

**68th General Service  
Conference**

A.A. – A Solution for All Generations  
Les AA – Une solution pour toutes les générations  
A.A. – Una solución para todas las generaciones

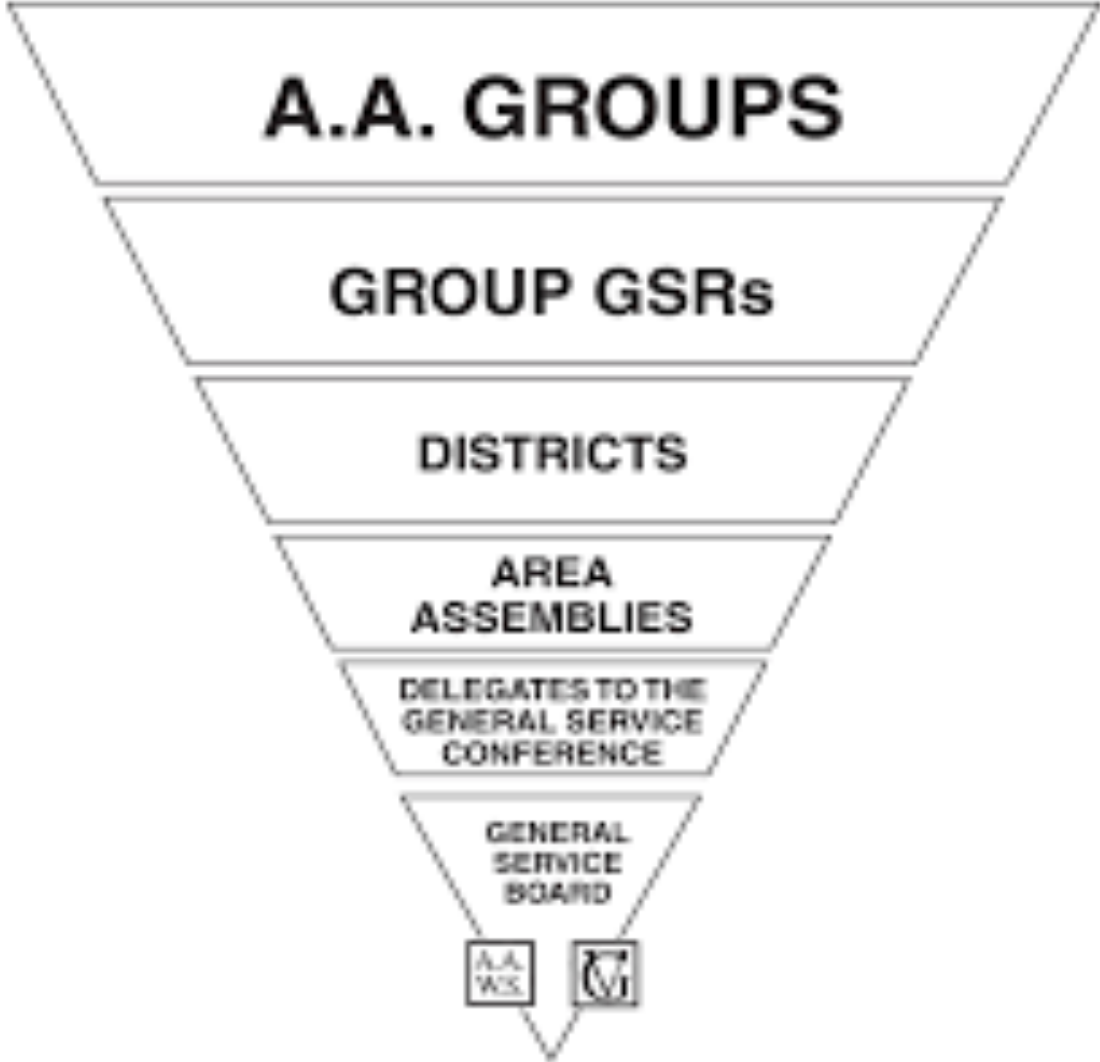
# **68<sup>TH</sup> ANNUAL GENERAL SERVICE CONFERENCE**

**“A.A. – A Solution for All Generations”**

**April 21-28, 2018, New York City, NY**

# WHY DO WE NEED A GENERAL SERVICE CONFERENCE?





**A.A. GROUPS**

**GROUP GSRs**

**DISTRICTS**

**AREA  
ASSEMBLIES**

**DELEGATES TO THE  
GENERAL SERVICE  
CONFERENCE**

**GENERAL  
SERVICE  
BOARD**



From  
the  
Groups  
Flow  
Ideas  
Money  
People  
And  
Dele-  
gated  
Author-  
ity

Services  
Flow  
Back  
Up  
To  
the  
Groups  
Where  
12<sup>th</sup>  
Step  
Work  
Is  
Done

A



# General Service Conference Manual

**68<sup>TH</sup>** GENERAL SERVICE CONFERENCE OF A.A.

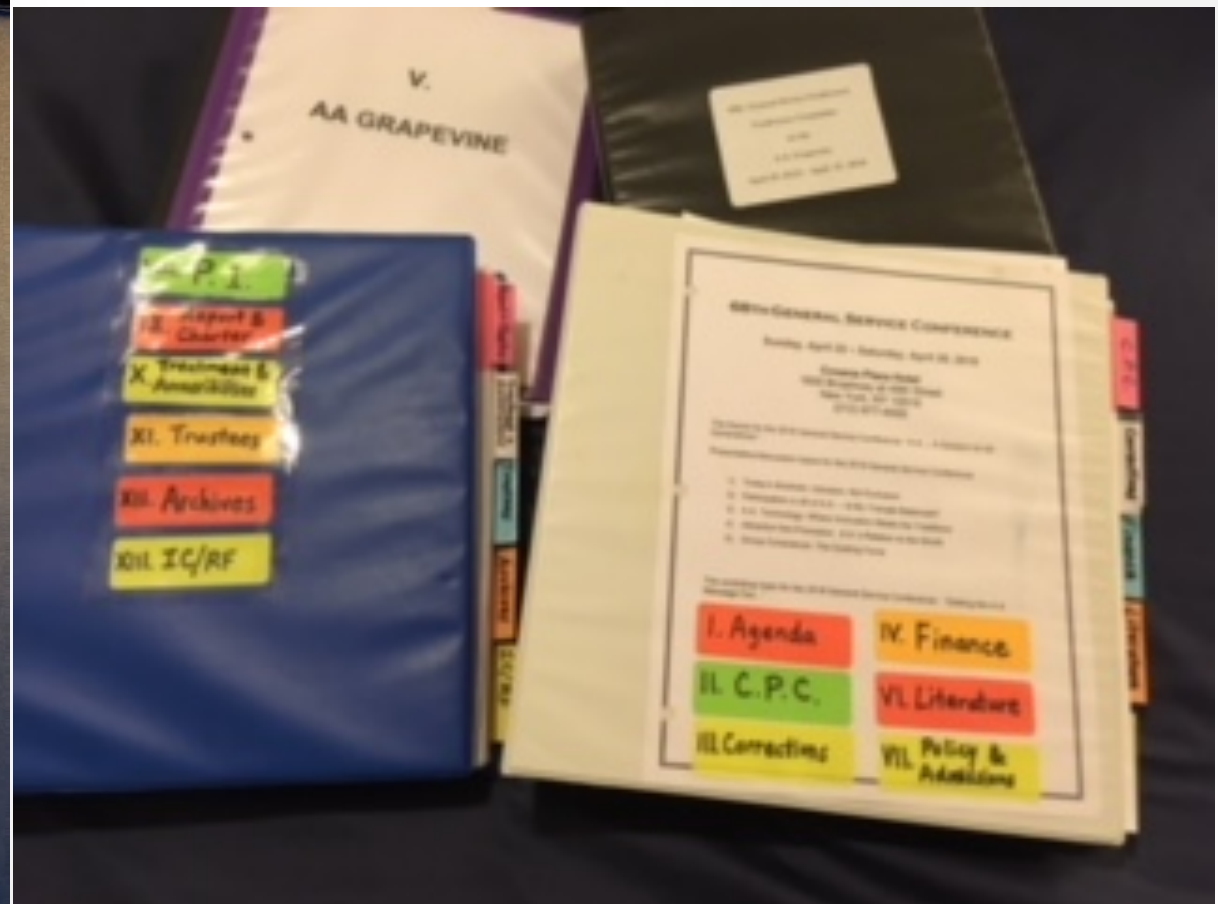
A.A. — A Solution for All Generations

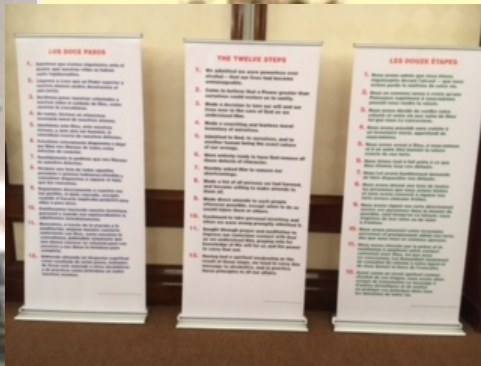
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APRIL 22-28, 2018

