

## January/February 2021 Trustees GSB Weekend Report

I love January Board weekend! This is the weekend that we are joined by all the Conference Committee Chairs as well as the Delegate Chair and they add so much love and service to our work and to the discussion in our trustee committee meetings! This year, I am serving as the AAGV Board Chair and we invited all the Delegate Chairs to join us at our Friday all day board meeting! It was wonderful to have them with us and I hope that gave an inside view to them of what is happening at AAGV. We were also joined by 5 Class A Trustee Candidates during the board weekend as is usual when there is an opening for Class A's on the GSB. We had amazing candidates! I would have to say that Unity is the word I would use to describe this past weekend as well as WOW because there is a lot of work getting done! We had some hard conversations, but it was clear that the GSB Members are aiming toward the same goals.

In this past year during a pandemic, it is truly a miracle that AAWS and AAGV are getting more done than ever. It brings tears of gratitude to think of all that our staff members at both offices are accomplishing.

This board meeting was the last for Greg, our outgoing GM as well as our Board Chair, Michele Grinberg. All expressed gratitude for the work and service that they have given to A.A. during their tenure!

This year we have 8 Trustees rotating and here are the two non-alcoholic Class A Trustees that will be on the slate for the 71st GSC, for disapproval, if any.

Molly Anderson



Kevin Prior, MBA, CFA, CPA



I will not be going through all the items that have been forwarded to the GSC in this report as these will be out in full to all committee members in about a week.

## AAWS

### Accessibilities/LIM

The Remote Communities Service page will soon be available on aa.org. The page will include relevant literature and access to useful links for service work.

### Corrections

The Winter version of “Sharing from Behind the Walls” was distributed to prisoners across the U.S. and Canada, along with requested books and pamphlets. Over 560 male inmates were matched January - December 2020; 105 females were matched for the same period. There were 1,390 Insiders/Outsiders linked.

### Group Services

The new coordinator is continuing to work with the Fellowship Connection team gathering postlaunch feedback from area registrars on how to improve the database. One topic that is prevalent on this assignment is the listing of Online Groups, specifically what information should be captured and their participation in the general service structure.

### Finances

Contributions revenue in 2020 reached an all-time high of \$10,304,185, which is \$417,930 greater than the reforecast. Great gratitude was expressed to the Fellowship for contributing \$1,442,421 in December to propel Seventh Tradition contributions past the \$10 million mark for the year. To facilitate calculating the preliminary bottom line, any invoices received after January 15 for goods or services provided in 2020 will be counted in 2021 unless the invoice is material (i.e., so large it would result in a significant change in expenses). As of the soft close, there is a small 2020 surplus of \$210,917 before depreciation. This surplus could decrease if any unexpectedly large invoices for 2020 activities are received between now and completion of the audit. Of course, all amounts are subject to change by the auditors. The revenue split between gross profit on literature sales and contributions in 2020 is about 37% literature/63% contributions compared to the historical split of 58% literature/42% contributions.

## Publishing News

- *“Our Great Responsibility”* has sold over 43,000 copies (since May 9, 2019 release) and added nearly \$400,000 of gross sales revenue. Per our Publishing Director: “From a strictly finance P&L standpoint: all editorial, translation, production and printing costs were all covered and far surpassed by sales revenue already.”
- Update on Videos: We are about to see a significant number of videos added to the website and YouTube including five new video pamphlets (*“Young People and A.A.”*, *“Access to A.A.”*, *“A.A. for Alcoholics with Mental Health Issues”*, *“A Newcomer Asks”*, and *“Frequently Asked Questions about A.A.”*).
- Podcasts: A Cross-Corporation conversation, led by the Communications Services Department, is underway. A draft report is in place covering the initial thinking for logistics, content, production and even a pilot. Things are still in draft form but their impact across the Corporations and the Trustee Committees is a part of the initial draft (i.e., Public Information, Literature, and Grapevine and La Viña are onboard).

