

*Dear Friends*

*I would like to know your thoughts but especially the thoughts of the members in your Area about our revenues sources. The 7th Tradition contributions Revenues are essentially flat over the last few years, showing little to no growth.*

*In fact since 2006 our contributions were rather stagnant. The first 6 months of 2015 shows the same trend.*

*The sales of our publications are also flat over the last several years. If the 75th Big Book anniversary and the 3<sup>rd</sup> Quarter 2014 bulk purchases are both backed out of the 2014 total revenues and then this adjusted number is compared to 2013 revenues, you will see that growth is very small. The number of actual units sold during the first 6 months of 2015 is actually less than 2014.*

*Grapevine magazine Sales continues to decline around 4% to 5% per year.*

*Grapevine has been profitable over the last few years due to the growth of other publishing revenues.*

*Despite dedicated efforts of the staff and Boards to control spending, operating expenses for both AAWS and Grapevine continue to grow at a 2% to 3% per year due mainly to inflation.*

*At such a pace, where will we be in 20 years when we will celebrate the 100th anniversary of Alcoholics Anonymous? Should we look for new sources of revenue? Should we start to sale other products like Sober City in Atlanta? Are there services that are offered by the GSO who are not useful? What is the opinion of members in your area to stop our revenues declining?.*

*Our Contributions cover 70% of the services provide by the GSO so if they are flat and are Publishing sales decline, what can we do?*

*Thank you for your cooperation.*

*Yours in Love and Service*

*Richard B.*

*Administrateur Territorial de l'Est du Canada*

*Eastern Canada Regional Trustee*