CROWNE PLAZA TIMES SQUARE, NEW YORK, NY







# Who makes up the Conference?

This year there are 136 voting members of the General Service Conference acting together as guardians of A.A.'s World Services and of the Steps and Traditions. They are composed as follows:

**68.4%**

> **93 Delegates**

**FUNCTION:** Represent A.A. groups in fulfilling the ultimate responsibility for A.A.'s World Services. Traditionally, Delegates constitute at least two-thirds of the voting membership.

**19.1%**

> **26 Trustees, A.A.W.S. Directors, GV Directors**

**FUNCTION:** Responsible for policy and implementation.

**12.5%**

> **17 General Service Office and Grapevine Staff**

**FUNCTION:** Carry out policies of and report to the General Service Board and Conference.

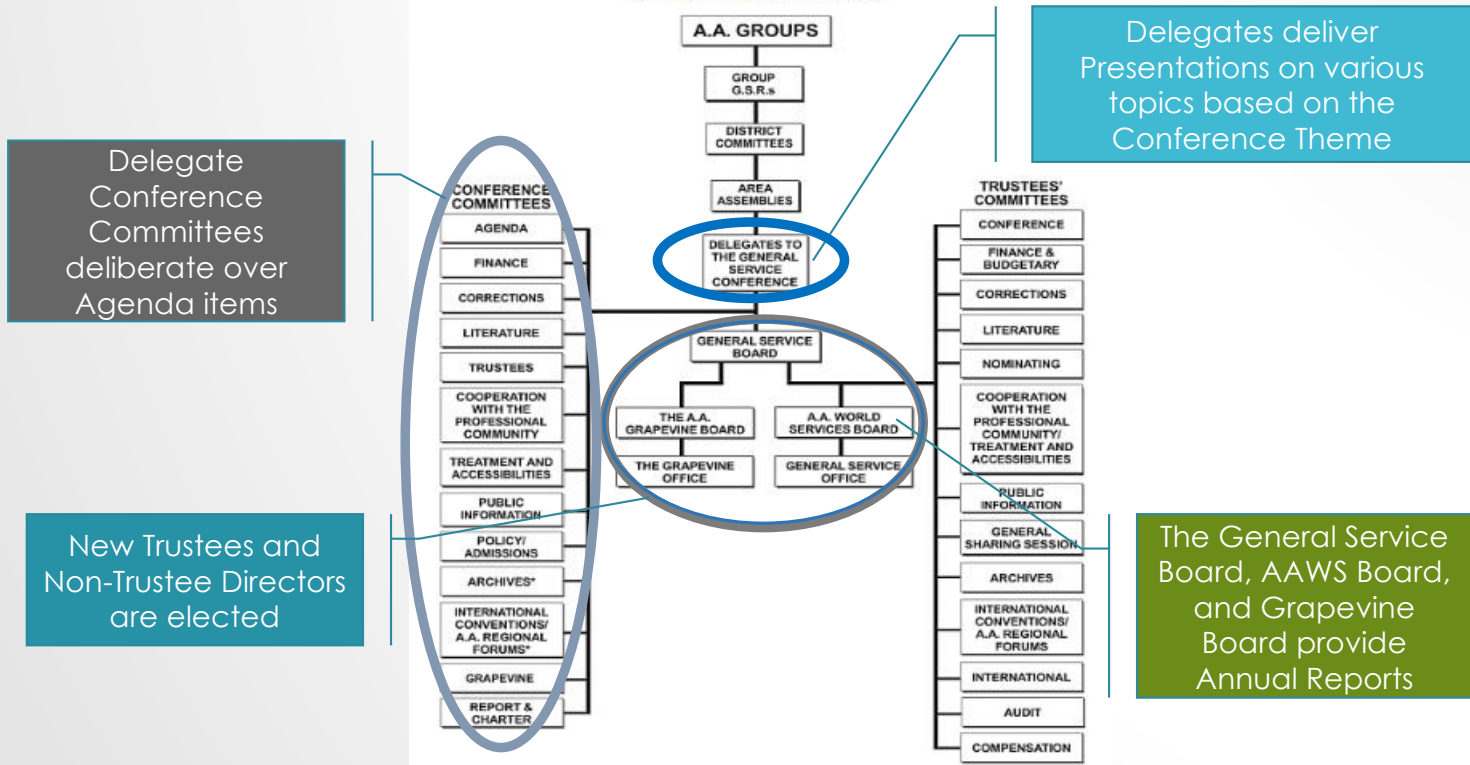
Every Conference member has not only a vote but a voice; not only a right but a responsibility to express his or her views.



# WHAT HAPPENS AT THE GENERAL SERVICE CONFERENCE?

The 7-day General Service Conference consists of 12+ hour days of meetings, rigorous and loving discussions, and a good deal of laughter.

**The General Service Conference Structure (U.S. and Canada)**



Delegate Conference Committees deliberate over Agenda items

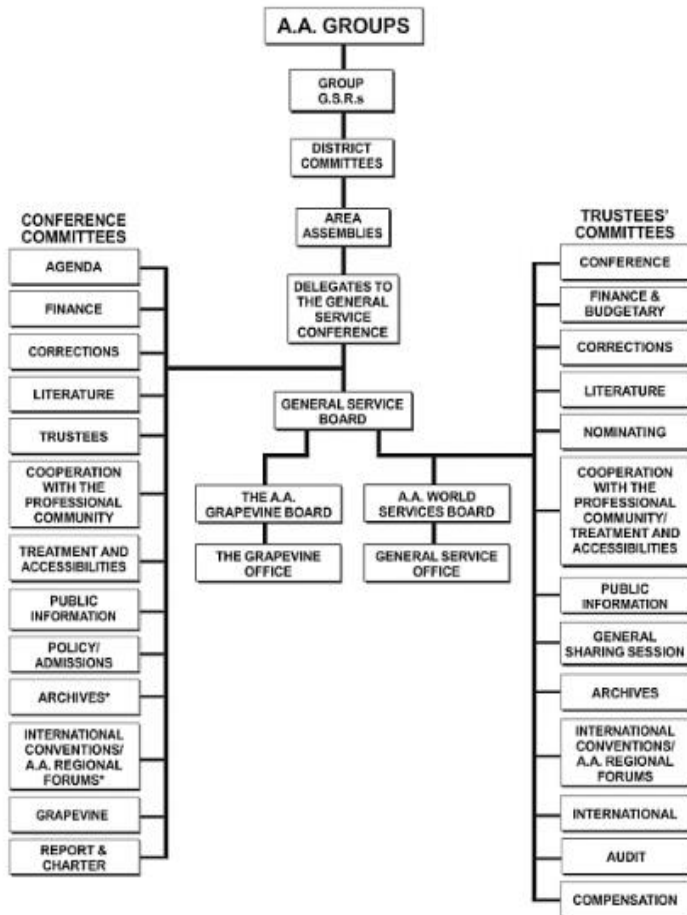
Delegates deliver Presentations on various topics based on the Conference Theme

