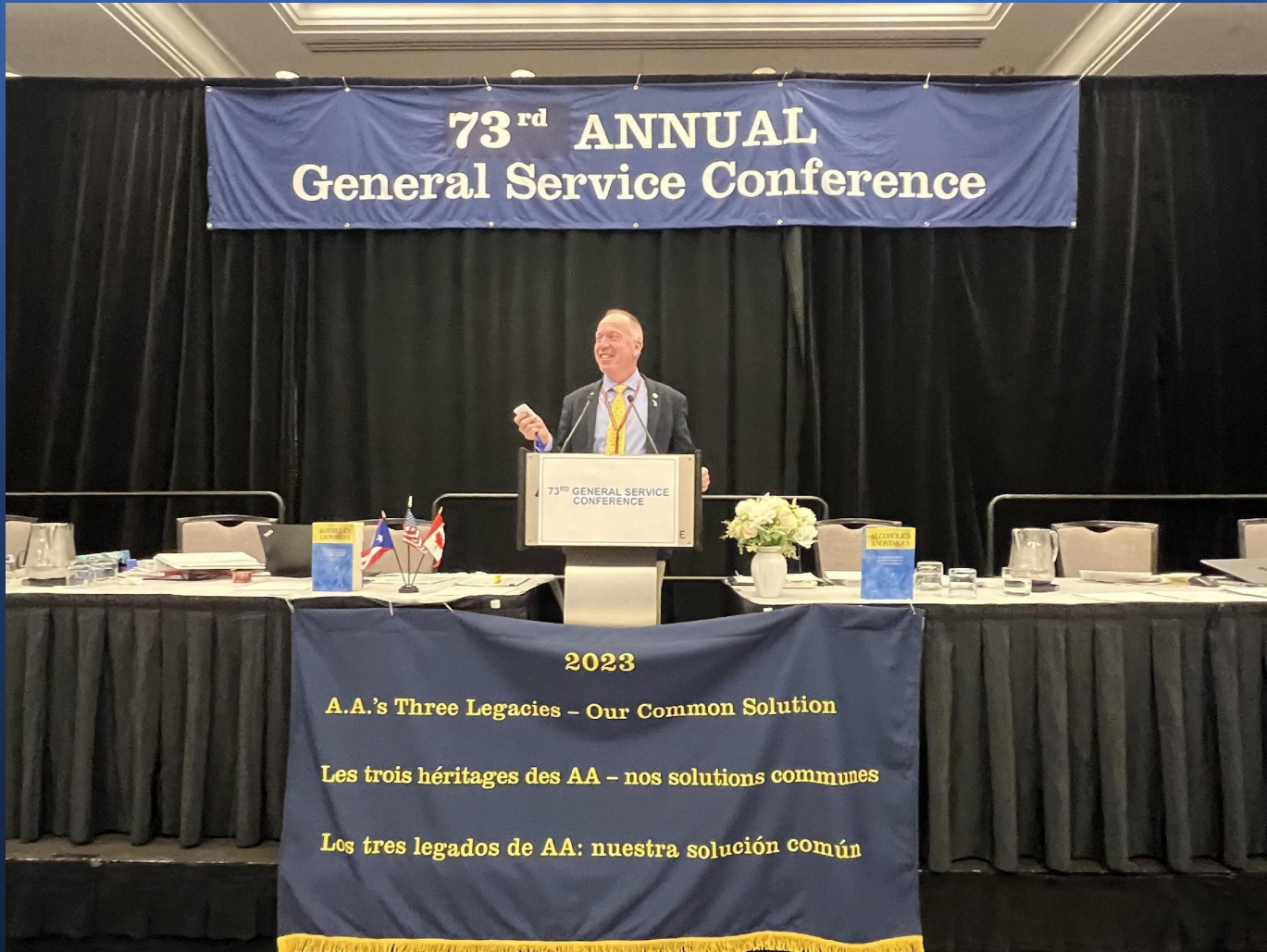




73rd General Service Conference

April 23 – 29, 2023

New York Marriott at the Brooklyn Bridge





Summary of Conference Procedures

Remember:

- Motions must be made in order at the microphone.
- Address motions to the chair.

	MOTION	Requires a "Second"?	Is Debatable?	Vote Required for Approval	Minority Voice Heard?
Committee Recommendation	Presented in the committee report.	Automatically seconded	YES	Two-thirds	YES
Amending a Motion	A motion on the floor is owned by the entire Conference body, no longer by the Committee which recommended it. The committee is not asked to vote on the motion to amend; any motion to amend a main motion depends on the approval of the Conference.	YES	YES	Two-thirds	YES
Tabling a Motion	Made without comment.	YES	NO	Simple Majority	NO
Moving to Recommit	Made without comment.	YES	YES	Two-thirds	NO
Calling the Question	Made without comment.	YES	NO	Two-thirds	NO
Reconsidering a Vote	May only be made by a member who voted with the prevailing side. No action may be reconsidered.	YES May be seconded by either side.	NO	Simple Majority	NO
Making a Floor Action	Made without comment. Introduced any time during the Conference except at the Sharing Sessions. Is submitted in writing by the maker to the Conference secretary.	YES	YES	Two-thirds	YES
Declining to Consider a Floor Action	Made without comment. May be made after the maker of a floor action is provided time to state the rationale for it.	YES	NO	Two-thirds	NO

