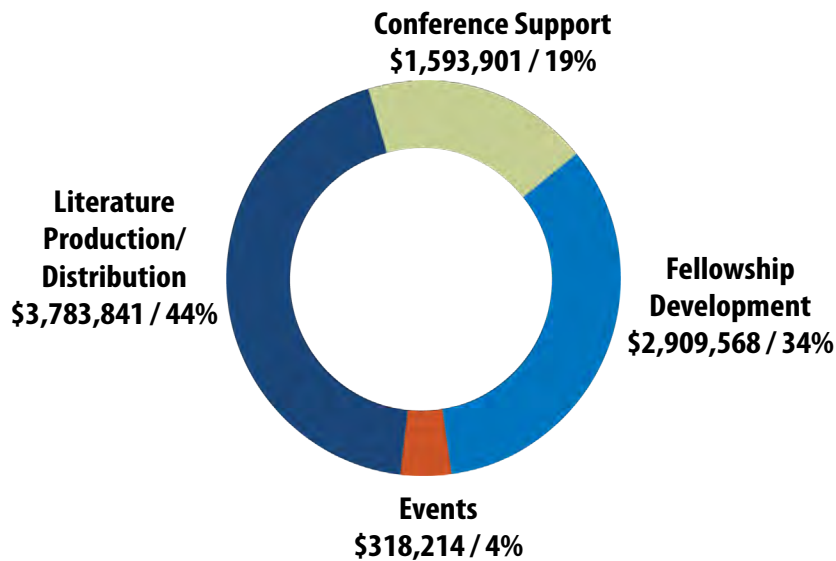


This section is our primary delivery method of financial information to interested members and outside parties, as required by law to maintain our nonprofit status.

The following financial statements document NAWS' financial position at the end of FY 2020:

1. Consolidated Statement of Financial Position (Balance Sheet)
2. Consolidated Statement of Activities (Income Statement)
3. Fellowship Contributions Report
4. Independent Auditors' Report

### Actual Expense for FY 2020



## Narcotics Anonymous World Services Consolidated Statement of Financial Position

Balance Sheet For the Twelve Months Ending 30 June 2020

### CURRENT ASSETS

Cash and Cash Equivalents		
Checking Accounts and Money Market Reserve Accounts	\$	1,241,395
		1,130,466
<b>Total Accessible Cash for Operations</b>	<b>\$</b>	<b>2,371,861</b>
Cash in Iran	\$	113,777
<b>Cash Total</b>		<b>\$ 2,485,638</b>
Accounts Receivable		
Accounts Receivable	\$	473,080
Convention & Conference Clearing Accounts		0
Less Allowance for Doubtful Accounts		(110,374)
<b>Receivable Total</b>		<b>\$ 362,705</b>
Inventory	\$	2,011,925
Prepaid Expenses and Sales Deposits		137,655
WCNA Deposits and Prepaid Expenses		50,463
<b>Total Current Assets</b>		<b>\$ 5,048,386</b>
<b>EQUIPMENT, FURNITURE AND IMPROVEMENTS</b>		
Equipment and Furniture	\$	1,190,077
Leasehold Improvements		1,163,981
Intellectual and Software Property		3,308,710
Less Accumulated Depreciation and Amortization		(4,613,583)
<b>Total Equipment, Furniture and Improvements</b>		<b>\$ 1,049,185</b>
<b>TOTAL ASSETS</b>		<b>\$6,097,571</b>
<b>CURRENT LIABILITIES</b>		
Accounts Payable	\$	236,544
Accrued Payroll Expense		228,734
Paycheck Protection Program- Current		318,466
<b>Total Current Liabilities</b>		<b>\$783,744</b>
<b>LONG TERM LIABILITIES</b>		
Economic Injury Disaster Loan	\$	-
Paycheck Protection Program		358,274
<b>Total Long Term Liabilities</b>		<b>\$358,274</b>
<b>NET ASSETS</b>		
Previous Unrestricted Net Assets	\$	6,484,007
Current Gain / (Loss) Unrestricted Net Assets		(1,528,454)
<b>Total Net Assets</b>		<b>\$4,955,554</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>		<b>\$6,097,571</b>

