



67th General Service Conference

Westchester Hilton Rye Brook, NY

April 23-29, 2017

Alcoholics
Anonymous®



Westchester Hilton Rye Brook New York





67th Annual General Service Conference
“ Supporting Our Future”
April 23-29, 2017



**67th ANNUAL
General Service Conference**

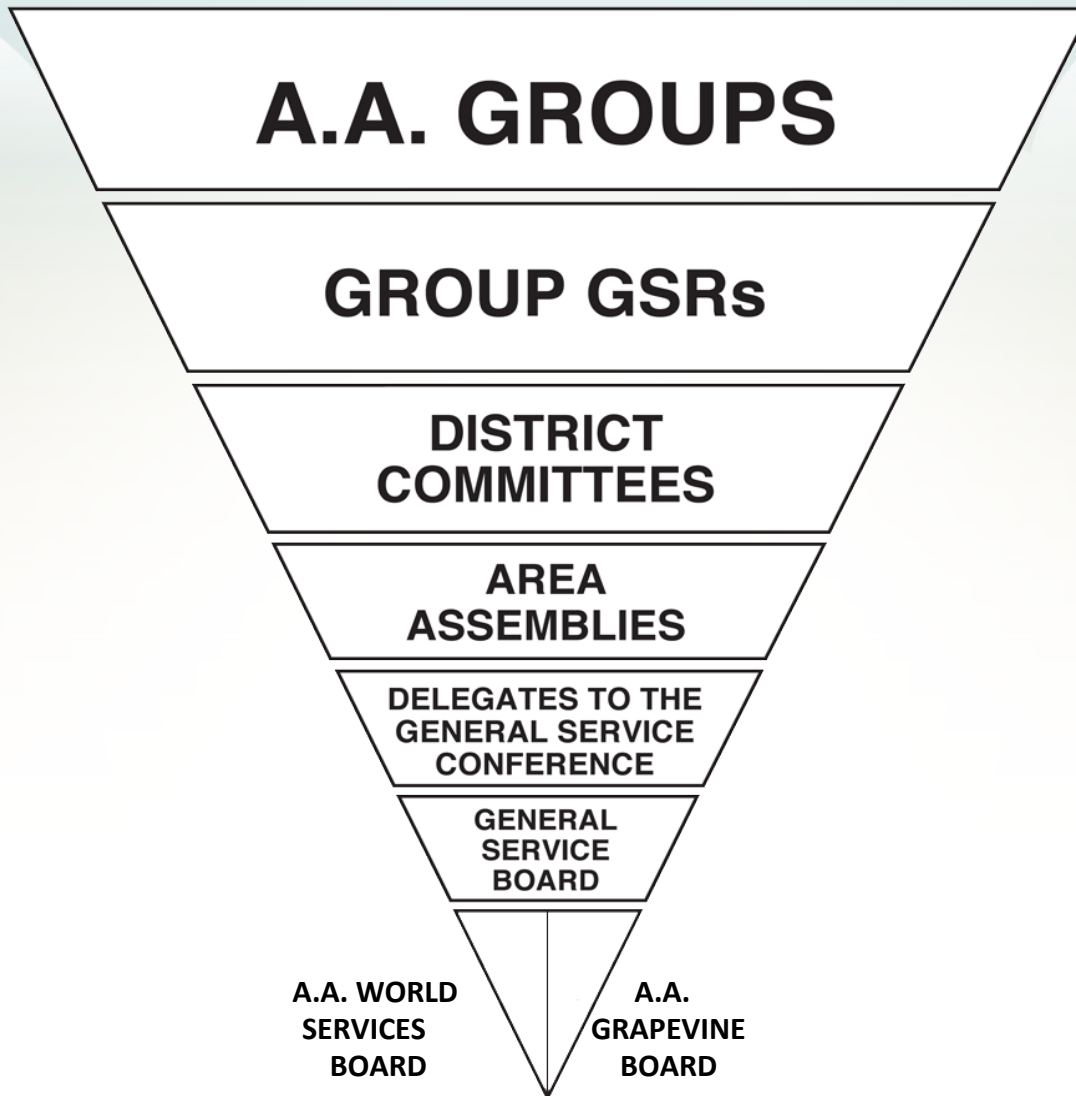
**Supporting Our Future
Soutenir notre avenir
Respaldar nuestro futuro**

STRUCTURE OF THE CONFERENCE

(U.S. and Canada)