## AAGV and AAWS

Ingram CoreSource Plus enhanced digital distribution: AAWS and AAGV officially launched its enhanced ebook and audiobook distribution implementation with Ingram CoreSource Plus, effectuating distribution via 38 major ebook platforms as well as 13 major audiobook vendors.

## Grapevine

- Albin Z., our Grapevine Publisher, is currently on a medical leave of absence. During Albin’s absence, Chris C. has been brought in as the Acting Publisher. Chris has spent his entire career in publishing and worked as the Publication Director at AAWS from 2002-2009.
- **The Carry the Message Project** almost 5,000 subscriptions were purchased to carry the message to those behind the walls, as well as many others. Many groups, districts and areas have decided when they are distributing funds to the different entities to consider part of that money going towards Carry the Message Project to help the still suffering alcoholic. We are working closely with the Corrections desk, to get a GV subscription to anyone behind the walls who has contacted the General Service Office asking for literature or to sign up for the Corrections Correspondence Service.
- In the Spring of 2021 GV will publish a Prison Book to be titled: “Free on the Inside”.
- The A.A. Grapevine is facing some challenges during this time. Grapevine’s book sales have been impacted by COVID-19. The 2020 International Convention as well as the Annual Conference being canceled, hurt revenue for 2020. Books and Other Published Items are well under budget, as well as La Vina subscriptions which are event /convention driven revenue.

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La Viña

La Viña’s new website is up and running and has been programmed in Spanish!

- <https://www.aalavina.org/>

Next Spring (2021), La Viña will publish a book for Hispanic Women.

La Viña Finances

- General Service Board support of the La Viña service activity was \$392,625 compared with a budgeted amount of \$317,025 and an actual of \$297,396 in 2019.

**La Viña**

Circulation

	December 2020 Actual YTD	December 2020 Budget YTD	Variance Actual vs Budget	December 2019 Actual YTD	Variance 2020 vs. 2019
LV Magazine	6,435	10,100	(3,665)	10,150	(3,715)
	-	-	-	-	-
<b>Total Circulation</b>	<b>6,435</b>	<b>10,100</b>	<b>(3,665)</b>	<b>10,150</b>	<b>(3,715)</b>

Financial Activity

	December 2020 Actual YTD	December 2020 Budget YTD	Variance Actual vs Budget	December 2019 Actual YTD	Variance 2020 vs. 2020
Net Magazine	21,831	53,234	(31,402)	49,933	(28,101)
Net Other Publishing Items	12,425	14,174	(1,749)	15,158	(2,734)
	-	-	-	-	-
<b>Total Income</b>	<b>34,256</b>	<b>67,408</b>	<b>(33,152)</b>	<b>65,091</b>	<b>(30,835)</b>

	December 2020 Actual YTD	December 2020 Budget YTD	Variance Actual vs Budget	December 2019 Actual YTD	Variance 2020 vs. 2020
Editorial	243,066	225,813	17,253	226,233	16,833
Circulation & Business	178,691	152,936	25,754	130,571	48,120
General & Administrative	5,125	5,683	(558)	5,683	(559)
<b>Total Cost &amp; Expenses</b>	<b>426,881</b>	<b>384,433</b>	<b>42,448</b>	<b>362,487</b>	<b>64,394</b>
Contribution GSB	252,080	-	252,080	-	-

<b>Net Income</b>	<b>(140,545)</b>	<b>(317,025)</b>	<b>176,480</b>	<b>(297,396)</b>	<b>(95,229)</b>
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## General Service Board Committees

### General Service Conference

We discussed the upcoming agenda for conference week and how it reflected the survey results. Most importantly in the survey results was to not limit the time for committees and discussion on committee reports and recommendations. There was a motion to allow Panel 70 delegates to attend a future GSC as observers. Ultimately this was tabled until the details can be worked out. So, more to come on this item. This trustees' committee is forwarding several items to Policy and Admissions, Report and Charter and Agenda Conference Committees.