# Narcotics Anonymous World Services Consolidated Statement of Activities

**Income Statement** For the Twelve Months  
Ending 30 June 2020

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
<b>INCOME</b>				
<b>RECOVERY LITERATURE INCOME</b>				
BASIC TEXT	\$ 1,650,767	\$ 2,216,718	\$ (565,951)	-26%
BASIC TEXT: Translated	171,234	192,405	(21,171)	-11%
BASIC TEXT: Softcover	925,412	1,042,199	(116,787)	-11%
JUST FOR TODAY	646,785	816,599	(169,814)	-21%
WORKS: HOW & WHY	535,334	643,040	(107,706)	-17%
SPONSORSHIP BOOK	25,429	33,493	(8,064)	-24%
STEP WORKING GUIDES	767,993	831,153	(63,160)	-8%
LIVING CLEAN	344,444	412,800	(68,356)	-17%
GUIDING PRINCIPLES	134,015	309,600	(175,585)	-57%
ePUB BOOKS	131,701	97,899	33,802	35%
LITERATURE INCOME (IRAN)	262,333	785,751	(523,418)	-67%
OTHER RECOVERY LITERATURE	1,096,184	1,394,231	(298,047)	-21%
<b>Subtotal</b>	<b>\$ 6,691,631</b>	<b>\$ 8,775,888</b>	<b>\$ (2,084,257)</b>	<b>-24%</b>
<b>OTHER INVENTORY INCOME</b>				
MEDALLIONS	\$ 731,120	\$ 889,167	\$ (158,047)	-18%
KEY TAGS & CHIPS	1,114,993	1,371,283	(256,290)	-19%
NON-FIPT INFORMATION BOOKLETS	18,872	62,155	(43,283)	-70%
SERVICE MATERIAL	135,469	202,037	(66,568)	-33%
SPECIALTY ITEMS	70,671	84,316	(13,645)	-16%
MIRACLES HAPPEN	15,304	24,618	(9,314)	-38%
<b>Subtotal</b>	<b>\$ 2,086,429</b>	<b>\$ 2,633,576</b>	<b>\$ (547,147)</b>	
SHIPPING	\$ 545,699	\$ 626,667	\$ (80,968)	-13%
DISCOUNTS	(1,264,218)	(1,448,008)	183,790	-13%
DEVELOPMENTAL SUBSIDIES & ALLOWANCES	(121,754)	(163,519)	41,765	-26%
<b>Subtotal</b>	<b>\$ (840,272)</b>	<b>\$ (984,860)</b>	<b>\$ 144,588</b>	<b>-15%</b>
<b>Gross Literature Income (less discounts)</b>	<b>\$ 7,937,788</b>	<b>\$10,424,604</b>	<b>\$ (2,486,816)</b>	<b>-24%</b>
<b>Gross Literature Income ( without IRAN )</b>	<b>\$ 7,675,454</b>	<b>\$ 9,638,853</b>	<b>\$ (1,963,399)</b>	<b>-20%</b>
<b>RECOVERY LITERATURE COST OF GOODS</b>				
BASIC TEXT	\$ 365,653	\$ 391,556	\$ (25,903)	-7%
BASIC TEXT: Translated	29,266	59,738	(30,472)	-51%
BASIC TEXT: Softcover	131,097	131,767	(670)	-1%
JUST FOR TODAY	72,992	71,186	1,806	3%
WORKS: HOW & WHY	107,229	104,649	2,580	2%
SPONSORSHIP BOOK	4,291	7,522	(3,231)	-43%
STEP WORKING GUIDES	89,886	83,680	6,206	7%
LIVING CLEAN	77,328	61,503	15,825	26%
GUIDING PRINCIPLES	27,695	53,964	(26,269)	-49%
ePUB BOOKS	39,464	33,620	5,844	17%
LITERATURE INCOME (IRAN)	283,066	584,662	(301,596)	-52%
OTHER RECOVERY LITERATURE	211,455	265,459	(54,004)	-20%
<b>Subtotal</b>	<b>\$ 1,439,422</b>	<b>\$ 1,849,306</b>	<b>\$ (409,884)</b>	<b>-22%</b>

