

Archives

"Markings on the Journey": The committee was informed that the addition of the 1940s home movie of the co-founders and their wives to the video "Markings on the Journey" approved by the 2019 General Service Conference, was forwarded to G.S.O.'s Publishing Department.

The committee noted the committee consideration from the 2019 Conference Committee on Archives, requesting use of gender specific language, when possible, in future printings of the Archives Workbook. The committee requested that the archivist work with the G.S.O. Publishing Department to implement the change, when possible, in a future printing of the Archives Workbook.

The committee also noted the following 2019 Conference Committee on Archives committee consideration:

The committee appreciates the work of the trustees' Committee on Archives in exploring the feasibility of including in the A.A.W.S. Literature catalog all reproductions of archival materials being distributed by the Archives department upon request. However, the committee expressed concerns of pursuing this suggestion, noting that over-exposure of these items would increase the workload of the Archives staff and could trivialize the archival materials.

The committee noted the concerns expressed by the 2019 Conference Committee on Archives and feedback from discussions held between the archivist and publishing director and decided not to pursue the idea of listing the items available from the G.S.O. Archives in the A.A.W.S. Literature Catalog.

Corrections

The committee reviewed the list of 2019 Conference Corrections committee considerations and noted that while the committee took no action on a request for a review of all corrections-related literature in order to make the language more modern and inclusive, the Conference Committee also noted the absence of suitable language alternatives that could be used broadly to refer to incarcerated individuals. The trustees' committee on Corrections briefly discussed language options and agreed to continue discussion at their next meeting.

The staff member on the Corrections desk reported that an Activity Update is scheduled for mailing and will include a request from the 2019 Conference Committee on Corrections to gather shared experience from A.A. members involved in corrections service for tools currently being used to create local databases with correctional facilities meeting information. The information may be considered for a possible service piece or added to the Corrections Workbook, if appropriate. The committee requested that a draft or update report be brought to the November meeting.

A member of the committee reported that the A.A.W.S. Publishing Department has identified the pamphlets most often used in corrections and treatment service and is actively working on providing the pamphlets in a staple free format.

Draft letter about Prerelease and Bridging the Gap services: The committee reviewed a draft letter to professionals in the parole and probation field to raise awareness about 2019 Conference Corrections Committee Additional Committee Considerations: The local prerelease and Bridging the Gap A.A. services. The committee approved the content of the letter and agreed to include the letter in the Corrections Kit as a resource for Corrections Committees.

Additionally, the committee asked the staff secretary to explore options for a mailing of the letter from G.S.O. and provide a report at the next meeting of the committee.

Draft Frequently Asked Questions (FAQ) for new corrections committee chairpersons: The committee reviewed a draft of Frequently Asked Questions (FAQ) for new corrections committee chairpersons and made several editorial changes. The committee agreed to add the Frequently Asked Questions (FAQ) for new corrections committee chairpersons to the Corrections Kit and to include the FAQ with the welcome letter to new corrections committee chairpersons.

List of training programs for corrections professionals: The committee reviewed the list of training programs for corrections professionals and briefly discussed how to identify additional resources as well as how to better organize or create categories of training programs where A.A. could provide information about A.A. to corrections professionals in training. The committee agreed to continue discussion at their November meeting.

Text addition to prerelease service material for A.A.s on the inside: The committee tabled discussion on a proposed addition to the Service Piece "A.A. Corrections Prerelease Contact information - For AAs on the inside" (F-163) to the November meeting.

The committee heard a brief report from Nancy M, who attended, the meeting as a guest, on a growing trend to eliminate printed libraries in correctional facilities and the implementation of digital literature distribution systems. The committee had a wide ranging discussion on how A.A. could provide A.A. literature in these facilities and agreed to continue discussion at the next meeting of the committee.

Cooperation with the Professional Community/Treatment/Accessibilities

CPC

LinkedIn Page implementation: The committee discussed the additional committee consideration from the 2019 Conference Committee on Cooperation with the Professional Community (C.P.C.) and noted that the thoughtful and purposeful sharing highlighted and reaffirmed the 2018 Advisory Action regarding LinkedIn. The committee noted the value of a static LinkedIn page as a touch point to getting professionals to the A.A. website and asked that the staff secretary work with G.S.O. resources to implement the LinkedIn page.

A.A. in Your Community: The committee discussed the 2019 Conference C.P.C. additional committee consideration concerning the pamphlet "A.A. in Your Community" and took no action. The committee felt that the current language in the pamphlet "A.A. in Your Community" was consistent with A.A.'s primary purpose and reflected the autonomy of local committees. The committee noted that some professionals may encounter alcoholics with other issues that may need attention prior to referring them to A.A.

C.P.C. Kit and Workbook: The committee discussed the 2019 Conference C.P.C. additional Committee consideration and asked the staff secretary to work to implement the changes.

C.P.C. exhibits: The committee discussed the effectiveness of C.P.C. exhibits and noted their continued value in providing information about A.A. to professionals. The committee also noted the usefulness of technology such as the Meeting Finder app. The committee looks forward to messaging being created to provide information about A.A. digital resources. The committee requested that a progress report on the use of badge reader technology be brought to the November 2019 meeting.

Treatment

Bridging the Gap: The committee discussed the 2019 Conference Treatment and Accessibilities additional committee consideration to include experiences about Bridging the Gap service from correctional facilities. The committee asked the staff secretary to forward the sharing to Publishing to create draft language for the November 2019 meeting.

Treatment Kit and Workbook: The committee discussed the 2019 Conference Treatment and Accessibilities additional committee consideration and asked the staff secretary to work to implement the requested changes.

Accessibilities

2019 Conference Advisory Actions and Committee Considerations regarding Accessibilities: The committee reviewed the list of Advisory Actions and Additional considerations pertaining to accessibilities.

"A.A. for the Older Alcoholic": The committee discussed the 2019 Conference Advisory Action to revise the pamphlet "A.A. for the Older Alcoholic." The chair appointed a subcommittee to undertake this revision and requested that they bring a progress report to the November meeting.

Interviews with military professionals: The appointed committee member will work with staff to develop the process and timeline for recording audio interviews with military professionals to be posted online. Recording will begin once the details are in place.

Efforts to communicate with senior personnel in the military: The committee was provided with an update from the appointed committee member regarding efforts to communicate with senior personnel in the military. The appointed committee member has been invited to share about A.A. at a joint conference on suicide prevention organized by the U.S. Department of Veterans Affairs and the Department of Defense. He will be sharing about A.A. in a podcast that will be posted on the NYC Department of Veteran's Services webpage. In addition, he will have an opportunity to share about A.A. with military personnel on upcoming trips to Germany and South Korea.

The appointed committee member stressed the important role of local A.A. activities in making A.A. available on military bases.

Accessibilities Kit and Workbook: The committee discussed the additional consideration from the 2019 Conference Treatment and Accessibilities Committee regarding changes to the Accessibilities Kit and Workbook and asked the staff secretary to work to implement these changes.

Remote Communities Kit: The committee discussed the additional consideration from the 2019 Conference Treatment and Accessibilities Committee regarding changes to the Remote Communities Kit and Workbook and asked the staff secretary to work to implement these changes.

Literature on cooperation with the elder community: The committee discussed the additional consideration from the 2019 Conference Treatment and Accessibilities Committee regarding creation of literature on cooperation with the elder community. The trustees' committee asked the staff secretary to request sharing on cooperation with the elder community activities from the

Fellowship and to review current literature on cooperation with the elder community for possible inclusion in the Accessibilities Workbook.