Ideas



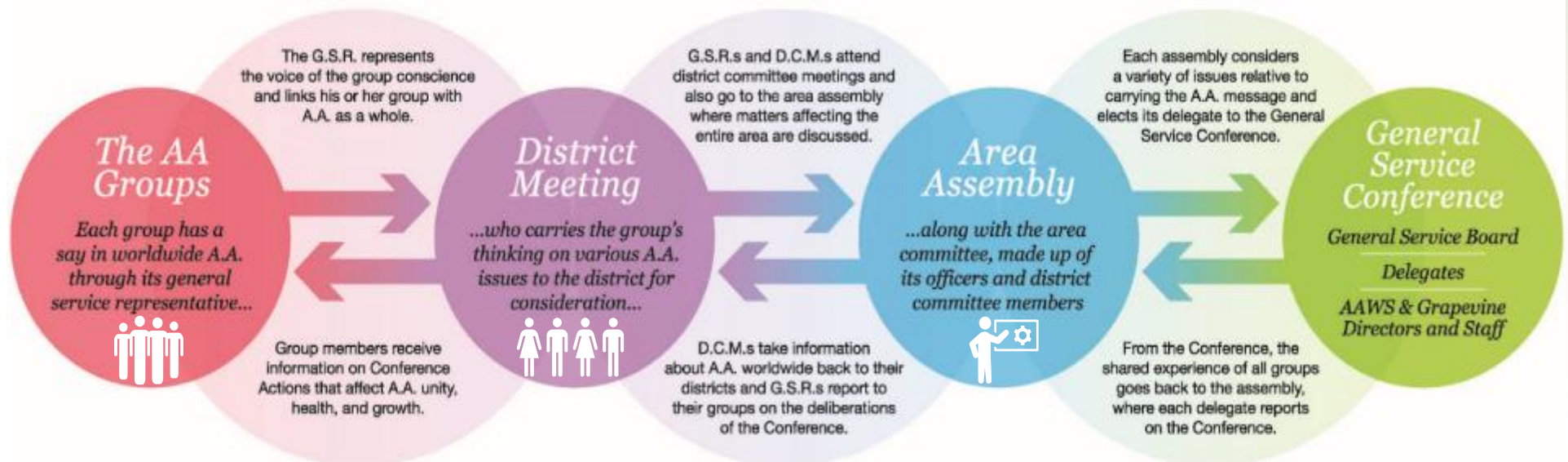
Services



Circles of Love and Service

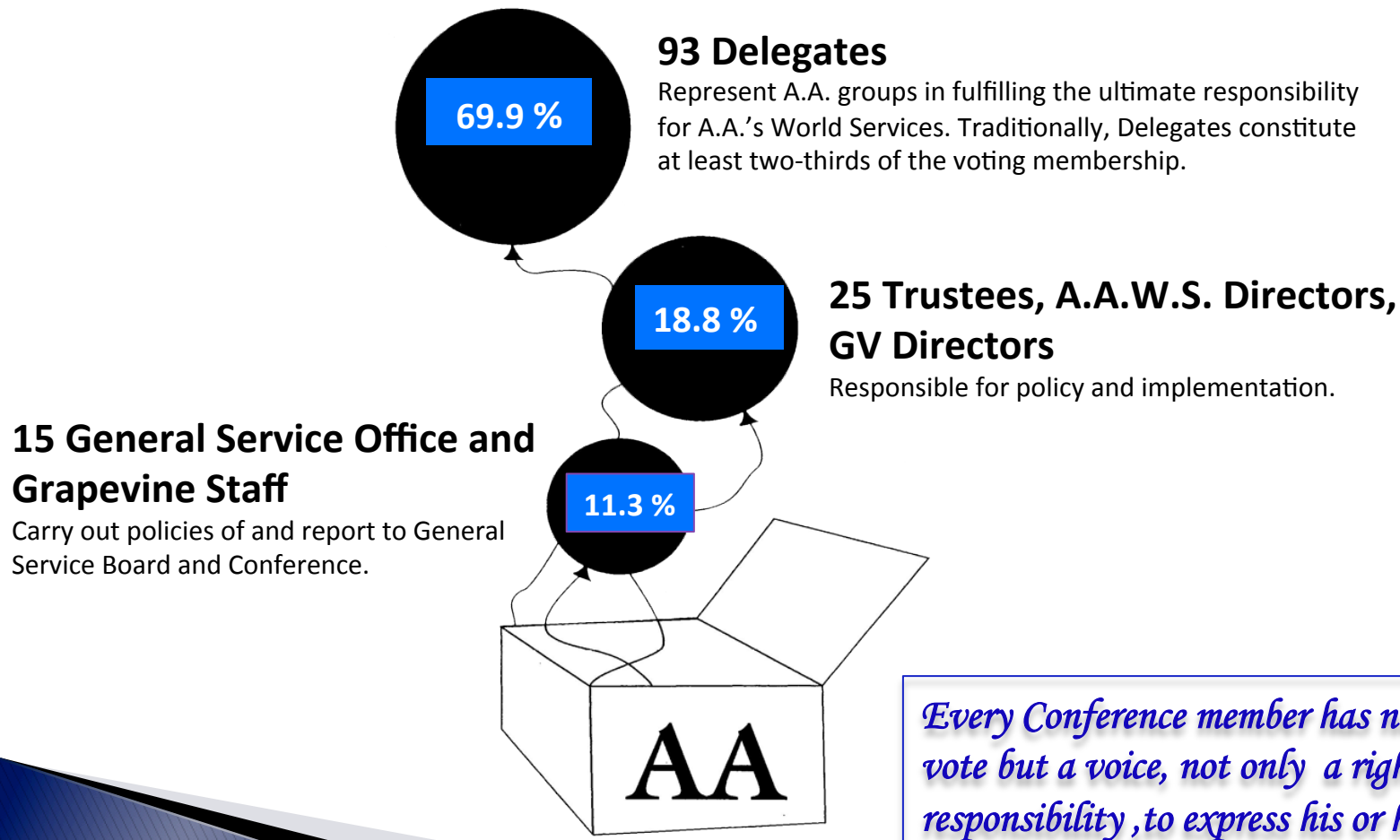
Working to ensure every AA member's voice can be heard

A.A. is made up of interconnected circles of people within the Fellowship, who work together to carry A.A.'s message of hope. But in order for A.A. to run itself without bosses or rules, in accordance with our Twelve Traditions, we need a system of communication for finding out how A.A. as a whole feels about its world affairs, and how it wants to operate.



Who Makes Up The Conference?