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
<b>OTHER INVENTORY INCOME</b>				
MEDALLIONS	\$ 151,907	\$ 203,792	\$ (51,885)	-25%
KEY TAGS & CHIPS	260,055	306,604	(46,549)	-15%
NON-FIPT INFORMATION BOOKLETS	3,247	5,532	(2,285)	-41%
SERVICE MATERIAL	38,949	56,199	(17,250)	-31%
SPECIALTY ITEMS	1,467	24,093	(22,626)	-94%
MIRACLES HAPPEN	2,985	4,756	(1,771)	-37%
INVENTORY ADJUSTMENT - no budget	0	-	0	
<b>Subtotal</b>	<b>\$ 458,610</b>	<b>\$ 600,976</b>	<b>\$ (142,366)</b>	<b>-24%</b>
<b>Total Cost of Goods</b>	<b>\$ 1,898,032</b>	<b>\$ 2,450,282</b>	<b>\$ (552,250)</b>	<b>-23%</b>
<b>Total Cost of Goods without IRAN</b>	<b>\$ 1,614,966</b>	<b>\$ 1,865,620</b>	<b>\$ (250,654)</b>	<b>-13%</b>
<b>Net Literature Income</b>	<b>\$ 6,039,756</b>	<b>\$ 7,974,322</b>	<b>\$ (1,934,566)</b>	<b>-24%</b>
<b>Net Literature Income without IRAN</b>	<b>\$ 6,060,488</b>	<b>\$ 7,773,233</b>	<b>\$ (1,712,745)</b>	<b>-22%</b>
<b>FELLOWSHIP CONTRIBUTIONS</b>				
Members	\$ 209,231	\$ 114,015	\$ 95,216	84%
Groups	83,514	84,364	(850)	-1%
Areas	126,147	164,866	(38,719)	-23%
Regions	520,773	567,645	(46,872)	-8%
Events/Conventions	31,339	114,932	(83,593)	-73%
Unity Day	-	-	-	
Zonal & Other Forums	28,205	57,858	(29,653)	
<b>Total Donations</b>	<b>\$ 999,209</b>	<b>\$ 1,103,680</b>	<b>\$ (104,471)</b>	<b>-9%</b>
<b>MISCELLANEOUS INCOME</b>				
LICENSED VENDOR PAYMENTS	\$ 35,718	\$ 30,325	\$ 5,393	18%
INTEREST	14,916	3,767	11,149	296%
MISCELLANEOUS	(11,502)	0	(11,502)	
INTERBRANCH	(1,029)	0	(1,029)	
<b>Total Miscellaneous Income</b>	<b>\$ 38,104</b>	<b>\$ 34,092</b>	<b>\$ 4,012</b>	<b>12%</b>
<b>OPERATING INCOME</b>	<b>\$ 7,077,069</b>	<b>\$ 9,112,094</b>	<b>\$ (2,035,025)</b>	<b>-22%</b>
<b>OPERATING INCOME (Not including IRAN)</b>	<b>\$ 7,097,802</b>	<b>\$ 8,911,005</b>	<b>\$ (1,813,203)</b>	<b>-20%</b>