Finance and Budgetary

The vice chair reported that both the Defined Benefit Retirement Committee and the Employees' Postretirement Medical Benefits Committee met on Thursday, July 25, 2019, at approximately 5:00 p.m. BPAS investment Advisor, reviewed the investment results for the six months ended June 30, 2019. The investment results of the indexed funds were compared with various market indices around the world. As of June 30, 2019, the market value of the Retirement Trust was \$37,240,252, which compares with the plan assets of \$33,059,041 as of December 31, 2018. Projected Benefit Obligation as of December 31, 2018 was \$35,238,092 (last actuarial valuation). As of June 30, 2019, the value of the Postretirement Medical Fund was \$6,319,730, which compares to the Postretirement Medical Liability of \$6,836,634 as of December 31, 2018.

The committee also heard a report from the plans actuary, BPAS Actuarial and Pension Services, on the required funding levels and interest rates. She noted that the required funding of the pension plan under the federal government's ERISA regulations does not require a contribution in either 2019 or any time within the next ten years. As per request of the retirement committee, Amy provided further information on the topic of de-risking the Defined Benefit Plan. She spoke on the advantages and disadvantages of offering another lump-sum to the terminated vested participants and purchasing annuities.

By request of the Retirement Committee, A.A.W.S. has engaged with a lawyer and actuary to get an independent opinion on the derisking of the Defined Benefit Plan.

G.S.O. Financial Results: The committee reviewed G.S.O. financial results for the first six months of 2019. Gross Sales for the first six months of 2019 of \$7,483,984 were \$41,742 (.56%) more than budgeted and \$271,742 (3.8%) higher than 2018. Gross Profit from literature was \$4,933,328 and represented a 66.9% Gross Profit Percentage, compared with 67.4o/o for 2018. The budgeted Gross Profit percentage was 65.6%.

Contributions for 2019 of \$4,002,384 were \$185,912 \$.9Yo) greater than budgeted and \$185,912 (4.9%) greater than 2018. The committee expressed its gratitude to the Fellowship for the continuing Seventh Tradition support.

Total Revenue (gross profit from literature plus contributions) was \$8,935,712 or \$313,286 (3.6%) greater than budgeted and \$326,680 (3.8%) higher than 2018.

Total expenses for the six months of 2019 were \$9,553,347. This is \$380,368 (4.2o/o) greater than budgeted and \$803,772 (9.2Yo) greater than 2018. The increase in expenses compared to 2018 was due to professional fees being \$180, 41 4 (100.2Yo) higher than budget and contracted services being \$369,721 g6.22Yo) higher than budget and \$500,163(74.7o/o) higher than 2018.

Travel, Meals and Accommodations were greater than 2018 by \$68,444 (9.1Yo) due to the Conference coming in higher than last year but on budget.

The combination of the above revenues and expenses resulted in G.S.O. reporting a loss of \$617,635 for the first six months of 2019. This loss compares to a budgeted loss of \$550,553 and a loss of \$.140,543 in 2018.

General Service Board support of the La Viña service activity was \$84,100 compared with a budgeted amount of \$82,919 and an actual of \$68,230 in 2018.

Mid-year Budget Considerations: For the year 2019, there are no adjustments to the budget required from any Conference actions.

2020 Budget Highlights Review: The committee was updated on the items under consideration for next year's budget planning.

Remarks of independent Auditors: Marks Paneth discussed the draft results of the limited reviews that they conducted on the second quarter. They also provided an update on the 990 tax returns which will be available and distributed to the Board of Directors before the November G.S.B. meeting. At the November meeting it will be discussed and filed before the deadline of November 15, 2019.

Grapevine Financial Results: For the first six months of 2019, average paid circulation of the Grapevine magazine was 66,765. This compared with a budget of 67,685 and 2018 actual of 67,427. Online and GV Subscription app circulation was 5,606 in 2019 versus a budget of 7,155 and actual of 5,608 in 2018.

Gross profit on the magazine of \$663,895 was \$42,724 less than budgeted. Gross profit on other content-related materials of \$310,767 was \$5,438 greater than budgeted and \$62,819 more than 2018. The increase from last year was due to an additional gross profit of \$71,139 that came from the sales of three new books.

Total gross profit for the six months was \$974,662 and \$37,286 lower than budgeted and \$50,248 more than the \$924,414 achieved in 2018.

Total costs and expenses of the magazine for the year were \$1,110,167, which were \$21,440 higher than budgeted and \$199,431 higher than 2018. Part of the increase from last year are the additional salaries and benefits of the new outreach positions. Also, legal fees were higher than last year by \$16,746 and meetings and conferences were \$12,786 higher.

After adding interest earned, there was a shortfall for the first six months of 2019 of \$99,065 compared with a net profit of \$45,118 in 2018 and a budgeted net loss of \$88,219 for 2018. 2020 Budget Highlights Review: The committee was updated on the items under consideration for next year's budget planning.

La Viña Results: For the six months ended June 30, 2019, average paid subscriptions for La Viña were 9,783 versus 9,362 budgeted and 9,643 for 2018. Income from magazine sales during 2019 was \$70,788, compared with a budget of \$63,030. Other publishing income added \$12,139 to the revenue stream. After deducting the costs and expenses of \$135,937, a shortfall between revenue and expenses of \$84,100 resulted for this service activity. This compares with a budgeted shortfall of \$82,919 for 2019 and a shortfall of \$68,230 for 2018. The shortfall for the La Viña service activity is funded by a transfer from the General Fund of the G.S.B.

Treasurer's Quarterly Summary: An update was presented to the committee, Reserve Fund: At June 30, 2019, the Reserve Fund had a balance of \$16,060,730. The Fund represents approximately 9.6 months of 2019 combined budgeted operating expenses.

2020 IC Update: Diann Furfaro from Talley Management attended the A.A.W.S. Board meeting on Thursday and gave a detailed report on the financials of the 2020 IC. While expenses are on track, she highlighted certain lines on the budget including the contract reviews and the Travel line, which have gone over budget. The reason for these overages is the detailed legal review on large contracts and not receiving comp rooms on site visits as they have in previous conventions. Diann also spoke about the contingency budget line being greater than these overages. The A.A.W.S. Board has requested an additional column be added to the financials of percentage committed so that there is a clear understanding of any variances or overages. Talley will be doing monthly reporting for the international Convention starting in the November meeting.

Old Business: Additional committee considerations that resulted from discussions of the 2019 General Service Conference Finance Committee and noted that various committees are addressing items contained in the considerations.

Review Conference Finance Committee Actions/Considerations: The committee reviewed the A.A.W.S. Report on Self-support Beau B gave a brief update and announced that a new Self-Support ad-hoc committee has been formed by A.A.W.S. They will be having their first meeting before the November G.S.B. meeting.

New Business

The T.F.C. committee discussed the recommendations that were amended and approved as follows:

The committee recommended that the General Service Board U.S./Canada be responsible for a maximum of \$10,000 (US) total for supporting delegates to attend the 21st REDEIA to be distributed in a prudent and informed manner after consultation with Mexico.

The A.A.W.S. Board recommended a draw-down up to \$1 million from the Reserve Fund to be refunded by December 31, 2019.

It was recommended that A.A. World Services, Inc. request an amount not to exceed \$1 million for capital improvements (i.e. renovations and/or asbestos abatement at 475 Riverside Drive) to be drawn down from the General Fund.