### Cooperation with the Professional Community

- Discuss using Health Care Media distribution: The committee discussed using Health Care Media distribution for PSAs and agreed that this would be an effective way to reach the suffering alcoholic. The committee asked the staff secretary to explore developing language that would encourage conversations about problem drinking.
- C.P.C. Exhibits: The committee recognized that due to COVID-19, most face-to-face exhibits have been canceled. The committee asked the staff secretary to continue to monitor and explore opportunities to exhibit at videoconference events or face-to-face when available.
- The committee reviewed a memorandum from the senior manager of the Communication Services department regarding the "Does Alcoholics Anonymous Work?" video produced by Stanford University. The committee requested that the staff secretary craft a memorandum to the Ad Hoc working group expressing their appreciation for their work thus far and requesting that the working group continue exploring ways to use the video "Does Alcoholics Anonymous Work?"

### Treatment and Accessibilities Committee

- "A.A. for the Older Alcoholic": The committee received a verbal update regarding the pamphlet "A.A. for the Older Alcoholic." The committee noted that additional stories would be helpful for the development of the pamphlet. The committee requested that the staff secretary release another call for stories with a deadline no later than March 15. The committee suggested that a subcommittee to work on story selection might be formed at the July 2021 meeting.
- Update on Audio interviews with Military Professionals: The committee listened to one final draft of an audio interview by the appointed committee member (ACM) and an A.A. member in the military. The committee expressed appreciation for the work being done and noted the effectiveness of the interview format for carrying the A.A. message to alcoholics in the Armed

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Services. The committee asked the secretary to work with the Publishing department to finalize the three remaining audio interviews by the ACM and A.A. member from the military.

- **Update on communications with senior personnel in the military:** The committee received a verbal update from the ACM regarding communications with senior military personnel in the U.S., including a podcast interview with the Communications Director of the Veterans of Foreign Wars (VFW) which the VFW posted on its website. The ACM also reported on the established relationships with the Outreach Officer for the Director of the National Guard and the Assistant Secretary of Defense for Support to Military Families at the Pentagon. Discussions are underway with these senior military personnel about how Alcoholics Anonymous can be of service to their organizations at a time when alcohol abuse continues to be a serious problem within the military community. The committee expressed appreciation for the ongoing work by the ACM and asked the staff secretary to forward a memo to the A.A.W.S. board requesting that the ACM podcast be considered for posting to the A.A. website. The committee also asked that the staff secretary provide an update to this request at the July 2021 meeting

### Corrections:

- The committee discussed that the corrections desk receives inquiries from inmates who are transgender and are requesting to correspond with other alcoholics of similar experience for identification and safety purposes. These circumstances will be communicated in an upcoming Corrections Activity Update from the desk to continue adding to the internal list of A.A. members with transgender and non-binary experience who are willing to correspond with alcoholics behind the walls. Additionally, the staff secretary discussed this topic as it relates to the Corrections Correspondence Service form for insiders. It was agreed that the staff secretary would continue working with Publishing and staff to revise the form to include a gender marker option.
- The publishing director gave a report on digital literature distribution and noted that, on January 14, 2021, A.A.W.S., Inc. officially launched its enhanced eBook and audiobook distribution implementation with Ingram Core Source Plus. This enables e-books to be available in prison libraries through the National Corrections Library.
- **Corrections Correspondence Service in Canada:** The committee discussed the Corrections Correspondence Service in Canada (CCS-Canada) including a verbal report on past efforts to introduce CCS in Canada. The staff secretary will continue gathering shared experience from Canadian members involved in corrections service. The committee will continue this discussion at the July 2021 meeting.

### Finance

Budgets for 2021 are below. The 2020 Financial Information is in the AAWS and AAGV reports.

