

Heroin Anonymous World Services, Inc.

Management Report

2023



Prepared by

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Statement of Activity

December 2023

	Dec 2023	Dec 2022 (PY)	Total Change
REVENUE			
Conference revenue	122.59		122.59
Contributions	646.76	905.63	-258.87
Sales of Product Revenue	1,651.80	1,136.00	515.80
Shipping, Delivery Income	237.90	177.70	60.20
Total Revenue	2,659.05	2,219.33	439.72
COST OF GOODS SOLD			
Cost of Goods Purchased	281.40		281.40
Merchandise Shipping Postage	241.90	813.70	-571.80
Total Cost of Goods Sold	523.30	813.70	-290.40
GROSS PROFIT	2,135.75	1,405.63	730.12
EXPENDITURES			
Bank and Merchant Charges	98.55	95.56	2.99
Legal & Professional Fees	200.00	4,551.00	-4,351.00
Software Subscriptions	65.16	59.73	5.43
Total Expenditures	363.71	4,706.29	-4,342.58
NET OPERATING REVENUE	1,772.04	-3,300.66	5,072.70
OTHER REVENUE			
Interest Earned	0.05	0.05	0.00
Total Other Revenue	0.05	0.05	0.00
NET OTHER REVENUE	0.05	0.05	0.00
NET REVENUE	\$1,772.09	\$ -3,300.61	\$5,072.70

Statement of Activity

January - December 2023

		Total
	Jan - Dec 2023	Jan - Dec 2022 (PY)
REVENUE		
Conference revenue	5,893.17	2,983.80
Contributions	8,375.06	7,596.36
Convention Income	5,315.92	
Sales of Product Revenue	19,060.59	17,932.29
Shipping, Delivery Income	3,055.89	1,720.05
Total Revenue	41,700.63	30,232.50
COST OF GOODS SOLD		
Cost of Goods Purchased	8,627.96	9,189.28
Merchandise Shipping Postage	3,239.12	3,667.40
Shipping Subcontractor	6,375.00	7,086.40
Total Cost of Goods Sold	18,242.08	19,943.08
GROSS PROFIT	23,458.55	10,289.42
EXPENDITURES		
Bank and Merchant Charges	1,239.14	1,565.08
Conference Expenses	4,668.63	5,444.27
Convention Expense	4,682.44	5,477.08
Legal & Professional Fees	3,786.00	5,995.00
Office Expenses	40.00	
PO Box Rental/Gen'l Postage	68.42	667.44
Software Subscriptions	824.25	721.98
Subcontractors		85.00
Taxes & Licenses	0.00	10.00
Travel	1,001.00	5,593.72
Web Hosting Expenses	838.59	615.06
Total Expenditures	17,148.47	26,174.63
NET OPERATING REVENUE	6,310.08	-15,885.21
OTHER REVENUE		
Interest Earned	0.60	2.68
Total Other Revenue	0.60	2.68
NET OTHER REVENUE	0.60	2.68
NET REVENUE	\$6,310.68	\$ -15,882.53

Statement of Financial Position

As of December 31, 2023

		Total
	As of Dec 31, 2023	As of Dec 31, 2022 (PY)
ASSETS		
Current Assets		
Bank Accounts		
Chase Convention	5,944.65	1,000.00
Chase Main	21,355.86	19,228.74
Chase Savings	6,001.38	6,000.78
PayPal Official	2,596.18	3,357.87
Total Bank Accounts	35,898.07	29,587.39
Other Current Assets		
Prepaid Expenses	0.00	0.00
Uncategorized Asset	0.00	0.00
Undeposited Funds	0.00	0.00
Total Other Current Assets	0.00	0.00
Total Current Assets	35,898.07	29,587.39
TOTAL ASSETS	\$35,898.07	\$29,587.39
LIABILITIES AND EQUITY		
Liabilities		
Total Liabilities		
Equity		
Opening Balance Equity	0.00	0.00
Retained Earnings	29,587.39	45,469.92
Net Revenue	6,310.68	-15,882.53
Total Equity	35,898.07	29,587.39
TOTAL LIABILITIES AND EQUITY	\$35,898.07	\$29,587.39

Statement of Cash Flows

December 2023

	Total
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OPERATING ACTIVITIES	
Net Revenue	1,772.09
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
Net cash provided by operating activities	1,772.09
NET CASH INCREASE FOR PERIOD	1,772.09
Cash at beginning of period	34,125.98
CASH AT END OF PERIOD	\$35,898.07
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