It was recommended that the A.A. World Services, Inc. Board of Directors authorize the general manager to sign the lease for additional floor space at 475 Riverside Drive (effective September 1, 2019 through December 31, 2024, concurrent with the existing 11th floor lease) contingent upon approval by the General Service Board for the requested capital funds for renovation and/or asbestos abatement.

International Conventions/Regional Forums

Regional Forums

2019 Conference Committee on international Conventions/Regional Forums Report: The committee reviewed the 2019 Conference Committee on international Conventions/Regional Forums additional committee considerations on how to attract first time attendees to Regional Forums. One additional committee consideration suggested that notices of upcoming Regional Forums could be uploaded to the A.A.W.S. Meeting Guide app.

New Business: The committee discussed feedback submitted by a regional trustee regarding suggestions to improve the content of local forums. The committee agreed that it would be useful to provide additional "foundational" materials regarding the General Service Board/General Service Office/AA Grapevine structure for presentation at local forums.

International Conventions

Staff Report: The staff report was accepted. Planning for the 2020 international Convention is proceeding on schedule. Convention registration forms are at the printer and are scheduled for a mid-August mailing. Registration will open on September 9, 2019 at 10 a.m. Eastern Time.

2020 international Convention financial update: The committee reviewed and accepted the 2020 international Convention quarterly financial update through June 2019 from the A.A.W.S. Finance Committee.

2020 international Convention professional panels: The committee reviewed a list of non-A.A. professional friends of A.A. suggested as potential speakers at the 2020 International Convention. The committee was encouraged to submit additional suggestions before November. The staff will re-send the memorandum and form regarding non-A.A. speakers to all Conference members.

Video project of past international Convention flag ceremonies: The committee viewed a one-minute draft video providing a glimpse of past international convention flag ceremonies and agreed to proceed with the project. The purpose of the video is to share the enthusiasm and spirit of international Conventions. Once final edits are completed, the video will be made available for download on aa.org and other available platforms.

Literature

Pamphlet for Spanish-speaking women in A.A.: The committee discussed the development of the pamphlet for Spanish-speaking women in A.A. and the progress to date. The chair requested that appointed committee member develop a process to receive feedback from Spanish-speaking women members from throughout the United States and Canada to support the development of the pamphlet. The committee looks forward to a progress report to be brought back to the November 2019 meeting.

Pamphlet based on A.A.'s Three Legacies: The committee discussed the development of the pamphlet based on A.A.'s Three Legacies and the progress to date, including the review of the submitted stories for the pamphlet from the January 2019 subcommittee. The chair appointed a new subcommittee to continue work on the pamphlet. The committee looks forward to a progress report or draft pamphlet to be brought back to the November 2019 meeting.

Progress Report regarding safety and A.A. to be included in Living Sober and "Questions and Answers on Sponsorship": The committee discussed the 2019 Conference Literature Committee's additional committee consideration regarding language on safety in Living Sober and "Questions and Answers on Sponsorship" which clarified that the language is meant to focus on safety at the group level. The committee requested that the Publishing Department develop appropriate text to bring back to the November 2019 meeting.

Pamphlet "The Twelve Traditions illustrated": The committee discussed a draft version from the Publishing Department of the comprehensive revision of the pamphlet "The Twelve Traditions illustrated." The committee discussed the 2019 conference Literature Committee's additional committee consideration which included suggested text related to emphasizing the importance of anonymity on social media and noted the draft version includes related text. The committee tabled further discussions until the November 2019 meeting.

Pamphlets "Too Young?" and "Young People in A.A.": The committee discussed the 2019 Conference Literature Committee's additional committee consideration that the Conference

committee looks forward to reviewing a draft revised pamphlet of "Too Young?" and/or samples of other potential formats of the pamphlet at the 2020 General Service Conference. The committee also reviewed the draft pamphlet for the update of "Young People in A.A." and progress to date; The committee discussed shared experience being gathered from Young People in Alcoholics Anonymous Conferences including locally produced literature items. Committee members will attend the upcoming international Conference of Young People in Alcoholics Anonymous to continue gathering shared experience related to the pamphlet development and provide a report to the committee at the November 2019 meeting.

Progress Report regarding "Your General Service Office, the Grapevine and the General Service Structure": The committee reviewed a progress report regarding the update to "Your General Service Office, the Grapevine and the General Service Structure" which included a presentation of the selected video production company. The committee requested that the staff secretary and Publishing continue updates to the video and present a draft version or progress report at the November 2019 meeting.

Review proposed revision to A.A. World Services "Policy on Publication of Literature: Updating Pamphlets and Other A.A. Materials": The committee discussed the 2019 Conference Literature Committee's additional committee consideration regarding the proposed revision to A.A. World Services "Policy on Publication of Literature: Updating Pamphlets and Other A.A. Materials." The committee also discussed the 2019 General Service Conference floor action which resulted in an Advisory Action:

That the 'A.A.W.S. Policy on Publications of Literature: Updating Pamphlets and Other A.A. Materials' be recommitted to the trustees' Literature Committee with an updated proposed policy to be brought back to the 70th General Service Conference. The committee agreed to forward to A.A. World Services the, proposed revision to A.A. World Services', "Policy on Publication of Literature: Updating Pamphlets and Other A.A. Materials." The committee agreed to request a progress report from A.A. World Services which will serve as background for discussion at the November 2019 meeting.

Consider development of a draft Fourth Edition of the book, Alcoholicos Anonimos: The committee discussed the 2019 Conference floor action which resulted in an Advisory Action: That the proposed floor action that "A draft Fourth Edition of the Spanish Big Book, Alcoholicos An6nimos, be developed and a progress report be brought to the 2020 General Service Conference" be committed to the trustees' Literature Committee. The committee requested the staff secretary explore additional background information to provide for the committee to review the topic further at the November 2019 meeting.

Updating the pamphlet "Twelve Steps Illustrated": The committee discussed the 2019 Conference Advisory Action to update the pamphlet "Twelve Steps Illustrated." The committee requested that Publishing begin work on the project and present a revised draft pamphlet or progress report at the November 2019 meeting.

Updating the pamphlet "The Twelve Concepts Illustrated": The committee discussed the 2019 Conference Advisory Action to update the pamphlet "Twelve Concepts Illustrated." The committee requested that Publishing begin work on the project and present a revised draft pamphlet or progress report at the November 2019 meeting.

Consider updating the pamphlet "A.A. for the Black and African-American Alcoholic": The committee discussed the 2019 Conference floor action which resulted in an Advisory Action:

That the proposed floor action that "The pamphlet A.A. for the Black and African-American Alcoholic" be updated and a progress report and/or a draft be presented to the 2020 General Service Conference" be committed to the trustees' Literature Committee. The committee requested the staff secretary explore additional background information to provide for the committee to review the topic further at the November 2019 meeting.

Consider the development of a contemporary and comprehensive new workbook to study the Twelve Steps, Traditions, and Concepts: The committee discussed a request to develop a contemporary and comprehensive new workbook to study the Twelve Steps, Traditions and Concepts and tabled discussion until the November 2019 meeting.

Consider the development of a Literature Committee Workbook: The committee discussed the 2019 additional committee consideration regarding the development of a Literature Committee Workbook. The committee requested that the staff secretary work with Publishing to explore the development of a Literature Committee Workbook and bring a progress report to the November 2019 meeting.

