

Consolidated Statement of Financial Position

NA World Services, Inc.

31-Jan-23

Assets

Current Assets

Cash and Cash Equivalents		
Checking Accounts and Money Market	\$ 4,300,489	
Reserve Accounts	1,785,788	

Total Accessible Cash for Operations	\$ 6,086,277	
Cash in Iran* (US\$1 = IRR 42,100)	\$ 693,680	
Reserve Accounts - EIDL & PPP	143,238	

Cash Total	\$ 6,923,195	
Accounts Receivable		
Accounts Receivable	\$ 997,444	
Convention & Conference Clearing Accounts	0	
Less Allowance for Doubtful Accounts	(110,762)	

Receivable Total	\$ 886,682	
Inventory	\$ 2,195,483	
Prepaid Expenses and Sales Deposits	78,088	
WCNA Deposits and Prepaid Expenses	7,576	

Total Current Assets	\$ 10,091,023	

Total Cash
188.2 Operating days

Add'l days with Loans
4.4 Operating days
192.6 Total oper day w/o Iran

EQUIPMENT, FURNITURE AND IMPROVEMENTS

Equipment and Furniture	\$ 1,205,142	
Leasehold Improvements	1,173,910	
Intellectual and Software Property	3,692,197	
Less Accumulated Depreciation and Amortization	(5,345,027)	

Total Equipment, Furniture and Improvements	\$ 726,221	

TOTAL ASSETS

\$10,817,244

13.96 Current Ratio

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts Payable	\$ 347,830	
Paycheck Protection Program - Current portion	0	
Deferred Rent	91,836	
Accrued Payroll Expense	217,332	

Total Current Liabilities	\$656,998	

LONG TERM LIABILITIES**

Economic Injury Disaster Loan	143,238	
Paycheck Protection Program	0	

Total Long Term Liabilities	\$143,238	

DEFERRED INCOME

Conventions	0	

Total Deferred Income	0	

NET ASSETS

Previous Unrestricted Net Assets	\$ 8,596,775	
Current Gain / (Loss) Unrestricted Net Assets	1,420,233	

Total Net Assets	\$10,017,008	

TOTAL LIABILITIES AND NET ASSETS

\$10,817,244

*This is based on the official exchange rate for IRR as required by US accounting practices.

The street rate which is what we have available would make this figure \$61,440.84 as of 31 Jan 2023

