

# SAN DIEGO - IMPERIAL AREA ASSEMBLY

## Delegate's Report to the General Service Representative

The information in this report comes from our Pacific Regional Trustee's Report on the October 2016 General Service Board Meeting. **Contact:** [delegate@area8aa.org](mailto:delegate@area8aa.org)

### Holiday Gift Idea

A bundled set of books is being offered as a special holiday gift set at a price of \$30: includes the 75<sup>th</sup> Anniversary edition of the Big Book, *Pass It On*, *Dr. Bob and the Good Oldtimers*, and *A.A. Comes of Age*. This offer is available October 1, 2016 through January 31, 2017.

### GROUP LITERATURE PERSON ORIENTATION

**Contact for group  
presentation:**  
[literature8@area8aa.org](mailto:literature8@area8aa.org)

### Answers Questions:

How do I help my bipolar  
sponsee?

What should I recommend to the  
alcoholic who is being  
discharged from a treatment  
center?

What is "Conference Approved"  
literature.

### Finance Report

**On page 3 is the chart showing the three revenue centers to the finance reporting: Alcoholics Anonymous World Services, Inc. (AAWS), General Service Office (GSO), and Grapevine/LaVina (GV/LV).**



The treasurer, and the finance committee are happy to report that instead of seeing the expected losses, we are seeing gains.

#### Contributions to General Service Office (GSO)

The biggest factor in the turnaround is a 13% increase in 7<sup>th</sup> Tradition contributions, driven largely by an increase in the number of groups contributing – about 1,250 more groups contributed in the first nine months of 2016 compared to the same period last year.

Other factors contributing to the changing financial picture are a:

- 2% increase in literature sales;
- 7% decrease in wage (due to unfilled positions); and
- 4% decrease in other operating expenses.

Please thank the groups in your area for their participation, especially those groups that hadn't previously contributed.

## Positive Finance Report is due to:

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## \$7.14 Campaign

Initiated by the Oregon A.A. area, each A.A. member is urged to contribute \$7.14. This is the amount it costs GSO to serve each member of A.A. per year. GSO was not notified of this campaign until it had been in progress for a few months. They are not able to give a precise accounting of all \$7.14 contributions received, but the campaign had a positive impact on contributions.

Please note the amount per individual contribution amount is different from the amount per group per year. The cost of GSO services per group per year is \$146.48.

On line contributions can be made at [www.aa.org](http://www.aa.org). Look for the basket icon in the upper right-hand corner of the home page.

Let's now start focusing our efforts on encouraging ongoing participation so that this shift in the financial picture can be sustained long-term.

### Grapevine (GV)

GV is so happy to see circulation leveling off, as opposed to continuing to decline. Thanks to all who are reading and using Grapevine in your personal recovery and your 12<sup>th</sup> Step efforts. Let's keep using Grapevine to carry the message.

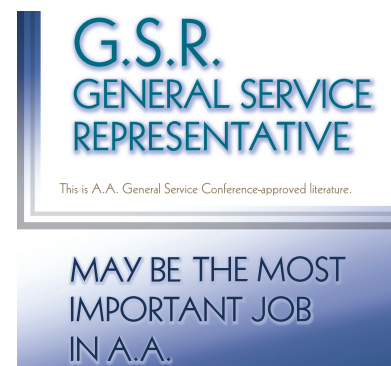
### La Viña (LV)

While not yet a trend, the number of LV subscriptions are leveling off rather than continuing to decline. La Viña 20 celebrations around the service structure are also taking place, generating over 850 subscriptions to date. Please remember that the Conference has committed to supporting La Viña as a service to the Fellowship. Thanks to all who are part of carrying the message through La Viña.

### Financial Reserve

The reserve fund as of the end of September showed a balance of about \$15 million, and it represents about 9.8 months of operating expenses, which is within the range that has been established for where we like to keep it.

The financial projections showing the need to pull more and more from the reserve account over the next few years prompted the Feasibility Study. Please see the next section in this report for updated info. Also, see the **Delegate's Corner** page on [www.area8aa.org](http://www.area8aa.org) for a special report explaining the Feasibility Study. It is the September 2016 link under the Group Member Newsletter section.



FINANCIAL DATA TABLE	As of September 2016	Net Income	Compared to 2016 Budget	Compared to YTD September 2015
<b>Alcoholics Anonymous World Services, Inc. (AAWS)</b>				
Literature Sales Gross Profit	\$6.7 Million			Increase of \$1.5 Million
<b>General Service Office (GSO)</b>				
Contributions	\$5.5 Million			Increase of: -13% = \$500,000 -1,250 Groups
Operating Expenses	\$11.4 Million		\$700,000 Under Budget	No Change
<b>Grapevine/La Viña (GV/LV)</b>				
Print and Online Subscriptions	2,312		\$12,750 Increase	Increase of 118 Subscriptions
GV Books & Other Publications			\$61,000 Increase	
GV Expenses			\$50,000 Decrease	
<b>La Viña (LV)</b>				
LV			Increase of 267 Subscriptions	Decrease of 77
LV		\$109,000 Loss	Projected Loss was \$114,000	
<b>GV/LV Net Income</b>		\$110,000 Profit	Projected Loss was \$105,000	

## Feasibility & Sustainability Subcommittee, General Service Board Strategic Plan, and General Service Conference Inventory

The Feasibility Study Subcommittee is now referred to as the **Subcommittee on Feasibility and Sustainability**. The name change reflects a forward-looking focus on efforts to ensure A.A.'s future. The subcommittee is reviewing implementation ideas that have grown out of the workshop sessions held at the 66<sup>th</sup> General Service Conference. The ideas focus on increasing communications and revenue, decreasing expenses, and examining organizational structure.

The General Service Board (GSB) continues its work on implementation of the Strategic Plan that was introduced to the Fellowship at the 66<sup>th</sup> Conference. A listing of the strategic plan objectives, showing targeted implementation timelines has been delivered to delegates.

Also the trustees feel the General Service Conference Inventory deserves more discussion at all levels of the Conference structure. A letter will go out to all delegates encouraging their review of the Inventory report with an eye toward stimulation of possible General Service Conference agenda items.

Contact your area delegate for copies of reports and/or more information on: **The Feasibility Study, the General Service Conference Inventory, and the GSB Strategic Plan.**

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## International Convention

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Based on the unanticipated loss for the 2015 Atlanta International Convention, the General Service Board (GSB) approved the recommendation for the International Convention (IC) budgets to include a contingency in the amount of 20%. These budgets are created 5 years in advance and risk adjustments based on the specific needs of each site.

The GSB also approved a recommendation to add an opt-in box on the 2020 IC registration form for members who would like to receive additional communications from Grapevine or A.A.W.S.

After careful consideration of Traditions and principles, the GSB voted against creating T-shirts, mugs and other souvenir items to sell at the IC. This matter may be referred to the 2017 GSC.



**When you're a G.S.R., you link your home group with the whole of A.A.**

### **To the General Service Representatives (GSR):**

The San Diego-Imperial Area Delegate is using a series of newsletters to provide all A.A. members with information on the year-round process of the General Service Conference (GSC).

Each Conference Committee delivers Additional Considerations to its corresponding trustees' Committee for their use in preparing for the following GSC. The trustees' committees meet at the end of each annual quarter. They work on the Additional Considerations and many new items that may make their way to the agenda of the next GSC.