

A.A. World Services, Inc.

Services

Communication Services

the G.S.O. Website Design committee has selected a vendor to build the new GSL website after a six-month selection process. A plan is underway to complete the construction of the YouTube channel enter introduce it to the Fellowship.

Cooperation with the Professional Community

New CPC chairs have been introduced to the many resources available on the website one of which is the CPC PowerPoint presentation which is recently been updated with new images in place more prominently in the CPC section of the website.

Corrections

Staff reported that over 389 A. A. Members attended the first natural corrections conference, with 35 states represented, including Puerto Rico and four Canadian provinces.

International

The information in the international directory has been reorganized to make the directory more user-friendly in response to numerous requests.

Literature

An Activity Update Report should have been sent in mid-January to all listed literature chairs.

Public information

The video PSA download page, recently added to the public information committee page of AA.org, has been very successful in delivering HD broadcast quality video PSA's to broadcasters. Since the webpage was launched in September 2017, broadcasters have downloaded over 670 copies of our PSA's. This includes 120 French language downloads and 150 Spanish language downloads.

Regional Forums

The East Central regional forum held in Springfield, Illinois closed out the 2017 forms calendar with 371 attendees including 192 first timers.

Treatment and Accessibilities

Work has begun on updating the DVD now titled "Accessibility for all Alcoholics." After a number of years in development, production began on the new ASL translation of Alcoholics Anonymous and Twelve Steps and Twelve Traditions.

Administrative Services

Work on the international directory began in September. The format will be changed from pamphlet to digest and the layout will be improved with all international entities being listed by country instead of individual category. The plan is to send the final proof to print the end of January or early February 2018.

Human resources and employee benefits

Insurance waiver buyouts offered to the employees have proven beneficial. In 2017, 18 employees waived their insurance coverage saving A. A. W. S. Approximately \$390,000 or more annually. In 2018, 14 employees waived their medical dental benefits, with a projected savings of approximately \$311,000.

Information Technology

IT services was able to negotiate a three-month contract with our hosting company. Three servers have recently been decommissioned, at a savings of approximately \$1000 per month. There will be further decommissioning of servers and reduction of monthly cost.

Committee Reports

Technology/Communications/Services Committee

The subcommittee on additional channels of communication with the Fellowship reported discussions regarding pros and cons of integrating development of an app with the website design and how to approach development of a meeting guide app.

Discussion will continue at subsequent meetings on these topics and development of a plan to generate feedback from the Fellowship related to the functionality of a possible G. S. O. App.

A progress report was presented on the Google for nonprofits account and a sense of the meeting suggested that a disclaimer should be inserted at the end of each A. A. Video on YouTube to clearly delineate AA materials from any other content. Language for the disclaimer has been incorporated into the proposed launch plan.

It was decided that responsibility for the operations of the YouTube channel will go to the GSO website committee and that the report on Google nonprofit YouTube channel be forwarded to the trustees committee on public information. It was decided that the GSO website committee move forward with the proposed launch plan for the AAWS Google nonprofit YouTube channel.

Publishing Committee

Gross sales for 2017 are above estimates: \$13,904,794 actual sales versus estimate of \$13,750,000, which is a \$154,794 (or 1.57%) positive variance.

It was decided that the Twelve Concepts audio (in all three languages) be streamed on the GSO website upon completion of the project. At a future date, the committee will discuss additional mediums/formats and that the anonymity placard be released in PDF format which would be offered to the Fellowship at no charge.

Finance Committee

It was reported that both sales and contributions were ahead of budget throughout the year. Gross sales were \$13,898,550 (or 1.08%) ahead of budget, contributions were \$8,409,452 (or 9.57%) ahead of budget and total operating expenses were \$16,012,547 (or .47%) less than budgeted. Net profit for the year and was \$1,758,837 compared with a budgeted profit of \$397,798.

A.A. Grapevine, Inc.

Overview

December year to date sales (cash) are ahead of projections. December year to date cash inflows were \$3,163,335 versus projected inflows of \$2,517,254 that is a total of \$646,000 ahead of projections. Existing engagement efforts for the print magazines, Grapevine online, Grapevine app and related products will continue including the ongoing Carry the Message project that focuses on sponsoring subscriptions through subscription gift certificates and the new 2018 subscription challenge beginning January 2.