Consider: ceasing development of new literature and focus on making all our, current literature accessible in all possible formats: The committee discussed ceasing development of new literature and focus on making all our current literature accessible in all possible formats. The committee recognized the need to continue making current literature accessible in all possible formats. The committee requested the staff secretary gather background information to further assess availability of literature items in all formats with respect to accessibility, starting with all Conference-approved books, The A.A. Service Manual/Twelve Concepts for World Service and recovery pamphlets and provide a progress report at the November 2019 meeting. The committee took no action on ceasing development of new literature noting that new literature is developed in response to Advisory Actions from the General Service Conference.

Nominating

Procedures for partial or total reorganization of the General Service Board, the A.A.W.S. or AA Grapevine Boards: The committee discussed an additional committee consideration and memorandum from the 2019 Conference Committee on Trustees requesting that the trustees' Committee on Nominating revise the procedures for a partial or complete reorganization of the General Service Board, the A.A.W.S. or AA Grapevine boards. The chair appointed a subcommittee to address the suggested revisions and concerns and bring back a revised draft to either the November 2019 or January 2020 meeting.

Public Information

The committee noted that the audio PSAs have not been updated since 2009 and may need further review. The committee asked that audio PSAs be included for discussion in the Public Information (P.I.) Comprehensive Media Plan. The committee also asked that audio PSAs be discussed at the November meeting.

The committee discussed the 2019 Advisory Action that two PSAs be developed at a cost not to exceed \$50,000 for each PSA, and that if full-face characters are shown, to include an "actor portrayal" disclaimer on screen. The committee asked that the development of a plan with focus on PSA messaging be included for discussion in the Public Information (P.I.) Comprehensive Media Plan.

PSA Online Distribution: The committee discussed the 2019 Public Information additional committee consideration to explore online platforms for possible future public service

announcement distribution. The committee asked that possible online PSA video/audio distribution be included as an item in the Public Information (P.I.) Comprehensive Media Plan. Public Information Video Shorts: The committee discussed the 2019 Advisory Action that the trustees' Public Information Committee develop a plan to produce video shorts based on current A.A. pamphlets that provide information about A.A. to the public. The committee asked that this item be included for discussion in the Public Information (P.I.) Comprehensive Media Plan.

Young People Video Project: The committee discussed a new draft Young People Video Project flyer. The committee asked that the Young People Video Project be included for discussion under the Public Information (P.I.) Comprehensive Media Plan.

Public Information Comprehensive Media Plan: The committee discussed the need for the development of an updated Comprehensive Media Plan. The chair appointed a subcommittee to develop a plan to review the scope of the media plan, P.I. messaging, media platforms, and to identify efforts that may overlap with other committees or G.S.O. departments.

Committee on the General Service Conference

2019 Advisory Actions and Additional Considerations: The committee reviewed Advisory Actions and committee considerations pertinent to the committee.

69th General Service Conference Advisory Actions: The committee noted that the staff secretary implemented the Advisory Actions related to the Conference theme, presentation/discussion topics, workshop topic and an update to the "Process for Polling the General Service Conference between Annual Meetings."

Communication between trustees' and Conference committees: The committee appreciated the memorandum distributed to the trustee chairs and Conference committee chairs encouraging their ongoing communication both before and after the Board weekends and then the further communication between the Conferences committee chair and their full committee.

Agenda items not forwarded to a Conference committee and approving qualified representatives from other A.A. service structures: The committee reviewed a request to continue developing the process of proposed agenda items not forwarded to a Conference committee that includes more information regarding the distribution of background and the January conference call between the trustee committee chair and the corresponding Conference committee. The chair appointed a subcommittee to consider finalizing this process. The subcommittee will also consider updates to the process for approving qualified representatives from other A.A. service structures to observe the U.S. and Canada G.S.C that allows for these observers to be presented for G.S.C. consideration prior to the Conference week. A progress report of both items will be provided for review at the November meeting.

Resumption of the 1986 Advisory Action regarding simple majority vote: The committee agreed that the staff will document a process that details the resumption of the 1986 Advisory Action and work with Publishing to have reporting in the 70th G.S.C Final Report. There were no Advisory Actions that fell into this category from the 69th G.S.C.

Equitable distribution of workload: The committee reviewed sharing from the 69th G.S.C. presentation/discussion on the Equitable Distribution of Workload of Conference Committees. The chair appointed a subcommittee to consider any actionable items from the sharing and determine if any additional meetings should be facilitated for further discussion on the topic. A plan or progress report will be provided for review at the November meeting.

Dates for the 73rd and 74th G.S.C.: The committee agreed with the plans for staff to work with G.S.O. management and the METS Department to finalize dates for the 2023 and 2024 General Service Conferences. The Conference coordinator will notify Conference members of the dates once finalized.

General Manager's site selection report: The committee requested an update from the general manager on the site selection work at the November meeting.

2020 Proposed agenda items report: The committee reviewed the list of items that have been proposed for placement on the 2020 Conference Agenda. The committee discussed the report and expressed concern regarding disposition of agenda items proposing changes to the A.A. Service Manual and Twelve Concepts for World Services. initial committee discussion suggested that these items should be sent to the Conference Report and Charter Committee and not to the G.S.O. Publishing Department. The committee requested that additional information regarding the 2019 & 2020 agenda items, that fall in this category, be brought to the November meeting for further discussion.

A.A.W.S. Report

Accessibilities

The assignment is working to implement changes to Accessibilities service material from the trustees' Committee on Cooperation with the Professional Community/Treatment and Accessibilities. These changes help differentiate deaf and hard-of-hearing and will update the material to emphasize helping alcoholics with hearing difficulties participate in all Three Legacies. The Guidelines on "Sharing the A.A. Message with the Alcoholic who is Deaf or Hard-of-Hearing" and "Accessibility for All Alcoholics" have been updated and should be available soon. The service piece "serving All Alcoholics" is being updated as well.

Communication Services

Three major projects continue to be the focus of this assignment: website design; development of the A.A.W.S. app, which includes the Meeting Guide platform; and implementation of Google products. Building on the foundation of previous website development, a new project plan, mood board and several iterations of sitemaps have been developed. A focus on delivering the correct resources to each audience, reorganizing content and tagging to allow users to self-sort are some of the highlights of the new approach to the website design.

The Meeting Guide app account has been transferred to AAWS Apple and Google Play Store accounts. The enhanced app will soon be available in both stores. The vendor rewrote the original code of the app and added search, Daily Reflections, an enhanced menu and messaging feature. The test version of the new app was shared with General Service Conference members and user tested with a diverse group of members. In addition, application for Legit Script certification, necessary for participation in the Google AdWords/Grants program, is currently underway.

Conference

An anonymity-protected electronic interim report on the 69th Conference was produced by the Publishing Department in English, French and Spanish and distributed to Conference members to support delegate reporting due to the lateness of this year's Conference. The Conference Coordinator facilitated two important post-conference meetings: the Post Conference Sharing Session provides specific insight into what went well at the Conference and what areas have room for improvement; and the Post Conference implementation Meeting provides the

opportunity to ensure that all Advisory Actions and Committee Considerations have been reviewed and that appropriate actions are planned.

Cooperation with the Professional Community treatment

The C.P.C. assignment is working on the summer 2019 edition of About A.A. So far in 2019, 12 national exhibits have been coordinated, with 16 more to be completed. The staff coordinator will be attending an exhibit at the National Association of Black Professionals Conference, staffed by A.A. members from Area 15 in Tampa, FL, and will also attend an exhibit booth at the American Corrections Conference, held in Boston, MA.