New Trustees and Non-Trustee Directors are elected

The General Service Board, AAWS Board, and Grapevine Board provide Annual Reports

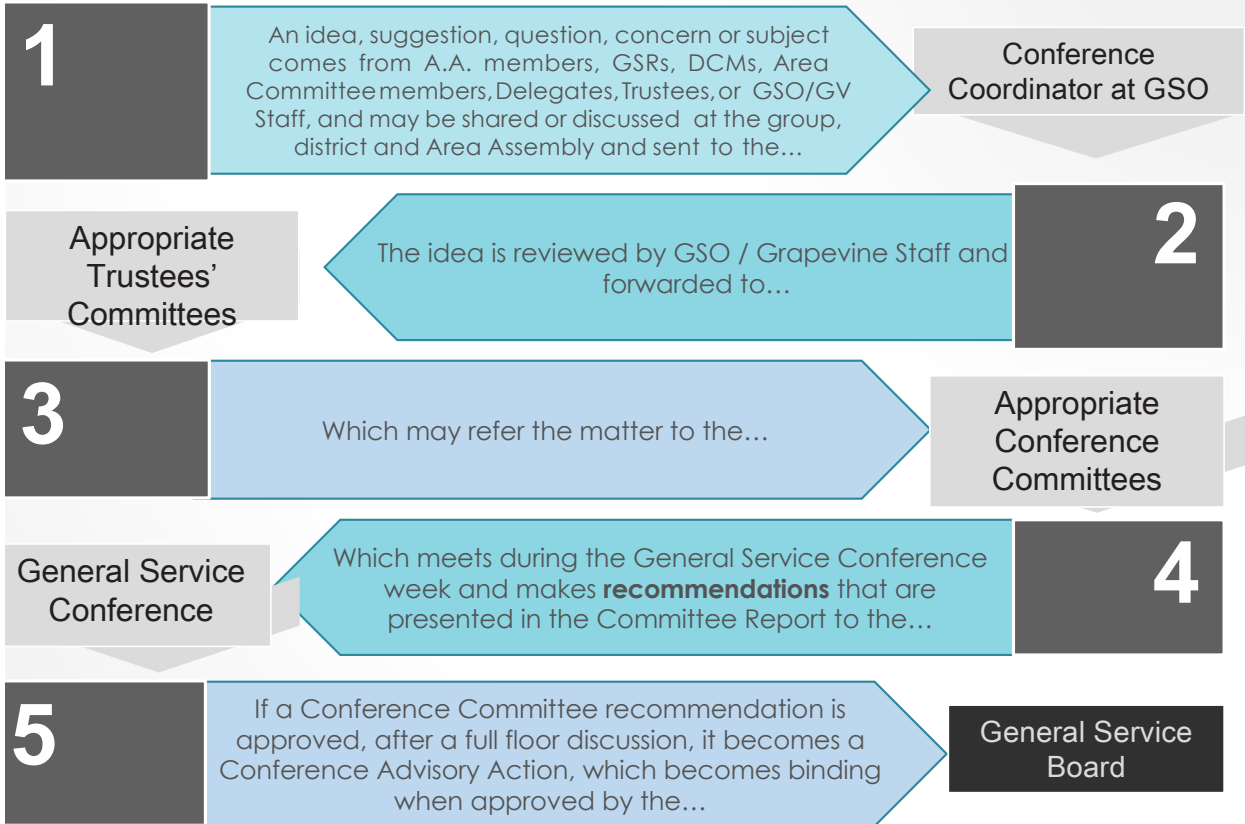
**CONCEPT VI:** On behalf of A.A. as a whole, our General Service Conference has the principal responsibility for the maintenance of our world services, and it traditionally has the final decision respecting large matters of general policy and finance.

## The General Service Conference Structure (U.S. and Canada)



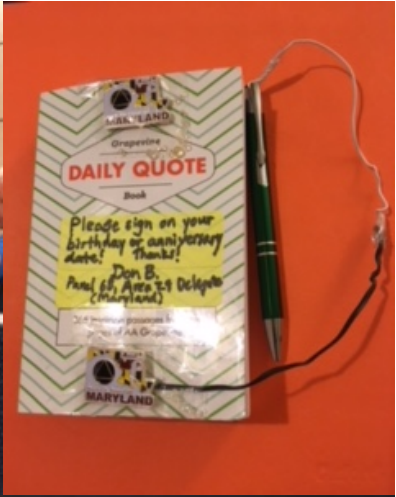
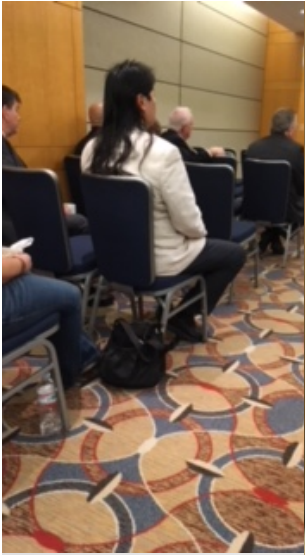
## EVOLUTION OF A CONFERENCE ADVISORY ACTION

The voice of the Groups has a clear path to making an impact on AA as a whole through the Conference process



*"Without Committees, it is doubtful that any Conference would be able to function effectively. Most questions suggested for the Conference agenda are assigned to a committee, where items can be discussed in a small group before they are forwarded for discussion to the full Conference body." – AA Service Manual*

CARC	Eastern Shore CARC 1	Western Shore CARC 2	North East CARC 3	North West CARC 4
<u>Districts</u>	24, 25, 32, 37, 38, 46	1, 6, 22, 23, 27, 31, 35, 36, 42	3, 4, 10, 11, 14, 15, 18, 19, 28, 30, 33, 34, 39	7, 9, 17, 20, 40, 41
Meeting Location and Dates	<u>St. Marks United Methodist Church</u> <u>100 Peach Blossom Rd.</u> <u>Easton, MD</u>  June 27th 7 – 9 PM	<u>Christ Episcopal Church</u> <u>220 Owensville Rd.</u> <u>West River, MD 2078</u>  August 4th 3 – 5 PM	<u>St. Luke Evangelical Lutheran Church</u> <u>7001 Harford Rd.</u> <u>Baltimore, MD 21234</u>  July 28th 2 – 4 PM	<u>425 E. Patrick St.</u> <u>Frederick, MD</u>  July 29th 2 – 4 PM



# 68th General Service Conference

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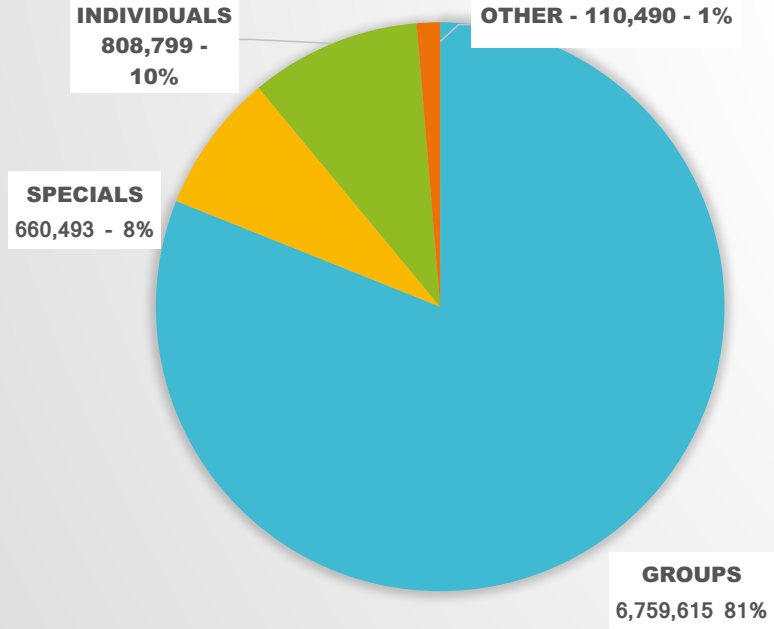


