

March 10, 2023

2023 Spring Assembly
Delegate's Report

Greetings Area 20!!

Thanks to everyone for being here today, especially those that might be new. It's been quite a while since all of us were gathered at a Spring Conference with an embedded Assembly and I'm delighted to see all of you here today, both in person as well as our participants on Zoom. My report today includes updates from the General Service Office and associated Staff, the Trustees committees, our General Service Board, as well as the Grapevine and AAWS boards.

There is also an accompanying slide deck that follows closely to but not exactly to this written report. Not all content in this report is shown in slide deck so please review this report in it's entirety for all the latest updates. I have added an (pp) in this report when there is an accompanying slide. Additionally, please be aware there are hyperlinks in this document that contain links to additional documents which contain full reports with additional details.

(pp) RECENT ACTIVITIES-

It's been a busy time since my last report at the Winter Committee meeting on January 21. Some of the "major" events are listed below-

January 2023- Received full committee rosters for Conference Finance and Archives committees and have now begun have "meet & greet" committee calls for both committees.

Attended January Board Weekend in New York from January 27-29

Attended Literature, ICRF, Conference, Archives and Finance & Budgetary committee meetings. Also attended Monday morning General Service Board meeting. Our East Central Regional Trustee has also written a very detailed 14-page report on the activities from this weekend which can be seen [here](#).

TRUSTEE'S LITERATURE MEETING

5th Edition BB - Reading 100 (2600 submitted) stories a month; either draft or progress report at 74th. Same evaluation process for new and old stories.

- Stories not utilized could potentially be used for pamphlets (or Grapevine).

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Plain Language BB-

- Reading room for members of conference delegates (1 hr. on Sunday - Thursday). Will have members of trustee committee present.
- Currently on Ch 6; complete by June. Goal is to have first 6 chapters for conference members in April.
- Steps will not be changed in plain language translation

Literature Cost Increase

- AAWS has sent out a letter informing the fellowship an upcoming price increase affecting our English, Spanish, and French books, booklets, and pamphlets. The new prices will go into effect on April 3, 2023, and generally reflect a 20% increase on books and a 30% increase on pamphlets (with rounding and some minor adjustments). You can view the letter [here](#).

TRUSTEE'S ICRF MEETING

- Staffing at hotels has been difficult, suspect in 2025 things will be different
- Contracts with hotels has been taking longer d/t this
- Regional hospitality rooms – when will that process start?
- Expecting more than 50K. Budget around 50k in attendance but can have around 65k in attendance.
- Site selection 2035
 - 6 sites; 2 cities declined to put in a bid, Anaheim, and Las Vegas.
 - 4 sites are the least we've ever seen. Phoenix, NOLA, Toronto, Indy
- Motion to invite all 4 to present in April; passes
- 11a – 2025 virtual component
 - Do not think hybrid will be investigated d/t not having a need
 - Alanon is doing this and charging for the virtual component

TRUSTEE'S ARCHIVES MEETING

- The Archives team responded to approximately 1468 requests and accessioned, cataloged, and filed 345 pieces of new material in 2022. A recent onsite exhibit highlights the publication of the book Twelve Steps and Twelve Traditions to commemorate the 70th anniversary of its publication. The committee workbook has also been updated and now has a red cover.

TRUSTEE'S FINANCE MEETING

- Gross literature sales year for 2022 are \$11,999,441. This exceeds the 2022 budget of \$11,000,000 by nearly \$1,000,000 (8%) and is \$287,249 (2.5%) more than last year. This is the highest annual gross literature sales since 2019.

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- Contributions for 2022 are \$10,557,295. This is 96% of the 2022 budget of \$11,000,000 and is \$218,576 (2%) less than last year.
- Cash Position: As of January 20, 2023, operating cash is \$485,369, which represents 1.5 weeks of the proposed 2023 operating expenses of \$17,085,479.
- AAWS/GSB 2023 Budget- The 2023 budget proposes expected operating revenue of \$18,791,320 and operating expenses of \$17,085,479 for a projected operating surplus of \$1,705,841 before depreciation expense of \$1,200,000.
- Budgeted gross literature revenue of \$15,900,000 is \$4,900,000 more than the reforecast for 2022. This includes a price increase of 20% on English, Spanish, and French books and a 30% price increase on English, Spanish, and French pamphlets. Contributions are projected to be \$10,500,000, which is \$500,000 less than the 2022 reforecast but roughly the same as the actual amount received in 2022.
- Total operating expenditures in the 2023 budget are \$17,085,479 for 2023, which is \$459,217 more than the 2022 3.0 budget reforecast.
- Total 2022 circulation of the Grapevine magazine was **58,813**. This is compared with a budget of 60,017 and 2021 actual of 65,053. Income for the year was \$1,463,761, which is \$56,542 less than budgeted and \$38,538 less than the \$1,502,300 achieved in 2021. Costs and expenses of the magazine for the year were \$1,882,701, which was \$42,789 more than budgeted and \$73,773 more than the \$1,808,929 in 2021. After adding interest earned, there was a deficit for the period ending December 31, 2022, of \$404,940 compared to a budgeted deficit of \$305,608.
- Total 2022 circulation for La Viña was **6,685** compared to 6,480 budgeted and 6,411 in December 2021. Income from magazine sales was \$77,482 compared with a budget of \$38,734. After deducting the costs and expenses of \$714,086, a shortfall between revenue and expenses of \$636,604 resulted for this service activity. This compares with a budgeted shortfall of \$564,947 and a shortfall of \$388,646 for 2021. The shortfall for the La Viña service activity has been funded by a transfer from the General Fund of the General Service Board.
- Grapevine 2023 Budget- The 2023 budget assumes an average paid circulation of the Grapevine magazine of 47,751. Grapevine ePub is forecasted to be 2,619, Grapevine Complete at 2,100 and App paid subscriptions at 1,500. Total income for the year is estimated to be \$1,291,004. Total costs of expenses which include Editorial costs, Circulation costs and General & Management costs, are \$2,150,078. After adding interest earned and the cost of the App Development Fees, there's a budgeted deficit of \$1,102,074.
- La Viña 2023 Budget- The 2023 budget projects total content-related revenue on the magazine of \$52,360 and a total Gross Margin of \$63,229. After deducting costs and expenses of \$716,808, the 2023 budget reflects a shortfall of \$653,579.

