



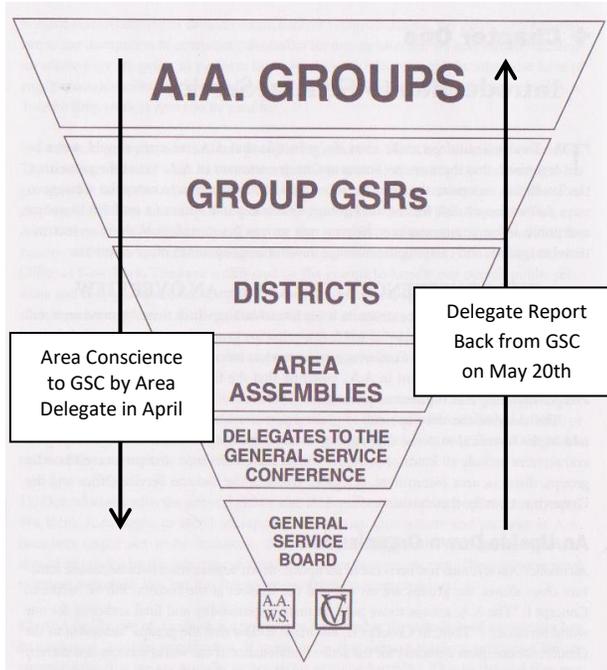
# Delegate Report – Area Assembly, March 18, 2017

Panel 66, Area 29

Maryland General Service, Inc.

67<sup>th</sup> General Service Conference – April 22<sup>nd</sup> – 29<sup>th</sup>

Theme: “Supporting Our Future”



The 67<sup>th</sup> General Service Conference will be held April 22-29 in Rye, NY. There will be 134 members participating in the Conference this year. Final Agenda items are available today. This year, I will serve as the Chair of the Conference Finance Committee. I received a Thank You letter to the members of the Area from the Conference Coordinator for the \$3,000 budgeted contribution towards the Delegate expenses to attend the GSC.

## General Service Board Quarterly Meeting ~ 1/30/17

- Following the Trustees’ Finance & Budgetary Committee recommendations, the GSB approved the 2017 GSO budget reflecting a net profit of \$398,000. GSO anticipates negative results in 2018 of \$250,000 and in 2019 of \$750,000, assuming no significant change in revenue or expense streams. The Board approved the 2017 GV budget reflecting a net loss of \$114,000; and the 2017 LV budget reflecting a shortfall between revenue & expenses of \$167,000 to be covered by the General Fund.
- The Board approved the theme of “Love and Tolerance is our Code” for the 2020 International Convention to be held in Detroit.
- Self-Support initiatives remain a priority for 2017.

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

**A.A.W.S. Finance Summary:** The unaudited financial health of our operating corporations has improved dramatically in 2016. Revenues were \$772,700 greater than budgeted and expenses were \$718,700 under budget. Contributions were \$834,900 greater than budgeted and \$781,000 greater than 2015 totals. AAWS reported a profit of nearly \$1.4 million, against a budgeted loss of \$290,000 largely due to the fellowship stepping up contributions to cover the services that we are requesting to make our 12<sup>th</sup> step work possible. Of the 13% increase in 7<sup>th</sup> Tradition self-support contributions, nearly \$400,000 was due to 1,250 more groups in the U.S. and Canada contributing in 2016 than in 2015. The average contribution by groups was essentially flat at about \$200/group. A significant portion of the 12% increase in individual contributions was due to much greater use of the **Recurring Online Contributions** system. Expenses have been cut dramatically as a result of GSO streamlining operations. A sincere Thank You was extended from the General Service Board to all members of the fellowship for the increased communication, participation and contributions.

**2016 Gross Sales through December:** Gross sales for 2016 of \$13,413,929 were \$293,555 (2.1%) less than budgeted, but \$693,700 (5.5%) greater than 2015.

**G.S.O. financials for the year ended December 31, 2016:**  
(unaudited)

□ Net sales:	\$13,189,300
□ Gross Profit (Literature):	\$8,945,100
□ Total Revenues;	\$16,880,440
	(Gross profit from literature plus contributions was \$772,700 (4.8%) greater than budgeted and \$1,555,500 (10.2%) greater than 2015)
□ Total operating expenses:	\$15,415,815
	(\$718,700 or 4.5% under budget)
□ Contributions:	\$ 7,934,900
	(this was a record, up \$834,900 (11.8%) greater than budgeted and \$780,700 (10.9%) greater than 2015)
□ Net Profit:	\$1,464,625
	(it is noteworthy a major portion of the variance between actual and budgeted dollars is the result of current unfilled staff positions at GSO)

**Note:** Our Northeast Regional Trustee, Rich P., provided an excellent PowerPoint presentation of the A.A. financials during the recent NERAASA. You can view or download this at the [NERAASA.org](http://NERAASA.org) website.