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

Consolidated Statement of Financial Activities								
NA World Services, Inc.								
31-Jan-23								
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
INCOME								
RECOVERY LITERATURE INCOME								
BASIC TEXT	\$ 163,818	\$ 122,668	\$ 41,151	\$ 1,000,458	\$ 858,673	\$ 141,785	17%	\$ 1,472,012
BASIC TEXT: Translated	19,786	15,211	4,576	145,922	106,476	39,446	37%	182,530
BASIC TEXT: Softcover	181,560	73,255	108,305	679,213	512,785	166,428	32%	879,059
JUST FOR TODAY	109,951	62,223	47,728	461,155	435,562	25,594	6%	746,677
WORKS: HOW & WHY	78,997	47,449	31,549	389,339	332,141	57,198	17%	569,384
SPONSORSHIP BOOK	4,574	2,185	2,389	22,033	15,298	6,735	44%	26,225
STEP WORKING GUIDES	99,156	65,809	33,347	559,607	460,663	98,945	21%	789,707
LIVING CLEAN	49,964	31,574	18,390	261,259	221,017	40,242	18%	378,886
GUIDING PRINCIPLES	15,101	11,025	4,076	107,572	77,175	30,397	39%	132,301
A SPIRITUAL PRINCIPAL A DAY	102,982	39,167	63,815	651,197	274,167	377,030	138%	470,000
ePUB BOOKS	5,111	11,628	(6,517)	55,242	81,395	(26,152)	-32%	139,534
LITERATURE INCOME (IRAN)	40,859	16,415	24,444	223,919	114,906	109,013	95%	196,982
OTHER RECOVERY LITERATURE	74,033	36,560	37,473	571,203	255,918	315,285	123%	438,716
Subtotal	\$ 945,893	\$ 535,168	\$ 410,725	\$ 5,128,120	\$ 3,746,175	\$ 1,381,945	37%	\$ 6,422,014
OTHER INVENTORY INCOME								
MEDALLIONS	\$ 82,579	\$ 60,111	\$ 22,467	\$ 503,091	\$ 420,780	\$ 82,311	20%	\$ 721,338
KEY TAGS & CHIPS	111,452	54,924	56,528	645,779	384,468	261,310	68%	659,089
NON-FIPT INFORMATION BOOKLETS	1,045	674	371	7,507	4,717	2,790	59%	8,086
SERVICE MATERIAL	11,232	5,688	5,544	81,846	39,814	42,032	106%	68,252
SPECIALTY ITEMS	15,384	8,605	6,778	142,722	60,236	82,486	137%	103,261
MIRACLES HAPPEN	2,035	1,682	352	16,422	11,777	4,645	39%	20,188
Subtotal	\$ 223,726	\$ 131,685	\$ 92,042	\$ 1,397,367	\$ 921,792	\$ 475,575	52%	\$ 1,580,215
SHIPPING	\$ 71,539	\$ 47,402	\$ 24,137	\$ 467,711	\$ 331,813	\$ 135,898	41%	\$ 568,822
DISCOUNTS	(179,183)	(83,420)	(95,764)	(916,833)	(583,937)	(332,896)	57%	(1,001,035)
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(37,206)	(10,883)	(26,323)	(157,411)	(76,181)	(81,230)	107%	(130,596)
Subtotal	\$ (144,851)	\$ (46,901)	\$ (97,950)	\$ (606,533)	\$ (328,306)	\$ (278,227)	85%	\$ (562,810)
Gross Literature Income (less discounts)	\$ 1,024,768	\$ 619,952	\$ 404,817	\$ 5,918,954	\$ 4,339,661	\$ 1,579,293	36%	\$ 7,439,419
Gross Literature Income (without IRAN)	\$ 983,909	\$ 603,536	\$ 380,373	\$ 5,695,035	\$ 4,224,755	\$ 1,470,280	35%	\$ 7,242,436
RECOVERY LITERATURE COST OF GOODS								
BASIC TEXT	\$ 44,918	\$ 25,396	\$ 19,523	\$ 276,044	\$ 177,769	\$ 98,275	55%	\$ 304,746
BASIC TEXT: Translated	5,470	3,509	1,961	44,110	24,563	19,547	80%	42,108
BASIC TEXT: Softcover	26,925	11,076	15,848	104,540	77,533	27,006	35%	132,914
JUST FOR TODAY	14,730	7,420	7,310	81,410	51,938	29,472	57%	89,036
WORKS: HOW & WHY	12,473	8,144	4,328	82,492	57,010	25,481	45%	97,732
SPONSORSHIP BOOK	875	477	398	6,117	3,340	2,777	83%	5,726
STEP WORKING GUIDES	12,396	6,964	5,432	92,052	48,750	43,302	89%	83,571
LIVING CLEAN	6,631	5,304	1,327	52,653	37,129	15,524	42%	63,650
GUIDING PRINCIPLES	1,890	1,987	(96)	15,044	13,907	1,137	8%	23,841
A SPIRITUAL PRINCIPAL A DAY	11,466	5,833	5,633	78,362	40,833	37,529	92%	70,000
ePUB BOOKS	1,533	3,920	(2,387)	16,573	27,442	(10,869)	-40%	47,043
LITERATURE INCOME (IRAN)	13,856	9,867	3,989	155,483	69,066	86,417	125%	118,399
OTHER RECOVERY LITERATURE	17,481	7,714	9,766	130,310	53,999	76,311	141%	92,570
Subtotal	\$ 170,645	\$ 97,611	\$ 73,033	\$ 1,135,189	\$ 683,279	\$ 451,910	66%	\$ 1,171,335

