

Since the General Service Conference I have given reports to multiple districts and groups:

May 14, District 23	May 18, District 73	May 25, Hispanic Conference
June 3, District 22	June 27, 12, 12, & More Meeting	June 29, District 40
July 22, District 10		

Scheduled: August 11, Friends of Bill & Lois Pool Party, District 52, Clifton IL
September 8 District 72 Picnic

I am still available if anyone wants me to come to their meeting or district for a report.

From the General Service Board, A.A.W.S, Grapevine Board and GSO:

The International Directory has been published and sent to the A.A.W.S. warehouses for distribution.

Archives:

The temporary scanning assistant has completed deciphering and typing Dr. Bob's handwritten letters. The collection consists of 92 letters written by Dr. Bob and addressed to either Ruth Hock, Bobby B. or Bill W. They span more than a decade, from September 1938 through September 1950.

Information Technology:

The department has been meeting with our implementation partner for the new ERP (Enterprise Resource Planning) system. The new ERP software will replace the existing financial, purchase order and inventory management systems, Fellowship databases, e-commerce sites (i.e., online bookstores), online contributions and some of the assignment databases. A go-live date of February 1, 2019 is anticipated for the new software. The website design team met with the new website design vendor regarding prioritization and goal alignment.

Communication Services:

The A.A.W.S. YouTube video copyright notices, the custom URL and the About Us page have all been implemented on the YouTube channel. The address for the page is: <https://www.youtube.com/c/AlcoholicsAnonymousWorldServicesInc>.

Technology/Communication/Services:

The Director of I.T. Services reported that work on the International Directory and data map is almost finished; testing of the new ERP system is targeted to begin in October, with finance to be the first component to be rolled out. The Group Services coordinator reported that the office is collecting information identifying additional databases used by staff and staff assistants in support of the ERP process; A.A. Guidelines are being revised as needed.

The committee discussed the A.A.W.S./G.S.O. app to be launched in conjunction with the new A.A. website, which would include the Meeting Guide, Big Book, Daily Reflections and alert/messaging capabilities. Discussion ranged over a number of

issues, with concerns noted about the ongoing development of the proposed meeting finder, disclaimer language prepared for aa.org reflecting AAW.S.'s policy on external links, and Conference involvement in the development of the YouTube channel.

Publishing:

Gross sales: April gross sales are above budget with actual gross sales at \$1,137,668, which is a \$9,921 (.88%) positive variance against budget of \$1,127,747.

Web sales: Total web sales (A.A.W.S. Online Bookstores) for April stand at \$759,744, which accounts for about 68% of total sales for the company. Sales for April on the B2B online store (primarily intergroup/central offices and other bulk orders) are \$510,870, and B2C sales (individual customers) stand at \$248,874.

Digital books: Total e-book gross sales through April stand at \$75,050, with 19,156 units distributed.

Finance:

G.S.O.'s four-month unaudited financial report indicated that gross sales were \$10,912 (-.22%) behind budget, contributions were \$136,216 (5.32%) ahead of budget and total operating expenses were \$102,119 (1.70%) more than budget. Net loss for the four months was \$64,895 compared with a budgeted loss of \$117,685.

While the gross sales are quite close to budget, it was noted that non-AA literature sales are down for the first five months of the year as compared to last year. Contributions were strong for April and total revenue is ahead of budget by \$154,909.

It was noted that the La Viña support will now appear on G.S.O. financial statements, and with this inclusion of the La Viña service activities, there is a net loss for the four months of \$94,667 compared with a budgeted loss of \$154,137.

As for expenses, the salaries are over budget by \$46,386 (\$275,883 more than April 2017). This is an expected variance, however, as there were eight new positions added since April of 2017.

Office Service and Expenses are over budget by \$74,680. This variance is due largely to unexpected audiovisual charges from the 2018 Conference. Additionally, Travels, Meals and Accommodations are \$232,157 greater than 2017 when the Conference was held in Rye, New York instead of New York City.

Selling expenses are \$107,218 under budget as compared to last year. This savings is due mainly to diminishing credit card processing fees. The Finance and IT departments have brought the functions of e-commerce and compliance in-house which has nullified the need for a third-party vendor.