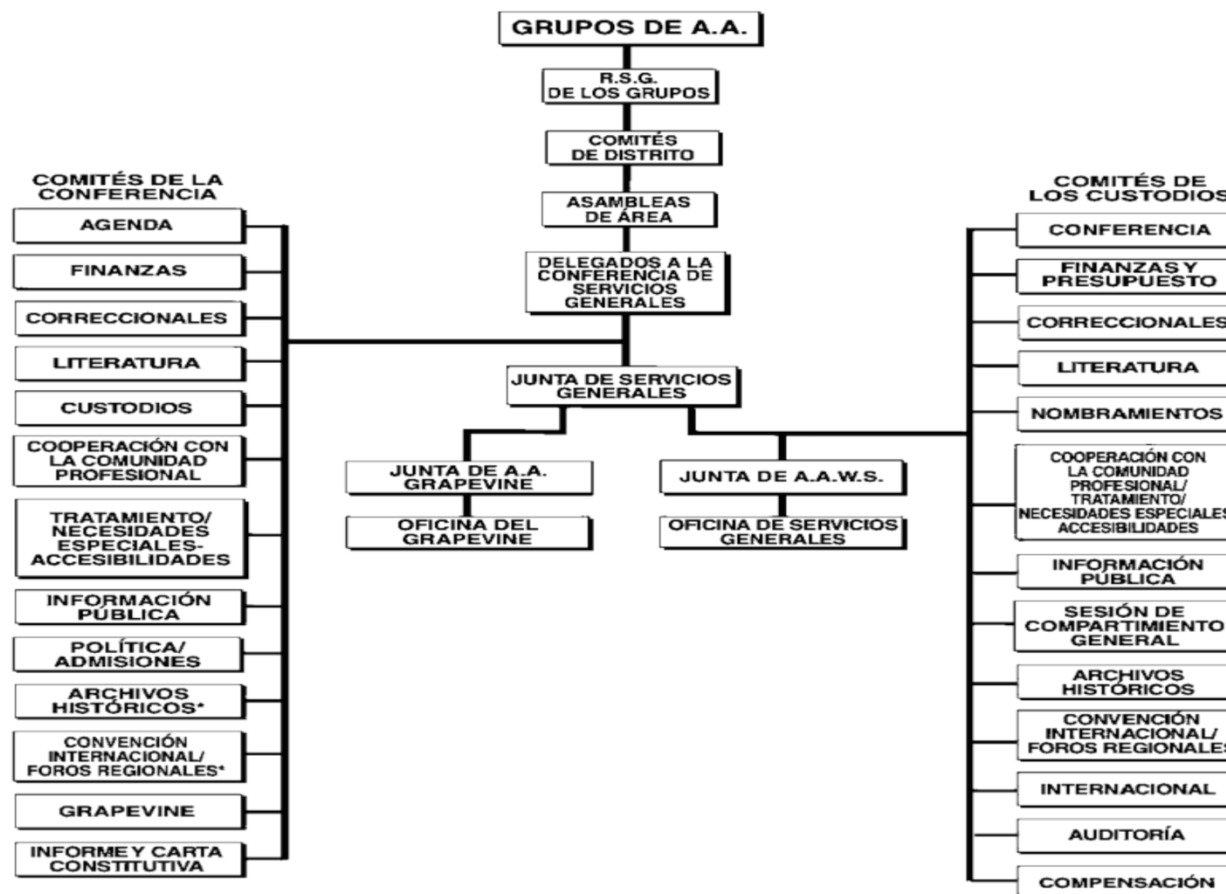
This year there were **133** voting members of the General Service Conference acting together as guardians of A.A.'s World Services and of the Steps and Traditions. They are composed as follows:



Delegate Statistics

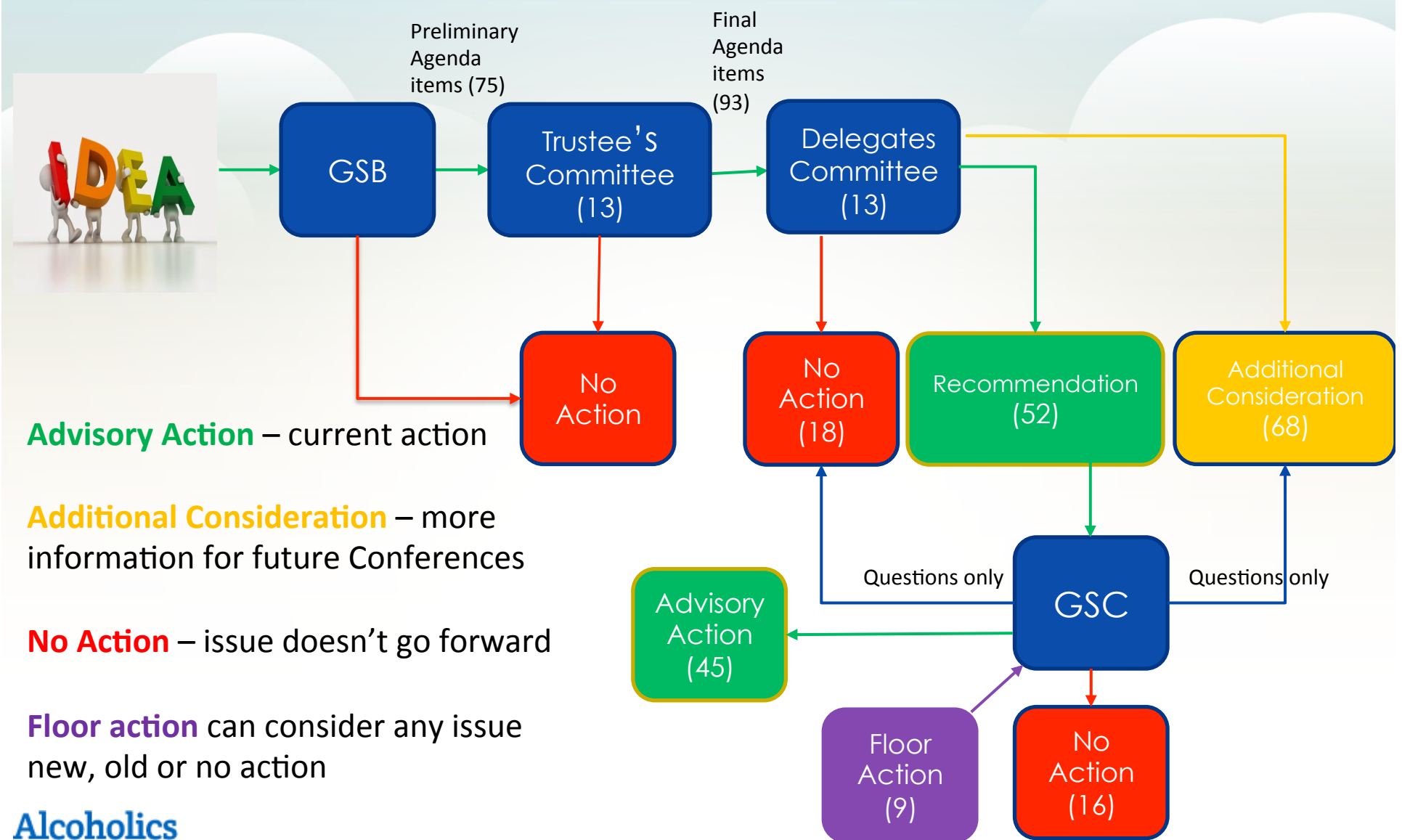
	<u>Years</u>
✓ Average Age	59
✓ Oldest	75
✓ Youngest	37
✓ Average years of Sobriety	23
✓ Longest sobriety	51
✓ Shortest sobriety	10
✓ Average years in Service	19
✓ Most years in Service	50
✓ Least years in Service	8