Consolidated Statement of Financial Activities								
NA World Services, Inc.								
31-Jan-23								
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
OTHER INVENTORY INCOME								
MEDALLIONS	\$ 16,418	\$ 12,519	\$ 3,900	\$ 94,174	\$ 87,631	\$ 6,543	7%	\$ 150,225
KEY TAGS & CHIPS	36,078	11,612	24,466	181,070	81,287	99,783	123%	139,349
NON-FIPT INFORMATION BOOKLETS	189	170	18	1,334	1,193	141	12%	2,045
SERVICE MATERIAL	4,073	1,503	2,569	29,509	10,523	18,985	180%	18,040
SPECIALTY ITEMS	3,248	3,226	22	32,389	22,579	9,810	43%	38,706
MIRACLES HAPPEN	495	365	130	3,906	2,554	1,353	53%	4,378
INVENTORY ADJUSTMENT - no budget	177	-	177	160	-	160		-
Subtotal	\$ 60,678	\$ 29,395	\$ 31,282	\$ 342,542	\$ 205,767	\$ 136,775	66%	\$ 352,743
Total Cost of Goods	\$ 231,322	\$ 127,007	\$ 104,316	\$ 1,477,731	\$ 889,046	\$ 588,685	66%	\$ 1,524,078
Total Cost of Goods without IRAN	\$ 217,466	\$ 117,140	\$ 100,326	\$ 1,322,248	\$ 819,980	\$ 502,268	61%	\$ 1,405,679
=====								
Net Literature Income	\$ 793,446	\$ 492,945	\$ 300,501	\$ 4,441,223	\$ 3,450,615	\$ 990,608	29%	\$ 5,915,340
Net Literature Income without IRAN	\$ 766,443	\$ 486,396	\$ 280,047	\$ 4,372,787	\$ 3,404,775	\$ 968,012	28%	\$ 5,836,757
FELLOWSHIP CONTRIBUTIONS								
Members	\$ 57,945	\$ 59,588	\$ (1,643)	\$ 389,835	\$ 417,114	\$ (27,279)	-7%	\$ 715,053
Groups	13,891	11,690	2,200	129,592	81,833	47,758	58%	140,286
Areas	15,534	14,659	876	113,442	102,610	10,832	11%	175,902
Regions	39,000	60,705	(21,704)	453,963	424,932	29,031	7%	728,455
Events/Conventions	34,340	7,905	26,435	47,000	55,334	(8,333)	-15%	94,858
Unity Day	-	-	-	-	-	-		-
Zonal & Other Forums	-	7,015	(7,015)	38,493	49,107	(10,614)	-22%	84,183
Total Contributions	\$ 160,710	\$ 161,561	\$ (852)	\$ 1,172,325	\$ 1,130,930	\$ 41,395	4%	\$ 1,938,737
MISCELLANEOUS INCOME								
LICENSED VENDOR PAYMENTS	\$ 26,950	\$ 2,500	\$ 24,450	\$ 35,750	\$ 17,500	\$ 18,250	104%	\$ 30,000
PPP CREDIT	-	-	-	517,150	-	517,150		-
INTEREST	159	833	(674)	3,409	5,833	(2,425)	-42%	10,000
MISCELLANEOUS	3,129	-	3,129	11,056	-	11,056		-
INTERBRANCH	0	-	0	0	-	0		-
Total Miscellaneous Income	\$ 30,238	\$ 3,333	\$ 26,904	\$ 567,364	\$ 23,333	\$ 544,031	2332%	\$ 40,000
=====								
OPERATING INCOME	\$ 984,394	\$ 657,840	\$ 326,554	\$ 6,180,912	\$ 4,604,878	\$ 1,576,034	34%	\$ 7,894,077
OPERATING INCOME (Not including IRAN)	\$ 957,391	\$ 651,291	\$ 306,100	\$ 6,112,476	\$ 4,559,038	\$ 1,553,438	34%	\$ 7,815,494

Consolidated Statement of Financial Activities								
NA World Services, Inc.								
31-Jan-23								
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
EXPENSE								
LITERATURE PRODUCTION & DISTRIBUTION								
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 70,570	\$ 72,741	\$ (2,171)	\$ 489,428	\$ 509,185	\$ (19,757)	-4%	\$ 872,889
TRANSLATIONS (not included in Cost of Goods)	1,787	2,823	(1,037)	33,987	19,763	14,225	72%	33,879
LITERATURE DISTRIBUTION (IRAN)	65,666	2,750	62,916	124,739	19,250	105,489	548%	33,000
SHIPPING	56,466	46,045	10,421	460,366	322,317	138,050	43%	552,543
BUSINESS PLAN WORKGROUP	-	-	-	-	-	-	-	-
LEGAL	2,057	20,709	(18,652)	48,799	144,960	(96,161)	-66%	248,503
LIT P&D TRAVEL AND EXCHANGE EXPENSES	(9,086)	583	(9,670)	29,480	4,083	25,397	622%	7,000
ACCOUNTING	\$ 3,679	\$ 2,088	\$ 1,591	\$ 20,552	\$ 14,615	\$ 5,937	41%	\$ 25,054
PERSONNEL	148,473	113,942	34,531	860,626	797,594	63,032	8%	1,367,305
OVERHEAD	64,428	49,625	14,803	411,153	347,377	63,776	18%	595,503
TECHNOLOGY	9,290	15,631	(6,341)	128,935	109,417	19,518	18%	187,572
Total Literature Production & Distribution	\$ 413,328	\$ 326,937	\$ 86,391	\$ 2,608,066	\$ 2,288,562	\$ 319,505	14%	\$ 3,923,248
Total Literature Production & Distribution without IRAN	\$ 347,662	\$ 324,187	\$ 23,475	\$ 2,483,327	\$ 2,269,312	\$ 214,016	9%	\$ 3,890,248
WORLD SERVICE CONFERENCE SUPPORT								
PUBLICATIONS	\$ 165	\$ 833	\$ (668)	\$ 2,800	\$ 5,833	\$ (3,033)	-52%	\$ 10,000
WORLD SERVICE CONFERENCE BIENNIAL MEETING	8,080	42,667	(34,587)	14,448	298,667	(284,219)	-95%	512,000
WORLD BOARD	2,303	10,167	(7,863)	49,129	71,167	(22,038)	-31%	122,000
HUMAN RESOURCE PANEL	1,979	1,673	306	12,852	11,711	1,141	10%	20,076
WSC CO-FACILITATOR	360	500	(140)	360	3,500	(3,140)		6,000
ACCOUNTING	\$ 1,722	\$ 977	\$ 745	\$ 9,620	\$ 6,841	\$ 2,779	41%	\$ 11,728
PERSONNEL	69,498	53,335	16,164	402,846	373,342	29,504	8%	640,015
OVERHEAD	30,158	23,229	6,929	192,455	162,602	29,853	18%	278,746
TECHNOLOGY	4,348	7,317	(2,968)	60,352	51,217	9,136	18%	87,800
Total World Service Conference Support	\$ 118,613	\$ 140,697	\$ (22,084)	\$ 744,862	\$ 984,879	\$ (240,017)	-24%	\$ 1,688,365
FELLOWSHIP DEVELOPMENT								
PUBLICATIONS	\$ 1,436	\$ 467	\$ 968	\$ 2,112	\$ 3,271	\$ (1,159)	-35%	\$ 5,608
FELLOWSHIP SUPPORT	-	1,250	(1,250)	591	8,750	(8,159)	-93%	15,000
PUBLIC RELATIONS	488	250	238	1,146	1,750	(604)	-35%	3,000
DEVELOPMENTAL LITERATURE	44,611	28,606	16,004	297,366	200,244	97,122	49%	343,276
ACCOUNTING	\$ 2,035	\$ 1,155	\$ 880	\$ 11,369	\$ 8,085	\$ 3,284	41%	\$ 13,860
PERSONNEL	82,134	63,032	19,102	476,091	441,222	34,869	8%	756,381
OVERHEAD	35,641	27,452	8,189	227,446	192,166	35,280	18%	329,427
TECHNOLOGY	5,139	8,647	(3,508)	71,326	60,529	10,797	18%	103,763
Subtotal	\$ 171,484	\$ 130,860	\$ 40,624	\$ 1,087,448	\$ 916,018	\$ 171,430	19%	\$ 1,570,316
VARIABLE OPERATIONAL EXPENSES								
SPIRITUAL PRINCIPLE A DAY BOOK	\$ -	\$ -	\$ -	3,163	-	\$ 3,163		-
Total Fellowship Development	\$ 171,484	\$ 130,860	\$ 40,624	\$ 1,090,611	\$ 916,018	\$ 174,593	19%	\$ 1,570,316