Literature/Publishing:

Language totals: The Big Book is available in 71 languages, which includes the original English plus 70 translations. Navajo is the latest new language completed. There are 22 non-English languages pending (15 new ones and 7 revisions in progress). Twelve Steps and Twelve Traditions is currently available in 44 languages; this represents 43 translations plus the original English. Additionally, as the result of an extensive organizing and inventory effort of Native American and First Nations materials on hand in the office and used by the Fellowship, we are able to include languages such as

Algonquin, Cree, Inuktitut, Micmac and Mohawk in our tally of totals, bringing the count of AA languages worldwide up from 92, as reported in 2017, to a current total of 102.

Contributions:

Actual contributions for the six months ended June 30, 2018 were \$3,816,472, which is 3.77% higher than budget and 1.19% higher than the six months ended June 30, 2017. Online contributions for the first six months of 2018 amounted to \$369,067. This compared with \$333,480 in 2017, \$212,908 in 2016, \$179,449 in 2015, and \$135,909 in 2014. Online contributions for the first six months of 2018 account for 9.80% of total contributions.

Joint Meeting of AA Grapevine and A.A.W.S.

It was noted that the April 24 joint discussion of the AA Grapevine and A.A.W.S. boards would not serve as a formal meeting but rather an opportunity for the two bodies to discuss collaboration and corporate synergies. Some topics covered: ERP implementation; app and website development; GSB Communications Audit update; the disposition of 5K of the First Edition, First Printing Facsimile *Alcoholics Anonymous* by AA Grapevine; distribution of digital content. Executive updates were also presented for each corporation.

AA.W.S. Publications Policy

The board reviewed background material regarding the development of the AAW.S., Inc. Policy on Publication of Literature that generally describes the standards for determining whether or not a new piece of literature or changes to an existing piece of literature need consideration by the Conference prior to publication. This discussion included recognition of a request from the Publishing Department to the board's Publishing Committee to undertake a review of the policy to more accurately reflect the different nature and editorial needs of pamphlets vs. books and other materials. The request noted the suggestion of an overall language review of AAW,S. pamphlets, with additional information to be provided from G.S.O.'s managing editor for the September meeting.

Grapevine:

Overview:

June YTD Sales (cash) are ahead of projections. June YTD cash inflows were \$1,518,067 vs projected inflows of \$1,405,859 that is a total of \$112K ahead of projections.

AAGV's second book and e-book for 2018 (Atheist & Agnostic AA member's stories of recovery) will be released in September 2018.

Archives Committee:

Our Great Responsibility: A Selection of Bill W's General Service Conference Talks, 1951- 1970: The committee was informed that *Our Great Responsibility: A Selection of Bill W's General Service Conference Talks, 1951 - 1970*, approved by the 2018 General Service Conference, was forwarded to G.S.O.'s Publishing Department.

Corrections:

A.A. materials utilized at juvenile facilities: The committee discussed several ways A.A. materials could be utilized in juvenile facilities. The committee noted the short duration of juvenile incarceration and that many receive mental health and community services prior to incarceration. The committee requested the following:

- The staff secretary gather shared experience from the local corrections committees about successes, challenges, and literature utilized in juvenile facilities that could be included in the juvenile facility section of the Corrections Workbook.
- Add the pamphlet "Twelve Traditions Illustrated" (P-55) and selected AAGV stories from young people to the content of the Youth Prison Recovery Package (YPRP).
- The staff secretary work with the Publishing Department to identify options to utilize digital AA materials in juvenile facilities, including existing videos.

Communicating the need for local volunteers: The committee discussed creating a checklist for local corrections committees to inform their AA community of the need for volunteers to carry the message to incarcerated alcoholics in local correction facilities. The committee noted that suggestions currently exist in the Corrections Workbook, and would welcome additional input from the Conference Committee on Corrections to clarify their suggestion to create this checklist.

CPC:

LinkedIn progress report: The secretary gave a verbal progress report on the development of a LinkedIn page. The committee agreed to move forward slowly and mindfully on the development of the LinkedIn page, with realistic expectations about what a LinkedIn "company" page can accomplish.

Accessibilities:

Effectively carrying the AA message and cooperating with the Armed Services: The chair appointed a subcommittee consisting of Christine C, chair, Ino F, Yolanda F and George W the newly appointed committee member with military experience. This committee will identify the projects to pursue to improve the effectiveness of carrying the AA message and improve cooperation with the Armed Services. The subcommittee will provide a progress report at the October 2018 meeting.