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- Reserve Fund Report- As of December 31, 2022, the reserve fund balance net of Grapevine subscription liability is \$ \$12,949,059 pending recalculation of the subscription
- Liability by Grapevine. This is less than the \$12,852,286 balance on December 31, 2021, because the Trustees Finance and Budgetary Committee authorized an emergency withdrawal of \$200,000 to support Grapevine operations.

GENERAL SERVICE BOARD MEETING / BOARD RESIGNATIONS

- Linda At the request of the General Service Board, Linda Chezem resigned as Class A trustee and Chair of the General Service Board effective January 29, 2023.
- Josh E – General Service Trustee resigned effective February 19. A copy of his resignation letter was forwarded to the delegates last week. Please email me if you would like a copy.
- A meeting has been scheduled for March 16 from 6:30-8P as an online Q&A session for delegates to ask questions of the General Service Board and hear more on this topic. I will communicate what I learn after the meeting.

(pp) Attended Conference of Delegates Past & Present in Columbus Ohio from February 10-12

All 14 East Central Region delegates were in attendance along with our East Central Regional Trustee, Cathi Clark. Also heard talk from visiting GSO guest Karina C.

(pp) Final Agenda Items-

The final agenda items were received (minus literature) on February 17, 2023. Per a conference advisory action from last year the background material for all items (minus Literature) was received at the same time in all three-official language (English, Spanish and French). The Literature background was then received in all languages about 4 days later. All the final agenda items and background material has been forwarded to the Area via this [link](#). There are also excellent [summaries](#) that have been compiled by Area's 06 & 50, which are available [here](#). As I receive updated background, I am updating the information in the "Separate Committee PDF's" folder.

Zoom breakout sessions have been scheduled for the last week in March to discuss all the agenda items; and the Pre-General Service Conference Workshop will be April 1 in McHenry. I look forward to your active participation in the process and am available to visit groups or Districts to discuss the agenda items on request.

(pp) GRAPEVINE NEWS

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[See slide deck](#) – Grapevine has announced plan to begin development on a new app designed to offset to plummeting revenues from the print magazine. The app will NOT replace the current print magazine but will serve to augment it and will be tailored specifically to those who desire to receive digital content on the phones and computers. The app is set for release in September 2023.

The GENERAL SERVICE CONFERENCE

The General Service Conference will be held in Brooklyn from April 22-29. I will be arriving on Thursday April 20. I have already attended one Finance Committee call with two more scheduled prior to the conference. I will also be helping to conduct a Conference Archives Committee call as well. There are currently 84 final agenda items covering the 13 committees. The link for the final agenda items and background material is [here](#).

I look forward to your participation in the upcoming Pre-General Service Conference workshops to hear your groups collective group conscience!!

Additional Notes-

- Delegates fees have been paid for 2023.
- Attended West Central Regional AA Service Assembly in Omaha. NE. last weekend. As a region, they send their regards to the ECR (Extremely Cordial Region)!!

Thank you for allowing me to serve-

Respectfully Submitted-

Chris D.
Panel 72 / A20 Delegate

**I have not yet calculated my 1st quarter reimbursement request but most of that expense will be for my attendance at the Conference of Delegates Past and Present

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2023 Spring Assembly

Delegates Report

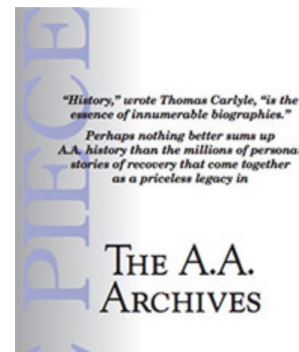
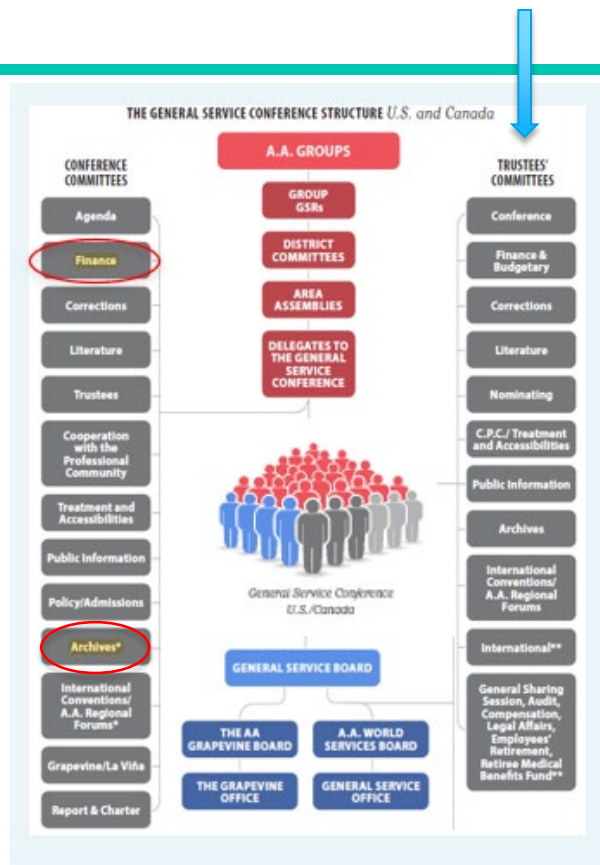
Chris D. P72/A20

March 11, 2023

Northern Illinois Area 20
Unity - Service - Recovery

Recent Events

- Serve on Conference Finance and Archives Committees
- As Archives Chair - Attended January Board Weekend in NY on Jan. 27-29.



