

Introduction

Conference Committee Delegate Chairs were in attendance at Board Weekend. It was delightful to welcome and meet them all. Our own Mitchell and Jenn attended several Committee meetings and I look forward to their comments.

A letter has been sent to AA members from the General Service Board regarding the resignation of the Board's Chair. There is nothing more I can share other than that. We all thank you for your patience and dedication to AA principles as we move forward.

The General Service Board provides oversight for the two corporate boards. Many hours were spent in committee during the weekend, reporting on the work done since we last met in October. More meetings and discussions are required as we approach Conference time. Some of those reports are summarized here. You might think this is a long report. I started out with 124 pages of reports. It takes about a half hour per page to edit, rewrite, condense, and format. So if you don't see what you were looking for, I might be able to provide a few more levels of detail.

Corporate Board Report – A.A.World Services, Inc.

General Service Office

Conference

During the last General Service Conference, the conference desk was asked to provide translation in all three languages (English, French, Spanish) at the same time when distributing the conference background this year. The department is thrilled to report that it is ahead of schedule.

Group Services

The Group Services desk is busy updating the A.A. Service Manual, holding quarterly virtual meetings with IGCOs, and assisting with a continued review on best practices to update group names on Fellowship Connection.

Literature

The literature desk continues work on the draft fifth edition of the book Alcoholics Anonymous, draft fourth edition of the book Alcohólicos Anónimos, and updates for the pamphlets A.A. for the Black and African American Alcoholic, A.A. for the Native North American and Do You Think You're Different?".

Nominating

Nominating has received and processed candidate information in preparation for the Northeast Regional, Southwest Regional and Trustee-a-large/Canada elections.

Public Information

Data collection for the 2022 AA Membership Survey has been completed. PI Service Cards update; we now have a workable digital template that will allow for local committees to input their own contact information and a QR code, if desired. Final review of the PI Service Cards is being performed by the Language Services department to ensure the translations into FR and SP are accurate prior to these being sent to Publishing for production and development into purchasable materials.

Administration

Besides coordinating workflow at the General Service Office, the General Manager will be busy visiting the fellowship with recent travels to 24th National Convention of A.A. in Bolivia, the SE Regional Forum, and upcoming trips to SE Regional Delegates Get Together, NERAASA, Mexico National Convention and AA Great Britain.

Archives

Archives curated an onsite exhibit on the history of the publication of the book, Twelve Steps and Twelve Traditions to commemorate the 70th anniversary of its publication (first published in 1953). The repository is growing with a year-end 2022 tally of 345 pieces of new material (printed and audio/visual), accessioned, cataloged, and filed in 2022. On January 14th, 2023, Archivist attended the opening of a new Heritage Center (Summa Health Akron Campus) in memory of Sister Ignatia and Dr. Bob, who worked with thousands of alcoholics at St. Thomas Hospital in Akron.

Operations

From November 26, 2022 through January 13, 2023 the Member Services team received and responded to approximately 4,286 email inquiries. A total of 1,049 phone calls were also received; 633 were routed from the Front Desk and 416 were direct calls to the Member Services line. The Receptionist received and routed approximately 1,877 phone calls from November 26, 2022 through January 13, 2023. The Member Services team executed 745 District/Area/Group updates in NetSuite and Area Registrars performed 1,272 updates via Fellowship Connection. The team also reviewed and processed 3,874 literature orders during this time-period.

In calendar year 2022, Member Services received and responded to 29,114 unique email inquiries. A total of 8,686 phone calls were received; 4,395 were routed from the Front Desk and 4,291 were direct calls to Member Services. The Receptionist received and routed 14,339 phone calls in 2022. The Member Services team executed 7,025 District/Area/Group updates in NetSuite. During this same time, Area Registrars performed 8,819 District/Area/Group updates via Fellowship Connection. 44% of the updates were therefore managed by our Member Services team. The team reviewed and processed 30,320 literature orders in 2022.

The mailroom team of two people processed approximately 4,985 pieces of incoming mail and 1,110 pieces of outgoing mail from November 27, 2022 through January 13, 2023. In 2022, the team processed a total of 40,708 pieces of incoming mail and 17,284 pieces of outgoing mail.

Technology Services

The TS team, along with RSM Cybersecurity experts, has kicked off a security audit to review aa.org, Meeting Guide and CCS along with our overall backup/recovery capabilities. The TS Team has been busy with a variety of projects; Security Audit final report available end of January 2023, Contributions Site Usability Design, after testing, could launch January 2023, Inventory Management safety stock was implemented December 2022, conducting interviews with Staff Services, Director of Technology and Business Systems Specialist kicked off a project to identify group and member data issues across GSO.

Finance Self-Support

Contribution flyer SMF-203 draft has been forwarded to Publishing for final edits. Soft credits in relations to 7th tradition contributions that are made via the online portal will not be affected by the contributions webpage redesign per Tech Services.

Publishing

The board agreed to move forward with four stapleless pamphlets less than 32 pages. The committee reviewed the A.A.W.S. Pamphlet Matrix showing a preliminary price analysis for pamphlets 32 pages and under with suggested price increases along with similar analysis for A.A.W.S. eBook pricing. Soft cover samples for the book Alcoholics Anonymous were reviewed by the board as a print cost savings. The Board requested cover art mockups for review in March to discuss the effect of printing alternatives to title embossing. David R. shared the units sold for the B1 Jacketed and B1A Jacketless in 2022 vs. 2023: B1 January 2022 = 25,383 vs B1 January 2023 = 34,508 - B1A Jacketless 2023 = 7,806

Technology/Communication/Services (TCS)

The legal review of the Meeting Guide App is underway with a report expected in March. The podcast report will be issued quarterly with the next submission to Trustees Committee Public Information in January 2023. The Analytics Working Group reviewed two ideas related to the 2004 Advisory Action: Possible discussion involving the Trustees and Conference Committees regarding concerns that sections B, C and D may be outdated and should no longer serve as the basis of reporting requirements OR something more flexible and general to allow for reports to be created as needed and changed or discontinued when they are no longer useful.

Service Material Working Group

Robust discussion with the board regarding suggested edits for the Service Manual, inclusive of AAWS chapter edits as well as additional suggestions and which are editorial in nature and which may need to move into a future revision. Comments have been received from Grapevine but not General Service Board at this time.

