
Delegate Report – Area Assembly, December 7, 2019



Panel 68, Area 29

Maryland General Service, Inc.

During today's final Area Assembly of Panel 68, we focus on the future of Alcoholics Anonymous. Many thanks to those trusted servants who have worked long and hard behind the scenes to keep our Fellowship united as we carry this message to the alcoholic who still suffers. May each of you continue to experience the joys of service as we transition into Panel 70 in 2020 and 2021!

General Service Board News

Strategic Plan: The GSB is concerned with all matters affecting our primary purpose, including goals and processes for reaching out the hand of A.A., timely and transparent communications, sound financial planning, and our collective aspirations for tomorrow. Ask your DCM to email you a copy of the updated GSB Strategic Plan.

Committees: Most of the work of our Trustees' committees is performed by volunteers - Trustee Directors, Nontrustee Directors, and Appointed Committee Members, including these positions starting in April or (for ACMs) July 2020:

AAGV - Cindy F., Fairfax, VA (NTD)
AAGV - Francis G., Chelmsford, MA (TD)
AAGV - Josh E., Durham, NC (TD)
AAWS - Jimmy D., Dallas TX (TD)
AAWS - John W., New York, NY (NTD)
Literature - Amalia C., Newington, CT (ACM)
Literature - Katie H., Fair Oaks, CA (ACM)
Public Information - Allison C., Goleta, CA (ACM)
Public Information - Shari M., Ft Lauderdale, FL (ACM)

General Service Conference

December 9 is your last chance to submit ideas to delegate@marylandaa.org for the 2021 GSC theme, presentation, and/or workshop topics. December 15 is the deadline for the Delegate to submit 2020 Agenda Item proposals from Area 29 to the 70th GSC Conference Coordinator.

A.A. World Service, Inc. News

Accessibilities: The deadline has been extended to January 15 for submitting articles for the pamphlet "A.A. for the Older Alcoholic - Never Too Late" and also for shared experience on Cooperation with the Elder Community (CEC).

Communication Services: This new G.S.O. Department launched on 11/11. Projects include a new website design, the Meeting Guide app, YouTube channel, and exploration and implementation of additional Google products. The Meeting Guide is now posted in the Apple and Google Play stores, support protocols are established, and the Meeting Guide information and privacy policy pages are posted to aa.org.

C.P.C.: The new A.A.W.S. LinkedIn page for professionals went live in November. The staff secretary will provide a progress report to the trustees' committee in February.

Finance: Contributions during the first three quarters of 2019 were \$6,197,296 (6.29% over budget) and 6.29% greater than 2018. Online contributions were 10.73% of total contributions. 69th GSC expenses were near budget. Revenues through September were 2.59% higher than budgeted and 3.76% higher than 2018, but operating expenses were 4.53% over budget and 9.94% more than last year. Salaries, professional fees, contract reviews, general counsel fees, contracted services, enterprise resource planning (ERP) costs, and Travel, Meetings & Accommodations all increased over 2018 levels. Book sales decreased from 2018 by 33,920 units (2.66%), despite sales of 21,910 English units of *Our Great Responsibility*.

Group Records: Training of area registrars on the new "My Portal" system, which will replace Fellowship New Vision, is due to start in January.

I.T. Services: In addition to administering the ERP implementation, the IT Services team is working to improve the connectivity to G.S.O.'s hosted servers as well as reducing the number of active servers needed. As a result of the IT Audit, computers and laptops are being upgraded to Windows v10 with encryption, solid state drives, and additional memory as needed.

International Convention: About half of the projected 65,000 attendees have already registered for the International Convention in Detroit, MI from July 2-5, 2020. There are still



rooms available through the Housing Bureau with shuttle service provided. Make plans to volunteer for a shift in the Ambassador Suite of the Westin Book Cadillac Hotel, where Area 29 will host a Hospitality Room close to the TCF Center.

Literature: The Big Book and 12&12 are now available in American Sign Language DVD video format. Work is ongoing on a proposed safety service piece being developed by G.S.O. staff and also on the A.A. Anonymity service card (F-20, read at meetings open to the public). In response to frequent requests, Quick Reader (QR) codes are being added at no additional expense as items come up for reprint.

Pamphlets: The following pamphlets/videos are currently under development or revision:

A.A.'s Three Legacies

Questions & Answers on Sponsorship

Spanish-speaking Women in A.A.

Too Young?

Twelve Steps Illustrated

Twelve Traditions Illustrated

Twelve Concepts Illustrated

Young and Sober in A.A. (video)

Young People in A.A.

Your General Service Office, the Grapevine and the General Service Structure (video)

Public Information: The LegitScript application process is in its final stage. No action has been taken to apply for Google AdWords/Grants until further research is conducted. Editorial changes may be made to the "Contact A.A...." tag lines of audio PSAs to reflect the current platforms in which people search for Alcoholics Anonymous.

Staff Hires: Bob W., Executive Consultant
Brenda B., Corrections Assignment
Irene D., Accessibilities Assignment

Translations: The Lesotho Big Book is in a final review stage. The Shona translation is underway in Zimbabwe. Paraguay plans to begin new translations and approve existing translations for submission in the Guarani language. Work is also progressing in Hungary, Ukraine, India, and the Czech Republic.



AA Grapevine & La Viña News

Grapevine & La Viña do not accept financial contributions. They seek to be fully self-supporting solely through subscriptions and product sales. A new GV/LV

product catalog was distributed with Box 459. The domain name *aalavina.org* has been registered for La Viña's website. 31 GV audio CDs have been converted to MP3s.

For the first nine months of 2019, average paid circulation of the Grapevine magazine was 66,618, compared with a budget of 68,480 and 2018 actual of 67,510. GV subscription app and online circulation was 5,075 in 2019 versus a budget of 7,044 and actual of 5,479 in 2018.

Gross profit on the magazine of \$979,499 was \$80,429 less than budgeted. Gross profit on other content-related materials of \$434,912 was \$42,810 less than budgeted and \$39,273 less than 2018. Total gross profit through September was \$1,414,411 (\$123,239 lower than budgeted but \$4,881 more than the \$1,409,530 in 2018).

Total costs and expenses of the magazine for the year were \$1,583,891, which is \$81,358 less than budgeted and \$205,248 higher than 2018, due partly to additional salaries and benefits for the new outreach positions and higher legal fees. After adding interest earned, the shortfall for the first 9 months of 2019 was \$146,063 compared to a net profit of \$45,888 in 2018 and a budgeted net loss of \$112,599 for this year.

Through 9/30, average paid subscriptions for La Viña were 10,177 versus 9,548 budgeted and 9,649 for 2018. Income from magazine sales during 2019 was \$106,249 compared with a budget of \$94,545. Other publishing income added \$16,867 to the revenue stream. After deducting costs and expenses of \$188,478, a shortfall between revenue and expenses of \$110,860 resulted for this service activity, compared to a budgeted shortfall of \$124,379 for 2019 and a shortfall of \$96,852 for 2018. Costs of the La Viña service activity are funded by a transfer from the General Fund of the G.S.B.

The bottom line: *Grapevine and La Viña need YOUR support today! Subscribe! Order a book! Buy a gift subscription! Show your gratitude!*

Regional & National News

NERAASA 2020 ~ Feb 21-23, Nashua, NH
62nd ICYPAA ~ Sep 3-6, New Orleans, LA

Around Area 29 ~ See *marylandaa.org*

Yours in love and service,

Don B., Panel 68, Area 29 Delegate

delegate@marylandaa.org (thru 12/31)