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The committee recommended that the General Service Board approve the 2021 G.S.O. budget, which reflects total revenues of \$15,594,000, total expenses of \$14,952,613 and a bottom-line surplus of \$641,387. The committee recommended that the General Service Board approve the 2021 Grapevine budget, which reflects total revenues of \$1,358,481 and a bottom-line deficit of \$354,225. The committee recommended that the General Service Board approve the 2021 La Viña budget, which reflects total revenues of \$62,968 and a bottom-line net cost of \$401,790. The committee recommended that Grapevine be reimbursed \$180,000 for expenses from the 2020 International Convention

### International:

- World Service Meeting (WSM) – was held virtually November 28-30, 2020 and the committee noted that due to generous WSM Fund contributions the meeting was fully self-supporting.
- Because of so many International events being virtual our Trustees at Large and GM have had the opportunity to attend more events this year and be in ongoing communications with our members from all around the world.
- A policy for international travel was established so that the Trip Consultation Team which is a committee of the Trustees' International Committee would approve all trips prior to decisions about attending or who should attend.

### International Convention/Regional Forums:

- 2021 virtual forums: The committee discussed and received an update on the planning for the 2021 regional forums – all which will be held as virtual events. It was noted that experience gained from the U.S./Canada Forums and the virtual World Service Meeting held in 2020 will greatly inform the planning and implementation process. The committee also discussed a request submitted by the A.A.W.S. board to consider holding similar events like the U.S./Canada Forum in the future (even when we are not held under the restrictions of a pandemic) and to explore the feasibility of broadcasting in-person events to maintain this newly discovered accessibility to members who would not normally be able to attend in-person only events. The committee appreciated the spirit of the request and noted that at their August 1, 2020 meeting they discussed ways to increase wider participation at regional forums (including remote communities) and, at that time, agreed to the addition of a virtual component when returning to in-person regional forums in 2022. The committee looks forward to future exploration of ways to make regional forums more accessible.
- The committee discussed the possibility of a virtual pan-continental special forum that would target remote communities and provide an opportunity for cross-sharing on challenges and solutions experienced by members in remote communities. After a lively discussion covering a wide range of ideas, the committee recommended the addition of a virtual pan-continental



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Special Forum targeting certain international and U.S./Canada remote communities to be held near the end of 2021.

- On December 5 and 19, 2020 we hosted two one-day events -- the East and West U.S./Canada Forums, respectively. Not only did the events mark the first ever virtual forum, but it was also the first time that four Regions gathered in one setting. A total of over 4,000 members (approximately one-half first-time Forum attendees) attended the two Forums. With all general sessions featuring French, Spanish, closed captioned, and ASL interpretation, the two events also attracted a sprinkling of international attendees, including members from Israel, Brazil, Spain, Sweden, and Japan.

The forum programming included general sessions with a series of panel discussions and question and answer sessions. Members particularly appreciated the Intergroup/Central Office panel and "A" Class Act (a panel featuring Class A Trustees).

The AAWS Board would like the Trustees Committee on International Conventions and Regional Forums to please consider holding similar events in the future even when we are not held under the restrictions of a pandemic and perhaps explore the feasibility of broadcasting in-person events to maintain this newly discovered accessibility to members that would not normally be able to attend in-person only events.

## Literature

- The Trustees' Literature Committee together with Publishing has done a huge amount of work this year and several draft pamphlets will be forwarded to the Conference to review. These include: Twelve Traditions Illustrated, Spanish Speaking Women in A.A., A.A.'s Three Legacies, and Young People in A.A.
- The committee noted that the video presentation "The Big Book: Researching Issues, Possible Tools and Access (70th General Service Conference 2020)," which was presented to the Conference Committee on Literature during their May 2, 2020 agenda reduction meeting, was made available, in English, Spanish and French as requested, with an announcement and link to the video to members of the 69th, 70th and 71st General Service Conferences. The committee discussed a progress report from the Subcommittee on Researching Issues, Possible Tools and Access to the Book (2020-21 RIPTAB), Alcoholics Anonymous. The committee noted the report's focus on accessibility and relatability of the book, Alcoholics Anonymous in terms of the A.A. message reaching a wider 4 demographic of alcoholics. The committee expressed appreciation for the significant scope of considerations as well as the suggested possibilities to guide ongoing discussions for moving forward. The committee also noted the specific options outlined in the report to discuss digital material related to the message of recovery along with the idea to develop a plain language version of the Big Book. This idea of a new book is not meant to replace the Big Book, rather to overcome relatability and accessibility barriers so the A.A. message might reach more still-suffering alcoholics.