# Narcotics Anonymous World Services Consolidated Statement of Activities

Income Statement For the Twelve Months  
Ending 30 June 2020

EXPENSE	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
<b>LITERATURE PRODUCTION &amp; DISTRIBUTION</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
IN HOUSE PRODUCTION (not included in Cost of Goods)	\$ 75,855	\$ 95,972	\$ (20,117)	-21%
TRANSLATIONS (not included in Cost of Goods)	47,772	38,097	9,675	25%
LITERATURE DISTRIBUTION (IRAN)	33,746	68,293	(34,547)	-51%
SHIPPING	486,611	623,580	(136,969)	-22%
BUSINESS PLAN WORKGROUP	1,170	7,854	(6,684)	-85%
LEGAL	442,880	40,912	401,968	983%
LIT P&D TRAVEL AND EXCHANGE EXPENSES	324,036	12,589	311,447	2474%
ACCOUNTING	\$ 22,165	\$ 19,543	\$ 2,622	13%
PERSONNEL	1,412,337	1,454,876	(42,539)	-3%
OVERHEAD	812,250	821,036	(8,786)	-1%
TECHNOLOGY	125,018	136,932	(11,914)	-9%
<b>Total Literature Production &amp; Distribution</b>	<b>\$ 3,783,841</b>	<b>\$ 3,319,684</b>	<b>\$ 464,157</b>	<b>14%</b>
<b>Total Literature Production &amp; Distribution without IRAN</b>	<b>\$ 3,750,094</b>	<b>\$ 3,251,391</b>	<b>\$ 498,703</b>	<b>15%</b>
<b>WORLD SERVICE CONFERENCE SUPPORT</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
PUBLICATIONS	\$ 5,154	\$ 13,722	\$ (8,568)	-62%
WORLD SERVICE CONFERENCE BIENNIAL MEETING	50,741	469,416	(418,675)	-89%
WORLD BOARD	120,330	214,200	(93,870)	-44%
HUMAN RESOURCE PANEL	20,076	25,091	(5,015)	-20%
WSC CO-FACILITATOR	1,782	5,225	(3,443)	-66%
ACCOUNTING	\$ 12,832	\$ 11,314	\$ 1,518	13%
PERSONNEL	817,669	842,297	(24,628)	-3%
OVERHEAD	470,250	475,336	(5,086)	-1%
TECHNOLOGY	72,379	79,277	(6,898)	-9%
<b>Subtotal</b>	<b>\$ 1,571,213</b>	<b>\$ 2,135,878</b>	<b>\$ (564,665)</b>	<b>-26%</b>
<b>VARIABLE OPERATIONAL EXPENSES</b>				
WSC of the FUTURE	22,688	60,000	(37,312)	-62%
<b>Total World Service Conference Support</b>	<b>\$ 1,593,901</b>	<b>\$ 2,195,878</b>	<b>\$ (601,977)</b>	<b>-27%</b>
<b>FELLOWSHIP DEVELOPMENT</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
PUBLICATIONS	49,429	103,152	(53,723)	-52%
FELLOWSHIP SUPPORT	122,001	391,150	(269,149)	-69%
PUBLIC RELATIONS	34,808	91,866	(57,058)	-62%
DEVELOPMENTAL LITERATURE	458,370	415,380	42,990	10%
ACCOUNTING	\$ 20,415	\$ 18,000	\$ 2,415	13%
PERSONNEL	1,300,837	1,340,018	(39,181)	-3%
OVERHEAD	748,125	756,217	(8,092)	-1%
TECHNOLOGY	115,149	126,122	(10,973)	-9%
<b>Subtotal</b>	<b>\$ 2,849,133</b>	<b>\$ 3,241,905</b>	<b>\$ (392,772)</b>	<b>-12%</b>

	YTD ACTUAL	YTD BUDGET	VARIANCE	VARIANCE%
<b>VARIABLE OPERATIONAL EXPENSES</b>				
DAILY MEDITATION BOOK	59,444	30,000	\$ 29,444	98%
MENTAL HEALTH/ILLNESS PAMPHLET	990	45,000	(44,010)	-98%
PUBLIC RELATIONS ROUNDTABLES	-	-	-	-
<b>Total Fellowship Development</b>	<b>\$ 2,909,568</b>	<b>\$ 3,316,905</b>	<b>\$ (407,337)</b>	<b>-12%</b>
<b>EVENTS</b>				
<b>FIXED OPERATIONAL EXPENSES</b>				
FUTURE (AND PRIOR) CONVENTIONS	\$ 6,138	\$ 10,000	\$ (3,862)	
ACCOUNTING	2,916	2,571	345	13%
PERSONNEL	185,834	191,431	(5,597)	-3%
OVERHEAD	106,875	108,031	(1,156)	-1%
TECHNOLOGY	16,450	18,017	(1,567)	-9%
<b>Total Events (Not including WCNA)</b>	<b>\$ 318,214</b>	<b>\$ 330,050</b>	<b>\$ (11,836)</b>	<b>-4%</b>
<b>TOTAL EXPENSE (Not inc. WCNA)</b>				
	<b>\$8,605,523</b>	<b>\$9,162,517</b>	<b>(\$556,994)</b>	<b>-6%</b>
<b>TOTAL EXPENSE (Not inc. IRAN )</b>				
	<b>\$8,571,777</b>	<b>\$9,094,224</b>	<b>(\$522,447)</b>	<b>-6%</b>
<b>EXCESS REVIEXP (Not inc. WCNA)</b>				
	<b>(\$1,528,454)</b>	<b>(\$50,423)</b>	<b>(\$1,478,031)</b>	<b>2931%</b>
<b>EXCESS REVIEXP (Not inc. IRAN )</b>				
	<b>(\$1,473,975)</b>	<b>(\$183,219)</b>	<b>(\$1,290,756)</b>	<b>704%</b>
<b>INCREASE (DECREASE) NET ASSETS</b>				
	<b>(\$1,528,454)</b>	<b>(\$50,423)</b>	<b>(\$1,478,031)</b>	<b>2931%</b>
<b>INCREASE (DECREASE) without IRAN</b>				
	<b>(\$1,473,975)</b>	<b>(\$183,219)</b>	<b>(\$1,290,756)</b>	<b>704%</b>