The "Mixed-Title Quantity Discount scheduled to conclude on December 31, 2022, be continued.

Proceed with production of four stapleless pamphlets under 32 pages, in English, Spanish and French: P-1: "This Is A.A." P-15: "Questions and Answers on Sponsorship" P-36: "Is A.A. For Me?" P-42: "A Brief Guide to A.A."

Finance

- 10% literature price increase effective April 1st, 2023, on all English, French and Spanish books and rounding up prices to the nearest 10 cents on all other miscellaneous items.
- That from the price increase announcement between December 12, 2022, to March 31, 2023, all orders in excess of 5k units of a particular item number be flagged for review to ensure that AA entities have access to inventory. (Dec. 2022)
- to accept the 2023 proposed budget with the change to gross literature sales to \$16.7M and the change to contributions of \$10.5M with the understanding that there will not be a deficit budget and any adjustments be submitted to the AAWS Finance committee.
- that the proposed budget iteration 5.1 be approved by the A.A.W.S. Board and forwarded to the Trustees Committee on Finance.
- the AAWS Board a 20% literature price increase rounded up to the nearest 50 cents with some minor adjustments effective April 3, 2023, on all English, French and Spanish books and miscellaneous items.
- a 30% price increase rounded up to the nearest 5 cents on all English, French and Spanish pamphlets, effective April 3, 2023.

Technology/Communication/Services committee:

- the 2022 fourth quarter LinkedIn report be forwarded by A.A.W.S. to the trustees' Committee on Cooperation with the Professional Community.
- the 2022 fourth quarter reports on Website, Meeting Guide App, YouTube, Google Ads, Online Business Listings and Podcast be forwarded by A.A.W.S. to the trustees' Committee on Public Information.
- responsibility for the Privacy Policies be delegated to the Internal Audit Committee.

Corporate Board Report – A.A. Grapevine, Inc. – Amber N

Grapevine Office - Structure and Staff

- Grapevine Board has been reviewing proposals for app development and have decided on a vendor to build the app. We plan to move forward with development following the January Board meeting.
- Grapevine and La Viña Apps: Hired Spider Insights to assist with market research for the apps; sent RFP to five app development companies;
- Hired a part-time assistant for the Controller (Nov. 8, 2022).
- The price increase for books started in January with the top ten titles, plus digital and audio titles.
- We will be strengthening the digital production team with internal promotions and a new hire for La Viña. We have announced the vacancy for a Non-Trustee Director, and have received over 20 resumes to date.
- Grapevine opened the Grapevine and La Viña online stores on November 30. transitioning away from vendor and the NOP store. Both main sites and stores are “Drupal 9” — a big first step toward app development.
- Following successful testing, Grapevine will roll out with the free book offer “*Best of Bill*” on the sub cards.

Books sold:

- *Free On the Inside*: Online Store: 5,668; Ingram: 328;
- *Mujeres en AA*: Online Store: 4,191; Ingram: 1157;
- *Prayer and Meditation*: Online Store: 11,2489; Ingram: 6,179;
- *Fun in Sobriety*: Online Store: 4,564; Ingram: 1,835;
- *Sobriedad Emocional*: Online Store: 2,149; Ingram: 46.
- Price increase to start on January 1, 2023. Price increase notice went out via: Post to AAGV and AAWS website; eblast to our entire Constant Contact list(s); Meeting Guide App; Instagram and appeared in the recent issues of GV and LV News; book price change labeling taking place at trade distributor as well as US and Canada warehouses.
- Grapevine and La Viña News appearing monthly on the Meeting Guide App;
- Podcast downloads over 290,000; Instagram: GV has 8,650 followers, LV 1,064;
- Approved request from GSO Brazil to translate, reproduce and distribute Making Amends, Free on the Inside and Prayer and Meditation. Approved and accepted redlined changes to chapter 12 of the 2021-2023 AA Service Manual.

Finance and Budget

- Agreed to adjust funding of Subscription Liability to 69%. Withdraw 34% from fund.
- Authorized a corresponding withdrawal of any Subscription Liability funds in excess of 69%.
- Agreed to request an emergency reserve fund withdrawal from the AAGV Subscription Liability fund of any funds in excess of 70% in accordance with section 3, part 7 of the Reserve Fund Policy “Emergency Actions” to cover the essential operating cash flow needs of the business until the January board meeting at which point AAGV, Inc. will be presenting a multi-year plan for the business. See Appendix A for Financial Reports

Editorial:

- The GVEAB met on January 19 and a new member from the Southeast region has been added. LVEAB recruited four new members. Freelance LV editor continues recruitment efforts.
- Recent Grapevine magazines released:
 - OCT —Heartbreak of Relapse;
 - NOV —Gratitude, plus Stories from our new *Fun in Sobriety* book;
 - DEC —Remote Communities & Sober Holidays;
 - JAN —Spiritual Awakenings—out now; Grapevine magazines currently in production and on schedule:
 - FEB —Making Amends;
 - MARCH —Getting Involved in AA Service;
 - APRIL—AA & Families;
 - MAY—Why I Love My Home Group (to go with release of new revised 30th Anniversary *Home Group* book);
 - JUNE —Celebrating our “Twelve & Twelve” book –70 Wonderful Years; *Home Group* Book (Updated 30th Anniversary revise, with new cover and new chapter on virtual meetings)—due spring 2023.
 - Podcast – working with hosts to connect with interview subjects from current stories in magazine and important GV & LV information;
 - Audio Project: New push to get members involved and get more audio stories in. New audio stories recently uploaded on GV YouTube channel; publishing more AA News and interviews with Class A & B Trustees and important AA announcements;
 - GV Workbook- New colorful, updated version completed, easier for GV Reps to use, easier to keep updated, drives members to our website — now up on the GV website – work has begun on Spanish-Language version; developing 2024 editorial calendar.

La Viña Editorial Report:

Recent La Viña magazine released: Enero/Febrero: La Viña “Prayer and Meditation”—includes Carry the message 2023, news about International Convention 2025. La Viña magazines currently in production and on schedule:

- March/April: Newcomers;

- May/June: Relapse;
- July/August: Prison;
- LV informational workshop, Fridays at 12 noon reviewing products, books, suggestions, GSO/GV.LV updates.
- SMS: New daily quotes for 2023. Includes quotes selected from LV books;
- book selected to translate in 2023: Prayer and Meditation;
- Grapevine Workbook has been translated into Spanish and is being adapted for La Viña.