## 2017 FINANCIAL HIGHLIGHTS

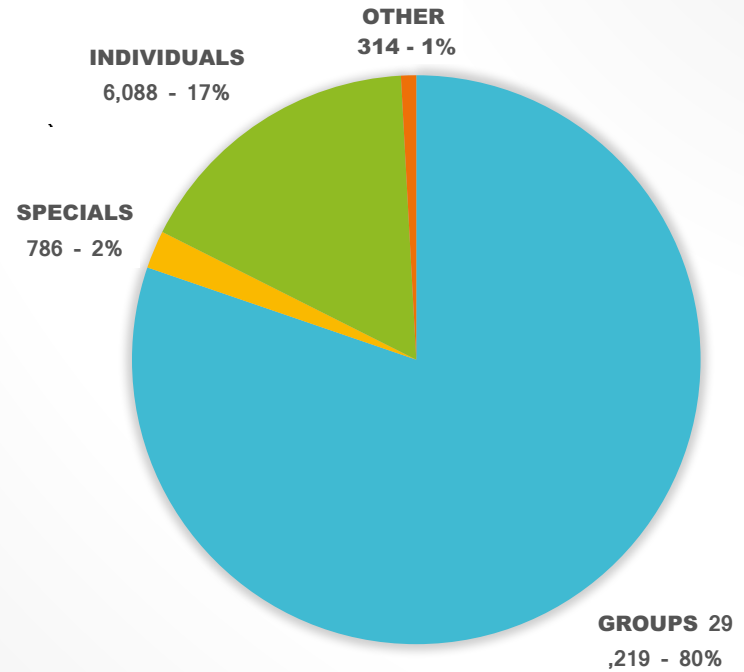
- ❖ 7<sup>th</sup> Tradition Self-support – Record in 2017 – \$8.4 million, up 6% from 2016
- ❖ Costs of Services provided to the Fellowship – \$10.2 million, up 3% from 2016
- ❖ Shortfall between 7<sup>th</sup> Tradition of Self-Support and Costs of Services provided to the Fellowship – \$1.8 million
- ❖ AAWS publishing profits – \$3.6 million, up 6%, used to cover shortfall between 7<sup>th</sup> Tradition Self-Support and Costs of Services, resulting in GSO profit of \$1.8 million
- ❖ A record 82.3% of our world services were financed by our 7<sup>th</sup> Tradition contributions
- ❖ Grapevine subscription levels decreased in 2017, resulting in profit – \$126 thousand
- ❖ General Fund support of La Viña service activity – \$126 thousand
- ❖ Reserve Fund – \$14.3 million, resulting in a ratio of 9.5 months

# 7<sup>TH</sup> TRADITION SELF-SUPPORT – 2017

AMOUNT – \$8,339,397



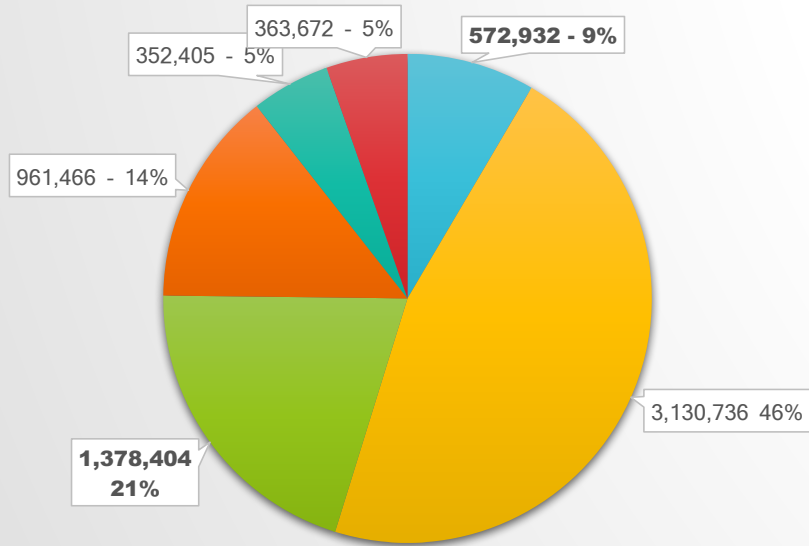
# OF CONTRIBUTORS – 36,407



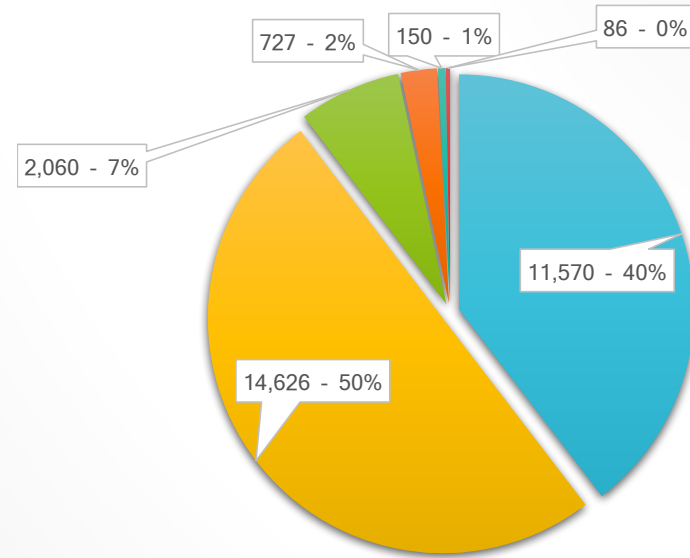


# CONTRIBUTIONS FROM GROUPS

**TOTAL - \$6,759,615**



**# OF GROUPS - 29,219**



■ \$1 - 99    
 ■ 100 - 499    
 ■ 500 - 999  
■ 1000 - 1999    
 ■ 2000 - 2999    
 ■ 3000 +

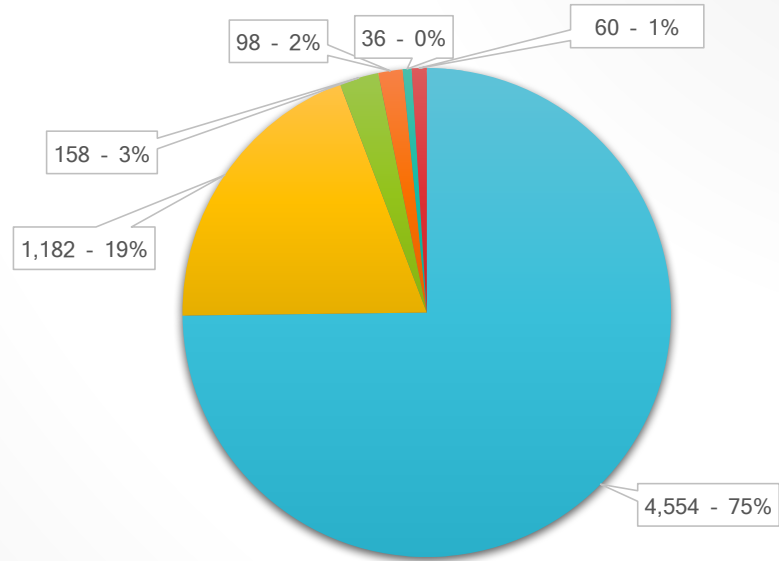
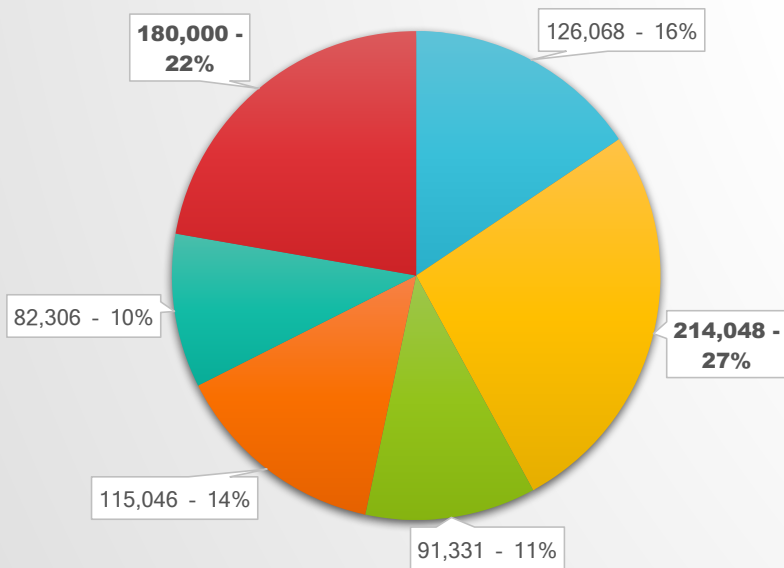
■ \$1 - 99    
 ■ 100 - 499    
 ■ 500 - 999  
■ 1000 - 1999    
 ■ 2000 - 2999    
 ■ 3000 +

