

Saturday Afternoon

Saturday, July 12, 2014 1:29 PM

01:30-05:00 pm Saturday Afternoon Session

01:30-02:45 pm Presentations

Finance -David M. Morris C.P.A. Class A (non-alcoholic) Trustee , General Service Board Treasurer

Started with the 7th Tradition, 2013 was up over 2012 by 350,000. Group contributions are the primary funding mechanism. Contributions by groups are going up year by year, but the percentage of groups contributing has continued to go down - only 42.5% of groups are contributing. Services cannot go up if contributions do not go up.

A dollar in 1945 is not the same as a dollar in 2014. Today it would be \$13, in reverse a dollar today would be \$0.08 cents in 1945.

Services provided

2011 - \$8,747,139

2012 - \$9,254,131

2013 - \$9,507,582

Archives and archives questions take almost \$1M a year. Regional forums cost \$682,816 in 2013

Group services are the biggest chunk, \$3,648,966 in 2013 this works out to \$6,84 per member based on 1,389,602 and 64,694 groups. We have shortfall of \$1.87 per member per year currently.

Contributions are covering only 72% of our costs, the rest comes from publishing.

Publishing \$12,842,973 in 2013.

Most of the money comes from Big Book sales at almost 1M a year. Big Book sales have been relatively consistent in the last 3 or 4 years and that's a concern because there is no growth and eBooks are less profitable.

Because of efficiencies a projected loss did not occur but there was no excess either (2013)

Revenue and expenses are about even and the trend continues but that leaves no flexibility.

There has been a publishing cost increase and book prices will be going up, but that will not make us money as much as it will just help keep us even.

Grapevine has been profitable lately but increased revenue didn't come from new subscriptions, instead it has come from other publications, like Language of the Heart. The GV has been declining since 1989 - are you a subscriber?

La Viña - yes it is a service piece but it is the only service piece with both revenue and expenses. There are no revenues associated with Box 459, etc. Instead of calling it deficit, it is now being termed a shortfall between revenue and expenses. It is still a publishing business. The break-even point would be 30,000 in circulation, instead it is around 10,000. Push subscriptions!

The shortfall has varied but it totals \$1.5M. Essentially every year it is \$0.10 per member out of the general fund (profits and contributions)

Transfer of the pension fund - had liability of \$30M had assets of \$20M. This shortfall had to be closed. \$1.5M of reserve fund went to pension fund. The market was good so this year it looks more like \$19.5M to \$24.1M. But that means the reserve fund is at 9.4 months and not 11 months.

General Service Office -Phyllis H. Manager General Service Office

[Note: I had dinner with Phyllis back in March at PRAASA and had wonderful conversation.]

The mission of the GSO is to support carrying the message of AA to the still-suffering alcoholic by providing services to AA members, groups, and others, publishing and distributing AA literature, preserving AA history, and sharing AA's collective experience.

It is sometimes referred to as the 'home office' of AA.

Groups/Members --> Service Committees --> GSB --> AAWS --> GSC --> International Convention --> World Service Meeting --> Regional Forums

Essentially the GSO is involved in pretty much every aspect of AA at this level.

We know that print pubs will decline and we really need to move to a complete self-support funding mechanism

There are about five forums a year (alternating years for regions).

The World Services Meeting goes to Warsaw Poland this year, it alternates with NY. It is just shared experiences not policy setting.

We are up to 35 million copies of the BB. There are around 2,800 orders of lit monthly, 1350 inventory items.

BB - 9 formats, 69 languages, 17 translations

52 Countries are licensed, 1597 pubs in 50 languages
International Services Assignment - over 175 countries, boards and offices

Cook Islands - there is a chapter five translation

11 GSO Staff Assignments - International Convention makes 12 at certain times

1. Conference
2. Corrections
3. CPC
4. Group Services
5. International
6. International Convention (only for limited time)
7. Literature
8. Nominating
9. Public Information
10. Regional Forums
11. Treatment Facilities/LIM/Special Needs
12. Staff Coordinator

For more information see: http://www.aa.org/assets/en_US/district-committee-member-dcm/f-6-your-aa-general-service-office

You can sign up for certain information by email, like Box 459, which will save postage costs. Please check: <https://dds.aaws.org/Login.aspx>

Planning for the future:

- Self-support
- Publishing - ebooks, anniversary edition, translations - last price increase 2009 so it's overdue
- Technology - records management, digital scanning, e-delivery
- GSO Relocation Study, GSO/GV space planning, translation manager (the relocation is looked at every 10 years - the results will be reported as soon)

AAWS Director - Carole B. AAWS Inc. Director

AAWS - Alcoholics Anonymous World Services.