The General Service Board of Alcoholics Anonymous, Inc.

Trustee Committee on Archives - Conference Comm - Pablo H (secondary)

The committee discussed the draft section “Conducting Interviews of A.A. members in American Sign Language (ASL)” in the revised “Archives Guidelines For Conducting Oral Histories.” The committee expressed satisfaction with the content of the section and approved the draft. The section will also be included in a future printing of the Archives Workbook.

Trustee Committee on Conference –

Conference Comm (Agenda)– Mitchell B, David R, Monty C

The committee agreed that offering the option to request printed Conference Manuals and Committee background well in advance with a stated deadline would support preparations for the Conference Week. The committee also agreed that including a few printed copies of each item would be a reasonable backup plan.

Improvements to the schedule are reflected in time for Committee reports, Area Highlights, to discuss important topics from reports, such as the Plain and Simple Language translation, Board reports, What’s on Your Mind, Location Plus report, General Sharing Sessions, and Participation on Online Groups.

The schedule contains additional time for Conference members to review the completed drafts of the Plain and Simple Language translations. Conference members will be assigned a reading room session start day and time by the Conference Coordinator. No phones or cameras will be allowed in the reading room.

Scheduling a videoconference joint committee meetings one to three weeks prior to the GSC, allows Conference committees additional time to have Q&A and follow-up at the Sunday afternoon at the start of Conference.

The additional time to visit of GSO will be scheduled. Future communications will provide subway and accessible accommodations available to Conference members. The committee noted that regional trustees could help identify delegates who might need accommodations coordinated by GSO.

The current draft of the conference week schedule anticipates the ending the Conference on Friday at 6 pm Eastern.

The committee reviewed the proposed a plan for 73rd GSC so Conference members, who cannot be physically in the main session room, to participate in a discussion and a vote through a “fourth floor microphone,” via videoconference meeting space. The plan provides information about masks, testing kits, reporting, and participation.

The committee conducted trustee and delegate voter selections for the 2023 Northeast Regional trustee elections.

committee continued their discussion of draft plan process for polling the GSC between meetings that make use of virtual meeting technologies and offered several suggestions to the plan and invited participation from delegate chairpersons. The committee agreed that alternate delegates should be invited by the sitting delegate if the Delegate cannot attend.

committee discussed the history of the Sunday GSB A.A. Banquet at the GSC and agreed that a review of the invitee list with a focus on fiscal responsibility, guiding principles and logistical and financial concerns, would help inform the development of a policy.

The committee noted that that submitters of proposed agenda items that were not forwarded to the 73rd General Service Conference have an opportunity to resubmit the following year. The committee also noted that there is currently discussions on Bill's writing, and agreed to continue this discussion at their July 2023 meeting.

The general manager proceed with contracting with a hotel for 2025 and 2026 General Service Conference inside New York. The committee also noted the general manager's efforts to gather the requested information about potentially meeting outside of New York City was to provide sample information and not to suggest an actual venue.

Trustee Committee on Cooperation with Professional Community/ Treatment and Accessibilities – Conference Comm – Tommy G, Doug S

Cooperation with the Professional Community

Update from the working group on developing a pamphlet for Mental Health Professionals: The working group provided a verbal report on the methodology and status of five professional interviews that have been completed to date and forwarded to transcribe. The committee discussed the challenges of scheduling and interviewing the interviewees. The committee requested that the staff secretary assist in completing the final five interviews using the existing methodology. The working group confirmed that the research goal is not limited to the development of a pamphlet but includes options for the GSO to consider alternative formats to provide A.A. information to mental health professionals, such as – short-form videos, audio content, social media, and Infographics.

Review updates to C.P.C. Committee Kit and Workbook: The committee agreed to forward to the 2023 Conference Committee on Cooperation with the Professional Community a draft with updates to the workbook and a progress report for consideration.

Review updates to the C.P.C. service card: The committee reviewed a draft of the updates to the C.P.C. service card and suggested minor editorial changes including the use of QR codes. A key suggestion was to replace the language "Dealing with" on the service card with "Working with".

Treatment

Review progress report on the pamphlet "For Professionals: Bridging the Gap to Help Alcoholics": a historical recap highlighted the fact that there had been a change in the development of the pamphlet to change the direction from an inner facing pamphlet to an outward facing one. The committee is requesting that the Conference Committee on Treatment and Accessibilities offer input on the pamphlet direction, with the suggestion that it might be beneficial to gather shared experience from the Fellowship to inform their decision-making on the target audience.

Accessibilities

The committee reviewed the final report from the Working Group on the A.A. for the Older Alcoholic. There was a discussion of the content of the draft pamphlet and the working group shared their process for evaluating and selecting stories.

There was a thoughtful discussion focused on the need to develop a distribution plan for how the military audio recordings will be used to reach alcoholics effectively.

The committee agreed to forward to the 2023 Conference Committee on Treatment and Accessibilities the G.S.O.'s Guidelines for Remote Communities report for review and discussion because it is new service material.

The committee reviewed the updated G.S.O.'s Guidelines for Accessibility for All Alcoholics, which are ready for distribution to the Fellowship.

Trustee Committee on Corrections - Conference Comm – Candice C, Eric L

The 72nd Conference Committee on Corrections, suggested that GSO staff gather shared experience regarding virtual meetings in correctional facilities for addition to the Corrections Workbook. There was a call to the Fellowship for shared experience and at this time there have been 5 responses. There is not enough shared experience to create a service piece for inclusion in the Workbook.

The Canadian Corrections Working Group met with the Correctional Service of Canada (CSC) on December 16, 2022. CSC expressed that they have a desire to make sure that there is an opportunity to access A.A. in all 43 institutions. They reported that in-person volunteering is ideal. When in-person meetings cannot occur due to the various obstacles, the second preferred option would be holding an in-house AA meeting that would be chaired by a CSC registered AA volunteer who joins virtually. CSC also reported that they are 3-5 years away from having an infrastructure that would support use of tablets and digital content. Correctional Service Canada requested that the staff secretary help organize a meeting between the regional colleagues in all 43 facilities and A.A. corrections trusted servants across Canada early in 2023.

