

Delegate Report – December 10, 2011

The Trustees' Committees continue to work on the results of the 61st General Service Conference as the time approaches to complete the Preliminary Agenda for the 62nd General Service Conference. I have now received the minutes from the General Service Board meeting of October 27-30, 2011. Following is information from those minutes that was not reported in November.

General Service Board of Trustees

- The General Service Board met during the board weekend in October to begin its inventory process. Small discussion groups were stimulated by the 23 questions developed by the inventory planning committee. This inventory discussion will continue over a weekend in January outside of New York.
- *The A.A. Grapevine-A.A. World Services Shared Resources Committee* has been formed. Its scope is the action of the 61st General Service Conference: to "...continue to investigate what efficiencies and objectives can be accomplished by combining services and sharing resources..."
- As a result of the committee's work, the General Service Board approved a motion to authorize AAWS in concert with AAGV to sublet, if necessary and desirable, the current Grapevine office space on the 10th floor of 475 Riverside Drive, and to lease space on the 12th floor at a lesser cost.

A.A. World Services, Inc.

Services

The board approved the Services Committee recommendation to develop posting of Daily Reflections on G.S.O.'s A.A. website, with optional daily e-mail delivery service. A roll out date has not been established.

Publishing

The 2011-2012 edition of The A.A. Service Manual Combined With Twelve Concepts for World Service, reflecting actions of the 2011 General Service Conference, is now available.

Gross sales through 9/30/11 were \$9,668,492; over budget by \$35,396. Total units distributed were 1,334,815. Non-A.A. purchases (e.g. Hazelden) accounted for 18.7% of that total.

Large purchaser (e.g. Intergroups) online sales through September totaled \$3,317,491 or 34% of gross sales for the first 9 months of 2011.

Big Book and 12X12 unit distribution For the first 9 months, Big Book distribution was 716,084 units as compared to 672,524 for the same period in 2010. Distribution of the *Twelve Steps and Twelve Traditions* through the end of the third quarter totaled 299,844 as compared to 280,340 in the same period for 2010.

The Board approved the following Publishing Committee recommendations:

- that G.S.O. sell A.A. literature online. This process is to be implemented nine months to a year from the date of this action (October 2011).
- that the eBook format of both the Big Book and the Twelve Steps and Twelve Traditions be priced at \$6.00
- that eBook purchases be limited to a maximum of three (3) electronic devices per individual purchase
- that the policy will be worldwide distribution of eBooks at this time since AAWS has the only known secure digital sales platform of AAWS copyrighted material, and there is no conflict with existing international licenses.

A.A. Grapevine, Inc.

A.A. Grapevine Financial Report: For the nine months ended 9/30/11, A.A. Grapevine Corporation realized a net loss of \$32,267 compared to a budgeted net loss of \$156,141. This is ahead of budget by \$123,874. Total A.A. Grapevine income, including interest from the Reserve Fund, was \$1,355,715 or \$15,233 ahead of budget. Total A.A. Grapevine expenses were \$1,387,982 or \$108,641 below the budget of \$1,496,623.

La Viña Financial Report: Total La Viña magazine income is \$87,895 which is ahead of budget by \$11,600. Gross Profit on the magazine is \$45,511, which is \$26,116 ahead of budget. Net loss for the 9 months ended 9/30 is \$48,550. Costs and expenses were \$15,789 under budget.

Overview: Cash orders for both Grapevine and La Viña magazines and subscription products are ahead of September YTD projections by \$221,000. Cash orders for all other products (books, etc.) are behind September YTD projections by \$68,000. This nets to total cash orders being ahead of September YTD projections by \$153,000. For this reason it has not been necessary to take any draw-downs during the first three quarters of 2011.

Grapevine Editorial Report: Total print submissions to the A.A. Grapevine for the third quarter were 512. Total web submissions were 118.