ESTRUCTURA DE LA CONFERENCIA DE SERVICIOS GENERALES (EE.UU. Y CANADÁ)



*Comité secundario

Committee Process (2017)



Advisory Action – current action

Additional Consideration – more information for future Conferences

No Action – issue doesn't go forward

Floor action can consider any issue new, old or no action

2017 Committee on Trustees

Trustees

Advisory Actions

- Slate of trustees and officers for the General Service Board of Alcoholics Anonymous approved.
- Slate of Directors for the A.A. World Service, Inc. approved.
- Slate of Directors of A.A. Grapevine, Inc. approved.
- The Bylaws of the General Service Board of Alcoholics Anonymous, Inc., as revised approved.

Trustees Committee New Trustees

- **Class B (Alcoholic) Trustees**

- South East Region **Cathy B.**
- East Central Region **Mark E.**
- Trustee-at-Large US **Newton P.**
- General Service **David N.**
- General Service **Ginger B.**

US Regions and Areas

- Pacific – 15
- East Central – 14
- South West – 11
- South East – 13
- North East – 18
- West Central – 8
- Total 79 Areas

Canadian Regions and Areas

- Western – 4
- Eastern – 10
- Total 14 Areas



of U.S. & Canada

This map represents a general outline of Regions.

Trustees

- Additional Committee Consideration
- The committee discussed the voting procedures for electing trustee-at-large/U.S. and a request to consider the need to restructure the number of regions and number of regional trustees serving on the General Service Board. After thoughtful discussion, the committee requested that the trustees' Committee on Nominating review all available historical information and the current regional geographical structure and, if changes are needed, provide all options for restructuring to be considered. The committee requested that the committee's review include consideration of each regional trustees' ability to effectively serve his or her areas; consideration of geographical factors and whether an equal or similar number of areas per region is desirable; as well as feasibility and cost analysis, and that a progress report be brought back to the 2018 Conference Committee on Trustees.

Agenda

Advisory Actions

- The theme for the 2018 General Service Conference will be: “A.A.- A Solution for all Generations.”
- The presentation/discussion topics for the 2018 General Service Conference will be:
 1. Today’s Alcoholic: Inclusion, Not Exclusion
 2. Participation in All of A.A.- Is My Triangle Balanced?
 3. A.A. Technology: Where Innovation Meets The Traditions
 4. Attraction not Promotion: A.A.’s Relation to the World
 5. Group Conscience: The Guiding Force
- The workshop for the 2018 General Service Conference will be: “Getting the A.A. Message Out.”

Agenda

Additional Considerations

- The committee requested that information on the implementation and effectiveness of the plan be gathered from the 2018 Conference committee chairs and included in a report for the 2018 Conference Agenda Committee. The committee also encouraged the General Service Board **to continue looking for ways to enhance the role of delegates in the Agenda item selection process.**



Cooperation with the professional community

Advisory Actions

- Retired the pamphlet “*Three Talks to Medical Societies by Bill W.*”
- Add the footnote: “ This pamphlet is derived from an article written by A.A. co-founder Bill W. in 1958. Therefore, some of the language may be dated, but the issues addressed are prevalent today” to the bottom of page one of the pamphlet “*Problems Other Than Alcohol.*”
- Change the name of the pamphlet “*Is There an Alcoholic in the Workplace?*” to “*Is There a Problem Drinker in the Workplace?*”
- The trustee’s Committee on Cooperation with the Professional Community is to review the pamphlets “*If You Are a Professional*”, “*Members of the Clergy Ask About Alcoholics Anonymous*” and, “*A.A. as a Resource for the Health Care Professional*,” develop text to include information for professionals that come in contact with veterans and active members of the Armed Services, including information on how to contact A.A. worldwide, and bring back a report or draft text to the 2018 General Service Conference.



Corrections

- No Advisory Actions approved

Additional Committee Considerations:

- The Committee suggested the GSO use new ways to improve the participation in the CCS (Correction Correspondence Services) in Canada. This include signup form on GSO website, possible email correspondence and paid postage for participants.
- The committee discussed carrying the A.A. message to incarcerated Native American/First Nations/Inuit People and agreed that local committees were best able to handle this important work. To aid in carrying the message, the committee suggested adding the pamphlet “Many Paths to Spirituality” to the Corrections Kit and to the Corrections Group Handbook.

Grapevine

- No Advisory Actions approved

Additional Committee Considerations:

- The committee considered the 2004 Conference Advisory Action on outside sales and suggested that the Grapevine Board create a plan for outside sales of subscriptions, books and other items and report back to the 2018 Conference Committee on Grapevine.

AA GRAPEVINE

The International Journal of Alcoholics Anonymous

Literature

Advisory Actions

- The following two bullet points will be removed from the section “What procedures can a group set up to sponsor new members?” in the pamphlet “*Question and Answers on Sponsorship*”:
 - *A **file** of names, addresses, and phone numbers of newcomers (who wish to volunteer the information), with notations showing sponsor or sponsors for each one.
 - **Review of newcomers list* by steering committee (or Twelfth Step or sponsorship committee)- with follow-up activity where it seems needed.
- Approved implementation of revised plan for annual review of recovery literature, with first report to be delivered to the 2018 General Service Conference.
- Add the following text to the pamphlet “*Young People in A.A.*” in the section “Where do I find A.A.?”:

“Young people’s conferences are held in the United States and Canada and around the world. For information, consult your local A.A. area, intergroup office, or search online for YPAA.”

Literature - Safety

- Revising the wording of question 10 in the pamphlet “*The A.A. Group*” in the section “A.A. Group Inventory” from “Are we doing all that we can to provide an attractive and accessible meeting place?” to read “Are we doing all we can to provide a safe, attractive and accessible meeting place?”
- Revising the pamphlet “*The A.A. Group*” to add the text from the service piece SMF-209 “*Safety and A.A. Our Common Welfare*” to the section “Principles Before Personalities” titled “Safety and A.A.: Suggestions to Consider.”
- Trustee’s Literature Committee to develop language regarding safety to be incorporated in current and new recovery literature, where appropriate, along with a plan for implementation. The draft language, proposed plan or progress report be brought back to the 2018 G.S.C.