**AVERAGE CONTRIBUTION - \$231.34**

# CONTRIBUTIONS FROM INDIVIDUALS

TOTAL - \$808,799

# OF INDIVIDUALS - 6,088



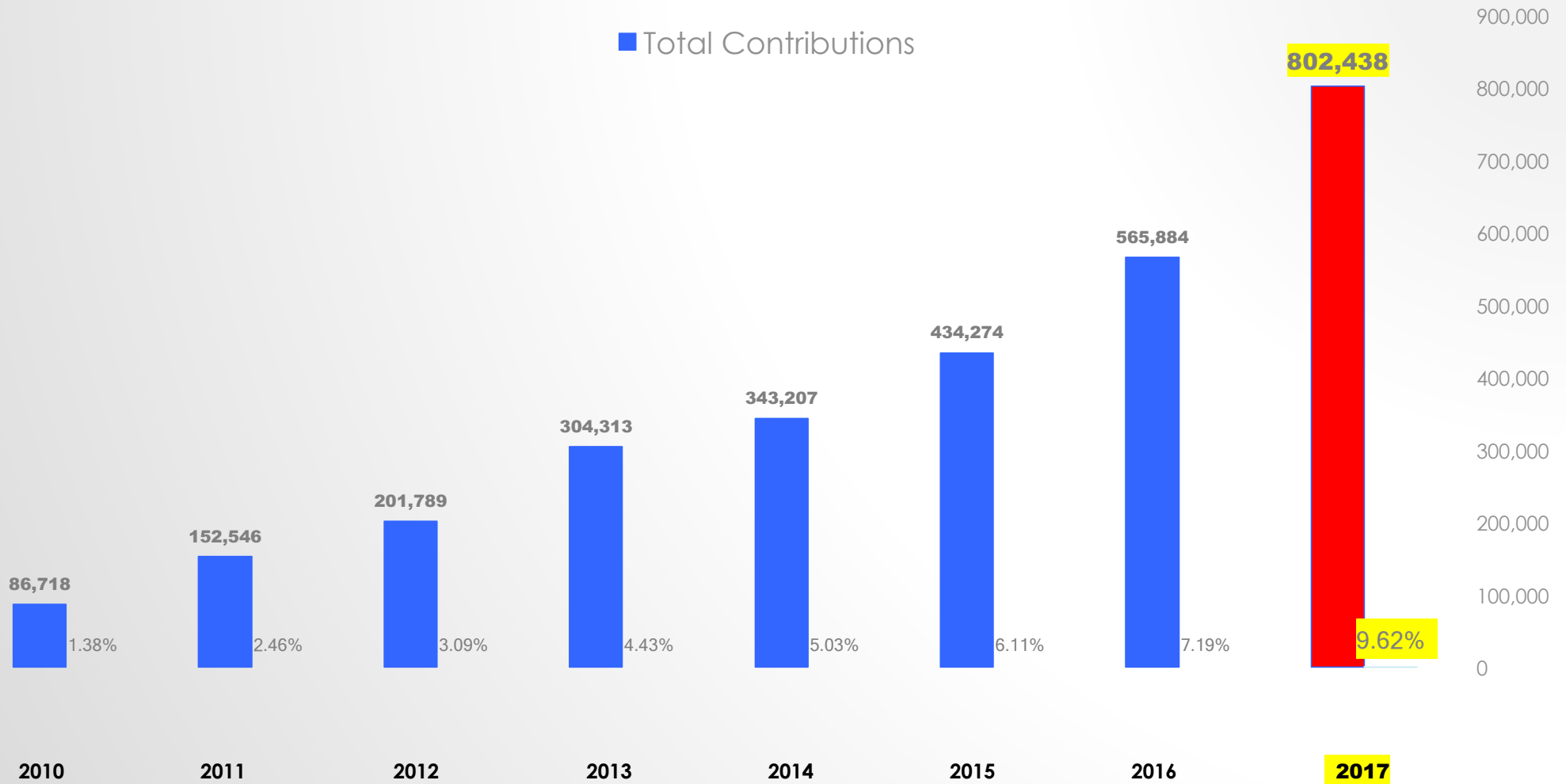
■ \$1 - 99   
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■ 1000 - 1999   
 ■ 2000 - 2999   
 ■ 3000 ONLY

■ \$1 - 99   
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■ 1000 - 1999   
 ■ 2000 - 2999   
 ■ 3000 ONLY