The secretary presented to the committee a suggestion from GSO Publishing that when revising the section "Singleness of Purpose," we remove professional labels to eliminate the need to update the literature as professional terminology changes. The change would be from:

"Some professionals refer to alcoholism and drug addiction as "substance use disorder." Nonalcoholics are, therefore, sometimes introduced to A.A. and encouraged to attend A.A. meetings. Nonalcoholics may attend open A.A. meetings as observers, but only those with a drinking problem may attend closed meetings."

to

"Some professionals refer to alcoholics and drug addicts using the same professional terminology. Nonalcoholics are, therefore, sometimes introduced to A.A. and encouraged to attend A.A. meetings. Nonalcoholics may attend open A.A. meetings as observers, but only those with a drinking problem may attend closed meetings."

The committee approved this revision to be applied to the "Corrections Workbook" and the pamphlet "A Message to Correction Professionals" and agreed that the final wording be decided by Publishing.

Andie Moss, Class A Trustee, shared that since the pandemic, staffing in the corrections field is in a crisis. Facilities were closed and volunteers were not able to come. Tablets were introduced to help meet the needs of persons in custody. Because of this, many new correctional professionals have not experienced supporting volunteer programs in their facilities. It was reported that while the tablets serve a great need, the suffering alcoholic in custody continues to request in-person A.A. support. They are also open to virtual options.

Trustee Committee on Finance - Conference Comm – Tandy W

GSO financial results: The committee reviewed the GSO unaudited financial results for December 31, 2022. Paul Konigstein, CFO, reported only final unaudited 2022 revenue information. Complete 2022 unaudited financial statements are scheduled to be completed the week of February 6, 2023, and will be distributed to all Board members at that time.

Gross literature sales year for 2022 are \$11,999,441. This exceeds the 2022 budget of \$11,000,000 by nearly \$1,000,000 (8%) and is \$287,249 (2.5%) more than last year. This is the highest annual gross literature sales since 2019. December 2022 gross sales did not have the usual holiday spike. December gross sales were \$732,189 compared to \$1,223,830 in December 2021. Cost of goods sold for 2022 has not yet been finalized. Therefore, 2022 gross margin cannot yet be reported. Gross margin will be included in the complete 2022 unaudited financial statements to be distributed in early February.

Contributions for 2022 are \$10,557,295. This is 96% of the 2022 budget of \$11,000,000 and is \$218,576 (2%) less than last year. 2022 is the first year since 2018 that contributions did not exceed the previous year. Over the last ten years, contributions have increased in seven of those ten years. 23% of 2022 contributions were received online, which is the same percentage as in 2021. December 2022 contributions were \$1,399,695, \$40,895 more than December 2021. Contributions averaged \$879,775 per month compared to \$897,989 last year and a budget of \$916,667 per month.

Cash Position: As of January 20, 2023 operating cash is \$485,369 which represents 1.5 weeks of the proposed 2023 operating expenses of \$17,085,479. 2022 cash expenditures through November 30 for literature printing, shipping, and warehousing were approximately \$6.4 million. Due to these increased literature related cash expenditures, operating cash declined from \$1,567,459 on December 31, 2021, to \$514,337 on December 31, 2022. Since the \$1,011,013 in the international convention account was reclassified as operating expense during 2022, net cash outflow during 2022 was \$2,064,135 (\$1,567,459 - \$514,337 + \$1,011,013).

AAWS/GSB 2023 Budget: The 2023 budget proposes expected operating revenue of \$18,791,320 and operating expenses of \$17,085,479, for a projected operating surplus of \$1,705,841 before depreciation expense of \$1,200,000.

Budgeted gross literature revenue of \$15,900,000 includes a price increase of 20% on English, Spanish, and French books and 30% on English, Spanish, and French pamphlets. Contributions are projected to be \$10,500,000 which is roughly the same as the actual amount received in 2022.

Total operating expenditures in Budget 5.1 are \$17,085,479 for 2023. Depreciation is now shown separately from Facilities and Equipment, and GSB support of La Viña is now shown as a non-operating expense. In addition, non-operating expenses are broken down into cash and non-cash expenses.

Grapevine financial results: Unaudited year end results for the period ending December 31, 2022- Total circulation of the Grapevine magazine was 58,813. This compared with a budget of 60,017 and 2021 actual of 65,053.

Total income for the year was \$1,463,761 which is \$38,538 less than the \$1,502,300 achieved in 2021. Total costs and expenses of the magazine for the year were \$1,882,701, which were \$73,773 more than 2021. After adding interest earned, there was a deficit for the period ending December 31, 2022, of \$404,940.

2023 Grapevine Budget : The 2023 budget assumes average paid circulation of the Grapevine magazine of 47,751. Grapevine ePub is forecasted to be 2,619, Grapevine complete at 2,100 and App paid subscriptions at 1,500.

Total income for the year is estimated to be \$1,291,004. Total costs of expenses which include Editorial costs, Circulation costs and General & Management costs are \$2,150,078. After adding interest earned, and cost for the App Development Fees; there's a budgeted deficit of \$1,102,074.

The Trustees Finance Committee recommended to the General Service Board

- to approve the reduction of the portion of the Subscription Liability funded by the Reserve Fund to 34%,
- to authorize the withdrawal from the Reserve Fund of any funds in excess of the 34% of the Subscription Liability Fund funded by the Reserve Fund (\$670,488.00),
- a withdrawal for Grapevine of \$500,000 from the Reserve Fund for App Development.
- to discuss funding of services provided by the Grapevine at the direction of the General Service Conference.
- to discuss funding of two (2) regional service staff for the Grapevine.

La Viña results: For the unaudited results for December 31, 2022, total circulation for La Viña was 6,685 compared to 6,480 budgeted and 6,411 in December 2021. Income from magazine sales was \$77,482 compared with a budget of \$38,734. After deducting the costs and expenses of \$714,086, a shortfall between revenue and expenses of \$636,604 resulted for this service activity. This compares with a budgeted shortfall of \$564,947 and a shortfall of \$388,646 for 2021. The shortfall for the La Viña service activity has been funded by a transfer from the General Fund of the GSB.

2023 La Viña Budget: The 2023 budget for La Viña projects total content related revenue on the magazine of \$52,360 and total Gross Margin of \$63,229. After deducting costs and expenses of \$716,808, the 2023 budget reflects a shortfall of \$653,579.