AAWS, Inc. is a non-profit organization chartered in the state of New York. It's on the left side of the upside down triangle at the bottom. It has been set up to serve the fellowship. Their obligations are outlined in the 12 Concepts.

AAWS Board Composition

- 4 Trustee directors
- 3 non-Trustee directors
- GSL General Manager
- Staff Coordinator

AAWS Reports to the Fellowship (see Box 459 and other methods)

Committees

- Services
 - AA Website
 - Service Material
 - and more
- Publishing
 - AAWS Literature
- Finance
 - Oversight of budget, financial operations, salary, and retirement
- Nominating
 - Searches for AA members who could fill positions
 - Past delegates may not apply for at least a year
 - Recommend trustees and directors

There is a long list of unfunded projects that could be accomplished if the money were there. So when something like the 75th edition generates income which goes into the general fund and may, should things be okay, then they will be funded

02:45-03:00 pm Break

[Note: it was freezing the ballroom and it was great to get outside for a few minutes and warm up]

03:00-04:00 pm Ask-It Basket/General Sharing Session

1. Ask-it-Basket: Question for literature - Are the 12 concepts available in Spanish in CD format? Yes it is possible, it may be an unfunded project. Any conference approved literature can be put into formats or translations that are requested. Unfunded projects are good ideas we'd love to do. If we are self-supporting we can do more these.
2. Q: Are we no longer supporting the iPhone app for the Big Book and what do I do when it is no longer supported? It is no longer supported from the time we went over to the 3rd party ebook. It is in discussion but no determination has been made about what to do about those that have already been sold.
3. C: Meetings in public restaurants - told story about one of these meetings when the waitress called in sick and ended up showing and sitting down with the drunks.
4. Q: We have the 12&12 and and 12 concepts book, this person would like create a 12&12&12. In order for this to happen folks have to write the board.
5. Ask-it-Basket: Since near 50% of our membership is 50 years or older why is there not more about CEC and hearing/sight loss issues? How do you get a topic discussed at a regional forum? - On hold for a moment ...to get a topic for the next forum insert it on the questionnaire or write to the GSO and ask, and, of course, talk to your delegate.
6. Spanish Q: My question is for the GSO manager and I would like to know about the translation manager position that might become available. That position has already been filled a couple of months ago.
7. Q: After 9-11 a lot of us had to get bank accounts that required us to get federal ids and become non-profits. Now we have to find out what sort of corporation we are in the 501c3 world in order

to file an informational return. Can anyone help us sort this out? Officially NY has no position on this because we cannot give legal or tax advice on whether or not a group has to file which form with tax authorities. Hopefully some of this group will know the answer or can help this person (Nevada). The rules are quite clear on what has to be done but it doesn't always seem to make sense at a group level. Share this at the local level.