**General Service Office**

- *aa.org* website updated and is much more interactive!
- New to *aa.org* website: (1) "Doors" PSA (both mobile and desktop); and (2) "Safety and A.A.: Our Common Welfare"
- Big Book translated into 69 languages
- Audio books are a priority as online platform through apps
- Don M., Treasurer & CFO for A.A. retired on 2/28/17

**Contributions Financial Summary for Area 29**

The 2016 Year End Area and District Contributions to GSO Reports were sent to DCMs recently. These should be provided to GSRs to share with their group as it gives them an opportunity to discuss the importance of the 7<sup>th</sup> Tradition, self-support, and be sure their group contributions are recorded accurately.

Area 29 showed a 10% increase in group contributions to GSO for 2016 with total group contributions of \$96,224. This translates to **43.29%** of all the groups in Area 29 contributing to GSO last year, as compared to 40.94% in 2015. A Huge Thank You to all the groups that contributed in 2016!



**A.A. Grapevine, Inc. News**

New Grapevine Initiative: 4 Seasons of Service; join others in the Northeast Region reporting on the first topic of "How Your Home Group Uses the GV to Carry the Message." You can find more details at: [www.agrapevine.org/4seasons](http://www.agrapevine.org/4seasons).

GV Financial Report: For the year ended December 2016, Grapevine realized a net profit of \$144,000 in comparison to a budgeted net loss of (\$146,000). For the first time in years, there was an increase of 2,100 subscriptions. 2017 Grapevine budget reflects a net loss of (\$114,000). A \$.50 increase in GV book prices announced effective 3/1/17. Organization-wide support continues to be vital for continued Grapevine printing.

**Other topics: North East Region and Area 29**

- **N.E.R.F. 2017** is June 2-4! The Northeast Regional Forum is a FREE moveable feast. It is and our best opportunity for face-to-face sharing with Trustees and GSO/GV staff! It is close-by in Mars, PA (Pittsburg) at the Double Tree Hilton Hotel. Website: [aa.org/lang/en/subpage.cfm?page=106](http://aa.org/lang/en/subpage.cfm?page=106).
- **CARCs:** Ongoing; check [marylandaa.org](http://marylandaa.org) for times/locations
- **Area 29 Mini-Conference:** April 8<sup>th</sup>, Severna Park
- **Report Back from the 67<sup>th</sup> General Service Conference:** May 20<sup>th</sup>, Severna Park United Methodist Church

- **45<sup>th</sup> Hispanic Convention in Baltimore:** Sept 1 – 3, 2017; [xlvconvencionhispanadeaasaycanada.com](http://xlvconvencionhispanadeaasaycanada.com)
- **Rotation** is a spiritual principle. It is never too early to be proactive in cultivating our future replacements!!

My schedule has been very busy attending CARC and District meetings, Regional and local service functions, keeping our Alternate Delegate updated, generally immersing myself in the 1,277 pages of background material, and preparing to serve as Finance Committee Chair during the Conference. I hope you will attend one or more of the CARCs and the Mini-Conference to add your "voice" on some of the controversial topics on the Agenda.

I am always available to complete the vital two-way "LINK" in the communication chain through workshops, sharing sessions, or by visiting your District or Group. Please keep me posted on upcoming events, and let me know how I can best serve you.

Contact me anytime at [delegate@marylandaa.org](mailto:delegate@marylandaa.org).

In Love and Service,

Linda J., Delegate  
 Panel 66, Area 29  
 Chair, Conference Finance Committee



**Delegate Travels....**

- March 18 Area Assembly ~ Severna Park
- March 19 CARC 3 meeting (1:30 – 4:30 pm)
- March 25 CARC 2 meeting (10:00 – 1:00pm)
- March 26 CARC 4 meeting (1:00 – 4:00 pm)
- March 29 7:00 pm Conference Finance Committee Call
- April 1 G.S.R. School ~ Frederick
- April 2 MGS Officer Conference Call
- April 3 Share on Area 29 Service at Spanish Meeting
- April 7 Host Northeast Regional Trustee, Rich P.
- April 8 Area 29 Mini-Conference ~ Severna Park
- April 18 Conduct A.A.I.G. Inventory
- April 22-29 67<sup>th</sup> General Service Conference ~ Rye, NY
- May 6 Baltimore Sobriety Show
- May 20 Area Assembly ~ Delegate Report from Conference
- May 22 Intergroup Liaison Conference Call
- June 2-4 N.E.R.F. – Mars (Pittsburg), PA
- June 9-11 Maryland State Convention ~ Annapolis
- June 14 District 30 ~ Delegate report from Conference
- June 24 District 20 ~ Delegate report from Conference
- July 15 Area Committee ~ Eldersburg
- July 18 District 9 ~ Delegate report from Conference
- July 22 District 35 "Service Workshop"
- July 29 District 19 ~ Delegate report from Conference