There are plans to discontinue La Vina SMS and replace it with La Vina mobile subscription app as soon as practicable.

Grapevine Financial Report

Circulation: magazine equals 69,249; online equals 4077; subscription app equals 2003; total circulation equals 75,329.

Financial: magazine \$1,393,954; other publishing items equals \$537,742; reserve fund interest equals \$20,000; total income equals \$1,951,696.

Expenses: editorial equals \$701,157; circulation and business equals \$935,258; general and administrative equals \$189,152; total cost and expenses equals \$1,825,568.

Net income: \$126,128.

La Vina Financial Report

Circulation: 9,996.

Financial: magazine equals \$72,678; other publishing equals \$21,810; total income \$94,488.

Expenses: editorial equals \$133,985; circulation and business equals \$81,896; general and administrative equals \$5,047; total cost and expenses equals \$220,928.

Shortfall equals \$126,440.

Circulation, Development and Customer Service:

the android app developer account is completed the rebuild is underway and audio grapevine is slated to be included on the app; the LV SMS project now reaches 1,428 subscribers in this digital community. Grapevine staff is working to develop a "Ways GV and LV Carry the Message" flyer.

Web Report

monthly web traffic is averaging 39,200 unique visitors and 173,000 page views.

Trustee Committee Reports

Archives Committee

There is a proposal to create a list of questions related to starting or improving local AA archives. Sharing from local area and district archivists is being solicited to be brought back a progress report for the committee's discussion in July 2018.

Archives has recently received two films one is a 1940s home movie of the cofounders and their spouses, and the other film is a 1978 film of the conference delegates visit the Stepping Stones. The committee agreed to screen the home movie of the cofounders at the 2018 general service conference, during the archivist presentation into continue discussing its future uses at its July 2018 meeting. The film of the conference delegates visit to Stepping Stones reveals full faces of AA members and it was agreed to restrict access and use to this film.

Archives Workbook

The committee requested that the archivist seek input from participants at the National AA Archives Workshop. The archivist reported that no shearing was received on this topic in response to the request for sharing. The committee requested that the archivist solicit shared experiences from local AA archivist and report back to the committee at their July 2018 meeting.

Corrections Committee

The committee has requested sharing from local committees to help develop a frequently asked questions sheet regarding starting service as a corrections chair to include in the corrections kit.

The committee discussed the service piece, letter from a corrections professional, noting the value of the peer to peer communication for corrections professionals. They requested that the staff secretary work with the publishing department to coordinate the creation of the letter.

CPC Committee

The committee has a report on LinkedIn as a possible platform for reaching professionals. This will be forwarded to the conference committee on CPC for review. Committee is reviewing drafts of new guide letters to professionals to be included in the CPC workbook noting the importance of using their language. The committee is considering the relevance of the pamphlet "Let's be Friendly with our Friends" and forwarded this discussion to the Conference Committee on CPC.

Treatment/Accessibilities

The committee has requested additional shared experience on carrying the AA message and maintaining sobriety related to veterans and active-duty members of the armed services.

Finance and Budgetary Committee

Retirement committees for both the defined benefit plan and retirement medical plan met to discuss assets. The defined benefit plan had assets of \$34,770,101 in retiree medical plan had assets of \$5,498,363 as of December 31, 2017.

Contributions for 2017 were \$8,409,452 which was a record up \$734,452 (9.6%) greater than budgeted and \$474,583 (6.0%) greater than 2016. This reflected increase participation by both groups and individuals. The online contributions system was a factor in the increase participation.

Total revenue (gross profit from literature plus contributions) was \$17,771,383 or \$1,285,433 (7.8%) greater than budgeted and \$890,943 (5.2%) greater than 2016. Total expenses for the period of \$16,012,547 were \$75,605 (.5%) less than budgeted but \$596,731 (3.9%) greater than 2016. The increase in expenses was due to increased staff from open positions being filled, along with increased costs of professional fees. Net profit for the year 2017 was \$1,758,837; \$1,361,039 more than budgeted and \$294,212 more than 2016. It was noted the Fellowship has responded towards being self-supporting especially as it compares with the cost of services. Recent years have seen contributions covering around 75% of the costs of services. With the response to self-support during 2017 the number should be up to the 82% range.