Additional Consideration

- The committee requested that the trustees’ Public Information Committee consider adding information related to safety to the pamphlets “A Brief Guide to A.A.” and “Understanding Anonymity.”

Policy/Admissions

- Starting with the 2018 General Service Conference electronic voting shall be done excepting for the election on regional trustees and trust-at-large which will be conducted by ballot.
- The Trustee's Committee on the General Service Conference will develop a plan for the equitable distribution of the workload of Conference committees by combining and/or creating committees for review by the 2018 Conference Committee on Policy/Admissions.
- Starting with the 67th General Service Conference, an anonymity-protected digital *Final Conference Report* will be published in addition to the current print version.

Public Information

- A new public service announcement video to be developed for a cost not to exceed \$40,000.
- The pamphlet “*Understanding Anonymity*” be rewritten to include material from G.S.O. literature covering Tradition Eleven and to expand the discussion of humility in tradition Twelve as it relates to anonymity and that a progress report or draft language be brought to the 2018 Conference Committee on Public Information.
- A.A.W.S., Inc. is to create a Google for Nonprofits account, with use of the account limited to the YouTube Nonprofit Program and a guarantee that comments not be shown on A.A.W.S. YouTube pages. A report including information from website analytics and the usefulness and effectiveness of the A.A.W.S. You Tube account be brought back to the 2018 Conference Committee on Public Information.

Report and Charter

- A section titled “*Area Websites*” be added to Chapter 4 of *The A.A. Service Manual* (see approved wording).
- The bylaws of both A.A. World Services and A.A. Grapevine to be included as appendices of *The A.A. Service Manual*.
- The General Service Board’s “Mission-Vision-Action Statement” to be added to Chapter 9 of *The A.A. Service Manual*.
- The G.S.O. Department Reports shared at the Conference to be included in the *Final Conference Report*.
- Brief bios of non-trustee directors, similar to those of trustees to be included in the *Final Conference Report*.

Report and Charter

Additional Committee Consideration

- The committee requested that the General Service Office consider developing a plan with a revised editorial review process for The A.A. Service Manual to be brought back to the 2018 Conference Committee on Report and Charter. The committee requested that the report include additional information with suggestions on how changes to The A.A. Service Manual in non-printing years could be reported to the Fellowship.

Treatment and Accessibilities

- The editorial changes for the pamphlet “*A.A. for the Alcoholic with Special Needs*” were adopted and the pamphlet to be retitled “*Accessibility for All Alcoholics.*”

Archives

- A draft or progress report on the new publication *Unity in Action: Bill W.'s General Service Conference Talks, 1951-1970* (working title) be brought to the 2018 Conference Committee on Archives for review.



International Convention/Regional Forums

- No Advisory Actions approved.

Reviewed Site Selection for the 2030 International Convention

2020 – Detroit

2025 – Vancouver

2030 - US

Fourth AA
International
Convention

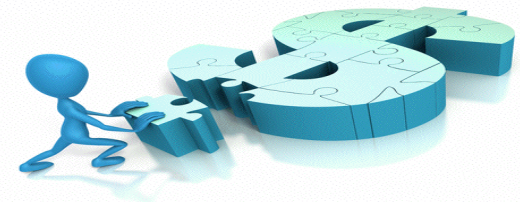
Toronto, Canada,
July 1965



Bill Wilson

Finance

- The suggested area contribution for the delegate expense for the Conference has been increased from \$1,600 to \$1,800.
- Review of the area contribution for delegate expense for the Conference will be every other year, starting in 2019.
- Review of the Conference-approved level of \$5,000 for bequests to the G.S.B. from A.A. members will be every other year, starting in 2019.
- Review of the Conference-approved maximum annual contribution to the G.S.B. from an individual A.A. member will be every other year, starting in 2019.
- The following text is to be added to the “*Self-Support: Where Money and Spirituality Mix*” pamphlet: “Question: Can an individual or group make a recurring online contribution? Answer: Yes, online at aa.org.”



Floor Actions

- In the spirit of inclusiveness, the General Service Office strive to provide Conference background materials in English by February 15 and Spanish and French by the first week in March beginning with the 68th General Service Conference.
- Revise the pamphlet “*Too Young*” to reflect more current collective experiences of young alcoholics and their welcome to A.A.
- Allow A.A. Grapevine to create a Google for Nonprofit accounts, with use of the account limited to the YouTube Nonprofit program and with a guarantee that comments not be shown on the A.A. Grapevine YouTube pages. The A.A. Grapevine Board will track its effectiveness through website metrics.

Area 67 - 10 Round Table Topics



1. No 2017 Membership Survey referred back to Trustee's Committee. (**No Action GSC** and **Additional Consideration**)
2. No clear Translation plan for Background Material. Trustees strive to have all Background information translation in both Spanish and French. (**No Action GSC**, **Floor action** and **Advisory Action**)
3. YPAA not added to service structure (**No Action Delegate Committee**)
4. Delegate involvement is sufficient progress report given to next Conference (**Additional Consideration**)
5. Trustees should submit plan to next Conference to sale Grapevine outside fellowship. (**Additional Consideration**)

Area 67 - 10 Round Table Topics



6. No new Safety literature. Currently have Service piece and new safety card. Current language in Service piece and Safety card will be added to current and new literature. (**No Action Delegate Committee** and **Additional Consideration**)
7. Will not retire pamphlet “Too Young”. It will be revised (**No Action Delegate Committee**, **Floor Action**, **Advisory Action**)
8. Carrying the message to the Native Americans best served by local CFC (**Additional consideration**)
9. Regional Committees will not host GSC (**No Action Delegate Committee**)
10. Trustee’s will review the Regional allocation of Areas (**Additional Consideration**)

GSB Thanks You for 2016



**FINANCIAL
HIGHLIGHTS**

Last Year's Financial Overview – Where we left off...