How the Conference Operates

Generally speaking, the General Service Conference follows *Robert's Rules of Order*, and proceeds on an informal basis as possible consistent with the rights of all concerned. It is important to remember that the purpose of rules of order is to make it easier for the Conference to conduct its business; rules exist to allow the Conference to do what it needs to do to carry out the will of the Fellowship by reaching an informed group consensus. Over the years the Conference has adopted some exceptions to *Robert's Rules*, which help it to proceed more closely in accord with the spirit of A.A. Tradition.

Conference Quorum

A Conference quorum — two-thirds of all registered members — is required to conduct Conference business.

Committee System

To the extent possible, important matters to come before the Conference will be handled via the "Committee system." This assures that a large number of questions can be dealt with during Conference week. Members are encouraged to trust the process. Each Committee has considered carefully the items before it and presents its recommendations to the Conference as a whole for acceptance or rejection. Recommendations of Conference committees are automatically motions that have been made and seconded. Members are asked to refrain from spontaneously amending the work of the Committee; there are no "friendly" amendments under *Robert's Rules*.

Substantial Unanimity

All matters of policy (Conference Advisory Actions) require substantial unanimity, that is, a two-thirds majority. Any actions, including amendments, that affect an Advisory Action, or motions that might result in such an action, also require a two-thirds majority. Because the number of members present in the hall during the week of Conference varies from time to time, the phrase "two-thirds majority" is taken to mean two-thirds vote of the Conference members voting, as long as the total vote constitutes a Conference quorum.

Minority Opinion

After each vote on a matter of policy, the side which did not prevail will always be given an opportunity to speak to their position. If the motion passes with two-thirds vote, the minority may speak. If the motion receives a majority vote, but fails to pass for lack of a two-thirds vote, the majority may speak. Remember that saving "minority opinions" for after the vote, when there is no rebuttal, is a time-waster, for it can force the Conference body to reconsider a question that might well have been decided the first time around if it had been thoroughly examined from all sides.

General Rules of Debate and Voting

(Agreed to at the beginning of each Conference)

- People who wish to speak line up at the microphones and address their comments to the chair.
- Each person may speak for two (2) minutes.
- No one may speak for a second time on a topic until all who wish to have spoken for the first time.
- Full discussion of a recommendation should take place before each vote.
- Everyone is entitled to express his or her opinion. However, if your perspective has already been stated by someone else, it is not necessary to go to the mike and say it again.
- Our experience is that premature actions such as amend-

ing motions early in the discussion or hastily calling the question can divert attention from the subject at hand, confusing and/or delaying Conference business.

Motions Made During Conference

When making a motion, come to the microphone and address the chair. There are various types of motions we use to help reach an informed group consensus. The specific rules governing each are on the next page.

Tabling a Motion

Tabling a motion postpones discussion to a later time during the same Conference.

Motion to Recommit

The motion to recommit returns a motion or proposal to the respective trustees' committee or appropriate corporate board for further consideration. A motion to recommit must be seconded, is debatable and can be amended.

Calling the Question

Calling the question brings debate to a halt while Conference members decide whether to proceed directly to a vote (the question) or go on with the debate.

Reconsideration

A motion to reconsider a vote may be made only by a member who voted with the prevailing side, but it can be seconded by anyone. If the majority votes to reconsider, full debate, pro and con, is resumed.

Floor Actions

It is possible for a Conference action to come from the floor, but any matter which falls within the scope of a Conference committee ought first go through that Conference committee, so that the topic may receive due consideration. Floor actions may be introduced at any time during the Conference except at the Sharing Sessions. Any floor action regarding a piece of committee business that has not yet been concluded will be considered out of order. When a floor action is to be heard, its maker will be given two (2) minutes to state the rationale behind the action, after which the chair shall ask if there is a motion that the Conference decline to consider the floor action.

Declining to Consider a Floor Action

A motion to decline to consider a floor action is made without comment.

Rev. 11.2019

Who makes up the Conference?

This year there are 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:

70.0%

> 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.

18.8%

> 25 Trustees, A.A.W.S. Directors, GV Directors

FUNCTION: Responsible for policy and implementation.

11.2%

> 15 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.

Statistics on Area Delegates (92 responses)

Average Age	57
Oldest	76
Youngest	35
Average Length of Sobriety	22
Longest Sobriety	49
Shortest Sobriety	7
Average Length of Service	17
Longest Service	46
Shortest Service	7

73rd General Service Conference Advisory actions

Agenda

- 2024 Conference Theme – Connecting with Love, Unity, and Service
- 2024 Presentation and Discussion Topics – Responsibility in Service: When and How to Give.
- 2025 Workshop Topics – Connecting Home Groups to the Conference throughout the year, to better inform the Group's Conscience.
- Conference inventory be conducted starting with the 2025 General Service Conference

CPC

- Approved updated pamphlet of "AA in your Community".