Trustees' Finance and Budgetary Committee

- Net literature sales for the first 9 months of 2011 were \$9,463,100; approximately .5% greater than budgeted and 1.5% greater than the first nine months of 2010.
- Gross profit from literature sales was \$6,008,400 compared to \$6,054,400 last year and \$46,500 greater than budgeted.
- Contributions of \$4,479,958 were \$96,000 or 2% less than budget and \$31,500 or .7% less than last year.
- Total revenue, (gross profit from literature, contributions and interest earned on cash flow), was \$10,488,900, .5% less than budgeted and .7% less than the same period last year.
- Total operating expenses for the period of \$10,194,978 were approximately 2.80%

- under budget and 5.7% greater than the first nine months of the prior year.
- Selling expense is currently under budget by approximately \$20,000. The primary reason is the printing of fewer literature catalogues to date in 2011.
- The travel, meals and accommodations line item is currently \$52,000 under budget. (no explanation)
- In summary, total revenue for the nine months ended 9/30/11 was \$10,488,857 against which total expenses of \$10,194,978 were incurred, leaving an excess of revenue over expenses of \$293,879.
- The Reserve Fund investment report noted that as of 9/30/11 the Reserve Fund had a balance of \$14,473,825 for the purpose of computing the number of months of operating expenses. The Fund is currently earning approximately 1.3%, and represents approximately 11.3 months of combined operating expenses.
- The Treasurer will appoint a Trustees Finance Committee Subcommittee to consider aspects of Self-Support and the following two items requested by the Conference Finance Committee (and submitted by Area 29):
 - a. that "The Trustees Finance Committee develop a draft Self-Support Kit to be brought back to the 2012 Conference". Each member of the committee was provided with a sample Self-Support Kit prepared by the Finance Dept.
 - b. that "The Trustees Finance Committee develop a simple document of self-support/financial talking points to be used by the Fellowship." An exhibit from the Treasurer's Conference presentation was presented as an example.
- The Trustees' Finance committee agreed to forward to the Conference Finance Committee the suggestion that the amount requested from each Delegate Area as a Conference fee be increased.
- The Trustees' Finance Committee agreed to forward to the Conference Finance Committee a request to review the current dollar limits on contributions received from individuals, and as one-time bequests.

Trustees' Committee on CPC/Treatment/ Special Needs-Accessibilities

Part I – Cooperation with the Professional Community

The committee agreed that it would be helpful to include the A.A. Grapevine or La Viña magazines in C.P.C. kits. The estimated cost for 500 magazines is \$750 and is reflected in the 2012 preliminary budget.

The committee asked the staff secretary to prepare a report for review at the January 2012 meeting on replacing the current A.A. CPC DVD with a new compilation DVD that includes existing material as requested by the 2011 Conference Committee on CPC.

Part II – Treatment/Special Needs-Accessibilities

The committee gratefully received and reviewed a progress report from the subcommittee which undertook a line-by-line review of the video "Hope: Alcoholics Anonymous". After discussion, the committee agreed that the concerns expressed by the 2011 Conference Committee [regarding the political implication of the line "Uncle Sam is not gonna come in and bail us out."] did not warrant the cost (\$8,235) to remake the video or remove any single line of dialogue.

Trustees' Committee on International Conventions/Regional Forums

The committee discussed the use of electronic media at Regional Forums to provide information about new A.A.W.S. and Grapevine developments and heard a verbal report from the Regional Forums Coordinator regarding Internet availability and related costs. The Regional Forums Coordinator shared that Internet access and equipment would be made available for A.A.W.S. and Grapevine presentations/workshops in the general session room, upon request, if feasible.

The committee discussed and took no action on a member's suggestion that for future International Conventions and Forums, G.S.O. consider negotiating coffee prices for hospitality suites, etc. that are hosted/sponsored by areas, committees, etc. The committee expressed appreciation for the suggestion and noted that the letter will be filed for future reference.