We expected contributions to stay flat and literature to cover the difference

Literature Sales



Literature sales: ↑ 8%
Literature profit: ↑ 11%

Contributions



Contributions ↓ 1%

Expenses



Expenses: ↑ 7%

2016 Budget

2016 expected income – expected expenses = **(-\$26,691)**

What actually happened in 2016...

We ALL pitched in to bring AA closer to being self-supporting

Literature Sales

Contributions

Expenses

2016 Budget



Literature sales: ↑ 8%
Literature profit: ↑ 11%



Contributions ↓ 1%



Expenses: ↑ 7%

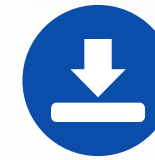
2016 Actual



Literature sales: ↑ 6%
Literature profit: ↑ 8%



Contributions: ↑ 11%



Expenses: ↑ 2%

2016 Actual income – Actual expenses = **\$1,453,220**

SUMMARY OF ACTIVITY – 2016

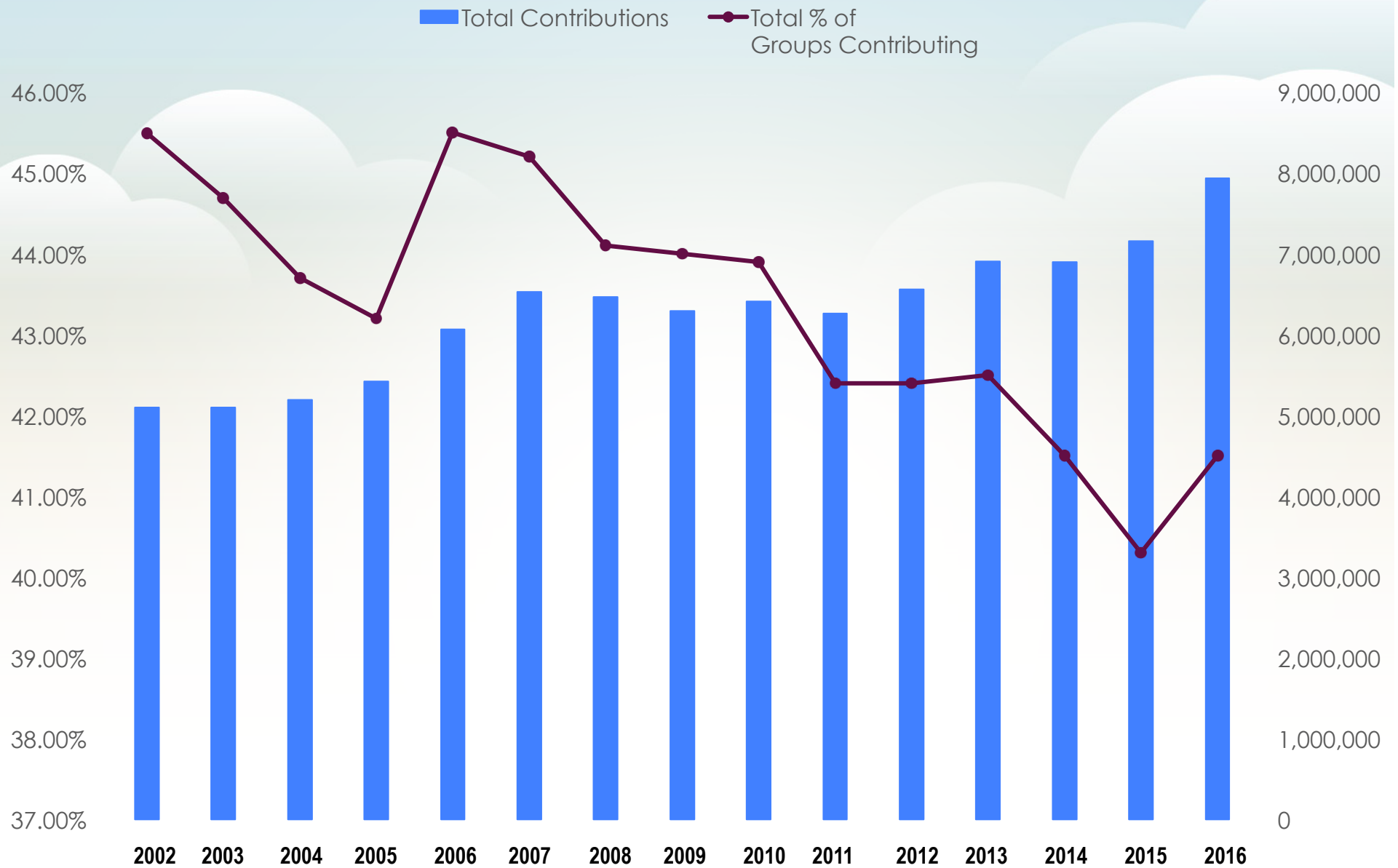
\$ - in Thousands	GSO	Publishing	Grapevine	La Viña	2016	2015
REVENUE						
Net Sales		\$13,189	\$2,818	\$153	\$16,160	\$15,579
Contributions	\$7,935				7,935	7,154
Interest		.5	15		16	8
TOTAL REVENUE	7,935	13,190	2,833	153	24,111	22,741
EXPENSES						
Printing		2,640	325	45	3,010	3,134
Shipping & Warehouse		1,604	588	33	2,225	2,232
Program Expenses	6,826	2,824	1,130	227	11,007	10,962
Supporting Services	3,081	2,697	625		6,403	6,112
TOTAL EXPENSES	9,907	9,765	2,668	305	22,645	22,442
NET INCOME (LOSS)	(1,972)	3,425	165	(152)	1,466	300
RESERVE FUND at December 31					<u>14,959</u>	<u>14,584</u>
Operating Expenses					<u>17,410</u>	<u>17,075</u>
Number of months coverage					10.3	10.2