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

Paul Konigstein CFO stated that if we didn't see an uptick in literature sales before prices increased on April 3, 2023, than we might have to draw down in the second quarter of 2023. Paul also reported that what would trigger a request is if we fall below \$355,000 on hand for operating expenses.

Prudent Reserve: Per below, during 2022, our Prudent Reserve has declined from 8.49 months to approximately 7.48 months during the year. This decrease is primarily due to recalculating our reserve ratio based on re-forecasted expenses for 2022, as previously reported.

“CDARS” = Certificate of Deposit Account Registry Service.

ACCOUNT ID	BOOK BALANCE	EFFECTIVE DATE	MATURITY DATE	TERM, TYPE	ANNUAL INTEREST RATE	YTD Interest Accrued
Bank of New York CDARs						
1538	545,151.48	1/21/2021	1/18/2024	3-Year Non-Personal CD	0.21	
7114	554,049.07	01/23/2020	01/19/2023	3-Year Non-Personal	1.76	
2498	552,297.10	12/03/2020	11/30/2023	3-Year Non-Personal	0.18	
Total of CDARs at Bank of New York:	\$ 1,651,497.65					\$ -
Bank United CDARs						
1025141438	250,704.40	8/5/2021	8/3/2023	2-Year Non-Personal	0.19979	
1025141446	250,704.40	8/5/2021	8/3/2023	2-Year Non-Personal	0.19979	
1025239659	250,656.95	9/9/2021	9/7/2023	2-Year Non-Personal	0.2	
1025322378	250,742.42	10/7/2021	10/5/2023	2-Year Non-Personal	0.24	
1025322343	251,362.89	10/7/2021	10/3/2024	3-Year Non-Personal	0.44	
1025395227	251,045.17	11/4/2021	11/2/2023	2-Year Non-Personal	0.36	
1025395235	251,686.00	11/4/2021	10/31/2024	3-Year Non-Personal	0.58	
1025489974	502,611.22	12/9/2021	12/7/2023	2-Year Non-Personal	0.49	
1025489923	504,182.96	12/9/2021	12/5/2024	3-Year Non-Personal	0.76	
1025559483	504,060.23	1/6/2022	1/2/2025	3-Year Non-Personal	0.82	
1025636291	503,331.00	2/3/2022	2/1/2024	2-Year Non-Personal	0.73	
1025636372	504,568.58	2/3/2022	1/30/2025	3-Year Non-Personal	1	
1025712176	504,475.72	3/3/2022	2/23/2024	2-Year Non-Personal	1.07	
1025712214	505,695.60	3/3/2022	2/27/2025	3-Year Non-Personal	1.36	
1025808149	500,000.00	4/7/2022	4/6/2023	1-Year Non-Personal	0.15	3,995.51
1025884287	250,000.00	5/5/2022	5/4/2023	1-Year Non-Personal	1.44	2,388.26
1025983005	500,000.00	6/9/2022	6/8/2023	1-Year Non-Personal	2.02	5,732.67
1026064284	500,000.00	7/14/2022	7/13/2023	1-Year Non-Personal	1.35	3,172.26
1026064187	503,526.00	7/14/2022	7/11/2024	1-Year Non-Personal	1.5	
1026170547	503,410.02	8/11/2022	8/8/24	2-Year Non-Personal	1.7349	
1026217845	250,000.00	8/25/2022	2/23/2023	6 - Month Personal CD	1.341	1,187.64
1026472136	500,000.00	11/10/2022	2/9/2023	3 - Month Personal CD	1.48889	1,061.68
1026544951	500,748.57	12/8/2022	3/9/2023	3 - Month Personal CD	2.71296	894.03
1026543459	500,000.00	12/1/2022	6/1/2023	6 - Month Personal CD	2.75	1,169.11
Total of CDARs at Bank United:	\$ 9,793,492.13					\$ 19,601.16
Grand Total:	\$ 11,444,989.78					\$ 19,601.16

CDARS PRINCIPAL	\$11,444,990	Months of Exp on Hand	7.48
CASH- BONY DEPOSIT RESERVE	\$624,102		
CASH- BANK UNITED	\$2,103,867		
ACCRUED INTEREST (AS OF 12/31/22)	\$19,601		
TOTAL ASSET VALUE	\$14,192,559	EXPENSES	Budget reforecast 3.0
LESS: GV UNFULFILLED SUBSCRIPTIONS	(\$1,443,500)	GSO	\$18,089,497
		GRAPEVINE	\$1,796,739
		LAVINA	\$561,454
RESERVE FUND BALANCE	\$12,749,059		\$20,447,690

Trustee Committee on International – Reilly K

no corresponding Conference Committee

The committee noted an update by the staff secretary regarding the A.A. international contacts information sweep that is in the planning stages with the Member Services and Technology Services departments. This will ensure that GSO will have up-to-date information to communicate with these international Twelve Step entities/contacts and to best prepare for the potential reintroduction of any future A.A. Data Map project.

Licensing and translations activity report: The committee accepted the AAWS literature Translations and Licensing report and opened up for questions. The committee noted with appreciation the updated country license and translation request procedures through the NetSuite interactive system. This will help afford countries a more pro-active role in knowing the status of their country's literature permissions. The committee requested that detailed translation and licensing reporting continue be forwarded quarterly to the committee.

International Literature Fund (ILF) and World Service Meeting (WSM) Fund: The committee discussed the current status of the ILF and WSM Fund as well as the new AAWS accounting procedures for the funds. The committee noted the responsibility and importance that these funds be maintained by AAWS, and clearly and accurately reported to the World Service Meeting and REDELA zonal meeting. The committee looks forward to quarterly reporting from GSO Finance on the progress of the maintenance of these accounts as well as any updates to the procedures of maintenance and distribution of the funds.

International Events: The following invitations are still in discussion and review by the International Trip Consultation Team:

- Three Frontiers IX Reuniao Das Tras Frontiers – Argentina, Brazil- Paraguay
- March 25-26, 2023 in Centro, Brazil
- Barbados Convention March 24-26, 2023
- Mongolia 25th Anniversary Convention - July 7-9, 2023
- Peru National Convention - August 25-27, 2023

Linking GSB Class A trustee professionals (U.S./Canada) with Class A professionals serving GSBs in other countries: The committee received a progress report of a Class A (nonalcoholic) Facebook group that has been established by Class A trustees for Class A trustees from service structures around the world to welcome questions and share experience.