January Board Weekend

GENERAL SERVICE BOARD WEEKEND SCHEDULE

January 27 - January 30, 2023

The Westin at Times Square Hotel

All Times are Eastern Standard Time

Friday, January 27

		Meeting Rooms
7:00 a.m. - 9:00 a.m.	Continental Breakfast	Hotel Meeting Room: New York Atrium - 9th Floor
Board Meetings		
8:30 a.m. - 4:30 p.m.	A.A.W.S. Board Meeting	Hotel Meeting Room: Plymouth - 9th Floor
8:30 a.m. - 4:30 p.m.	AAGV Board Meeting	Hotel Meeting Room: Pearl - 9th Floor
Noon	Lunch	Hotel Meeting Room: New York Atrium - 9th Floor

Saturday, January 28

8:00 a.m. - 10:00 a.m.	Continental Breakfast	Hotel Meeting Room: New York Atrium - 9th Floor
Committee Meetings		
8:30 a.m. - 10:30 a.m.	Literature	Hotel Meeting Room: Pearl - 9th Floor
	Nominating	Hotel Meeting Room: Plymouth - 9th Floor
11:00 a.m. - 1:00 p.m.	International Conventions/Regional Forums	Hotel Meeting Room: Pearl - 9th Floor
	Public Information	Hotel Meeting Room: Plymouth - 9th Floor
1:00 p.m. - 3:30 p.m.	Lunch & General Sharing Session	Hotel Meeting Room: Broadway Ballroom - 3rd Floor
3:30 p.m. - 5:30 p.m.	Corrections	Hotel Meeting Room: Pearl - 9th Floor
	Conference	Hotel Meeting Room: Plymouth - 9th Floor
6:30 p.m. - 8:30 p.m.	Dinner & A.A. Meeting	Hotel Meeting Room: Broadway Ballroom - 3rd Floor

Sunday, January 29

Sunday, January 29

8:00 a.m. - 10:00 a.m.	Continental Breakfast	Hotel Meeting Room: New York Atrium 9th Floor
Committee Meetings		
8:30 a.m. - 10:30 a.m.	Archives	Hotel Meeting Room: Pearl - 9th Floor
	International	Hotel Meeting Room: Plymouth - 9th Floor
11:00 a.m. - 1:00 p.m.	Finance and Budgetary	Hotel Meeting Room: Pearl - 9th Floor
	C.P.C./Treatment and Accessibilities	Hotel Meeting Room: Plymouth - 9th Floor
1:00 p.m. - 2:30 p.m.	Lunch & 1728 Meeting	Hotel Meeting Room: New York Atrium - 9th Floor
2:30 p.m. - 5:30 p.m.	Trustees' Planning & Sharing Session (Trustees-only)	Hotel Meeting Room: Palace - 9th Floor
5:30 p.m. - 7:00 p.m.	Trustees-only Dinner. Everyone else is free to dine as they wish.	Hotel Meeting Room: Nederlander - 9th Floor
7:00 p.m. - 9:30 p.m.	Trustees' Receipt and Review of Committee Reports (Trustees-only)	Hotel Meeting Room: Palace - 9th Floor

Monday, January 30

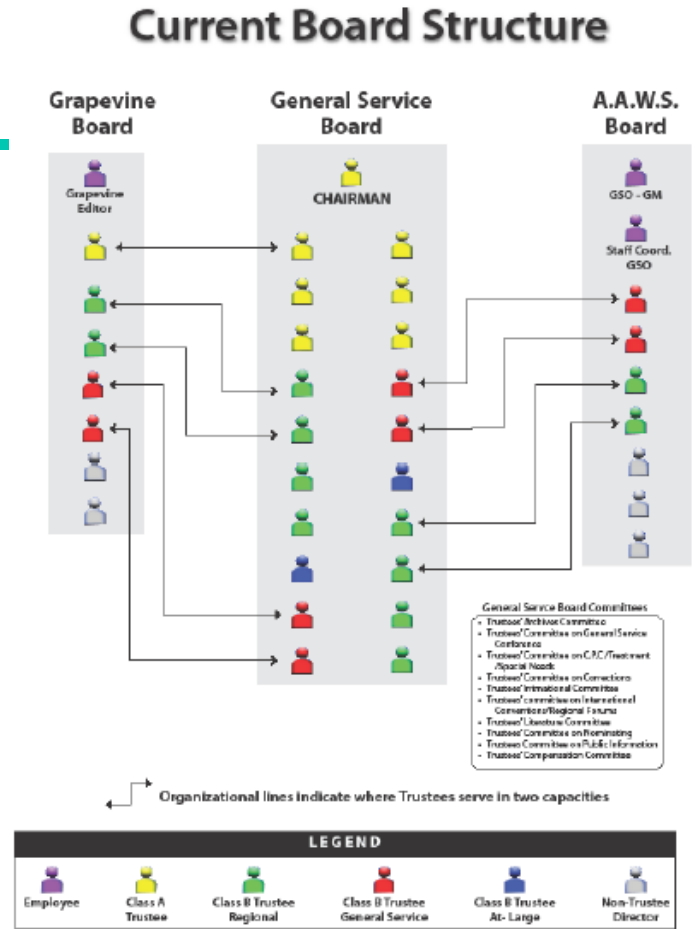
8:00 a.m. - 10:00 a.m.	Continental Breakfast	Hotel Meeting Room: Booth Ballroom - 3rd Floor
Board Meetings		
10:00 a.m. - Noon	General Service Board Quarterly Meeting (followed by Exec. Session)	Hotel Meeting Room: Broadway Ballroom - 3rd Floor
	Lunch for Executive Session (Trustees-only)	Hotel Meeting Room: Booth Ballroom - 3rd Floor

