



## Delegate Report – Area Assembly, March 19, 2016

Panel 66, Area 29 Maryland General Service, Inc.

It's so exciting to be presenting my first report to the Area 29 Assembly!! In fulfilling my duties as your Delegate, two-way communication is not only a key, it's vital!!! As I said at the February Area Committee, I intend to carry on the tradition of reporting to you on all information up and down the triangle (from the General Service Board, AAWS, Inc., A.A. Grapevine, Inc., the Northeast Region and other news/events from Area 29 and A. A. as a whole). So, let's get started at the bottom of the triangle...

### General Service Board News

Highlights from the General Service Board quarterly meeting held 2/1/16:

- Following the Trustees' Finance & Budgetary Committee recommendations, the GSB approved the 2016 GSO budget reflecting a net loss of \$26,691; the 2016 GV budget reflecting a net loss of \$146,263; and approved the LV budget reflecting a shortfall between revenue & expenses of \$152,607 to be covered by the General Fund.
- Following the Trustees' Planning & Sharing Session, the Board approved a recommendation to forward to the GSC the report on the Feasibility Study. The Board requested Delegates obtain sharing from each Area for discussion during the upcoming Conference. We will have a Sharing Session to look at current trends and financial projections and then brainstorm constructive solutions.

### 66<sup>th</sup> General Service Conference:

The 66<sup>th</sup> General Service Conference will be held April 16-23<sup>rd</sup> in New York City. At this meeting, AA's general business is addressed by 93 delegates elected by group representatives and about 38 trustees, directors and staff members from the General Service Office and AA Grapevine. The Theme is "Our Spiritual Way of Life: Steps, Traditions and Concepts". Agenda items submitted from individuals, groups and Areas include revising pamphlets, proposed changes to Concept XI, plain English BB, self-support, social

media & financial strategies for the future. For the next two years, I have been assigned to serve on the Conference Finance Committee.

### A.A. World Service, Inc. News

**G.S.O. Construction Project:** Your General Service Office construction project is complete (est. savings of \$1,000,000 ~ GSO and GV are now both located on the 11<sup>th</sup> floor).

**Public Information:** CNN Airport Network continues to play the P.S.A. "Doors" in nine large hubs in the U.S. & it's aired over 15,000 times in English, Spanish & French over the past six months. The PI desk was approached by the Saturday Evening Post for a possible feature story on the 75<sup>th</sup> anniversary of the original Jack Alexander article.

### A.A.W.S. Finance Summary:

**AAWS Online Store:** Total web sales for 2015 were \$7,765,260 which accounts for about 62% of total sales.

**2015 Gross Sales through December:** For 2015, sales were below the estimate: \$12,720,222 actual sales vs. estimate of \$14,820,000, which is a \$2,099,778 or 14% negative variance. Only one month in 2015 was at or above estimate.

Unaudited G.S.O. financial update for the year ended December 31, 2015:

|                                                     |                                     |
|-----------------------------------------------------|-------------------------------------|
| <input type="checkbox"/> Net sales:                 | \$12,489,400                        |
| <input type="checkbox"/> Gross Profit (Literature): | \$8,170,400                         |
| <input type="checkbox"/> Total Revenues:            | \$15,327,700                        |
|                                                     | (\$1,309,400 or 7.8% under budget)  |
| <input type="checkbox"/> Total operating expenses:  | \$15,094,300                        |
|                                                     | (\$1,529,700 or 9% under budget)    |
| <input type="checkbox"/> Contributions:             | \$ 7,156,900                        |
|                                                     | (2.2% greater than budget)          |
| <input type="checkbox"/> Net Profit:                | \$233,406 for the year 2015         |
|                                                     | (\$1,143,250 less than 2014 actual) |

\* Our Northeast Regional Trustee (NERT), Rich P. provided an excellent financial PowerPoint at NERAASA which you can view or download at the NERAASA.org website.

## Contribution Financial Summary for Area 29:

The Area Quarterly Contribution Report listing contributions to GSO for the year ending December 31, 2015 were sent to DCMs. These should be provided to GSRs to share with their group, giving them an opportunity to make sure their group contributions are recorded, and discuss the importance of the 7<sup>th</sup> Tradition if their group does not contribute. Area 29 Group contributions as of December 31, 2015 were \$94,360. That means only **40.94%** of groups contributed to GSO in 2015, as compared to 41.63% in 2014. Of the 838 active groups listed, only 418 groups contributed to AA as a whole in 2015. There are 183 Unknown Groups listed.

***DID YOU KNOW***....you can now make **Recurring Contributions** to the General Service Board of Alcoholics Anonymous through the A.A. Contributions Online system at [aa.org](http://aa.org).



## A.A. Grapevine, Inc. News

**Grapevine Needs Support to Grow:** Print and digital subscriptions will continue to decline without wider and more effective outreach to the fellowship. Support the GV through the "Grow Your Grapevine" initiative. Go to [aagrapevine.org/grow](http://aagrapevine.org/grow) for more information.

**GV Financial Report:** For the year ended December 2015, Grapevine realized net income of \$245,204 in comparison to a budgeted net loss of \$14,615 (\$259,819 ahead of budget).

## Northeast Region News

NERAASA ~ I attended NERAASA in Springfield, Mass along with 30 other members of Area 29. Pat S. was a presenter and Kim M. was a Moderator. Plan to attend NERAASA 2017 in Eastern Mass. It's an excellent opportunity to learn about service work in Alcoholics Anonymous & meet hundreds of new friends in the NE Region

NERD ~ Your Alt Delegate and I, plus a couple Area 29 Past Delegates attended NERD. It was a great opportunity to further prepare your Delegate for the General Service Conference.

## Around Area 29

I have been very busy attending CARCs, District meetings, conducting a couple District elections, attending Regional and local service functions, keeping my Alternate Delegate up to speed, and generally immersing myself in the background information for the Conference. I hope you will attend one or more of the upcoming CARCs to add your input on the Agenda items. Put a star by April 9<sup>th</sup> on your calendar to attend the Mini-Conference and join in the Area conscience for your Delegate to take with her to New York for the 66<sup>th</sup> General Service Conference.

Your Delegate is always available to complete the vital two-way communication cycle by visiting your District to report back to the GSRs following this year's General Service Conference.

**DCMs:** Please sign up for a District Report Back on the clipboard up front or contact me directly.

I am available to you anytime at (443)875-2723 or by e-mail at [delegate@marylandaa.org](mailto:delegate@marylandaa.org).

**Yours in Service,**

**Linda J., Delegate**  
**Panel 66 Area 29**



## **Delegate Wanderings....**

- March 19 -- Area 29 Assembly
- March 20 -- CARC 4 meeting (1 - 4 pm)
- March 26 -- CARC 3 meeting (1 - 4 pm)
- April 2 -- LSIG Dinner & Speaker Meeting
- April 2 -- Area 13 Mini Conference
- April 9 -- Area 29 Mini Conference
- April 17-24 - 66<sup>th</sup> General Service Conference
- May 14 -- Area 29 Delegate Report Back from the General Service Conference