Corrections

Following a positive response to a mailing to Corrections/Bridging the Gap/H&I Area Chairpersons noting the need for men to write to inmates through the CCS, 200 male inmates received an outside correspondent and there is no longer a waiting list.

Group Services

A number of service pieces including "Frequently Asked Questions About A.A. Websites and lists of Online Groups and Phone Meetings have recently been updated. As liaison with intergroup/Central Offices the staff coordinator attended a local forum hosted by Area 05. The theme was unity and how A.A. entities can work better together. The coordinator also participated in a conference call with representatives of the intergroup/Central Office/A.A.W.\$./AAGV Seminar. Enhancements to the app were discussed that should help app users connect with the local entities that are providing the meeting information.

International

G.S.O. Mexico has completed the Spanish translation of the anonymity-protected digital version of the 25th WSM Final Report. It is has been added to the A.A. website, International

Convention

An article highlighting A.A.'s 85th birthday celebration at the 2020 International Convention in Detroit was finalized for the summer issue of Box 459. Registration brochures for the Convention are in the final stages of editing and translation before going to the printer for the August mailing. Approximately 350,000 copies of the registration brochure will be mailed to over 65,000 A.A. members, groups and service entities around the world. Registration and housing will open on Monday, September 9, 2019 at 10 a.m. (EDT). A communication to members of the General Service Board, A.A.W.S. and Grapevine directors and trustees emeriti is scheduled for July letting them know that they will be automatically registered for the Convention.

Literature

Vendor selection and production concepts to update the video "Your G.S.O., A.A. Grapevine and the General Service Structure" are proceeding. This project is being approached in tandem with an introduction to Regional Forums video and the Regional Forums assignment. Adjoining the projects has allowed for a production design that will allow a cross-purposing of source footage in both videos as well as potential future projects.

Nominating

Notifications have been sent to delegates and appropriate area committee officers in the West Central and Western Canada Regions regarding the regional trustee vacancies that will occur following the April 2020 General Service Conference.

Public Information

Local P.I. committees continue to request information about radio PSAs as they approach local stations and connect station managers with G.S.O. for radio placement. Extensive updates have been made to the P.I. Workbook due to outdated content. The P.I. assignment has been working with Publishing to develop draft "postcard style" service pieces with brief excerpted content about A.A., from A.A. literature such as "A Brief Guide to A.A.," "A Newcomer Asks," and "Frequently Asked Questions." Meeting Guide app and prominent aa.org information will also be included.

Regional Forums

The East Central Regional Forum was held in Detroit, Michigan July 12 - 14. Work continues for the upcoming forums in the West Central region (August 16-18 in Grand Forks, North Dakota) and Southwest region (October 11-13 in Houston, Texas). Programming for Regional Forums continues to include G.S.O. employees who share A.A.-related information from the office while engaging personnel with the Fellowship and vice versa. For example, at the recent Northeast Regional Forum, G.S.O. Archivist Michelle Mirza and Publishing Department Editor, Julia Dillon gave a compelling and moving presentation on the development of Our Great Responsibility. Drawings for free AA Grapevine or La Viña subscriptions will be held for first time attendees and the International Convention skit will be performed at every 2019 & 2020 forum leading up to the International Convention in July 2020.

OFFICE MANAGEMENT

Administration: The ERP NetSuite implementation is in its final weeks. The go-live date is the week of August 5, 2019. The systems implementation, which will take place during and immediately after this July General Service Board weekend, is the highest operational priority of the organization at this time. Since the conclusion of the 69th General Service Conference, the office has been engaged in the implementation of Advisory Actions, as well as sharing committee reports for appropriate follow-up. The first original book to be published by A.A. World Services in nearly 30 years, Our Great Responsibility, has been published in English, French and Spanish. Work continues in the office on the strategic communications initiatives of the General Service Board. A rough draft of a three-year communications strategic plan has been circulated to board members, trustees and G.S.O. staff, and will be discussed by the General Service Board in July. Planning for the 2020 international Convention is on track, with the Convention just a year away. Two new G.S.O. staff members have been hired: Brenda B, formerly of the Memphis intergroup, and Irene D, former editor of La Viña; both are slated to begin work in July. Lola I returned to G.S.O. as a Senior Administrator of Executive Services. She will be the primary support for the A.A.W.S. Board and will be overseeing executive support. Information gathering continues on the projected acquisition of an additional 5,000 square feet of office space on the 8th floor of 475 Riverside Drive.

Administrative Services: The Records department staff is making a final push to process as much work as possible before the blackout period related to the transition to the ERP system begins. Area Registrars have been advised that their access to FNV will be temporarily interrupted. FNV will run parallel with the new system until the successor database to FNV, My Portal, has been completed. Training for all internal and external users of My Portal will be conducted.

Archives: So far this year, Archives staff has responded to approximately 750 requests for information and accessioned 67 new items, both paper and digital. A new printing of the Archives Workbook was completed in May, along with a new service piece titled "Archives Checklist: A quick guide for local A.A. archivists." From June through mid-July, over 4,000

pieces of paper have been scanned and uploaded to Laserfiche. These include Conference committee agendas, reports and background; Bill W.'s correspondence; and other significant papers.

Human Resources: All employees have been assigned a compliance course on Sexual Harassment prevention through the online HR portal. Employee Recognition Day was held at Rye Playland for an outing of fun and team-building activities and was followed by an Employee Recognition Ceremony highlighting service anniversaries and recognition awards. Additionally, the department is engaged in ongoing evaluation of options for the upcoming insurance renewal.

Information Technology Services: In addition to support of the ERP implementation, the IT Services team continues to improve the connectivity to our hosted servers as well as reducing the number of active servers needed. As a result of the IT Audit, computers and laptops are being upgraded to add hard drive encryption and additional memory as needed.

BOARD COMMITTEES

FINANCE: The board accepted Finance Department reports in June and July highlighting the following information:

The Talley Management Group provided an update on planning for the 2020 International Convention. No major issues were reported and they have been meeting with key vendors, with some remaining vendor contracts in the final stages of negotiation and language review prior to legal review. Housing is all but finalized at this point and the Hospitality Suite groups are working to secure their space, with assignments to the coordinators of those groups to come this fall. The registration brochure is complete, with final edits of the housing brochure scheduled for completion in July.

For the six months ended June 30, 2019 revenues were 3.63% higher than budgeted and 3.79% higher than the six months ended June 30, 2018. Operating expenses were 4.15% greater than budgeted and 9.19% more than last year.

In total, unit book and booklet sales have increased from 2018 by 19,938 pieces or (2.36%). This large variance includes 14,074 units sold (English) of Our Great Responsibility.

Actual contributions for the six months ended June 30, 2019 were \$4,002,384, 4.87% higher than budget and 4.87% higher than the six months ended June 30, 2018. Online contributions for the first six months of 2019 amounted to \$438,755. This compared with \$369,066 in 2018, \$333,480 in 2017, \$212,908 in 2016, and \$179,449 in 2015. The first six months of 2019 online contributions account for 11.02% of our total contributions.