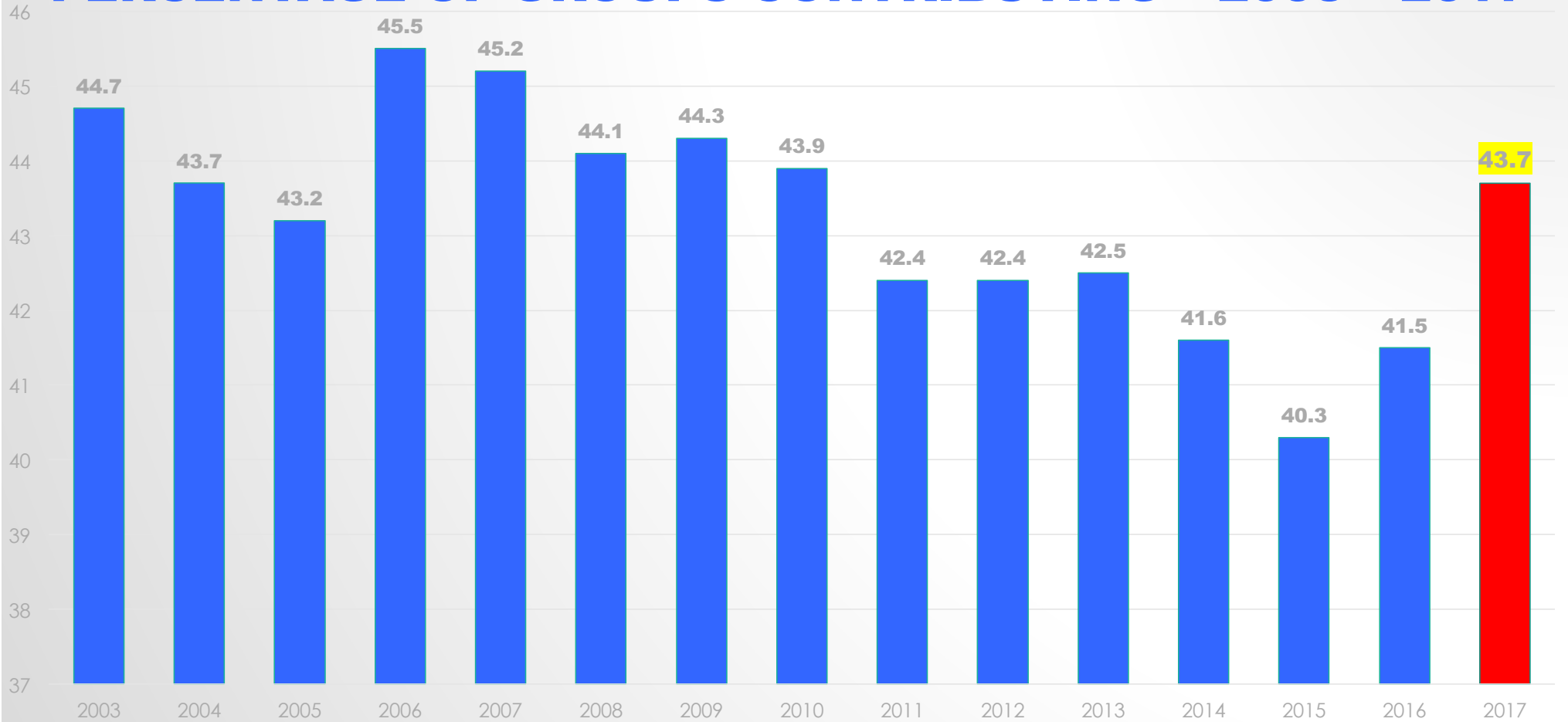
**AVERAGE CONTRIBUTION - \$132.85**

# GROWTH OF ONLINE CONTRIBUTIONS

■ Total Contributions

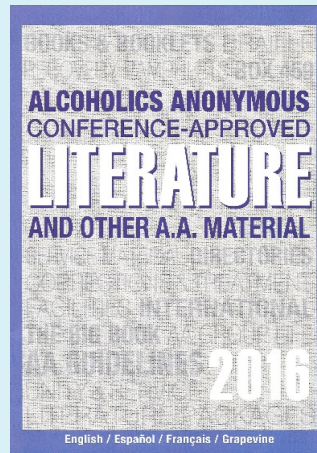
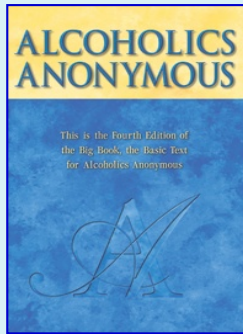