Consolidated Statement of Financial Activities								
NA World Services, Inc.								
31-Jan-23								
	PTD ACTUAL	PTD BUDGET	VARIANCE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%	ANNUAL
EVENTS								
FUTURE (AND PRIOR) CONVENTIONS	\$ -	\$ 736	\$ (736)	7,858	\$ 5,153	\$ 2,704	52%	\$ 8,834
ACCOUNTING	391	222	169	2,186	1,555	632	41%	2,665
PERSONNEL	15,795	12,121	3,674	91,556	84,850	6,706	8%	145,458
OVERHEAD	6,854	5,279	1,575	43,740	36,955	6,785	18%	63,351
TECHNOLOGY	988	1,663	(675)	13,716	11,640	2,076	18%	19,955
Total Events (Not including WCNA)	\$ 24,029	\$ 20,022	\$ 4,007	\$ 159,056	\$ 140,154	\$ 18,903	13%	\$ 240,263
EXPENSES (For activity areas only)	\$727,454	\$618,516	\$108,938	\$4,602,596	\$4,329,612	\$272,983	6%	\$7,422,193
EXPENSES (Activity Areas w/o IRAN)	\$661,788	\$615,766	\$46,022	\$4,477,857	\$4,310,362	\$167,494	4%	\$7,389,193
EXCESS REVENUE/EXPENSE (Cash Activities only)	\$ 256,940	\$ 39,324	\$ 217,616	\$ 1,578,316	\$ 275,266	\$ 1,303,050	473%	\$ 471,884
NON-CASH ITEMS								
DEPRECIATION AND AMORTIZATION EXPENSE	\$ 22,583	\$ 31,250	\$ (8,667)	\$ 158,083	\$ 218,750	\$ (60,667)	-28%	\$ 375,000
TOTAL EXPENSE cash and non-cash	\$750,038	\$649,766	\$100,271	\$4,760,679	\$4,548,362	\$212,317	5%	\$7,797,193
TOTAL EXCESS REV/EXP (Not inc. WCNA)	\$ 234,356	\$ 8,074	\$ 226,282	\$ 1,420,233	\$ 56,516	\$ 1,363,717	2413%	\$ 96,884
TOTAL EXCESS REV/EXP (Not inc. IRAN)	\$ 273,019	\$ 4,275	\$ 268,744	\$ 1,476,536	\$ 29,926	\$ 1,446,610	4834%	\$ 51,301