The following variances were noted for the six months:

The Salary line was \$74,227 (1.93%) less than budget and \$153,470 (4.24%) more than the six months ended June 30, 2019. Professional fees are \$180,414 (100.23%) higher than budget and \$18,685 (5.47%) higher than 2018. These variances are mainly caused by contract reviews being over budget by \$99,010 for the first six months of the year. There are also additional lawyer fees (general counsel) that amount to \$103,408 higher than budget. Contracted Services are over budget by \$369,721 (46.22%) and also \$500,163 (7410%) over last year. These variances are caused by ERP costs amounting to \$363,048 over budget. Travel, Meetings and Accommodations are \$18,104 (2.26%) higher than budget and \$68,444 compared to last year. Total 2019 GSC expenses are close to budget. The Postage & Express is ahead of budget by

\$62,985 due mainly to no catalogue mailing in 2019 though it was budgeted for. Similarly, the Selling Expenses line is also ahead of budget by \$64,684 mainly due to no printing of a new catalogue in 2019 though it was budgeted for.

The new members of the Ad-Hoc Self Support committee are Beau B, Carolyn W and Mary C. The committee will invite someone from the Grapevine Board to join the committee.

The Board approved the following recommendation brought forward by the Finance Committee: That a draw down of \$1,000,000 be requested from the General Service Board Reserve Fund to help with current cash flow needs, with the funds to be returned by December 31, 2019.

PUBLISHING: The board accepted Publishing Department reports in June and July highlighting the following information:

Gross sales: June gross sales are below budget with actual gross sales at \$1,041,284, which is a \$40,337 or 53.73% negative variance against budget of \$1,081,621.

Web sales. Total web sales (A.A.W.S. Online Bookstores) for June stand at \$703,737, which accounts for about 68.78% of total sales for the company. Total online orders for June are 1,530, which is 72.31% of total orders. Sales on the B2B online store (primarily Intergroup/Central Offices and other bulk orders) for June are \$471,787 and B2C sales (individual customers) stand at \$231,950.

Digital books: Total eBook gross sales through June stand at \$106,149, with 26,173 units distributed.

Our Great Responsibility: A Selection of Bill W.'s General Service Conference Talks, 1951-1971: Official publication date was May 7, 2019. Total sales as of July 18, 2019: 21,249 (17,716 copies, English; 1,583 copies, French; 1,950 copies, Spanish).

ERP final preparation. and implementation: The Publishing department has been fully engaged in the necessary preparations for the systems shutdown, cut-over and launch, including final data migration, verification, and user acceptance testing, with more than 125 business processes affecting Publishing that will be activated in the new system.

Translations summary Alcoholics Anonymous is available in 71 languages, with 23 languages pending and 16 new translations in progress, along with 5 revisions/retranslations. Twelve Steps and Twelve Traditions is available in 48 languages, with pending translation in Arabic and a revised Czech translation. Daily Reflections is available in 34 languages.

Audiobooks Update - Big Book, "Twelve and Twelve" and Living Sober English and Spanish audio revisions are complete/approved. French audiobook files are in Editorial review.

American Sign Language Update - Big Book and "Twelve and Twelve" videos: Revised videos with updated closed captioning are in review. Audios being updated with the approved audio files from the audiobooks recordings.

Twelve Concepts for World Service Audio project - English, French and Spanish versions are approved and are in post-production for placing on aa.org.

The Young People's Video is now titled "Young and Sober in A.A.: From Drinking to Recovery" - Subtitles for the English, French and Spanish versions are complete and approved and should be in the warehouses in 4-6 weeks.

The Board approved the following recommendations brought forward by the Publishing Committee: That the 2020 International Convention Souvenir book be priced at \$12.00 per unit in English, French and Spanish. That the DVD videos of the American Sign Language (ASL) editions of Alcoholics Anonymous and Twelve Steps and Twelve Traditions be priced at \$10.00 each.

TECHNOLOGY/COMMUNICATION/SERVICES (TCS): The board accepted TCS reports in June and July highlighting the following information:

The committee reviewed the minutes of G.S.O.'s Website Committee, along with progress reports and updates on G.S.O.'s A.A. website analytics and visitor's activity reports.

The committee reviewed the TCS Composition, Scope and Procedure and approved it as amended.

Reports were given by the director of IT Services and the Group Services assignment. The director of IT Services noted that the ERP Project is in its final weeks. Employees are working on final User Acceptance Testing and data migration is being loaded. Continuing upgrades are being made to computers and laptops for Windows v10 and to add hard drive encryption to all, In addition, solid state drives and additional memory will be installed in those computers that require them.

The staff member on the Group Services assignment reported that a number of service pieces have been updated. The scheduled call with the representatives of the intergroup/Central Office/A.A.W.S./AAGV Seminar took place in early July and updates on ERP and the Meeting Guide App were reported along with a review of the Advisory Actions from the 69th General Service Conference. It was noted that there is an ongoing urgency to the discussions regarding discounts and other sales/shipping/pricing issues, as many intergroup/Central Offices are struggling with finances in order to continue their important work of carrying the message at the local level.

A report was provided by the Communication Services coordinator summarizing website design and app progress over the last few months. The committee reviewed and discussed a YouTube progress report and a LegitScrip & Google Ads progress report.

The Board approved the following recommendations brought forward by the TCS Committee: That the 2019 First Quarter reports on G.S.O.'s A.A. website activities and analytics from January through March 2019 be forwarded to the trustees' Committee on Public Information as presented. o That the 2019 Second Quarter reports on G.S.O.'s A.A. website activities and analytics from April through June 2019 be forwarded to the trustees' Committee on Public Information as presented.

Internal Audit Committee (IAC): The committee reviewed 33 recommendations from the 2018 Audit conducted by Marks Paneth covering both Financial and IT issues.

The committee received an overview of the A.A.W.S. Emergency Response-Business Continuity Plan and agreed that instituting a new plan is a priority. A project manager has been contracted for this service.

The committee noted that our legal advisor is creating an overall privacy policy for A.A.W.S., AA Grapevine and the General Service Board. Once the privacy policy is in place, the committee will focus on implementing an audit program focused on privacy.

The committee discussed vendor management topics, including PCI compliance, labor and insurance compliance, worker's compensation, data ownership; and content ownership. The committee noted that compliance requirements are included in current A.A.W.S. vendor contracts, but not in its RFPs.

ADDITIONAL ACTIVITIES

The board reviewed an updated draft of a proposed service piece on safety being developed by G.S.O. staff. The work is ongoing and additional input was requested to help inform subsequent drafts.

The board received a report on the joint meeting between A.A.W.S. and Grapevine that took place during the 2019 General Service Conference. It was noted a number of areas of discussion: Joint collaboration opportunities with staff and service desks; unified ordering; ERP; shared governance regarding online sales, YouTube, apps, etc.

BOARD RESOLUTIONS

A.A.W.S. resolution to trustees' Finance and Budgetary Committee (July 25, 2019): It was recommended that A.A. World Services, Inc. request an amount not to exceed \$1 million for capital improvements (i.e., renovations and/or asbestos abatement at 475 Riverside Drive) to be drawn from either the Reserve Fund or the General Fund.

Recommendation passed unanimously and will be forwarded to trustees' Finance and Budgetary Committee.

A.A.W.S., Inc. Board resolution regarding 8th floor lease:

It was recommended that the A.A. World Services, Inc. Board of Directors authorize the general manager to sign the lease for additional floor space at 475 Riverside Drive (effective September 1, 2019 through December 31, 2024, concurrent with the existing 11th floor lease) contingent upon approval by the General Service Board for the requested capital funds for renovation and/or asbestos abatement.

Recommendation passed unanimously and will be held, pending action by the General Service Board.