Finance and Budgetary Committee:

The chair reported that both the Defined Benefit Retirement Committee and the Employees' Post-Retirement Medical Benefits Committee met on Friday, July 27, 2018 at approximately 5:00 p.m. Tom Sutton, BPAS Investment Advisor, reviewed the investment results for the six months ended June 30, 2018. The investment results of the indexed funds were compared with various market indices around the world. As of June 30, 2018, the market value of the Retirement Trust was \$35,000,787, which compares with the plan assets of \$34,770,101 as of December 31, 2017. Projected Benefit Obligation as of December 31, 2017 were \$36,894,234 (last actuarial valuation). As of June 30, 2018, the value of the Postretirement Medical Fund was \$5,655,271,

which compares to the Postretirement Medical Liability of \$7,373,680 as of December 31,2017.

The Committee also heard a report from Amy Kemp, BPAS Actuarial and Pension Services, the plan's actuary on the 2018 actuarial valuations, required funding levels and interest rates. The Actuaries noted that while the required funding of the pension plan under the federal government's ERISA regulations does not require a contribution in either 2018 or any time within the next ten years, she recommended that A.A. continue its very prudent and fiscally conservative actions of the last several years of making annual combined funding payments of \$1,500,000 (or more if available) for the next several years, consistent with the 2015 levels as first discussed at the November 2014 meeting. Additionally, she pointed out that with the large number of retirements during the last several years that annual benefits payments are now in excess of \$1,800,000 per year, meaning that the \$1,500,000 funding payment does not cover these payments. This shortfall between benefit payments and funding payments is only being covered through market appreciation and income earned from the assets in the trust, otherwise plan assets must be used.

2019 Conference dates:

The general manager reported that the dates for the 69th General Service Conference will be May 19-25, 2019. He explained that a poll of all Conference members was conducted, due to an error regarding contract dates with the hotel venue. The poll to change the Conference dates was conducted according to the "Process for Polling the General Service Conference" approved at the 2018 Conference. The original motion to change the dates passed. This was followed by a motion to reconsider, which was seconded. The motion to reconsider failed, and the dates of the original Conference motion stood (See explanation below)

The Staff Coordinator reported to the members of the General Service Conference (Board members, Delegates, GSO Staff) that there was a conflict with the approved dates for the 2019 General Service Conference. The current dates of April 21-27 which were approved by the 2016 GSC interferes with Easter Sunday. We could keep those dates or move the conference to April 28-May which would mean changing the location and paying a penalty for violating our contract with the hotel or move the dates to May 19 - 25.

The staff Coordinator began a poll according to procedures established at the 2018 Conference. The following are the results:

Today Sunday, July 22 at 4 pm EDT, the poll closed. The results of the votes received on the recommendation that "The dates of the 2019 Conference be moved to the first week available to hold our Conference, May 19–May 25, 2019" are as follows:

Yes votes : 111

No votes: 26

Conference Members: 137

Total votes received: 137

2/3 is required for the motion to pass, which is 92 votes.

The motion passes.

A motion was received this morning July 25, 2018 at 8:07 am EDT to reconsider. We received a second from three separate delegates. The second(s) were submitted with no notification from GSO that a motion to reconsider was received.

We are proceeding with the voting on the reconsideration.

Today Friday, July 27 at 2 pm EDT, the voting poll closed on reconsideration of the motion that passed on July 22, 2018 that the "The dates of the 2019 Conference be moved to the first week available to hold our Conference, May 19–May 25, 2019."

The results are as follows:

Yes Votes: 45

No votes: 71

Conference Members: 137

Total votes received: 116

A simple majority was required to reconsider, which is 69 votes.

The motion to reconsider failed.

Therefore the 2019 GSC will be held May 19 - 25 2019

Literature:

Pamphlet "Questions and Answers on Sponsorship": The committee discussed the 2018 Conference Advisory Action to revise the pamphlet "Questions and Answers on Sponsorship" to include a section on anonymity. The chair appointed a subcommittee composed of Cindy F, Doug G and Katie H to review the current pamphlet, identify where it may be appropriate to insert a section on anonymity, draft suggested language, and report back to the committee at the October 2018 meeting.

Video "Your AA General Service Office, the Grapevine and the General Service Structure": The committee discussed the 2018 Conference Advisory Action requesting a comprehensive update to the video "Your General Service Office, the Grapevine and the General Service Structure" to reflect a contemporary presentation of the General Service and AA Grapevine offices, as well as a current portrayal of the General Service structure. The committee requested that the staff secretary work with the Publishing Department to begin work on the project and present a story board or progress report at the January 2019 meeting.