1 of 1

General Service Board Meeting

Board Resignations

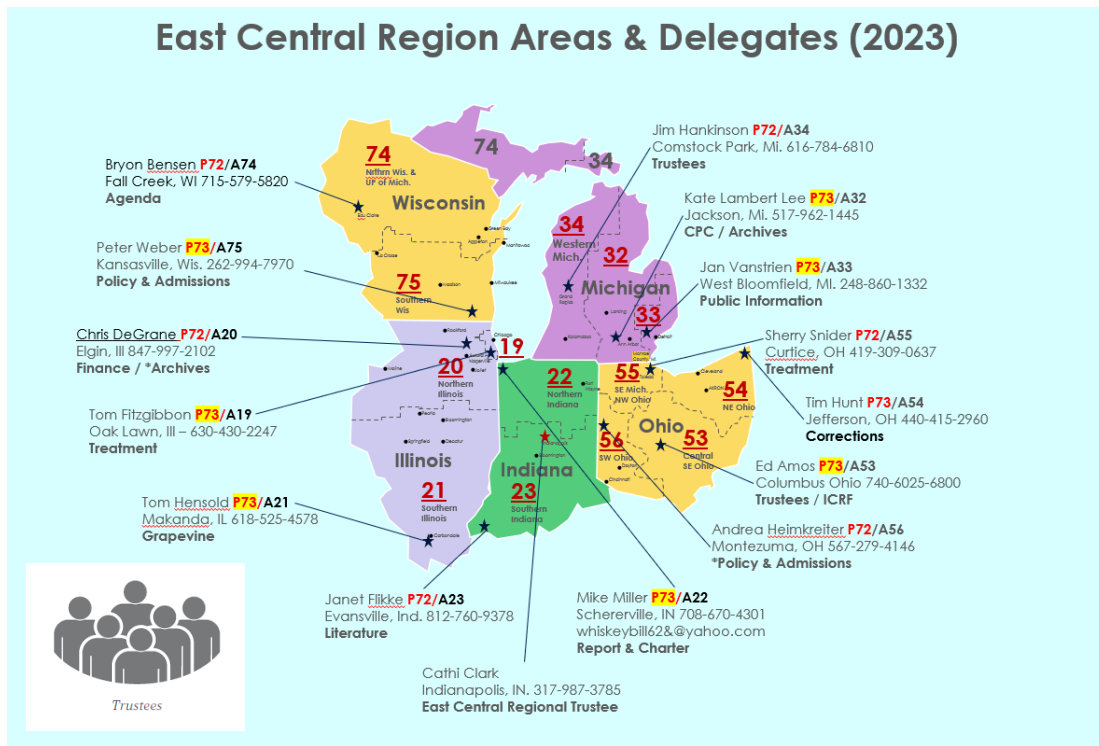
- At board's request, Linda Chezum resigned effective January 29.
- Josh E. – General Service Trustee resigned February 19.
- Meeting scheduled on March 16, to hear more



CDPP - The East Central Region

- February 10-12
- Panel 72 & P73 Delegates
- 14 Area's
- 14 Delegates
 - Different committee assignments
- GSO Speaker – Karina C.

1 – Regional Trustee












Final Agenda Items-

- [Link to Final Agenda Items](#)

73rd General Service Conference Committees	
Agenda Items	
I. Agenda - (17 pgs of background)	
A. Review suggestions for the theme of the 2024 General Service Conference. (8 pages of background)	
B. Review presentation/discussion topic ideas for the 2024 General Service Conference. (14)	
C. Discuss workshop topic ideas for the 2024 General Service Conference. (8)	
D. Review the General Service Conference Evaluation Form, distribution process and 2022 Evaluation Summary. (82)	
E. Discuss progress report on Conference improvement. (9)	
F. Review feedback from Delegate Chairs on quarterly communications. (8)	
G. Review a report and draft plan for a future Conference Inventory. (12)	
II. Cooperation with the Professional Community - (24 pgs)	
A. Review progress report on A.A.W.S. LinkedIn page. (9)	
B. Review suggested revisions for the draft pamphlet "A.A. In Your Community." (9)	
C. Review progress report on the development of outward facing pamphlets for mental health professionals. (5)	
D. Consider retiring the pamphlet "A Member's-Eye View of Alcoholics Anonymous." (4)	
E. Review content and format of C.P.C. Kit and Workbook. (1)	
III. Corrections - (70 pgs)	
A. Consider a request to include content in existing A.A. literature on sponsorship of persons in custody by outside members of the Fellowship. (15)	
B. Review content and format of Corrections Kit and Workbook. (1)	
C. Discuss service piece, "Safety and A.A.: Our Common Welfare" (SMF-209) and its revisions. (53)	