GSO Financial Results
Six Months Ended June 30,
2019
(All figures in thousands)

SUMMARY

	Six Month 2019 Budget	Six Month 2019 Actual	Six Month 2018 Actual	Variance To Budget
Revenues	\$8,622	\$8,936	\$8,609	\$314
Operating Expenses	9,173	9,553	8,750	380
Total Income	(\$551)	(\$617)	(\$141)	(\$66)

REVENUE

Literature:

	Six Month 2019 Budget	Six Month 2019 Actual	Six Month 2018 Actual	Variance To Budget
Net Sales	\$7,331	\$7,376	\$7,114	\$45
Manufacturing	1,538	1,476	1,403	(62)
Shipping, WH, Supplies	987	967	918	20'
Gross Profit- Literature	\$4,806	\$4,933	\$4,793	\$127

Contributions:

	Six Month 2019 Budget	Six Month 2019 Actual	Six Month 2018 Actual	Variance To Budget
	\$3,816	\$4,002	\$3,816	\$186

EXPENSES

Personnel Expenses:

	Six Month 2019 Budget	Six Month 2019 Actual	Six Month 2018 Actual	Variance To Budget
Salaries	\$3,845	\$3,771	\$3,617	(\$74)
Payroll Taxes	301	299	281	(2)
Insurance	678	680	621	2
Retirement Expense	932	941	915	9
Totals	5,756	5,691	5,434	(65)

Other Operating Expenses

	Six Month 2019 Budget	Six Month 2019 Actual	Six Month 2018 Actual	Variance to Budget
	\$3,417	\$3,862	3,316	\$445

AA Grapevine Report

Challenges/Actions: Grapevine Board is currently implementing a 3-year Strategic Plan that will incorporate the Fellowship Feedback Project and will work closely with the web vendor, web vendor, North Studios and Lois Luis of Co-Create Collective. Organization-wide support is central to Grapevine and La Viña future and we thank A.A.W.S. for its support in data sharing and overall collaboration. Local efforts is also important to carrying the message with GV/LV and continue as an essential part of our outreach efforts. The umbrella privacy policy with AAWS to facilitate list sharing and to comply with recent regulatory changes is nearing completion in time for the opening of the 2020 international Convention.

Carrying the message of the A.A. program through Grapevine and La Viña remains the focus. Subscriptions/product sales are essential to self-support and 12th step service. Overall print and digital subscriptions will continue to decline gradually without more effective outreach to the Fellowship yet will remain in budget range for now. The GV Subscription app continues to gradually find its audience.

Existing engagement efforts for the print magazines, Grapevine Online, Grapevine App and related products will continue per the GVB's strategies including the ongoing Carry the Message project that focuses on sponsoring subscriptions through Subscription Gift Certificates and the 2019 outreach Toolkit effort celebrating GVs 75th anniversary.

Board Meetings: During its June 28, 2019 meeting the publisher updated the AAGVB on the following: Requests continue for additional new sources for digital and print subscription development such as new database lists from circulation vendor to meaningfully increase subscriptions. For example, access to DGM database from FNV; GV/LV Toolkit launched Jan 21, 2019. Total sold as of 6/2019; GV308 units/\$14,899.45; LV 34 units/\$1,259.99; LOH MP3 price change was instituted on May 10. New postcard and ad developed. Early trends indicate a successful price point; aagv.org continues the Drupal 8 upgrade which will create a responsive and integrated platform; the web rebuild project team is coordinating internal meetings with individuals and/or departments to discuss the new web visual design and language proposed and determining the content, images, audios, and documents needed for migration to the new sitemap; tagging process for 2006 - 2015 Grapevine stories and Audio archive continues; new archive page is under construction; working in coordination with vendor to improve the Store website's traffic; AAGV is working on store migration from vendor site; AAGV is working in coordination with vendors to create a website planner the Drupal 1 upgrade will resolve the "Not Secure" warning displayed on GV website; AAGV is working on the first steps for qualifying for Google for Nonprofits; Spanish store pages are complete; continuing to actively work with the fulfillment house regarding customer service issues; auto renew has been added to all print and online subscriptions (excluding GV Complete and the App); the quarterly Grapevine & Your Group email newsletter was distributed in the first week of June 2019. This mailing included all email contacts in the GVR/RLV database (13,317) - This list included inactive reps to reintroduce them to AAGV; an email blast communication is being planned to all GVRs and RLVs regarding the new Spanish Store pages; ongoing planning with circulation vendor on implementing communications with the AAGV customer base i.e. email blasts; vendors have been identified as AAGV and AAWS's outside sales resources. Contracts have been signed; our metadata initiative is underway with guidance from Market Partners. A joint meeting with the Publications and Communications departments is being scheduled for July 23, 2019; AAGV's new and revised catalogue has been reviewed and edited to include metadata findings. Anticipated pub date mid-July; media schedule for our multi-platform Outreach efforts is in

development and will be presented to the board at July board meeting; self-support flyer was emailed to Grapevine Area Chairs on May 31; Spanish language "Chest of Hope" flyer was emailed to all registered RLVs on May 30; AAGV, Inc. now offer GV Complete gift certificates; Outreach initiatives are moving forward; all production projects are on schedule; Director of Operations continues to manage day to day activities and ongoing projects.

A.A. Grapevine Financial Report

	Jun/18	Jun/18	Variance	Jun/17 Actual	Variance
	Actual YTD	Budget YTD	Actual vs Budget	YTD	2018 Actual vs 2017 Actual
Circulation					
GV Mag	67,427	63,819	3,608	70,238	(2,812)
GV Online	3,555	3,479	76	4,280	(725)
GV Sub App	2,053	1,250	803	1,769	284
GV Total Cir	73,035	68,548	4,487	76,287	(3,253)

	Jun/18	Jun/18	Variance	Jun/17 Actual	Variance
	Actual YTD	Budget YTD	Actual vs Budget	YTD	2018 Actual vs 2017 Actual
Financial Activity					
Net Magazine	676,466	620,247	56,218	726,825	(56,359)
Net Other	247,948	235,044	12,904	227,454	20,494
Reserve					
Fund Interest	10,000	10,000	0	8,900	1,100
Total Income	934,414	865,291	69,122	963,179	(28,765)

	Jun/18	Jun/18	Variance	Jun/17 Actual	Variance
	Actual YTD	Budget YTD	Actual vs Budget	YTD	2018 Actual vs 2017 Actual
Editorial	(335,017)	(377,330)	42,313	(365,275)	30,258
Circulation & Business	(467,234)	(516,544)	40,310	(432,252)	(13,982)
General & Administrative	(78,045)	(127,421)	49,376	(87,659)	9,614
Total Cost & Expenses	(889,296)	(1,021,295)	131,999	(915,187)	25,891
Net Income	45,118	(156,003)	201,121	47,992	(2,875)

La Viña Financial Report

	June/19	June/19	Variance	June/18	Variance
	Actual YTD	Budget YTD	Actual vs Budget	Actual YTD	2019 vs 2018
Circulation					
LV Magazine	9,783	9,362	421	9,643	140
Total Circulation	9,783	9,362	421	9,643	140

	June/19	June/19	Variance	June/18	Variance
	Actual YTD	Budget YTD	Actual vs Budget	Actual YTD	2019 vs 2018
Financial Activity					
Net Magazine	42,835	34,397	8,438	34,961	7,874
Net Other	9,002	6,542	2,460	8,292	710
Total Income	51,837	40,939	10,898	43,253	8,584

	June/19	June/19	Variance	June/18	Variance
	Actual YTD	Budget YTD	Actual vs Budget	Actual YTD	2019 vs 2018
Editorial	85,660	76,951	8,709	68,322	17,338
Circulation & Business	45,324	44,052	1,272	41,317	4,007
General & Administrative	4,953	2,854	2,099	1,844	3,109
Total Cost & Expenses	135,937	123,857	12,080	111,483	24,454
Net Income	(84,100)	(82,918)	(1,182)	(68,230)	(15,870)

Board Committee Activity

Nominating and Governance Committee: The Nominating and Governance committee chair reported the committee met on July 3 and July 21 and discussed priorities of activities to select new GST, NTD and Regional Trustee to serve on GV Board in 2020.