Grapevine and La Vina Capital Projects:

Both GV and LV will be undertaking the development of new websites. These two projects will be considered capital expenditures and thus will be funded out of the reserve fund. GV will be seeking up to \$114,000 and LV will be seeking up to \$28,000 for these projects.

As of December 31, 2017 the reserve fund had a balance of \$14,352,618. The reserve fund represents approximately 9.5 months of operating expenses.

2020 International Convention Update:

The Talley Management Group suggesting a 20% overall contingency on the 2020 international convention budget. One way to do this is 20% of the overall budget another way is to analyze for high risk items and do a 20% contingency on only those items. The committee approved the partial contingency approach.

The committee recommended that the general service board approve a budget of \$13,780,000 with the bottom line profit of \$501,693. The committee recommended the general service board approve the 2018 GV budget reflecting a net loss of \$311,513 and the LV budget reflecting a shortfall between revenue and expenses of \$145,809.

General Service Conference Committee

The committee considered a proposed agenda item "that through an advisory action, Alcoholics Anonymous officially set forth the official recognition of agnostics/atheists as members of Alcoholics Anonymous and that all separate groups and/or meetings established for agnostics and atheists be fully recognized by Alcoholics Anonymous and, as such, to be included in all directories and databases of ADA and its various intergroups" and took no action. It was noted that the general service board does not have authority to determine how autonomous entity such as central offices and intergroups list AA meetings and that welcoming all alcoholics to recovery in AA is important. It was also noted that the trustees' literature committee has forwarded request for literature regarding atheist in agnostics in AA to the conference.

The committee considered a request to revise the short form of tradition three to read:" for all who suffer from alcoholism, the only requirement for AA membership is a desire to stop drinking," and took no action. The committee noted that this did not rise from a widely expressed need.

The committee discussed a return to the practice of considering a simple majority vote of the conference as a suggestion to the general service board a AAWS or AA Grapevine. The committee suggested that this topic would benefit from exploration by a subcommittee and tabled further discussion to their July 2018 meeting.

International Convention/Regional Forms Committee

The committee discussed ways to respond to attend the request for more workshops. There is also a consideration to post anonymity protected regional forms presentations on the AA website.

International Conventions

AA plans to participate in AI-Anon's international convention in Baltimore Maryland July 6-8, 2018. The 2030 international convention site selection; the committee suggested that a communication be sent to all areas with follow-up questions that may help identify any reasons that could have affected the low number of bids received for the 2030 international convention right now there are only two cities that afforded bids those are Houston Texas in St. Louis Missouri. Is recommended that the bidding process for the 2030 convention remain open to allow other areas fulfilling the minimum site selection requirements the opportunity to bid for the convention.

Literature Committee

There are a number of pamphlets that are being reviewed by the literature committee too young, AA for the woman, AA for the LGBT queue alcoholic, AA for the alcoholic with mental health issues, to name a few.

Committee on Nominating

The committee discussed the option of including vacancy announcements on the general service board and corporate boards in the GV magazine. They've requested that the procedures for the trustees committee on nominating be revised to include the ability to advertise openings in the magazine. The 2018 conference committee on trustees will review a report on regional geographic service structure. This is based on a suggestion from the report that regional trustees might have too big of a work load their service commitment and their ability to fill all their responsibilities.

Public Information Committee

You will notice that the trustees committee has move forward on Google for nonprofit YouTube channel. A progress report will be reviewed by the 2018 conference committee on public information. Google ad words in Google grants is also an agenda item. Google ad words are keywords in searches that companies use to increase their presence on searches. There is probably going to be a lot of controversy on this because it involves a grant from Google to pay for these ad words. Even if you will not be attending the public information committee meeting at our pre-general service conference workshop I would ask that you review this report in the public information background material and talk about it in your groups so that you can bring your group conscience to the pre-general service conference workshop.