My Drive > Area 20 Background ▾ 

Name	Owner
 Literature M - Additional Information (PAI's)	me
 Separate Committee PDF's	me
 Summaries	me
 01-COMBINED -Highlighted 73rd Agenda Items & Background w_Agenda Item Hyp... 	me
 02-73rd General Service Conference Committees- Agenda Items with linked backg... 	me
 03-Comités de la 73.a Conferencia de Servicios Generales - Puntos de Agenda.pdf 	me

PGSCW Zoom Sessions

	Sat 3/11	Wed 3/22	Thu 3/23	Fri 3/24	Sat 3/25	Sunday 3/26	Mon 3/27	Tue 3/28	Wed 3/29	Thu 3/30	Sat 4/1
9:00A	SPRING ASSEMBLY										W O R K S H O P
9:30A											
10:00A											
10:30A											
11:00A											
11:30A											
12:00P											
12:30P											
1:00P											
1:30P											
2:00P					Policy & Admissions - Kate D & Chris E. 1:00 - 3:00 PM	Grapevine - Rich H. 1:00-3:00 PM					
2:30P											
3:00P											
3:30P					CPC - Jan S. 3:00-5:00 PM	Public Information - Lisa S. & Ed M. 3:00-5:00 PM					
4:00P											
4:30P											
5:00P											
5:30P											
6:00P											
6:30P					Corrections - Phil M. & George P. 6:00 - 7:30 PM			Treatment & Accessibilities Kelly L. 7:00-9:00 PM			
7:00P		Literature - Scott T. 6:30 - 9:30 PM	Trustees - Marilyn F. 7:00 - 9:00 PM				Agenda & Archives Dawn B. & Ray M. 7:00-9:00 PM		Finance - Allen J. 7:00-9:00 PM	Report & Charter International Conventions & Regional Forums Erik L. 7:00 - 9:00 PM	
7:30P											
8:00P											
8:30P											
9:00P											

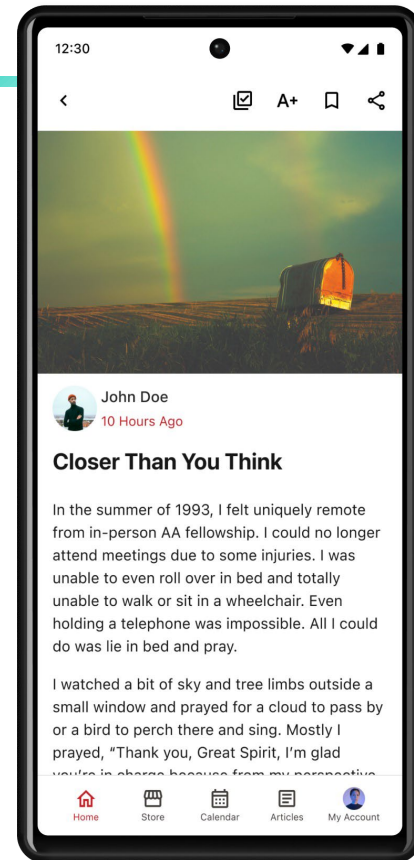
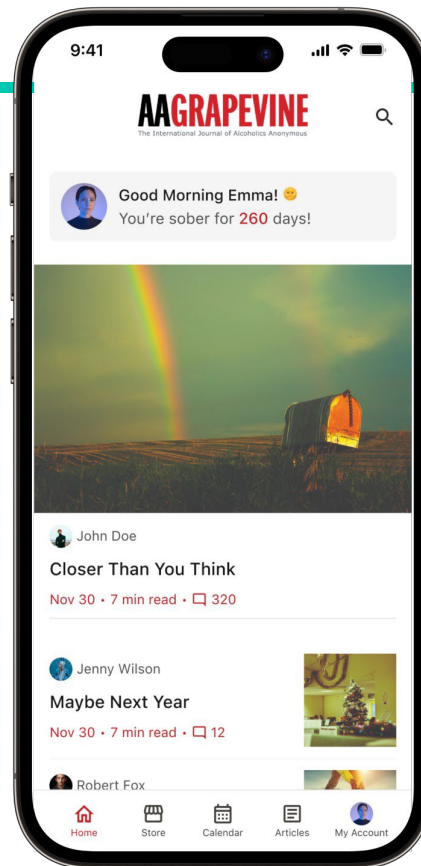
WHAT DO THEY MEAN?

- **REVIEW:** We are reviewing progress of something specific. We are focused on one thing. May result in action.
- **DISCUSS:** We are reading over a report, a list of ideas or discussing ideas. May result in action.
- **CONSIDER:** We are considering someone else's work, idea or proposal and deciding if we should take action.