# PERCENTAGE OF GROUPS CONTRIBUTING – 2003 – 2017

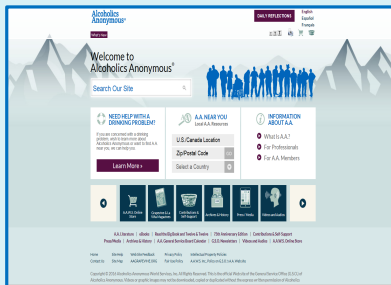


# G.S.O.'S TWO BASIC FUNCTIONS

## • Publishing

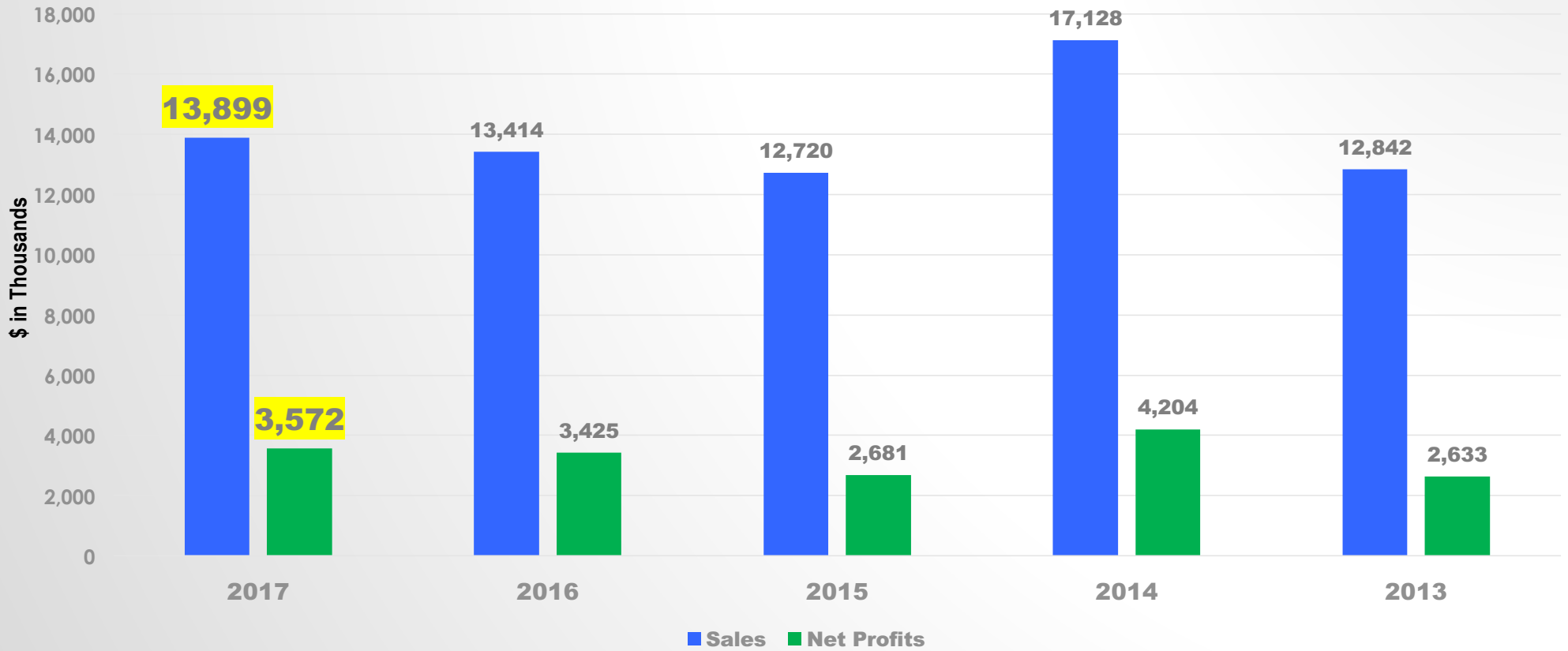


## • Services on Behalf of the G.S.B./Fellowship

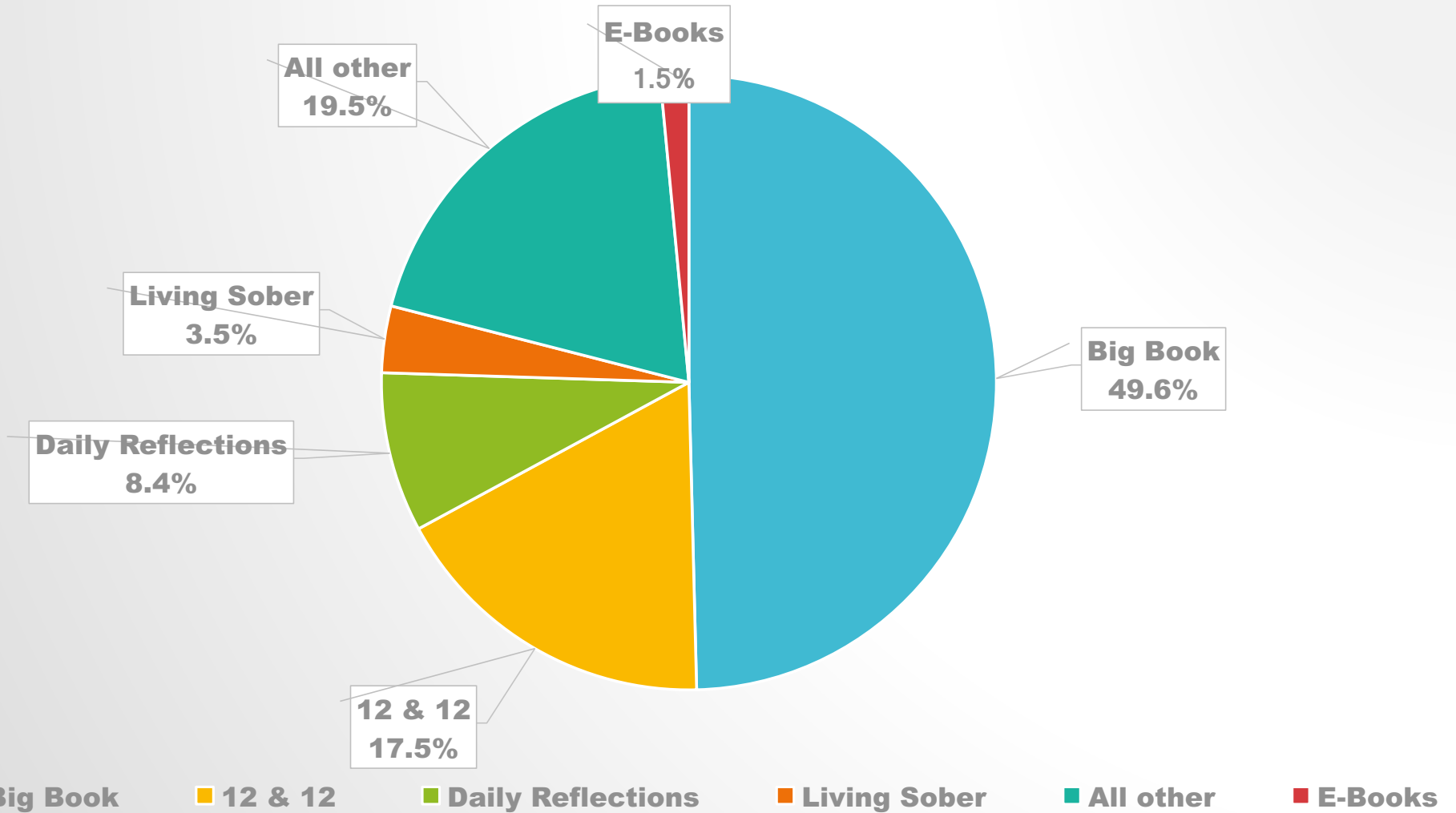


# AAWS – PUBLISHING ACTIVITY – 5 YEAR HISTORY

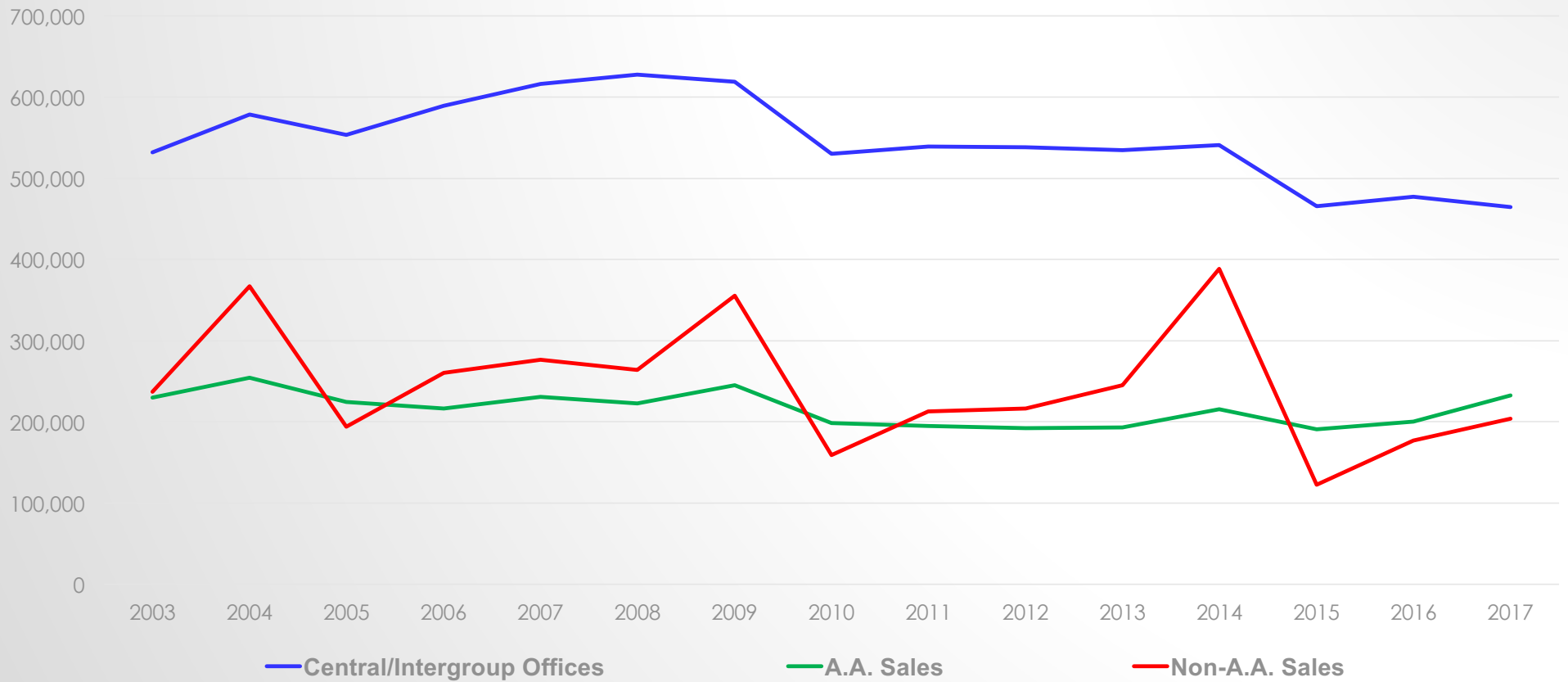
## Gross Sales & Net Profits



# 2017 LITERATURE SALES – PERCENTAGE OF \$13.9 MILLION



# **BIG BOOK — BREAKDOWN OF SALES ALL ENGLISH VERSIONS**





## THE HAND OF A.A. IS ALWAYS THERE

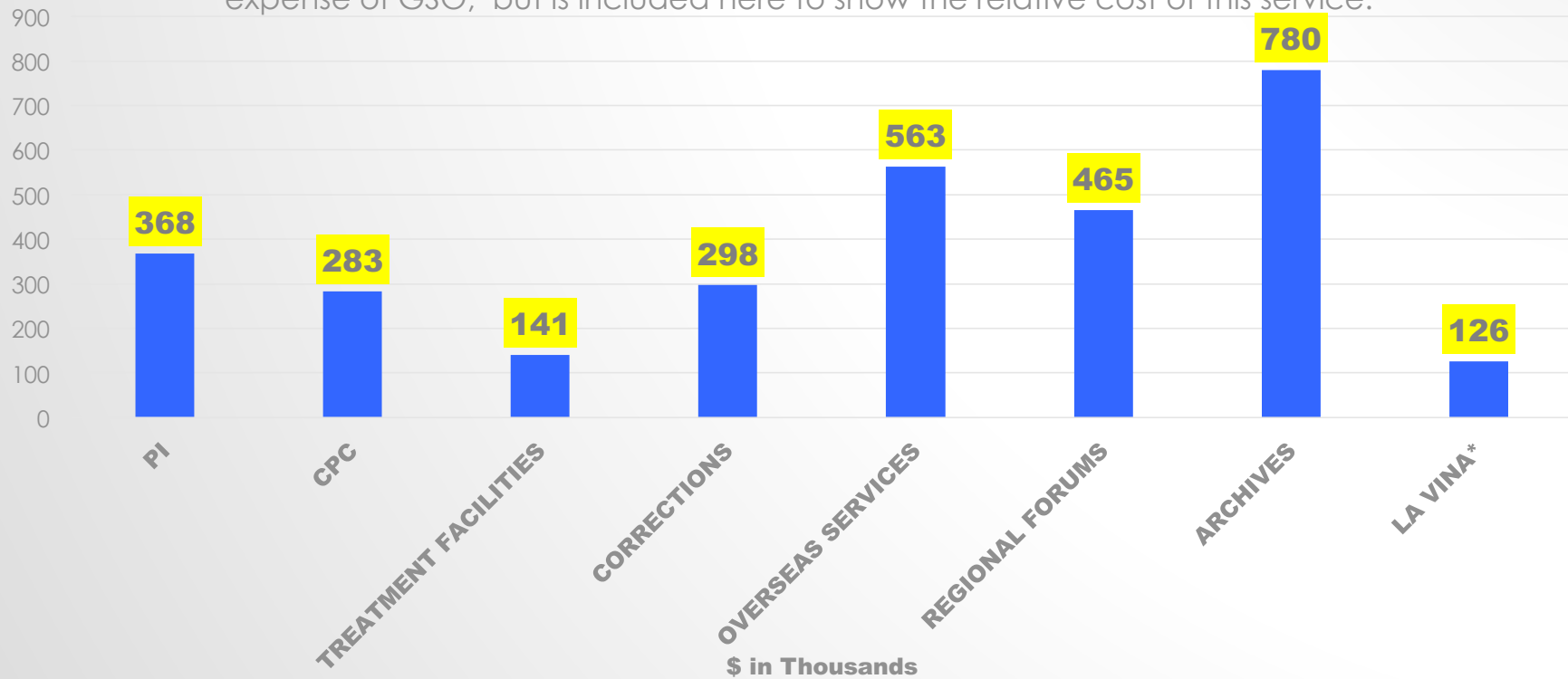
- ❖ A few examples of what the 90 people of both GSO and Grapevine do each working day to make sure that the hand of A.A. is always there for the Fellowship and the still suffering alcoholic:
  - ❖ 14,000 booklets, pamphlets, and miscellaneous items shipped daily
  - ❖ 4,900 Big Books and other books shipped daily
  - ❖ 230 emails responded to daily
  - ❖ 40 phone calls answered daily
  - ❖ 350 Seventh Tradition contributions processed daily & thank you letters sent
  - ❖ 200 Grapevine and La Vina mailed daily
  - ❖ 400 people (215 first timers) on average attended each of 12 Regional Forums held during last three years
  - ❖ 6 requests for information from the Archives answered daily
  - ❖ Archives conserves A.A.'s history
    - Manages over 2,700 cubic feet of our history – materials are equivalent to nearly **three quarters of a mile** of 8½" x 11" pages of paper stacked end to end.