New pamphlet based upon AA's Three Legacies: The committee discussed the 2018 Conference Advisory Action requesting the development of a pamphlet based on AA's Three Legacies. The staff secretary informed the committee that an announcement requesting story submissions was sent out to all Conference members, Central

Offices/Intergroups, and posted in *Box 4-5-9*, the AA Grapevine and La Viña and on the "What's New" section on the aa.org website. The deadline for submissions is November 19, 2018; to date, 3 submissions have been received. The chair appointed a subcommittee composed of Mark E, chair, Cindy F, Doug G and Katie H and requested that the subcommittee report back on its progress at the January 2019 meeting.

New pamphlet for Spanish-speaking women alcoholics: The committee discussed the 2018 Conference Advisory Action requesting the development of a pamphlet for Spanish speaking women alcoholics. The staff secretary informed the Committee that an announcement requesting story submissions was sent out to all Conference members, Central Offices/Intergroups, and posted in *Box 4-5-9*, the AA Grapevine and La Viña and on the "What's New" section on the aa.org website. The deadline for submissions is November 19, 2018; to date, 1 submission has been received. The committee discussed the review process and agreed that a new ACM (preferably bilingual) would be beneficial to the project to work with the committee and Publishing. The committee requested that the staff secretary proceed with the process of requesting a new ACM and report back at the October 2018 meeting.

Development of text regarding safety and AA to be included in *Living Sober* and "Questions and Answers on Sponsorship": The committee discussed the 2018 Additional Committee Consideration regarding the development of text regarding safety and AA to be included in *Living Sober* and the pamphlet "Questions and Answers on Sponsorship." The committee requested that the Publishing Department develop appropriate text and bring back to the October 2018 meeting.

Pamphlet "The Twelve Traditions Illustrated": The committee reviewed the 2018 Conference Literature Committee's Additional Committee Consideration regarding the revision of the pamphlet "The Twelve Traditions Illustrated" along with the suggestions forwarded by the 2018 Conference Committee on Literature. The Publishing Department advised that they are in the process of identifying an appropriate graphic designer along with further developing a narrative that is less "text heavy." The committee requested that Publishing continue revisions to the pamphlet and present a draft pamphlet or progress report at the October 2018 meeting.

Pamphlet "Too Young?": The committee discussed the update to the pamphlet "Too Young?" and the progress to date. The Publishing Department advised that they are in the process of identifying an appropriate graphic designer as well as exploring the possibilities for producing an animated video format component to the pamphlet. The committee requested that Publishing continue work on this project and bring back a progress report to the October 2018 meeting.

Pamphlet "Young People and AA": The committee discussed the update to the pamphlet "Young People and A.A" and the progress to date. The chair appointed a 2 subcommittee composed of Tommi H, chair, Doug G, and Katie H to continue work on this project and prepare a progress report for the October 2018 meeting.

Request for revision of Chapter 29 in *Living Sober*. The committee discussed a proposal to add a paragraph to Chapter 29 in *Living Sober* "extolling the positive experience of participation in general service meetings (including business/group conscience meetings)" and took no action. The committee agreed that there is no widely expressed need from the Fellowship to revise *Living Sober* as proposed; and that the "positive experience of participation in general services meetings" may be best addressed in the new pamphlet on the Three Legacies, currently under development.

Request for service material outlining what "AA does not do": The committee discussed a request for a service item that "lists the items from the pamphlet 'The AA Group' outlining the things that AA does not do in poster form" and took no action. The committee agreed that "what AA does not do" is adequately addressed in current literature (i.e., the pamphlet "The AA Group" and flyer "Information on AA") and that there is no widely-expressed need from the Fellowship to provide the information in additional formats.

Nominating Committee:

Procedures for partial or total reorganization of the General Service Board, the AAW.S. or AA Grapevine Boards: The committee discussed an additional committee consideration from the 2018 Conference Committee on Trustees requesting that the trustees' Committee on Nominating develop procedures for a partial or complete reorganization of the General Service Board, the AAW.S. or AA Grapevine boards. The committee requested that the General Service Office staff gather available information relevant to the discussion for review prior to the October 2018 meeting of the committee.

Public Information:

Google AdWords and Google Grants: The committee reviewed the 2018 Conference Public Information Committee's request "to develop information on the use of Google AdWords and Google Grants including information on the cost of implementing a six month trial and the cost of a full year's implementation and that a progress report be brought back to the 2019 Conference Committee on Public Information." The chair requested that Allison C and Shari M (Appointed Committee Members with experience in marketing and website development), together with the staff secretary, follow up on the request and bring a progress report to the committee's October meeting.

Respectfully Submitted;

Robert S

Delegate Area 20