

December 12, 2020

Greetings Area 20,

Welcome to the Winter Assembly and I hope that all of you are doing well and staying healthy.

Some news from GSO:

There is a holiday issue of Box 459 on the aa.org website.

Living Sober is now an audio book.

Two Literature Holiday Special Offers:

- December 1, 2020 to January 31, 2021, spend a minimum total \$100 or more and receive a 15% overall discount.
- For each copy of Our Great Responsibility (B-70) ordered, you will receive a Free copy of Alcoholics Anonymous Facsimile First Printing of the First Edition (B-0)

*GSO is delighted to announce the limited-edition publication of a new book:*

*“A Visual History of Alcoholics Anonymous: An Archival Journey”*

Available for pre-order at a *special early bird discount of \$1 off the list price of \$12: December 1, 2020 – January 31, 2021*

*On sale: February 14, 2021 – “A Valentine’s Day Gift to the Fellowship”*

Originally developed as the souvenir book for the 2020 International Convention in Detroit, this colorful, gift-sized volume serves as both a lavishly illustrated tour through A.A.’s history and a lively celebration of our Fellowship.

Two ZOOM Forums: Register on the aa.org website

Eastern U.S. and Canada Regional Forums – December 5, 2020 – I did attend this event and I enjoyed it.

Western U.S. and Canada Regional Forums – December 19, 2020 – I have registered for this on the AA website.

These one-day sharing and informational sessions will feature workshops, special presentations and much more, with the participation of your trusted servants in the Northeast, Southeast, Southwest, Pacific, East Central, West Central, and Eastern and Western Canada Regions.

On September 9, 2020 the AAWS launched a newly redesigned online contributions portal that is available to all groups and members.

Also, on September 9, 2020 AAWS has a new webstore for business-to-business (intergroups and central offices) and all other customers.

From a letter from the General Manager, Greg T. on October 7, 2020: there was a \$1.5 million drawdown from the Reserve Fund by A.A. World Services Inc. to cover cash flow requirements in the 4<sup>th</sup> quarter of 2020.

From a letter to General Service Conference dated October 7, 2020:

*Note: This will put the Reserve Fund balance at approximately \$13.1 million, which reflects a level of approximately 7.8 months of office operating expenses. (The Reserve Fund calculation is based on recent actual operating expenses.)*

*Evaluating the finances and cash flow, even with the continued increase in Seventh Tradition contributions, we still expect a decrease in income from last year of more than \$2 million, which creates this immediate cash flow pressure.*

*Previously, in May, A.A.W.S. drew down \$3 million to address the sudden emergency situation related to the severe drop in revenue we saw in March and April. Also, over the summer we refunded nearly \$4 million for 2020 International Convention registrations.*

*Note: We received \$972,000 as an advance against our International Convention insurance claim to recover lost income, and we expect the balance of the claim to be paid out very soon.*

*Since May—through September—the groups have responded with breathtaking generosity in their Seventh Tradition contributions, which have ensured continuation of services to the Fellowship. For six months (March through August), our publishing revenue was well below budgeted levels, but September saw a positive uptick in literature sales. Not a trend yet, but very encouraging. We have cut expenses in as many key areas as possible, without affecting quality of literature production or delivery of services.*

Since receiving this 10/7/2020 letter I have received an update from the General Service Board Weekend – October 30 to November 2, 2020 reporting the following: “The second authorization of drawdown from the Reserve Fund was for \$1.5 million, but AAWS has so far only seen a need to withdraw \$1 million with the option to draw the other half million if needed.”

This might be something to put in the “ask it basket” at the Western U.S. / Canadian Forum on December 19<sup>th</sup>, 2020

### Finance

- Individual/group contributions revenue as of 9/30 is \$7,169,609. With 75% of the year elapsed, we have raised 73% of the expected amount. Since contributions tend to peak in October and December, we appear to be on track to meet or exceed the reforecast.

- Gross literature sales revenue as of 9/30 is \$7,156,475. With 75% of the year elapsed, we have generated 73% of the expected amount. Since literature sales tend to peak in December, we appear to be on track to meet or exceed the reforecast.

- The revenue split between gross profit on publications and contributions is about 38% publications/62% contributions this year whereas in 2018 it was 58% publications/42% contributions.

- Total expenses as of 9/30 are \$11,882,137. With 75% of the year elapsed, we have spent 71% of the expected amount so there is a slightly favorable variance in expenses pending reclassification of prepaid items.

- As of 9/30, we are running a surplus of \$795,000. However, this is not a reliable number because the continuing reclassification of prepaid items and undeposited funds affects the bottom line. Reclassifying prepaid items lowers the surplus and reclassifying undeposited funds increases it. The reforecast anticipates a deficit of \$337,000 for 2020.

- The Reforecast 2.2 Budget to Actual contains a Notes column explaining the most significant variances on a line by line basis.

Some excerpts from A.A.W.S. Highlights - October 30, 2020:

*A recommendation will be forthcoming from the general manager that the General Service Board embark on a General Service Office relocation study to be initiated in 2021. Based on past practice of engaging in such a study every 10 years or so, and relative to the expiration of GSO's current lease agreement, the study will help to determine the best location for the General Service Office from both a financial and a spiritual perspective. Greg T. mentioned this at the US/CAN Forum on December 5<sup>th</sup>.*

*Corrections – The summer and fall 2020 issues of Sharing From Behind the Walls are available on aa.org. As many committees are not going into facilities during the pandemic, committee members have developed lists of inmates and have been writing to those inmates in their local area.*

*International – The assignment is involved in preparations for the 26<sup>th</sup> World Service Meeting, to be held virtually November 28-30, 2021.*

Respectfully Submitted in Loving Service,

Marilyn F., Delegate P70 / NIA 20