## **ANOTHER EXAMPLE: “TENGO ESPERANZA”**

- ❖ Making sure that the hand of A.A. is always there for the still suffering alcoholic:
  - ❖ Conference previously approved creation of Spanish language PSA “Tengo Esperanza” to reach out to the Spanish speaking populations in U.S. and Canada
  - ❖ “Tengo Esperanza” – overwhelming success on Spanish language television stations.
  - ❖ Because of this, Trustees’ Committee on Public Information decided to make an English and French “voice over” version at the very low cost of \$5,420, along with \$40,000 for tracking and distribution.
  - ❖ 2017 tracking report for English PSA “I Have Hope” show an amazing 96,293 airings with an estimated 825 million viewers. This equates to a total donated media value of \$28 million.
  - ❖ 2017 numbers show an increase over our previously best played PSA “Doors” of:
    - ❖ 20% greater airings,
    - ❖ 40% greater estimated viewers, and
    - ❖ 27% increase in donated media value.

## OUTREACH SERVICES PROVIDED TO FELLOWSHIP 2017 – \$2.9 M

**NOTE** – GSB support for the La Viña service activity is not an actual operating expense of GSO, but is included here to show the relative cost of this service.



# UNDERSTANDING 2017 TOTAL EXPENSES – \$23.3 M

\$ in Millions

TOTAL COSTS & EXPENSES

23.3 M

LESS — COSTS OF LITERATURE

5.3 M

RECURRING OPERATING EXPENSES

18.1 M

LESS — OPERATING EXPENSES –GSO, GV & LV

7.8 M

COSTS OF SERVICES PROVIDED  
TO FELLOWSHIP

10.2 M

DIVIDED BY ÷ 1,381,954 MEMBERS IN US & CANADA

EQUALS =

COST OF SERVICES PER MEMBER

\$7.40

## **2018 CHALLENGE: \$7.40 ON 7/04**

- **Go to [aa.org](http://aa.org)**
- **Click on “Make a Contribution” button**
- **Affirm that you are a member of A.A.**
- **Enter your login ID and password (or set up profile)**
- **Make your one-time or recurring contribution**
- **Get your tax-deductible receipt**
- **Entire process takes 1 to 5 minutes**

# A DOLLAR IS NOT WHAT IT USED TO BE

## Bill W. & Dr. Bob

Cost of a drink - \$0.15

in

1935

is equivalent to

\$2.71

in

2018

Remember inflation when  
deciding upon your

7<sup>th</sup> Tradition

Self-Support

Contributions for:

- Group Meetings
- Online Recurring  
Contributions
- Birthday Gifts
- November Gratitude  
Month

Average delegate's  
sobriety – 23 years

Cost of a drink - \$2.00

in

1995

is equivalent to

\$3.47

in

2018

# 68<sup>TH</sup> GENERAL SERVICE CONFERENCE MAJOR ACTIONS - QUICK REFERENCE GUIDE

No changes to the Big Book

No action to censure the GSB – but issues being brought back to the Fellowship for more input

Approved “The God Word” pamphlet

Approved pamphlets for Women, LGBTQ members, and Alcoholics with mental health issues and their sponsors

Re-insert section to *Living Sober* about medication

Develop pamphlets on Three Legacies, for Spanish-speaking women, and add language regarding accessibility, anonymity, the military, remote communities, and safety

Print La Viña in full color

Expand Grapevine outside sales & bulk sales

Allow Grapevine to use AAWS customer list

69<sup>th</sup> GSC Theme: Our Big Book - 80 years, 71 Languages

Develop CPC Company Page on LinkedIn

Include Remote Communities within the Scope of Treatment & Accessibilities Committee

Annual individual contribution limit now set at \$5,000

Approved video PSA “Changes”

Approved Young People’s Video submission

Change titles of GSR and Accessibility Pamphlets

Publish Collection of Bill W.’s GSC Talks

2030 Int’l Convention in Indianapolis or Saint Louis

Publish Committee Considerations and Area Service Highlights in their entirety

Approved process for polling GSC between meetings

## Committee Considerations

Include a non-affiliation statement on the new AAWS LinkedIn company page

Raise awareness about Pre-Release & BTG

Add language about electronic and “virtual basket” contributions in 7<sup>th</sup> Tradition literature

Include GV fact sheet in Self-Support packet

Put social media strategy in GV strategic plan

Review/revise GV Workbook

Current/past delegates should promote GV/LV

Add GV titles to lists in AAWS publications

Increase safety language in literature

Keep SM statement on use of circle & triangle

Consider a national veterans workshop

New service piece: treatment & accessibilities

Consider Deaf & Hard-of-Hearing issues

Board inform Conference before filing lawsuits

## Failed Recommendations & Floor Actions

No Big Book appendix on Library of Congress recognition

No endnote in Chapter 7 on later sponsorship experience

Steps, Traditions & Concepts book not approved

No change in voting procedures for Trustee-at-large/U.S.

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No expansion of “Bridging the Gap” pamphlet – DECLINED TO CONSIDER

No Conference advice for Board to refrain from litigation – WITHDRAWN

No Conference censure of the Board – DECLINED TO CONSIDER

No Conference affirmation of the Board’s delegated authority to protect the intellectual property of A.A. – NOT APPROVED; RETURNED TO THE FELLOWSHIP FOR MORE INPUT

No guarantee that trustees will include How a Group Conscience Is Obtained in forthcoming Conference Dashboard informational piece – DECLINED TO CONSIDER

No requirement for future censure and reorganization motions to go directly to the Conference Committee on Trustees - WITHDRAWN



# What's Coming Up Next?

- **GSB and Grapevine Board Strategic Plans implemented in 2019-2020.**
- **Continued discussions about when GSB should consult with or notify the Conference about proposed actions, especially involving lawsuits.**
- **New AAWS App to include Daily Reflections, meeting finder, and more.**
- **Expanded use of the AAGV and AAWS YouTube channels.**
- **Additional efforts to remove barriers to those who might be interested in hearing the AA message.**
- **Electronic baskets for members who don't carry cash into meetings.**
- **Preliminary planning for A.A.'s 100<sup>th</sup> Birthday International Convention in 2035.**
- **Attend or send your GSR to the next post-Conference CARC meeting!**

# REMEMBER RULE 62:



**Don't take yourself too damn seriously!**