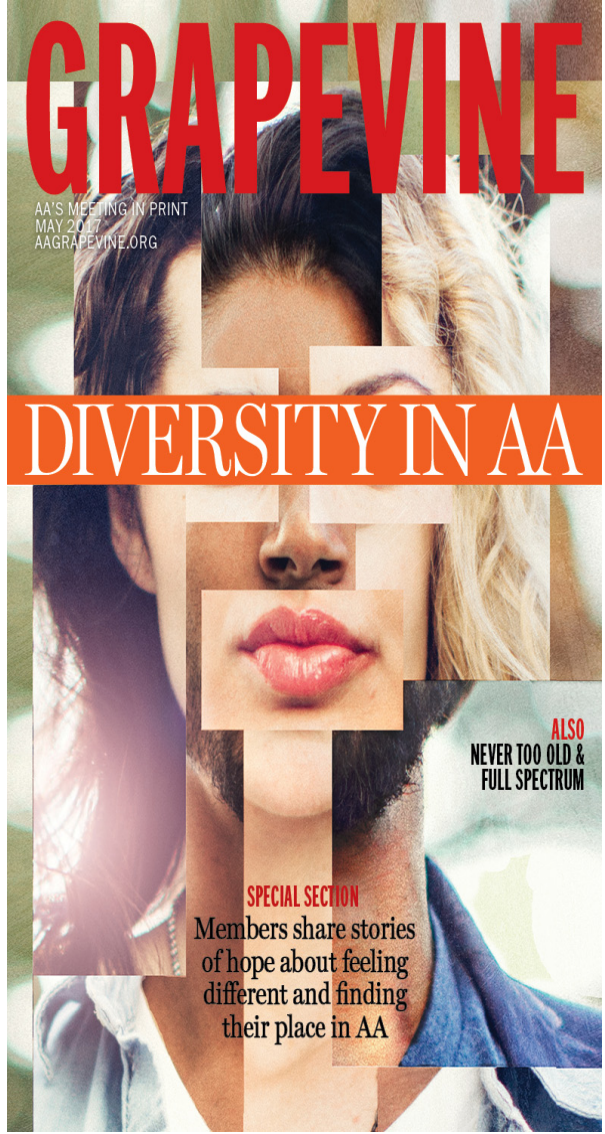
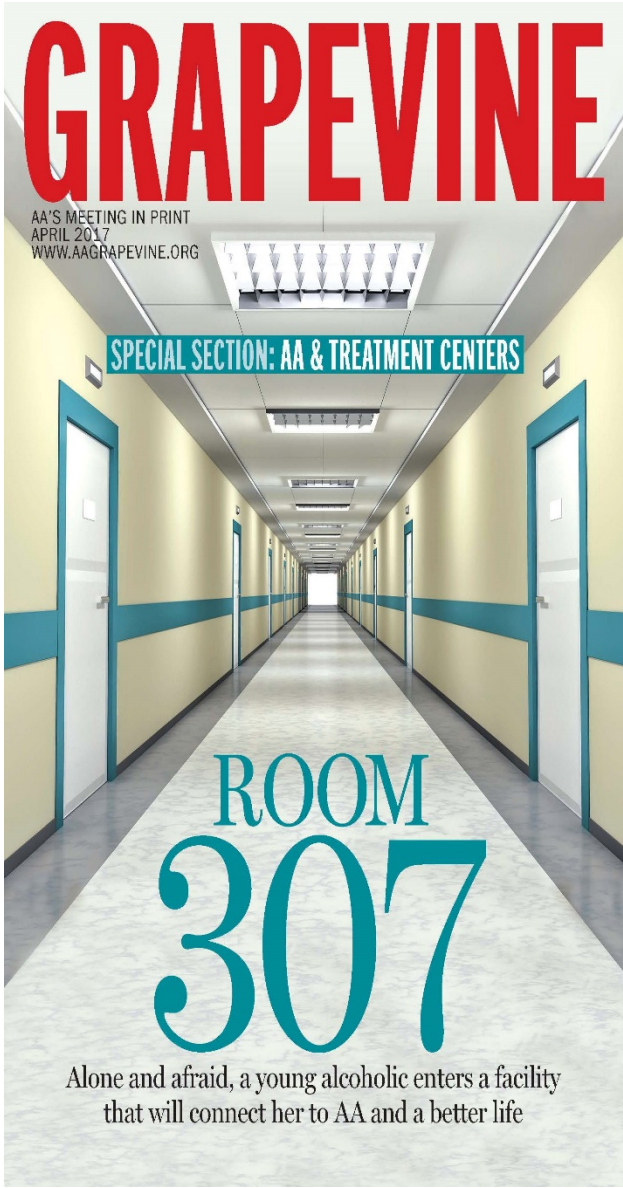
*Excludes nonoperating Funds: Reserve, Capital Projects, Pension, Post-Retirement Medical Benefits

MEMBER SERVICES & STATISTICS – 3 YEAR HISTORY

	2016	2015	2014
Number of Members	1,362,402	1,348,072	1,373,497
Cost of Services per Member	\$7.27	\$7.14	\$7.08
7 th Tradition Self-Support Contributions per Member	<u>5.82</u>	<u>5.24</u>	<u>5.02</u>
Cost of Services NOT covered by Self-Support	1.45	1.90	2.06
Number of Groups	66,336	65,741	65,222
Cost of Services per Group	\$149.34	\$146.48	\$149.11
7 th Tradition Self-Support Contributions per Group	<u>119.62</u>	<u>108.82</u>	<u>105.76</u>
Cost of Services NOT covered by Self-Support	29.72	37.66	43.35
Percentage of Groups Contributing	41.5%	40.3%	41.6%
Number of Groups that Contributed	27,542	26,500	27,103
7 th Tradition Self-Support Contributions of Groups that contributed	\$288.10	\$269.97	\$254.51

7TH TRADITION SELF-SUPPORT – 2002 – 2016





GRAPEVINE OPERATING RESULTS – 2002 – 2016



2017 Budget Outlook and Trends

❖ GSO/AAWS

- Membership levels remain flat
- Contributions show small growth
- Literature sales show small growth – 2% per year
- Expenses continue to grow slowly – 2% - 3% per year

❖ GRAPEVINE

- Subscriptions revert back to decline 2% - 3% per year
- Expenses continue to grow slowly – 2% - 3% per year

❖ 2018 & 2019 Budget Outlook

- GSO/AAWS, Grapevine, and La Viña combined budgeted results is \$763,000 loss in 2018, with following year having even larger loss, assuming no changes in contributions levels and operating expenses