## Nominating

- This committee held 24 interviews this year virtually between Class A Candidates and Board Chair Candidates. The virtual environment allowed us to interview a broader pool of candidates than we would have been able to in person. This proved to be very valuable in selecting those that are moving forward on the slates.
- At the committee's December 9th meeting, the committee recommended to the General Service Board that Procedure No. 2. "Procedures for Selecting ACM" be updated to reflect that "ACMs have a voice and a vote at the trustees' committee to which they are appointed."
- The committee recommended to the General Service Board that Katie H. of Fair Oaks, CA be reappointed for an additional one-year term to serve as an appointed committee member on the trustees' Literature Committee commencing with the July 2021 General Service Board Weekend.
- **Statement of Concern and Motion to Censure the General Service Board:** The committee carefully considered the Statement of Concern and Motion to Censure the General Service Board and took no action. The committee cherishes the process to have an informed group conscience produced by a full discussion of the whole picture. The committee felt that the mechanism and the information contained in the submission did not reflect a complete picture and prevents all the current work and resolutions from being shared and from redacting any confidential personnel excerpts. While the committee understands the challenges noted as observations in the submission, there were misgivings about not having had an opportunity sooner to reveal some of the resolutions that have taken place. Some of the committee members have volunteered to draft a memo to the 2021 Conference Committee on Trustees highlighting the progress made on some of the observations raised in the submission. The committee suggested that adding a discussion section during the General Service Conference to address this issue would allow for all Conference members to share on the submission's reflections, speak to building trust, ask questions and talk about the progress made.
  - The GSB met to discuss further and ultimately moved to forward this item after legal review and to include background

## Public Information

- **Public Information Media Platforms** - reports provided to the committee included the following: the A.A.W.S. YouTube channel, Google AdWords/Grants, the A.A.W.S. Meeting Guide app, and the G.S.O. and AA Grapevine/La Viña Websites. The committee suggested continuing and expanding cooperation between the G.S.O. and AA Grapevine/La Viña websites and other digital assets.

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- GSO Podcast - The committee discussed the request to create a G.S.O. podcast. The committee reviewed the Communication Services department draft plan to create a podcast and agreed to forward the plan to the 2021 Conference Committee on Public Information.
- A.A. Membership Survey – The committee reviewed and accepted the report from the Survey Methodology working group on the Triennial A.A. Membership Survey. The committee agreed to forward the report to the 2021 Conference Committee on Public Information including the suggestion that the 2021 A.A. Membership Survey be conducted, including updated pre-survey communications, survey instructions and the option for a digital delivery method.