Trustee Committee on Intl Convention/Regional Forums –

Conference Comm – Crystal S (secondary)

2025 International Convention

Trends in the first quarter 2023 reflect that business travel is continuing to see an uptick with event registrations rising as well.

Event insurance rates are increasing; however, in a new development, Destination International is now offering event cancellation policies.

Low staffing in hospitality industry at large presenting challenges (i.e., contracts/vendor response) but it is expected to improve over time and certainly by 2025.

Budget – goal is to have a “vision” of the budget mid-year with an expectation to have a comprehensive discussion at the July 2023 quarterly meeting. The budget process will include a review of our financial philosophy as it relates to the International Convention.

The committee confirmed that as with the 2020 International Convention, the budget process will include contingencies.

Hospitality rooms at the International Convention – it was confirmed that those regions and/or special groups requiring hospitality rooms should reach out directly to the convention consultant; however, the process will not begin until the Summer of 2024. The committee discussed the participation of non-A.A. speakers at International Conventions and agreed that up to twenty-one non-A.A. speakers be invited to participate in the 2025 International Convention at A.A.'s expense.

2035 International Convention Site Selection: The committee reviewed the Delegate and City and Visitors' Bureau Bid Questionnaires submitted for site selection of the 2035 International Convention. Two of the six Convention Bureaus approached (Anaheim, California and Las Vegas, Nevada) declined to participate in the bid process. It was discussed that the remaining four cities presented excellent options.

- Indianapolis, Indiana
- New Orleans, Louisiana
- Phoenix, Arizona
- Toronto, Canada

Virtual Component of the 2025 International Convention: Talley management advised the committee that within the event industry, hybrid events are losing favor due to cost and planning considerations; events with virtual or live streaming options vary by sector.

Regional Forums

406 total (including 276 first-timers) attended the 2022 Southeast Regional Forum in New Orleans.

Three questions for the trustees' committee on IC/RF:

- How much flexibility in forum programs should be allowed, based on region being served?
- What means of communication should be used to improve communication with Spanish-speaking members?
- Do we continue providing ASL services at all forums despite limited or no use?

Comments included:

- Early engagement with regional welcome committees is vital.
- Utilize area accessibility committees.
- Schedule flexibility with consistency of board needs.
- Review welcome committee duties and responsibilities list.
- Add sharing sessions following delegate presentations.
- Timing of Spanish speaking conventions and other events a consideration in scheduling.

Best Communication Modalities to Reach non-English Speaking Members:

- The committee discussed the costs of interpretation services provided for the 2022 regional forums. It was noted that Grapevine and La Viña communicate with the Spanish-speaking members, beyond email and newsletters, including:
- Contract with "Constant Contact" vendor for daily email service and Short Messaging Service (SMS)
- The use of social media such as Instagram for daily posts and special events
- Exploring possibility of using "WhatsApp" for La Viña because of its popularity in the Spanish-speaking community.

Trustee Committee on Literature - Conference Comm – Jenn D, Crystal S, Reilly K

Progress reports forwarded to the 2023 Conference Committee on Literature”

“A.A. for the Black and African-American Alcoholic”

“A. A. for the Native North American

Alcohólicos Anónimos-Spanish

“Do You Think You’re Different?”

Fifth Edition of the book *Alcoholics Anonymous* Reilly K

The committee requested that while in the process of selecting stories for the Fifth Edition, the subcommittee identify stories written by members of the indigenous North American community that will not be used in the Fifth Edition, for possible consideration in the update of the “A.A. for the Native North American” pamphlet.

Translation of the book *Alcoholics Anonymous* (Fourth Edition) into plain and simple language.

A print copy of the available plain language chapters will be provided for review by Conference members during the 2023 General Service Conference in a room that will be hosted by members of the trustees’ Literature committee. The committee also agreed that the draft plain language chapters will be presented in its current English plain language version.

Drafts of updates forwarded to 2023 Conference Committee on Literature

- Literature Committee Workbook
- “Twelve Traditions Illustrated ” (P -43)
- A.A.’s Three Legacies (P-44)
- “Young People and A.A .”
- “Too Young ? ” (P -37): The committee discussed the new formats proposed and the high estimated costs. In view of the high-cost estimates, the committee suggested exploring other options, such as utilizing existing young people’s videos developed by the International Conference of Young People in Alcoholics Anonymous (ICYPAA) or other possible alternatives to carry the message to young newcomers in A.A. The trustees’ Literature committee requested that the Conference Committee on Literature provide additional direction regarding the 2017 Conference floor action.

Update on the review of A.A. pamphlets: The committee discussed the process to review A.A. recovery pamphlets and noted that the 2023 Conference Committee on Literature undertakes the review as standing agenda item on their committee via the Recovery Literature Matrix. An interactive digital file with the Recovery Literature Matrix will be available on the Conference committee’s dashboard folder.

Strategy to make current literature accessible in all possible formats:

Several efforts currently in development

- publishing on different platforms,
- addressing inconsistent language across A.A. literature
- the use of QR codes in pamphlets. The committee also noted that
- these efforts are being addressed from different perspectives and by multiple GSO departments.

Trustee Committee on Nominating - Conference Trustees Comm – Kathy R

Not Available

Trustee Committee on Public Information - Conference Comm – Ben N, Jake S

AAWS YouTube Channel report: Analytics reflect the rising Spanish language viewership. It was suggested to expand the use of the playlist as well as the suggested next video functions, among others to determine if these capabilities might prove beneficial to improve the user experience for this population.

Google Ads report: New responsive ads have increased the effectiveness of the ads showing up in searches by 94%.

New video PSAs: “Sobriety in A.A.: My Drinking Built a Wall” and “Sobriety in A.A.: When Drinking is no longer a Party.” The U.S. results for December 2022 were 10,371 airings, 58,991,397 impressions and \$3,955,397 in media value. The Canadian PSAs aired an additional 1,269 times. The final one-year campaign results were 125,192 airings, 615,956,841 impressions and \$34,506,580 in media value. The final Canadian results for the campaign were 11,485 airings.

PSA videos on streaming platforms: The committee discussed the updated feasibility research on paid placement of PSA videos on streaming platforms and agreed that it includes sufficient information.