Net Results (\$ in Thousands)	2016 ACTUAL	2017 BUDGET	2018 BUDGET	2019 BUDGET
GSO/AAWS	\$1,453	\$398	(\$255)	(\$746)
Grapevine	165	(114)	(326)	(527)
La Viña	(152)	(168)	(182)	(195)
Total	1,466	116	(763)	(\$1,468)
Reserve Fund Ratio (months)	10.3	10.7	9.9	8.8

Our Responsibility

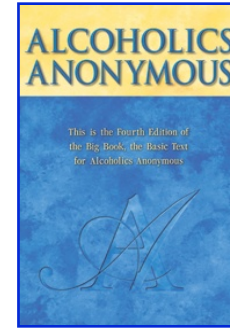
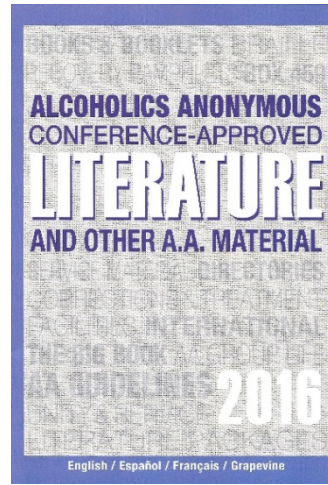
I am responsible.
When anyone,
anywhere
reaches out for help,
I want the hand of
A.A.
always to be there.

And For That,
I Am Responsible!

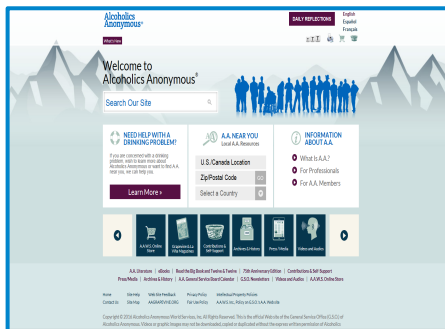


GSO's Responsibility

- Publishing**



- Services**

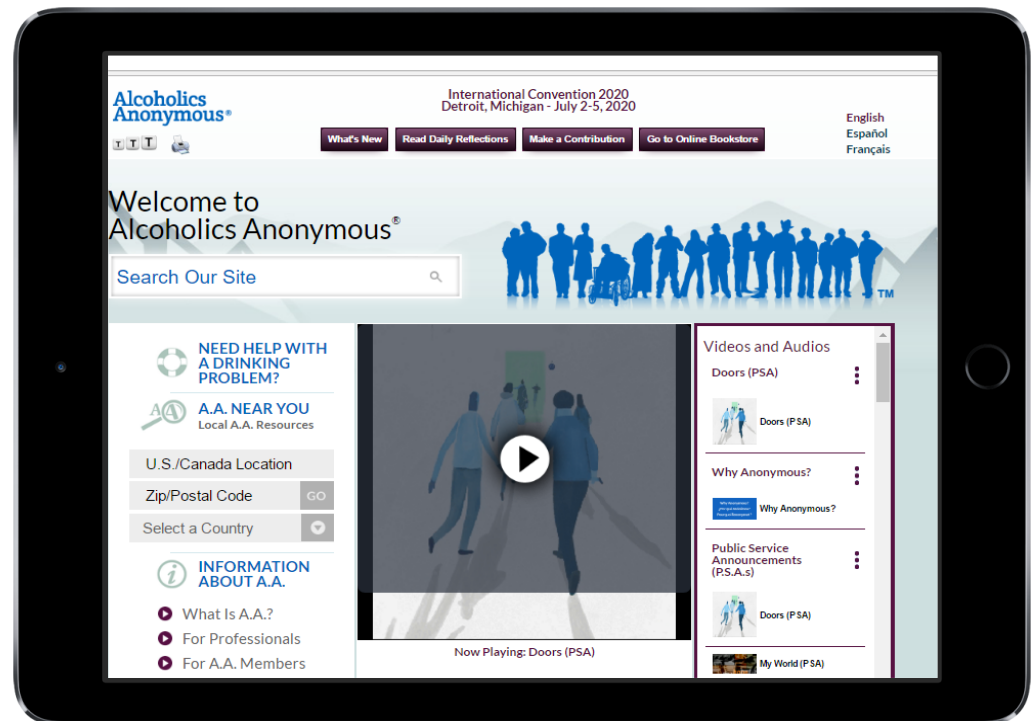


Our AA Website...

AA.Org receives over **1,000** visits a day for “Need Help With A Drinking Problem”

Online requests for **PI** information for the media and press averaged **3,000** per month

AA.Org received over **13,000,000** visits last year



Example of doing things differently and better...

Award Winning PSA "Doors"

http://www.aa.org/pages/en_US/doors-psa



D&AD Awards - Wood Pencil
for Film Advertising Crafts /
Animation for Film Advertising



One Show Entertainment - Silver
Pencil for Craft: Animation



ADC- (1) Designism Cube
(Design Cube for Social
Change), (2) Gold Cube for
Animation

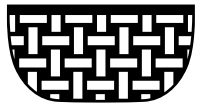


**KLIK! Amsterdam Animation
Festival** - #1 winner of the
KLIK! Award for Best
Commissioned Animation

**Nielsen has ranked you're the "Doors" campaign 26 out of the 1,855 PSAs monitored!
That's the top 5% of all PSAs!**

Last Year, The General Service Office of AA...

Responded to more than **90,000 emails and letters** from AA members, suffering alcoholics, distraught family members, professionals, students, the press and others interested in AA



CONTRIBUTIONS

Received over
73,000 pieces

*(AA received ~8,000
contribution letters in
the month of
December alone)*



NEW GROUPS

A total of
**1,020 new A.A.
groups** in the U.S.
and Canada
were listed at
G.S.O. last year.



CORRECTIONS

Corrections
answers over
**6,400 letters
annually**; that's
more than **17
letters per day**,
every day



ARCHIVES

Received
1,450 requests for
information and
research



SHIPPING

Distributed
7,600,000
books, pamphlets
& audio materials



Questions?

Delegate@aa-seta.org