**A.A. World Services, Inc  
GSO (Consolidated)  
Income Statement  
from Jan 2020 to Dec 2020**

Financial Report	Amount
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>40000 - Contributions - Members &amp; Groups</b>	
<b>41000 - Contributions - Members &amp; Groups : US/Canada</b>	
41100 - Contributions - Members & Groups : US/Canada : Mail	\$8,107,071.32
41200 - Contributions - Members & Groups : US/Canada : Online	\$2,165,931.19
<b>Total - 41000 - Contributions - Members &amp; Groups : US/Canada</b>	<b>\$10,273,002.51</b>
<b>43000 - Contributions - Members &amp; Groups : General Service Conferenc</b>	
43100 - Contributions - Members & Groups : General Service Conferenc	\$103,946.28
43200 - Contributions - Members & Groups : General Service Con	\$29,689.72
<b>Total - 43000 - Contributions - Members &amp; Groups : General Service Conferenc</b>	<b>\$133,636.00</b>
<b>Total - 40000 - Contributions - Members &amp; Groups</b>	<b>\$10,406,638.51</b>
<b>42000 - International</b>	
42100 - World Service Meeting Fund	\$10,449.17
42150 - World Service Meeting Fees	\$18,221.69
42200 - International Literature Fund	\$32,767.54
<b>Total - 42000 - International</b>	<b>\$61,438.40</b>
<b>43500 - Contributions - old</b>	
43101 - Contributions - old : Individual / Group Contributions - old	\$31,182.79
43202 - Contributions - Members & Groups : General Service Conferenc	\$163,800.00
<b>Total - 43500 - Contributions - old</b>	<b>\$194,982.79</b>
<b>46000 - Sales</b>	
41750 - Sales : Miscellaneous Overs/Shorts - old	(\$142.11)
41760 - Sales : Overseas Discounts - old	(\$5,256.65)
41770 - Sales : External Discounts - old	(\$259.41)
46100 - Sales : Literature Sales	\$9,131,705.48
46200 - Sales : Shipping Charge	\$19,310.17
46300 - Sales : Discounts	(\$268,963.62)
46400 - Exchange Rate/Gain/Loss	(\$52,437.32)
<b>Total - 46000 - Sales</b>	<b>\$8,823,956.54</b>
<b>Total - Income</b>	<b>\$19,487,016.24</b>
<b>Cost Of Sales</b>	
<b>50000 - Cost of Goods Sold</b>	
50100 - Cost of Goods Sold - Printing/Manufacturing	\$1,675,322.24
50200 - Cost of Goods Sold - Direct Shipping an	\$832,959.20
50300 - Cost of Goods Sold - Selling Expenses	\$120,856.98
<b>Total - 50000 - Cost of Goods Sold</b>	<b>\$2,629,138.42</b>
<b>Total - Cost Of Sales</b>	<b>\$2,629,138.42</b>
<b>Gross Profit</b>	<b>\$16,857,877.82</b>

**Expense****60000 - Payroll & Benefits**

60100 - Payroll & Benefits : Salaries \$8,947,978.32

**60300 - Payroll & Benefits : Employee Benefits**

60310 - Payroll & Benefits : Employee Benefits : Dental Insurance \$27,458.18

60320 - Payroll & Benefits : Employee Benefits : Health Insurance \$1,000,408.13

60325 - Payroll & Benefits : Retiree Medical \$224,938.33

60330 - Payroll & Benefits : Employee Benefits : Life Insurance \$18,076.00

60340 - Payroll & Benefits : Employee Benefits : Vision Insurance \$1,489.11

60350 - Payroll & Benefits : Employee Benefits : Workers' Compensati \$52,759.69

60355 - Payroll & Benefits : Long Term Disability \$15,091.55

60380 - Payroll & Benefits : Employee Benefits : HRA Insurance \$1,405.43

60390 - Payroll & Benefits : Employee Benefits : NY State Disability \$4,956.98

60395 - Payroll & Benefits : Medical Reimbursements \$10,920.96

60600 - Payroll & Benefits : Employee Benefits : Staff Development & \$23,513.40

**Total - 60300 - Payroll & Benefits : Employee Benefits \$1,381,017.76**

**Total - 60000 - Payroll & Benefits**

**\$10,328,996.08**

**60400 - Payroll & Benefits : Payroll Taxes**

60410 - Payroll & Benefits : Payroll Taxes : Payroll Taxes - FICA/Me \$640,573.96

60420 - Payroll & Benefits : Payroll Taxes : NY State Unemployment \$23,288.08

60430 - Payroll & Benefits : Payroll Taxes : Metro Commuter Transpor \$26,600.05

**Total - 60400 - Payroll & Benefits : Payroll Taxes**

**\$690,462.09**

**60500 - Payroll & Benefits : Retirement Plan Contributions**

54990 - Payroll & Benefits : Retirement Plan Contributions : Miscell \$84,087.26

60510 - Payroll & Benefits : Retirement Plan Contributions : Defined \$174,663.67