Trustees' Literature Committee

The Trustees' Literature Committee discussed a request from an area to add the *Twelve Concepts for World Service* (with essays) to the current edition of the book *Twelve Steps and Twelve Traditions* and tabled the matter for further discussion at the January 2012 meeting. The committee asked the staff secretary to work with the Publications Department staff to prepare additional background regarding, among other things, creation of a new format [a boxed set of the existing books *Twelve Steps and Twelve Traditions* and *Twelve Concepts for World Service* (BM-32)] and costs of a new volume of literature that would include all 36 principles with essays.

Trustees' Committee on PI

The data from the 2011 A.A. Membership Survey is currently being tabulated and will be presented to the committee along with the proposed pamphlet design at the January 2012 meeting.

In response to an Additional Consideration of the 2011 Conference Committee on PI, the trustees' committee asked the secretary to continue working with the Publishing Dept. to explore alternative packaging for the PI kits which tend to be unstable.

Two requests related to adding language regarding current media to Tradition Eleven were tabled for discussion at the January 2012 meeting.

The committee considered a request to develop new Conference-approved literature focused on anonymity and electronic media/social networking, and decided to take no action noting that there is a General Service Board Ad Hoc Committee that will be discussing Social Media and the Traditions. The committee also suggested that the Publications Dept. consider updating the cover of the pamphlet "Understanding Anonymity" to better communicate its content.

The committee asked the staff secretary to bring updated text regarding current media for an Anonymity Wallet Card for consideration at the January 2012 meeting.



News from AA Grapevine, Inc.

Free standard shipping on Grapevine products will be available at the AAGrapevine.org Store until December 12, 2011. Just enter the coupon code GRAPE upon checkout.

Don't forget to pick up your copy of the new Grapevine publications "Step by Step" and "Emotional Sobriety II".

Grapevine's first eBook will be "Language of the Heart" in English in December with the Spanish edition available in 2012. The book will be available for iPads, Kindle, and Nook devices. You will be able to find the eBook for purchase at the aagrapevine.org Store which will take you to the respective vendor for purchase. As need warrants, Grapevine will add new titles to the eBook offerings.

Give two gift subscriptions of Grapevine print magazine for only \$42; a savings of \$7.97 per subscription!



North East Region Events

NERAASA 2012

(North East Regional AA Service Assembly)

March 2 – 4, 2012

Flyers are available TODAY!!

Rooms are still available.

Crowne Plaza Hotel

Albany, NY

NERD 2012

(North East Regional Delegates Reunion)

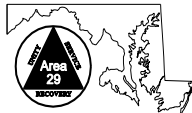
March 16-18, 2012

Sturbridge Host Hotel

366 Main Street

Sturbridge, MA 01566

Area 29



News

Since our last Area Committee in November I had the opportunity to travel on November 15 to District 9 to conduct a Third Legacy Procedure election of officers with the help of our Area Treasurer, Bob C., our Audio Chair, John B. and an enthusiastic volunteer sponsee of Bob's from Frederick.

On November 19 I attended the Hagerstown Intergroup Gratitude Breakfast which was sold out. A delicious breakfast was prepared and served by member volunteers.

After the holidays, I was honored to be asked to speak at the 15th Anniversary of the Eldersburg Into Action Group in District 9.

The Contribution Quarterly Report for the 3rd quarter of 2011 was received on December 9. The report was forwarded to all DCMs. The percentage of groups contributing in Area 29 as of September 30, 2011 is:

2011
34.05%

2010
34.15%

This is my 20th and final report to the Area. What an incredible learning experience and spiritual journey this has been! I want to thank the members of the Area Assembly for giving me this opportunity, and for supporting me over the past two years. I also want to thank my wonderful husband John for his support, patience and tolerance; qualities he learned through practicing the principles of this program.

And thank you to my sponsor, the area officers and the past delegates who have served, and continue to serve the fellowship through their dedication to Maryland General Service. They offer a wealth of experience and information to share with all the trusted servants in this room and those yet to come.

I am so grateful to know all of you and look forward to continuing my journey through God's grace and your guidance. Thank you!

Yours in Love and Service,

Nancy B.
Panel 60 Delegate
Area 29 – Maryland General Service