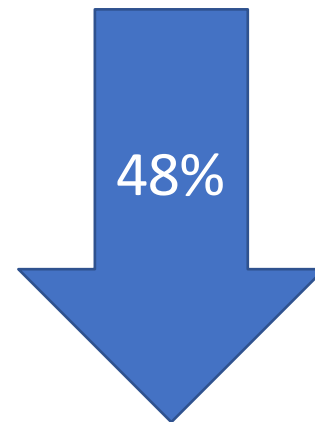
Grapevine App and 5-Year Plan

AA General Service Board
Weekend
January, 2023



Periodical Publishing Industry Revenue

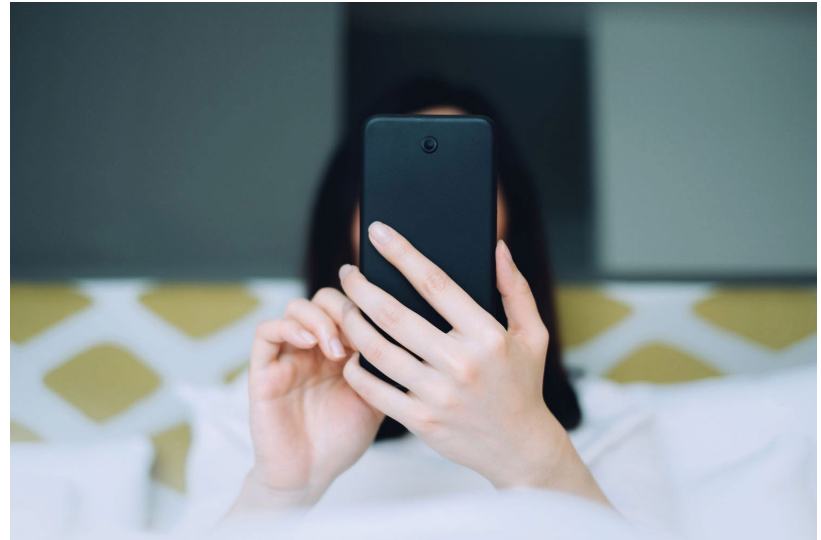
- 2007 \$46 Billion
- 2020 \$24 Billion



- A 48% decrease in revenue in magazine publishing

Meeting readers where they are

- Daily reading habits of North Americans
 - Newspapers and magazines 11 minutes
 - Smart Phone 3 hours plus
- New York Times Example
 - Print subscriptions 740,000
 - Digital Subscriptions 9,300,000
- Entertainment Weekly, InStyle, Eating Well, Health, and Parents went all-digital in 2022.



Changing our Thinking, Keeping Tradition

- Print continues as flagships for traditional subscribers, Corrections, H&I, groups and for 12th Step work.
- Invest our finances, time and resources in the infrastructure and staffing for digital delivery of content and services.



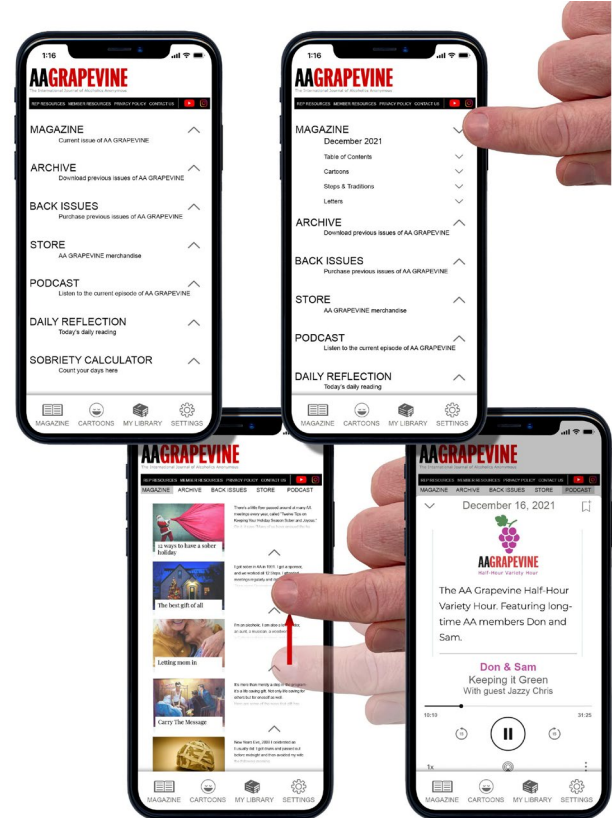
AA Success in mobile digital delivery

- AA Grapevine podcast
 - 343,000 downloads to date
 - 92% using mobile devices
 - 16% growth in listenership over the last month
 - In top 5% of all podcasts
- Meeting Guide app
 - Currently on 627,460 phones
 - 596,000 active users
- Instagram, Grapevine and La Viña
 - Over 10,000 followers



Grapevine and La Viña apps

- Easy to use
- One tap access
- Fun to engage with: Interactive, sharing thoughts, sharing info
- Personalize with sobriety date, favorite meetings, and spiritual maintenance checklist
- Exclusive content for app users
- Share your comments on articles
- More opportunity to publish your experience, strength & hope
- Share with your group, with friends



Other Recovery Apps

Reframe
Interactive program

\$13.99 Month

I Am Sober
Sobriety Tracker

\$9.99 Month

My Spiritual
Toolkit
AA Steps App

\$0.99 Month

Meeting Guide
AA World Services

Free

I Am Sober
Sobriety Tracker

\$9.99 Month

Enthusiasm for Grapevine and La Viña apps

- Fellowship support and ideas
 - Forums
 - Assemblies
 - ICCYPAA
 - National AA Technology Workshop
- Survey “A strong opportunity”
 - High interest in apps based on response— shut down survey after 4 days
 - \$2.99 monthly price appropriate
 - Discounted yearly rate appealing
 - Respondents comfortable with using recovery apps and Grapevine can be added to their daily digital usage.
 - Content is king for GV and LV — current and past stories get highest scores



Benefits



Grapevine
La Viña


always on hand

Guide Personal
Recovery and
help you help
other alcoholics

Build
Community
App Exclusive Stories
Share thoughts
Share stories
Improved Events
Calendar

Member Driven
Distribution
Grapevine and La
Viña Experience,
Strength and Hope

Benefits



Young and Sober [Season ...]
Episode 4 • 23rd Janua...