8. Q: 75th anniversary edition - will more be printed afterwards? No I think. All copies must be sold to make \$1M. I think so.
9. Q: At the World Service and Zonal Meetings how do people who speak different languages communicate? There professional translation services available.
10. C: Thanked David for financial report. The fellowship really doesn't hear that we could be self-supporting for about \$6.82 per person (round to \$7). Is this mentioned on our website? I'm not sure.
11. Q: Regarding ebooks, my greatest fear is that it will affect the purchasing of hardcover books. It looks like the GV has a lot of online subscriptions. What are the cost for ebooks? Are they less costly to produce? Production cost vs profit on ebooks against paper books? First of all there is no overhead on an ebook - there is no production cost or shipping cost. We do not get as much back in return though. There has just been a very slight decrease in hardcopy sales. We know that the BB isn't going to go away. We always want a hard copy. There is no long term evidence that ebook BB sales will hurt paper BB copies.
12. Q: Selling GV books has helped us financially, are we doing it for LV? GV has a huge history that they can repackage as books for sale. LV doesn't have the history, hence content, to repackage and sell. In addition as it is smaller audience so it's harder to hit the home runs like Language of the Heart.
13. C: 75th Edition - before the conference gave approval for us to do that, we talked about how it would benefit the Fellowship. I have a close friend with a friend in treatment. I thought I'd give her copy of it and the print was big enough for her to read.
14. Q: There members and potential members who have physical disabilities and this could be affecting our attendance and cause isolation and its horrors...can we all spend more time thinking about how setup our meetings, are things accessible for everyone? Is coffee easy to get? Are we speaking clearly?
15. Q: Money generated from the sale of the book is slated for \$1M but we are slated for only a \$250,000 profit. What are we going to do for money in the future? Is there another way we can report La Viña to show what it does bring in? Price increase on literature and cost savings may help. More info in future?
16. Q: Do we know what percent of the areas in the region use volunteers for interpretation vs paying for interpreters? Ask your delegate to ask other delegates.
17. Q: Does GSO have an opinion about chanting at meetings? No opinion.
18. Q: Why is the Norwegian BB orange? Someone will find out.
19. Correction: Marking is not in Spanish and French but it does have Spanish and French subtitles.
20. Ask-it-Basket: Has the cost of running down donations that aren't marked as from AA members changed? (non-members) The cost is essential the same as it has been for the last several years.
21. Q: Putting financial data on the AA website? Most everything was available on the conference reports. Those are not put on the website however.
22. C: It is possible to create 'secret' facebook groups to preserve anonymity.
23. C: The themes for the upcoming GVs are available online.
24. C: Someone talked about their experience of being in facilities (The Lobotomist book has the details of her history). Be kind, we don't know what has happened to people before they got here. Be kind.
25. Q: There are a lot of outside agencies that sell a lot of recovery stuff (drunk junk). Does AA have an opinion, or do we benefit? Nope, we don't have an opinion. We should be aware of what is and what is not our literature?
26. Response to past questions -
 - a. Norwegian big book is blue - it wouldn't matter what color it is really.
 - b. When to sign up for September 3rd 9am EST. That means 3am

04:00-04:30 pm AA Around the World - Bob W, Trustee-at-large/US

Bob is in his first year and served with Rod. Joel has just fit right in. Rod can be Joel's hair sponsor and has big high heels to fill.

Told a bit of his story.

Duties of Trustee-at-Large

1. Quarterly GSB meetings
2. GSC in New York
3. Attend an average of two Regional Forums annually
4. Serve on the International Committee for all four years
5. May serve on one of the boards as a director
6. Delegates to World Service to REDELA
7. more...

World Service Meeting - Forum for other countries to share their experience. 2014 will be in Poland.

World Orgs

- REDELA - Americas
- European Service Meeting - Europe
- MERCAA - Middle East
- Asia Oceania
- Sub Saharan

There are 33 countries in REDELA and our zone.

In Ecuador the GSO is just a desk with 1.5 employees.

At his REDELA there were no women. Culturally they haven't really gotten with allowing women to be part of the structure. They claim to be working on it.

By the time some countries received AA they got it somewhat worked out as it was after we'd done the Traditions and Concepts so they avoided some of our issues.

He spent time just sharing his experience at REDELA - the social bits, not just the business. Ecuador has a premier surfing site! Who knew?

He gave a fourth Tradition talk and many of them ended up on Facebook. Sigh.

Back to biz...

International Literature Fund goes towards translations. AA is in approximately 175 countries. The fund isn't always large enough to meet that need. WSM and REDELA are supported only in part by participating countries.

It sounds like really has been enjoying his service and is working very hard.

The future for our Fellowship

- We have a firm hold here, but we must reach out
- Imagine if AA didn't exist, that's reality in other places
- We must be innovative in reach out
- Translations...
- more...

04:30-05:00 pm International Convention Skit

A little history of the play...for the 2000 International Convention the staff came up with a skit. It was adapted for the 2005 and 2010, all successes. And now there's a new adaptation for AA 80th anniversary. This takes place in Atlanta GA on the 2nd day of the convention, 7/3 as a matter of fact.

Characters described...

It was a hoot!

05:00-07:00 pm Dinner

After dinner we'll be in workshops