60520 - Payroll & Benefits : Retirement Plan Contributions : DB Plan \$51,329.11

**Total - 60500 - Payroll & Benefits : Retirement Plan Contributions**

**\$310,080.04**

**70000 - Professional Fees**

70100 - Professional Fees : Accounting & Audit Fees \$532,610.17

70150 - Professional Fees : Legal \$282,379.86

70200 - Professional Fees : Human Resources Services \$164,165.81

70250 - Professional Fees : Editorial Services \$39,270.17

70300 - Professional Fees: IT Support \$236,582.84

70350 - Professional Fees: Other \$5,250.00

70400 - Professional Fees : Temporary Help \$184,335.60

70450 - Professional Fees : Payroll Processing \$18,904.62

70500 - Professional Fees: Document Translation \$135,104.44

70550 - Professional fees: Interpretation \$9,841.25

70600 - Virtual Meeting Support \$64,565.50

70650 - Project Management \$232,303.61

70700 - Operational/Structure Consulting \$18,566.25

**Total - 70000 - Professional Fees**

**\$1,923,880.12**

**71000 - Contracted Services - old**

71130 - Contracted Services - old : Simultaneous Translations - old (\$8,716.00)

71610 - Contracted Services - old : Booth Rental - old (\$9,600.00)

71620 - Contracted Services - old : Maintenance & Storage - old (\$0.03)

71800 - Contracted Services - old : Flex Spending Expense - old \$3,250.25

71810 - Contracted Services - old : World Wide Web/DSL Back Up Invis \$161,111.20

71830 - Contracted Services - old : Group Services Share Web Site H \$22,089.54

71900 - Contracted Services - old : Outside Computer Program - old \$104,828.60

71990 - Contracted Services - old : Miscellaneous Contracted Service \$563,307.07

**Total - 71000 - Contracted Services - old**

**\$836,270.63**

**72000 - Printing, Postage, and Supplies Expenses**

72100 - Printing, Postage, and Supplies Expenses : Office Supplies \$99,245.51

72200 - Printing, Postage, and Supplies Expenses : Postage & Shippin \$102,928.45

72300 - Printing, Postage, and Supplies Expenses : Printed Materials \$184,927.52