Mesmerize Point PSA distribution channel: The legal review of the contract stayed well under the proposed \$2,000 budget with an invoice for the work totaling \$750.00. Begin the one- year period of airing our video PSA content on the Mesmerize Point closed-circuit monitors in physician offices and private pharmacies.

Final report from the Subcommittee on the 2022 A.A. Membership Survey Results: The committee reviewed the draft survey pamphlet and a dynamic web page mockup. It was discussed that a library of all infographics will be created and made available for use by A.A. members, the professional community, the media, and other constituents. The pamphlet requires Conference-approval. The webpage design and development falls within the purview of GSO’s Communication Services team and does not require Conference-approval but will be provided to the Conference Committee on Public Information for consideration.

Public Information pamphlets/materials: “A.A. At a Glance.” , “Message to Teenagers.” “Speaking at Non-A.A. Meetings.” Two complete Young People’s video submissions for consideration.

Implement an Alcoholics Anonymous World Services, Inc. Instagram account: Create, implement and manage an official Alcoholics Anonymous World Services Instagram account.

ad hoc committees

Participation of On-Line Groups in the US/Canada General Service Structure

(Excerpts)- Reilly K

The sudden onset of the pandemic in 2020, as we all well know, created a brand new (for most) environment for Alcoholics Anonymous groups around the world – the virtual one. Suddenly unable to meet in a face-to-face setting, the quick pivot to available, inexpensive meeting platforms using internet technology by many groups has led to interesting new challenges and has pointed up the need for new ways of thinking regarding the incorporation of this new platform into A.A. life in a manner that respects our Steps, Traditions and Concepts.

Participation in A.A. life up to 2020 had logically relied on geographic structural organization, particularly for general service work. What new opportunities have arisen? What are we missing? What are the challenges? What are the constantly changing emergent concerns? The virtual reality will be with us long past the pandemic, and we need to be looking to the future.

These and many other questions were top of mind for delegates to the 71st General Service Conference in the spring of 2021. Two advisory actions were passed directly pertaining to the topic:

I) *The U.S./Canada General Service Structure recognize online groups and encourage their participation, listing those groups who ask to be listed within the group's preferred district and area, with the default option being the location of the group's primary contact. This supersedes the 1997 Advisory Action that designated online groups as "International Correspondence Meetings."*

II) *The General Service Board form a committee to explore future possibilities for the participation of online groups in the U.S./Canada General Service structure.*

An office working group was formed to respond to Advisory Action I, regarding the listing of virtual groups. It is important to note that Advisory Action I clearly recognizes online groups, and that the Working Group revised the New Group Form to facilitate that change. It is now called the new group listing guidelines/Form and is available at <https://www.aa.org/gso-new-group-listing-guidelines-form>

Regarding Advisory Action II, the General Service Board chairperson constituted an ad hoc committee of the GSB to explore the participation of online groups in our U.S./Canada general service structure. The ad hoc reported out to the 72nd General Service Conference. That full report is included in the Final Conference Report of the 72nd General Service Conference, We are now offering our 2022 progress report, building on the first one in 2021. As well as attending various events pertaining to the topic through the US and Canada, the Committee has focused on communication within the general service structure through the Delegates, as seen in the survey results in the progress report. Analysis and work continues.

Suggestions Going Forward

While Conference-Approved literature needs to go through the Conference process to be updated, service material has fulfilled the important role of providing shared experience to groups and members when there is a need for timely sharing of information. However, the magnitude of change A.A. has gone through in the last few years has sometimes outpaced our ability to collect shared experience, especially in areas related to online groups. It is clear from the survey responses, sharing at workshops, and correspondence from A.A. members and groups, that there is a desire for more information regarding online groups. Below are links to

materials currently available on the aa.org website, in the Group Handbook, and in service kits that have information related to online groups.

[Anonymity Online and Digital Media](#)

[A.A. Guidelines on the Internet MG-18](#)

[GSO New Group Listing Guidelines/Form](#)

[Is Your Group Linked to A.A. as a Whole?](#)

[Frequently Asked Questions on Practicing the Seventh Tradition at Virtual Meetings](#)

[Serving All Alcoholics: Making the A.A. Message Accessible](#)

While they offer helpful information, more shared experience needs to be gathered from online groups on their practices and procedures, the challenges they've faced and the solutions they've found so that it can be integrated into these service pieces. Sharing from one group to another, one GSR to another, one DCM to another, and one district to another will do a great deal to fill the need.

The Technology in A.A. Forum (<https://tiaa-forum.org/>) is for AA members (and non-members who support AA services) to share about using technology for accomplishing the primary purpose of AA. There is a guide to hybrid meeting considerations created to help groups think through the challenges of holding hybrid meetings. Information is available on hybrid set-ups for A.A. meetings, service assemblies, and other events This includes lists of the equipment needed, ways to optimize participation, and information on conducting voting procedures at hybrid events. There are also threads on ways to welcome newcomers at online meetings as well as shared experience on safety and anonymity online. Members are also able to pose questions to the TIAA community.

In addition to updating existing service material, new FAQs, guidelines, and other sources of shared experience could be developed. Here are some topics related to online groups that may want to be explored.

While the 71st General Service Conference passed an advisory action in 2021 recommending "that the U.S./Canada General Service Structure recognize online groups and encourage their participation by listing groups who request to be listed in Fellowship Connection according to the group's preferred district and area" many members of online meetings are still not aware that they can be listed with GSO or how they might get connected with a geographic district or even a virtual district. A service piece using infographics, an FAQ. and/or short video could be great tools for reaching out to online meetings not currently in the service structure to explain the process and their options. Communications conveying the benefits of participating in general service are needed for brick & mortar meetings as well as online groups but short term there may be a greater need and opportunity among online meetings and their members.

Online groups who do understand that they can be listed by GSO often have other questions. Common questions heard by the office are: "How do we choose what district to join if we are not tied to a specific geography?" "What do we do if our district or area is unable to accommodate our need to participate online?" "What kind of permission would we need to join a district in another area?" "Are virtual districts accepting groups from outside of their area?" "What if our members are from other countries?" While there are rarely simple answers to these questions a good beginning is to find out what other groups have done.

Similar questions come from groups who are divided over whether to return to meeting in-person, adopt a hybrid format, or continue meeting exclusively online. If they cannot agree on a common format, groups ask if they should split into several individual groups or form an umbrella group with individual meetings. Groups that split ask who gets to keep the name?

