$ 2,136	\$ 4,583	\$ (2,447)	12,995	36,667	\$ (23,672)	-65%	\$ 55,000
Total Fellowship Development	\$ 139,910	\$ 223,804	\$ (83,894)	\$ 1,100,994	\$ 1,790,428	\$ (689,435)	-39%	\$ 2,685,643
EVENTS								
FIXED OPERATIONAL EXPENSES								
FUTURE (AND PRIOR) CONVENTIONS	\$ 1,893	\$ -	\$ 1,893	11,411	\$ -	\$ 11,411		\$ -
ACCOUNTING	2,272	218	2,053	2,576	1,747	829	47%	2,620
PERSONNEL	9,847	15,436	(5,589)	78,440	123,487	(45,047)	-36%	185,230
OVERHEAD	3,972	5,885	(1,913)	37,695	47,083	(9,388)	-20%	70,624
TECHNOLOGY	1,290	1,515	(225)	15,373	12,119	3,255	27%	18,178
Total Events (Not including WCNA)	\$ 19,273	\$ 23,054	\$ (3,781)	\$ 145,495	\$ 184,435	\$ (38,940)	-21%	\$ 276,653
	=====	=====	=====	=====	=====	=====	=====	=====
EXPENSES (For activity areas only)	\$715,703	\$654,783	\$60,920	\$4,028,952	\$5,238,266	(\$1,209,313)	-23%	\$7,857,398
EXPENSES (Activity Areas w/o IRAN)	\$492,682	\$650,477	(\$157,795)	\$4,011,246	\$5,203,820	(\$1,192,573)	-23%	\$7,805,729
EXCESS REVENUE/EXPENSE								
(Cash Activities only)	\$ (142,013)	\$ (104,138)	\$ (37,875)	\$ 193,939	\$ (833,102)	\$ 1,027,040	-123%	\$ (1,249,652)
NON-CASH ITEMS								
DEPRECIATION AND AMORTIZATION EXPENSE	\$ 30,250	\$ 29,828	\$ 422	\$ 242,000	\$ 238,627	\$ 3,373	1%	\$ 357,940
TOTAL EXPENSE cash and non-cash	\$745,953	\$684,612	\$61,342	\$4,270,952	\$5,476,892	(\$1,205,940)	-22%	\$8,215,338
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TOTAL EXCESS REVENUE/EXPENSE	\$ (172,263)	\$ (133,966)	\$ (38,297)	\$ (48,061)	\$ (1,071,728)	\$ 1,023,667	-96%	\$ (1,607,592)
TOTAL EXCESS REV/EXP (Not inc. IRAN)	\$ 39,837	\$ (145,285)	\$ 185,122	\$ (112,330)	\$ (1,162,281)	\$ 1,049,951	-90%	\$ (1,743,421)