72400 - Printing, Postage, and Supplies Expenses :Subscriptions/Mem \$76,588.45

**Total - 72000 - Printing, Postage, and Supplies Expenses**

**\$463,689.93**

**73000 - Data, Automation & Website**

73100 - Data, Bandwidth & Hosting \$548.36

73200 - Software, Support & Maintenance \$2,777.31

73300 - Website Maintenance \$184.95

**Total - 73000 - Data, Automation & Website**

**\$3,510.62**

<b>4000 - Insurance</b>	
74100 - Insurance : Property & Liability	\$36,495.00
74200 - Insurance : Management Liability & Fiduciary	\$7,936.20
74300 - Insurance : Travel Accident Coverage	\$1,765.98
<b>Total - 74000 - Insurance</b>	<b>\$46,197.18</b>
<b>76000 - Facility &amp; Equipment Expenses</b>	
76100 - Facility & Equipment Expenses : Rent, Parking, Other Occupan	\$999,833.17
76300 - Facility & Equipment Expenses : Equipment Purchases (not cap	\$22,031.85
76400 - Facility & Equipment Expenses : Equipment Rental	\$147,186.37
76500 - Facility & Equipment Expenses : Equipment Repairs & Maintena	\$26,316.80
76600 - Facility & Equipment Expenses : Facility Repairs & Maintenanc	\$4,193.82
76700 - Facility & Equipment Expenses : Telephone	\$158,156.30
76800 - Facility & Equipment Expenses : Depreciation Expense	\$128,141.52
<b>Total - 76000 - Facility &amp; Equipment Expenses</b>	<b>\$1,485,859.83</b>
<b>78000 - Travel &amp; Meetings Expenses</b>	
78100 - Travel & Meetings Expenses : Transportation	\$59,884.65
78120 - Travel & Meetings Expenses : Travel : Meals	\$24,960.91
78130 - Travel & Meetings Expenses : Travel : Lodging & Meeting Room	\$112,668.83
78200 - Travel & Meetings Expenses : Conferences, Conventions, Meeti	\$8,472.19
<b>Total - 78000 - Travel &amp; Meetings Expenses</b>	<b>\$205,986.58</b>
<b>Total - Expense</b>	<b>\$16,294,933.10</b>
<b>Net Ordinary Income</b>	<b>\$562,944.72</b>
<b>Other Income and Expenses</b>	
<b>Other Expense</b>	
<b>92000 - Other Expenses</b>	
92200 - Other Expenses : Uncleared Bill.com	\$31,269.62
92400 - Other Expenses : Bad Debt Expense	\$1,466.25
92500 - Other Expenses : Bank Service Fees	\$65,598.95
92600 - Transfers to La Vina	\$252,080.00
<b>Total - 92000 - Other Expenses</b>	<b>\$350,414.82</b>
Unrealized Matching Gain/Loss	\$1,612.93
<b>Total - Other Expense</b>	<b>\$352,027.75</b>
<b>Net Other Income</b>	<b>(\$352,027.75)</b>
<b>Net Income</b>	<b>\$210,916.97</b>

**2021 GSO BUDGET TEMPLATE  
VERSION 2.0  
PROFIT AND LOSS**

	<b>2021 Budget 2.0</b>	<b>2021 Budget 1.0</b>	<b>2020 Refore- cast 2.21</b>	<b>Variance 2.0 to 1.0</b>
<b>REVENUE</b>				
<b>Publishing</b>				
Gross Literature Sales	8,865,000	9,450,000	9,856,109	(585,000)
Discounts	189,000	189,000	225,528	0
Net Sales	8,676,000	9,261,000	9,630,581	(585,000)
Cost of Goods Sold	3,036,600	3,241,350	3,428,512	(204,750)
<b>Gross Profit</b>	<b>5,639,400</b>	<b>6,019,650</b>	<b>6,202,069</b>	<b>(380,250)</b>
<b>Contributions</b>				
Individuals/Groups	9,725,000	10,200,000	9,886,255	(475,000)
Conference Delegate Fees	167,400	167,400	163,800	0
Additional Conference Contributions	37,200	80,000	103,346	(42,800)
International Literature Fund	25,000	0	20,468	25,000
<b>Total Contributions</b>	<b>9,954,600</b>	<b>10,447,400</b>	<b>10,173,869</b>	<b>(492,800)</b>
<b>TOTAL REVENUE</b>	<b>15,594,000</b>	<b>16,467,050</b>	<b>16,375,938</b>	<b>(873,050)</b>
<b>EXPENSE</b>				
Salary and Fringe	9,832,764	8,953,550	11,703,967	879,214
Professional Fees	2,437,588	2,257,795	2,397,745	179,793
Printing, Postage, and Supplies	639,710	1,285,955	913,424	(646,245)
Insurance	67,683	66,000	66,000	1,683
Facility and Equipment	1,371,561	1,627,811	1,267,969	(256,250)
Travel and Meeting	130,200	130,300	202,351	(100)
Other	473,106	192,600	161,609	280,506
<b>TOTAL EXPENSE</b>	<b>14,952,613</b>	<b>14,514,011</b>	<b>16,713,065</b>	<b>438,602</b>
<b>SURPLUS/(DEFICIT) BEFORE DEPRECIATION</b>	<b>641,387</b>	<b>1,953,039</b>	<b>(337,127)</b>	<b>(1,311,652)</b>
DEPRECIATION	700,201			
<b>SURPLUS/(DEFICIT) AFTER DEPRECIATION</b>	<b>(58,814)</b>			