Outreach Committee: The Outreach committee chair reported the committee met on July 19 and reviewed the current Composition, Scope and Procedure and goals, strategies on sharing the Anniversary Toolkit explainer video, representation at the 2020 international Conference, strategies for using the audio stories and YouTube, and ways AAGV, Inc. can better support Delegates in representing GV and LV at the Area level and elsewhere.

Finance and Budget Committee: The Finance and Budget committee chair reported that the committee met on July 19 and 23. The committee discussed AAGV, Inc. Financials under the review of AAWS Chief Financial Officer.

Ad hoc Strategic Planning Committee: The Ad hoc Strategic Planning committee chair reported that the committee will meet several times prior to the September strategic planning meeting to discuss meeting format and review of the Strategic Plan tactics submitted by management.

Editorial Advisory Board: The GVEAB met on July 18. A Canadian member has been added. The next LVEAB meeting will be determined.

Circulation. Development and Customer Service: The Publisher reported the following: Requests continue for additional new sources for digital and print subscription development such as new database lists from circulation vendor to meaningfully increase subscriptions; GV/LV Toolkit launched Jan 21, 2019. Total sold as of 7118119; GV 334 units/\$16,151.67; LV36 units/\$1, 299.94; LOH MP3 price change was instituted on May 10th. Quantities sold since price change: 366; follow-up discussion with GM regarding FNV email usage to take place; blasts about 75th Anniversary Toolkit (Eng/Sp) with emphasis on YouTube explainer video and new La Viña store pages sent out week of July 22.

Grapevine Editorial Report The senior editor reported that recent issues of the Grapevine magazine have included: May "Big Book rums 80", June "Letting Go of Resentments" and August "African American Members Stores". It was also reported that the 2020 editorial calendar is available; Audio Project stories are undergoing editorial process; translation of for new 2020 Convention versions of the Grapevine Daily Quote Book with new cover in three languages; new Grapevine catalogue completed and at printer; Grapevine Workbook revisions underway; Emotional Sobriety French translation now available.

AA Grapevine Web Report: The Director of Operations reported 2nd quarter monthly web traffic averaged at 35,300 unique visitors and 130,920 page views.

La Viña Report!: The Publisher reported that upcoming issues of La Viña are Welcoming Women in AA: Stories from the Spanish translation of "One Big Tent" (Sep/Oct 2019); and Carrying the Message of AA during the Holidays (Nov/Dec 2019); LVEAB members are currently reviewing audio stories; Spanish Language "One Big Tent" being proofread; LV Story Archive completed.

General Sharing Session:

Theme: "Self-support - Keeping the Fellowship Aware."

Regional trustee and Grapevine director Mark E presented on the subtopic, "What Does Self-Support Mean?"

G.S.O. staff member, Diana L presented on the subtopic, "Opportunities to Communicate the Use of Seventh Tradition Contributions to the Fellowship or Where Does the Money Go?"

Regional Trustee Jan L opened the session with a story about a member of her home group who used to ask, "Why should we send money to New York?" But after G.S.O. helped him get A.A. literature to a country in Africa where he was working, he understood why.

Jan introduced Mark who shared his experience with self-support from his early days in A.A. to the present. It wasn't until he got involved in service that he saw all the things contributions support, from the district telephone answering service to Big Books for local jails. Over time it became apparent to him that every A.A. member is responsible for self-support. Now and then a sponsee will ask him how much they should put in the basket and his answer is "How much is your life worth?"

Jan then introduced Diana L who emphasized that two-way communication is vital to understanding where the money goes and why we contribute. She reviewed the current way we report out finances and offered new ways that might strengthen participation. She also brought up the challenges of financial reporting. "If too much information is shared then the roles of participating can get blurred. If too little is shared then the Fellowship loosens their grip of the spiritual handshake and participation fades." Diana noted how different A.A. is from other non-profits in that we don't do fundraising or seek corporate sponsorships. "We're the Addams family of non-profits" she said. Snap. Snap.

Jan thanked both presenters and invited all in attendance to share on the theme. A trustee talked about how it is incumbent on board members to be ambassadors to the Fellowship and share about the great things that are going on. One of her favorite tools for explaining how contributions are used to carry the message is the one-page service piece "Seventh Tradition Fact Sheet."

A G.S.O. staff member suggested that we make a video version of that service piece. He also shared about the difference between fundraisers and giving with no expectation of return.

An AAWS director prefers the term "giving in gratitude" to self-support. What inspires him is the feeling that giving is just one small thing he can do since we have been given so much by our great Fellowship. A.A. Grapevine director shared that we tend to think of practicing the Seventh Tradition as sending money to G.S.O. But another way we can participate in self-support is to help Grapevine be self-supporting, by purchasing Grapevine subscriptions and books. It's another important way of carrying the message.

A regional trustee thinks of the Seventh Tradition in terms of services the home group cannot provide. His favorite example is the translator of the Big Book into so many different languages. Giving in order to carry the message to alcoholics we will likely never see is part of the spiritual aspect of self-support. He also shared that his home group has a Birthday Club chairperson.

A regional trustee explained that his home group has a spreadsheet where they list all the services from the district, area, G.S.O. and Grapevine that the group wants to support. They determine how much money they will need to support these services and then the individuals in the group collectively fulfill that responsibility. If there are fewer people at the meeting one night everyone digs a little deeper. It always seems to reach the amount needed.

Another regional trustee shared that her group began including the local Spanish intergroup into their distributions (even though they are an English-speaking group). They also see buying literature from A.A.W.S. rather than other publishers as an important part of self-support.

A G.S.O. staff member shared a moving story about receiving a contribution from members in a country that is struggling financially. "We took a collection. This is for the International Literature Fund," said the delegate, handing her the money. For her, self-support is global, and helps connect us all to the greater whole.

An A.A.W.S. director said we need to be mindful that our messaging about contributions is aligned, so that all service entities - districts, intergroups, and G.S.O. - will all benefit.

A general service trustee talked about reaching out to non-service events. When he did, and spoke about self-support, they were very interested. He also shared that sometimes the one-on-one interactions are the most fulfilling.

A G.S.O. staff member related that when members refer to G.S.O. being in financial trouble and not being self-supporting, he answers by saying that we remain fully self-supporting because we continue to decline all outside contributions.

A regional trustee shared that when he was a treasurer, his committee loved pie charts. So he cut up a dollar bill to create a chart showing what each dollar was doing - only he found out that cutting up currency is illegal. He's hoping the statute of limitations has run out.

An appointed committee member shared that communication about self-support can start with sponsorship and that we need good solid information for sponsors and groups to share on how self-support works and if we are succeeding in the mission to help the still suffering alcoholic.

Lastly, a G.S.O. staff member shared that self-support is about more than money - it's about participating and what it means to be an A.A. member. She loves the idea of a video or podcast that touches on self-support.

Jan thanked all for sharing and closed the session with the Serenity Prayer.