00:00:00 00:35:13

⏮ ⏪ ⏩ ⏭ 1x 🔊 ⋮

More Episodes

▶ 4. Young and Sober [...]	00:35:13
▶ 3. Sometimes Slowly ...	00:35:51
▶ 2. The World Service ...	00:31:33
▶ 1. This Beautiful Truth ...	00:33:40
▶ 27. North Stars in AA [...]	00:33:17
▶ 26. A Fork in the Road...	00:31:03
▶ 25. The Meeting Guid...	00:31:27

FEBRUARY 2023 | MAKING AMENDS | SPECIAL SECTION

Making the rounds

BY: LENNOX S.B. | SAN DIEGO, CALIF.

With his sponsor's help, he headed for an ex's funeral to make a few amends. Turned out there were more than a few

▶ 00:00 00:00

"Kathy died. The funeral's in three days," the voice on my answering machine said.

I was devastated. But I was sober. Kathy and I had broken up two years earlier, after having lived together for nine years. Like married folks, we had bought a house together. But she wouldn't marry me because, she said, I was an alcoholic. Now she was gone and it hit me hard. I thought about the severe damage I had done to her in our time together.

Send articles to Friends

Chat on the topic

Keep spiritual practices

Daily checklist
Meeting alerts

Listen on the Go

Podcast player
Magazine audio player

Get Published!

More room for more submitting, sharing

Comment on Articles

Increase Engagement with Trusted Servants

- Volunteers from 93 Areas
- Additional paid staff members
 - in the field attracting subscribers and content creators
 - Curating event schedules
- Strengthening in-house digital production staff



Staff Expense Increases - Due to App	2023 Add	2024 Add	2025 Add	2026 Add
Editorial Cost - GV	\$149,650	\$252,034	\$264,636	\$277,867
Editorial Cost - LV	\$47,966	\$47,966	\$50,364	\$52,883
Circulation & Service Leaders Cost - GV	\$100,584	\$301,752	\$316,840	\$332,682
Circulation & Service Leaders Cost - LV	\$18,700	\$18,700	\$19,635	\$20,617
General And Administrative Cost				
Total Expenses	\$316,900	\$620,452	\$651,475	\$684,048

Current Work in Progress

- App Developer Being Selected
 - Publisher and Board reviewed four proposals. Budget approvals this weekend. Hire developer next week.
- Survey
 - Goal set a 200 responses
 - Sent to 4,250 AA members. Very strong response of 457 in four days. We had to shut down survey early to tabulate results. “That never happens”



Funding the app project

- Cash from Grapevine's Subscription Liability Fund
- Cost cutting: YPTC, NOP Store, reduced board travel
- Financial reimbursements from GSB for General Services provided by Grapevine, Inc.
- GSB to cover additional staff

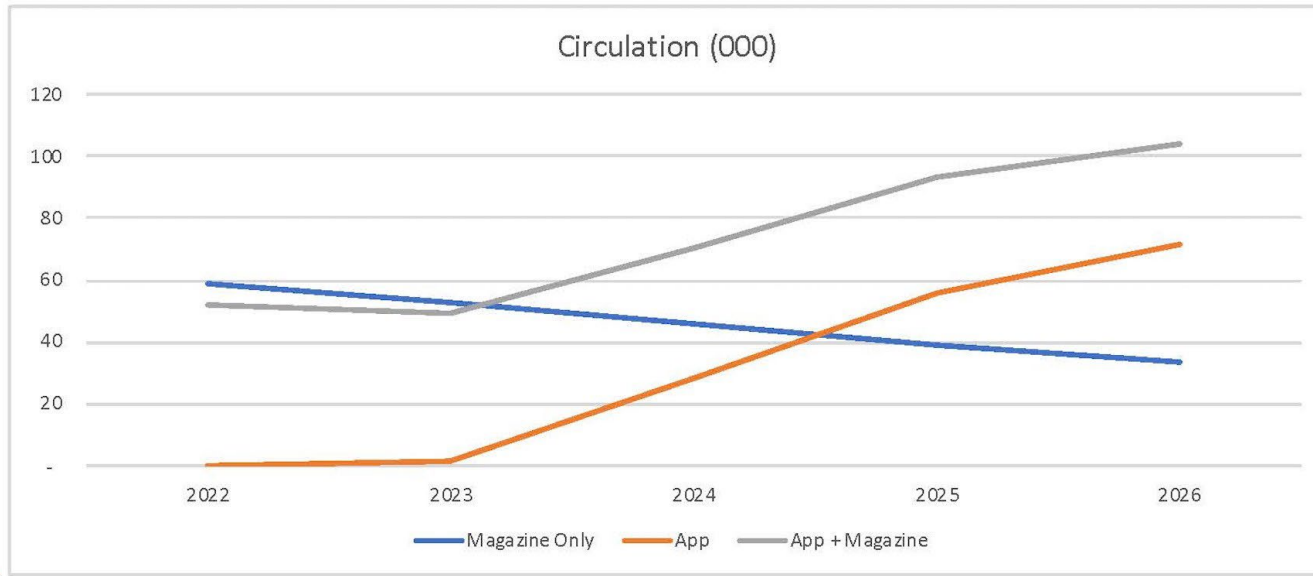
Offsets	2023	2024	2025	2026
Reimbursement from GSB - Service Leaders	\$119,284	\$320,452	\$336,475	\$353,298
Reimbursement from GSB - Services Provided (Podcast, etc)	\$100,000	\$100,000	\$100,000	\$100,000
AAGV Sub Liability Fund Reduction	\$670,488	\$37,512	\$39,375	\$44,651
Cost Savings AAGV (3 Bd weekends to virtual)	\$55,000	\$55,000	\$55,000	\$55,000
Offsets	\$944,772	\$512,964	\$530,850	\$552,950