And who gets to keep whatever money exists. One group shared their experience of being at odds about who could get to keep the treasury until one member said, “Well, who needs it more?” There’s no underestimating the value of shared experience.

A need we continue to hear about is for shared experience on the practices and procedures of online groups. One area of focus could be descriptions of new service positions needed for online groups such as “Tech Chair” and “Troll Patrol.” Other more traditional positions have been adapted to fit online groups. For example, a literature chair for an online group won’t be setting books out on a table or filling a literature rack but instead may be providing digital resources or links to literature using a glide app.

Members are also exploring what Grapevine Reps and La Viña Reps can do at online groups to bring the magazines to life. Some online groups have “newcomer chairs” to encourage more interaction with those who are new. “Fellowship Chairs” have considered how that experience of going to the diner after the meeting can be translated to the virtual world.

When it comes to group safety, practices and procedures for online groups continue to evolve. Providing links in service pieces to frequently updated materials about security settings could also be helpful for online groups. It might also be helpful to gather shared experience on ways that online groups have used their particular expertise in working with district and area service committees to:

- Bring online meetings to treatment facilities, correctional facilities, nursing homes, and rehabilitation centers
- Reach out and connect with remote communities
- Help members who are homebound or have mobility issues
- Offer more options for the hard of hearing, blind members, and deaf members
- Use simultaneous interpretation to offer meetings in more languages
- Provide meetings for immunocompromised members
- Offer meetings 24/7 for AA’s who are shift workers, new parents, or caregivers.
- Make meetings accessible to those who have lost their driving privileges.

There are still, as there were with the first progress report, more questions than answers. However, the shape of the questions continues to evolve and change. It is apparent that many conversations are happening at Area, District and Group levels, and that there is a need and an appetite for continued shared experience. There are voices that we continue to need to seek out and hear from in this still-evolving picture and process. It is a remarkable one to be a part of.

January and Beyond ad hoc Committee

The January & Beyond Committee has received an RFP from the METS team for the October 2023 Board Weekend. We have distributed the RFP to 8 facilities in 5 different cities, including Kansas City, St Louis, Omaha, Akron, and Charlotte. We have received responses from 7 facilities, with 2 declining to submit proposals. The five proposals we have received have been forwarded to the METS team to develop an estimate on total costs. In addition to the remote locations, the METS team is working with facilities in New York City. Our goal is to provide a cost comparison to determine if a remote Board Weekend would be feasible.

Centennial Commemoration ad hoc Committee

Scope of the new committee includes:

1. The Centennial Commemoration Ad Hoc Committee will, in anticipation of worldwide acknowledgement of A.A.'s 100th Anniversary, consider the unique opportunities to cooperate with the professional community, public relations, and to be "friendly with our friends" in commemoration of A.A.'s centennial anniversary in 2035.
2. Define and explore strategies and recommendations to capture possible international, national and local public relations and media opportunities arising from the Centennial Anniversary.
3. Seek a coordinated approach across the GSB, AAWS and AAGV for centennial related activities.
4. Consider ways to seek input and participation from international AA service structures. One objective is to mark AA's centennial anniversary by charting the trajectory of our story with a global focus.
5. Include the Fellowship through regular communication, participation, and engagement.

Location Plus ad hoc committee

Location+ Timeline

Milestones and approvals needed to approve renewal of the lease or approval of a new location and transition plan



Appendix A - Financial Reports

AA Grapevine, Inc. Financial Report

Grapevine

Circulation

	December 2022 Actual YTD	December 2022 Budget YTD	Variance Actual vs	December 2021 Actual YTD	Variance 2022 vs. 2021
GV Magazine GV Complete GV	52,321	53,161	(840)	56,081	(3,760)
ePub	3,458	3,623	(164)	5,144	(1,686)
Total Circulation	3,034	3,234	(200)	3,828	(795)
	58,813	60,017	(1,204)	65,053	(6,240)

Financial Activity

	December 2022 Actual YTD	December 2022 Budget YTD	Variance Actual vs	December 2021 Actual YTD	Variance 2022 vs. 2021
Gross Margin on Subscriptions Gross	789,246	828,334	(39,088)	1,091,404	(302,158)
Margin Other Published Items	674,515	691,970	(17,454)	410,896	263,619
Total Gross Margin	1,463,761	1,520,303	(56,542)	1,502,300	(38,538)

	December 2022 Actual YTD	December 2022 Budget YTD	Variance Actual vs Budget	December 2021 Actual YTD	Variance 2022 vs. 2021
Editorial	900,842	847,083	53,759	909,281	(8,439)
Circulation & Business General &	920,204	931,613	(11,409)	813,228	106,976
Administrative	61,655	61,215	440	86,419	(24,764)
Total Cost & Expenses	1,882,701	1,839,912	42,789	1,808,929	73,773
Miscellaneous Income Reserve Fund	-	-	-	180,011	(180,011)
Interest Net Income (Loss)	14,000	14,000	-	14,000	-
	(404,940)	(305,608)	(99,332)	(112,618)	(292,322)

La Viña

Circulation

LV Magazine LV

Complete LV ePub

Total Circulation

December 2022 Actual YTD	December 2022 Budget YTD	Variance Actual vs Budget	December 2021 Actual YTD	Variance 2022 vs. 2021
6,583	6,480	103	6,411	172
35	-	35	-	35
67	-	67	-	67
6,685	6,480	205	6,411	274

Financial Activity

Gross Margin on Subscriptions Gross

Margin Other Published Items

Total Gross Margin

December 2022 Actual YTD	December 2022 Budget YTD	Variance Actual vs Budget	December 2021 Actual YTD	Variance 2022 vs. 2021
20,457	(2,789)	23,246	24,159	(3,702)
57,024	41,524	15,501	17,005	40,020
77,482	38,734	38,747	41,163	36,318

Editorial

Circulation & Business

General & Administrative

**Total Cost &
Expenses**

Contribution GSB

Net Income (Loss)

December 2022 Actual YTD	December 2022 Budget YTD	Variance Actual vs Budget	December 2021 Actual YTD	Variance 2022 vs. 2021
434,031	367,099	66,931	251,988	182,043
264,459	218,603	45,856	177,822	86,637
15,596	17,979	(2,384)	-	15,596
714,086	603,682	110,404	429,810	284,276
636,604	564,947	71,657	388,646	247,958
-	-	-	-	-