
Delegate Report – Area Assembly, December 15, 2018



Panel 68, Area 29

Maryland General Service, Inc.

Thank you for making time in your busy holiday schedules to help ensure the future of Alcoholics Anonymous! Today we will decide whether to elect a new Area Chairperson, and then consider several items of new business, including a new set of Maryland General Service Bylaws, new Technology Committee Guidelines, and two proposals for Agenda Item submissions to the 2019 General Service Conference. Your voice and vote today help carry the A.A. message of sobriety not only within Maryland, but throughout North America and the entire world!

General Service Board News

Communications Audit: Fellowship ideas on how we can improve A.A.'s communications performance are always welcomed. The second phase of the Communications Audit starts after the next GSB meeting ends on 1/23/19, and will include recommendations and a lot of Public Information outreach.

2030 International: St. Louis, Missouri, will host the 2030 A.A. International Convention.

Literature: The trustees' committee will discuss in January an agenda item proposal "That work begin on the development of a fifth edition of the book *Alcoholics Anonymous*." The trustees will forward to the Conference Committee a status report on proposed revisions to the "Questions and Answers on Sponsorship" pamphlet.

General Service Conference

Agenda Item Deadline: Now is the last day to submit Agenda Item proposals for the 69th GSC. Anything approved by today's Assembly will be submitted promptly.

Archives: The trustees have forwarded to the Conference Committee a request to consider adding a newly accessioned home movie of the co-founders and their wives to the video "Markings on the Journey."

Conference Final Reports: Thanks to the generosity of the Delegate from Area 26 (Kentucky), we have nearly a hundred more hard-copy 68th General Service Conference Final Reports available here today to take home.

Public Information: The trustees have forwarded to the Conference Committee a request to discontinue the video PSA "My World."

Workshop Format: The 69th GSC will employ a workshop technique called "Open Spaces" that involves splitting a room into groups which discuss and record their thoughts on a particular subject matter, then post their report backs, which are consolidated and then form the basis for another round of discussions.

A.A. World Service, Inc. News

AAWS App: The App is ready now, but will be rolled out along with the new *aa.org* website on 2/01/19. It will include the Big Book, Daily Reflections (print and audio at first; later may include video with subtitles), Meeting Finder, and communications function (e.g., important dates).

Corrections: The existing 30-minute video "A New Freedom" will be produced in 15-minute and 3-minute versions at an estimated cost of \$12k. A draft FAQ sheet for new chairpersons getting involved in corrections service is being developed for possible inclusion in the Corrections Kit.

CPC: The A.A. Guidelines on Cooperating with Court, D.W.I. and Similar Programs will be updated to better reflect what A.A. is and is not. A Remote Communities Kit is being developed.

International: GSO has extended a \$10k credit advance to Costa Rica to fulfill a literature order.

Meeting Guide: Since the GSO license was issued for the Meeting Guide technology last month, the database has expanded to include information for over 93,000 meetings with well over 100,000 monthly users. Collated meeting information will be available in 2019 at *aa.org*, and will also be a component of the proposed AAWS App. Participation is completely voluntary. A.A. entities maintain full control of their local meeting information. Each area, district, and intergroup can decide whether they wish to participate in the Meeting Guide technology and

keep their info current. Four intergroups (AAIG, BICAA, HAIG & LSI) and one district in Area 29 have listed their meetings with this service so far. Intergroups and districts not already listed may join over 220 other A.A. service entities at: <https://meetingguide.aa.org>.

Finance: For the first three quarters of 2018, revenues were 1.66% higher than budgeted and 1.14% lower than the first nine months of 2017. Operating expenses were 1.72% greater than budgeted and 8.37% more than last year. Contributions through September were \$5,830,773. Online contributions of \$571,165 amounted to 9.80% of total contributions, compared to totals of \$521,348 in 2017, \$364,853 in 2016, \$268,454 in 2015, and \$223,532 in 2014. Total revenue (contributions plus gross sales) is \$13,000,290 or \$212,109 (1.7%) over budget. Net profit after expenses is \$161,304 compared to a budgeted net profit of \$165,870.

Publishing: September gross sales were \$1,113,266, which is \$89,458 (8.74%) above budget. September web sales were \$696,636, which involved 1,621 online orders (77.9% of total orders). Bulk orders of \$498,621 were mostly to intergroups; there were also \$198,015 in sales to individual customers. Total digital book gross sales through September were \$164,565, with 42,124 units distributed. YTD gross sales were \$10,793,396, or \$127,724 (1.2%) more than budgeted and \$127,948 (1.2%) higher than 2017. YTD gross profit from literature is \$7,169,516, or 67.4% of the Gross Profit Percentage budget for the entire year.



A.A. Grapevine, Inc. News

Retirement: Ami B., the Executive Editor/Publisher of Grapevine since 2011, will be retiring at the end of 2018. We express our heartfelt gratitude to Ami for her innovative leadership of Our Meetings in Print and Other Media over the past eight years.

Sales: September YTD cash inflows of \$2,226,034 were \$117k ahead of projections, with total circulation of 72,989 showing 4,680 units above budget. YTD net profit is \$45,888. La Viña circulation of 9,649 is 419 units above budget, so this service has been provided at a cost of only \$96,852 over the first 3 quarters.

Free Shipping on All Grapevine Items! The A.A. Grapevine is offering free shipping on all purchases through the end of 2018! And don't forget, the 2018 Subscription Challenge ends on 12/28/18. We have seen 244 new Grapevine and 48 new La Viña subscribers from Area 29 in the first ten months of 2018. Only 13 days left!

Regional & National News

NERAASA ~ Register now at neraasa2019.org for the 28th annual Northeast Regional A.A. Service Assembly at the Delta Hotels by Marriott in Hunt Valley, MD, on February 22-24, 2019, hosted by Area 29! The last regular Host Committee meeting is from 2-4 pm on Sunday 1/20/18 at the Serenity Center in Columbia, MD. Stuffing party on Sunday 2/17/19, location TBA.

SERF 2018 ~ The Area 29 Literature Chair's suggestion to create a *What's New* feature on the aa.org Literature page was well-received by over a dozen GSO staff and GSB, AAWS, and AAGV members at the recent Southeast Regional Forum held in Sterling, VA.

Around Area 29

DCM Training ~ All new, current, and rotating DCMs and Alternate DCMs are invited to take part in a special DCM Training on Saturday 1/26/19 at Severna Park UMC. Event flyer is on the table and will be posted on marylandaa.org.

Yours in love and service,

Don B., Panel 68, Area 29 Delegate
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Delegate Travels...

- 12/01 – District 32 workshop, Ocean City
- 12/05 – Led Tradition 12 meeting, NoVa
- 12/07 – WCI fellowship event, Frederick
- 12/09 – Led Holiday meeting, NoVa
- 12/10 – Baltimore IG meeting
- 12/13 – District 4 meeting, Towson
- 12/15 – Area Assembly, Severna Park
- 12/16 – Chair Holiday mtg, Baltimore
- 12/18 – NERAASA Inventory Committee
- 12/26 – Chair Tradition 12 mtg, Baltimore