Subscription Liability Fund

Subscription Liability Fund	2022	2023	2024	2025	2026
Opening Balance	\$1,443,500	\$1,243,500	\$573,012	\$535,500	\$496,125
underlying sub level		47,751	42,500	37,500	32,500
Est Fund per Sub*		\$573,012	\$535,500	\$496,125	\$451,474
Est Relief	\$200,000	\$670,488	\$37,512	\$39,375	\$44,651
* marginal printing cost for magazine circulation for 12 months					

5-Year Plan vs. Status Quo

- In the year 2026
 - New plan has 102K combined subscribers and a net profit of \$1.3 Million
 - Status quo shows 33K magazine subscriptions and a loss of \$800,000



In the year 2026

New plan has 104K combined subscribers and a net profit of \$1.1 Million

Status quo shows 34K magazine subscriptions and a loss of \$1.1 Million

App + Magazine	2022	2023	2024	2025	2026
Total Circulation (000)	59	54	71	93	104
Income	\$2,661	\$2,584	\$3,341	\$4,283	\$4,827
Gross Margin	\$1,478	\$1,298	\$2,034	\$2,957	\$3,490
Expenses	\$1,883	\$2,163	\$2,679	\$2,807	\$2,943
Offsets	\$0	\$945	\$513	\$531	\$553
Net Income / (Loss)	-\$405	\$80	-\$131	\$680	\$1,101
Cume (Loss) / Profit		-\$325	-\$456	\$224	\$1,325

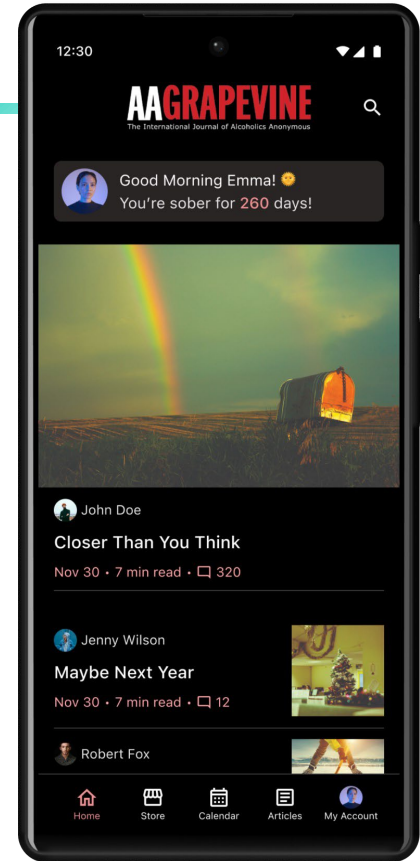
Magazine Only	2022	2023	2024	2025	2026
Total Circulation (000)	59	52	46	39	34
Income	\$2,661	\$2,530	\$2,409	\$2,317	\$2,273
Gross Margin	\$1,478	\$1,244	\$1,102	\$991	\$936
Expenses	\$1,883	\$1,865	\$1,958	\$2,056	\$2,159
Offsets	\$0	\$770	\$138	\$139	\$145
Net Income / (Loss)	-\$405	\$150	-\$719	-\$925	-\$1,078
Cume (Loss) / Profit		-\$255	-\$974	-\$1,899	-\$2,977

App P&L

App P&L		2023	2024	2025	2026
Revenue - App		\$54,000	\$1,008,000	\$1,995,000	\$2,574,000
Added Costs - GV	\$0	\$297,734	\$720,452	\$751,475	\$784,048
Added Costs - LV	<u>\$0</u>	<u>\$66,666</u>	<u>\$69,999</u>	<u>\$73,499</u>	<u>\$77,174</u>
Total Incremental Costs	\$0	\$364,400	\$790,451	\$824,974	\$861,223
Net Prior to Offsets	\$0	-\$310,400	\$217,549	\$1,170,026	\$1,712,777
Offsets	<u>\$0</u>	<u>\$944,772</u>	<u>\$512,964</u>	<u>\$530,850</u>	<u>\$552,950</u>
Net after Offsets	\$0	\$634,372	\$730,513	\$1,700,876	\$2,265,727

App Project Timeline

- App developer selection this weekend
- Market research report January 2023
- Budget and project approvals in January 2023
- Start app development February 2023
- Sample screenshots, report to Conference April 2023
- Complete development June 2023
- Test July and August 2023 with Beta release
- Launch September 2023



General Service Conference

- April 22-29
- 84 Proposed Agenda Items
 - 95 separate items
 - Grouped item in Literature for Preamble and Plain & Simple Big Book submitted items
 - Finance also has a grouped item to discuss Founders Literature.
 - Service material review (Corrections)



Additional Notes

- Delegates fees are paid for 2023.
- WCRAASA – Omaha, NE.
- Additional Spanish translation activities

March 7, 2023

INTERNATIONAL
Fax: (212) 870-3003

Area 20 Assembly
Allen Jacks, Treasurer
jaj12x12z@sbcglobal.net

Dear Friends:

We very much appreciate receiving the contribution of \$1,800.00 and the additional contribution of \$8,200.00 in U.S. dollars for your delegate's expenses at the 73rd General Service Conference. It is a splendid example of the principles embodied in Tradition Seven.

With gratitude and love to you and all in the Northern Illinois Area.

In fellowship,



Diana Lewis
Conference Coordinator

CC: Chris Degrane, Delegate

QUESTIONS – OPEN SHARING

End