Corrections

- Language on outside sponsorship be added to the pamphlet "AA in Correctional Facilities".
- Change the word correspondence to communication in the committee's Composition, Scope, and Procedure.

Finance

- Specify that contributions are received by the General Service Board.
- Area contribution for delegates expense to Conference increase from \$1,800 to \$2,200.
- Report quarterly financials to conference members for AAWS, GSB, and AAGV.

Literature

- "AA Three Legacies" pamphlet be ceased, and the material turned into a service piece.
- Updated pamphlet "12 Traditions Illustrated" be approved.
- The pamphlet "Too Young" be retired and the content be repurposed for a video.

Policy and Admissions

- Revise polling between annual meetings of the Conference to use virtual meeting technology.

- Meet with the conference members 2 additional times per year in General Sharing Sessions.

Public Information

- Update on analytics report to relevant to current communications platforms.
- 2022 Membership Survey be approved.

Report and Charter

- Final anonymity protected report to be on AA.org.
- Wait an additional year for publishing the Service Manual. No 2023 – 2025 Edition. 2024 – 2026 Edition instead.
- Rework chapters 8-12 in the Service Manual to correct inaccuracies.

Treatment and Accessibilities

- Approve Updated pamphlet – "AA for the Older Alcoholic – Never too Late".
- Approve Military Audio Interviews.

Trustees

- Approve Slate of Trustees for GSB
- Approve Officers for GSB
- Approve Slate of directors for AAWS
- Approve Slate of directors for AAGV

International Conventions / Regional Forums

- 3 Cities for 2035 Convention be considered: Phoenix, AZ; Indianapolis, IN; New Orleans, LA.
- 21 non-AA-Speakers be invited to attend the 2025 International Convention.

Floor Actions

- The General Service Board conduct an inventory of itself before the 74th General Service Conference.

A close-up photograph of a spiral-bound notebook. The notebook is open to a page with horizontal lines. A silver spiral binding is visible on the left side. A silver pen with a textured grip lies horizontally across the page. The word "AGENDA" is printed in large, white, sans-serif capital letters, centered over the pen and the lines of the notebook. The background is slightly blurred, showing the numbers 15, 16, 17, 18, 19, and 20 on the left margin, and 30 on the right margin, indicating a calendar or agenda format.

AGENDA

2024

Conference Theme – Connecting with Love, Unity, and Service

2025


Workshop Topics – Connecting Home Groups to the Conference throughout the year, to better inform the Group's Conscience.

2024

Presentation and Discussion Topics – Responsibility in Service: When and How to Give.

2025

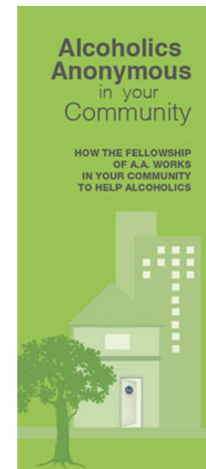
Conference inventory be conducted starting with the 2025 General Service Conference

A group of people's hands are clasped together in a circle, symbolizing cooperation and teamwork. The image is dimly lit, with the hands being the central focus. The text is overlaid in white, bold, uppercase letters.

COOPERATION WITH THE PROFESSIONAL COMMUNITY (CPC)

Approved updated pamphlet of “AA in your Community”.

A.A. in Your
Community



P-31 A.A. in Your
Community

A dark, high-contrast photograph of a wooden floor with a grid pattern and circular markings, overlaid with the word 'CORRECTIONS' in white text. The floor is made of dark wood with a prominent grain. A grid of light-colored lines is painted on the floor, with circular markings at the intersections. The word 'CORRECTIONS' is written in a bold, white, sans-serif font in the center of the image.

CORRECTIONS



Language on outside sponsorship be added to the pamphlet "AA in Correctional Facilities".

Change the word correspondence to communication in the committee's Composition, Scope, and Procedure.

The image shows a close-up, slightly blurred view of a financial chart on a piece of paper. A silver pen is positioned in the upper right corner, pointing towards the chart. The chart features a jagged line graph with several peaks and troughs. Faint numerical values are visible on the chart, including '2,5' on the left and '2,47' on the right. The overall color palette is muted, with shades of blue and grey. The word 'FINANCE' is overlaid in the center in a clean, white, sans-serif font.

FINANCE

Specify that contributions are received by the General Service Board.

Area contribution for delegates expense to Conference increase from \$1,800 to \$2,200.

Report quarterly financials to conference members for AAWS, GSB, and AAGV.

PLEASE SHARE THIS LETTER WITH YOUR AREA FINANCE COMMITTEE

Alcoholics
Anonymous

General Service Office of Alcoholics Anonymous, Inc.

475 Riverside Drive, 11th Floor, New York, NY 10115 / Telephone: (212) 870-3400
www.aa.org

January 2, 2023

Dear Area Treasurers and Delegates,

Please direct all
communications to:
Grand Central Station,
P.O. Box 459,
New York, NY 10163
Fax: (212) 870-3053

Today, I am writing to ask for your area's participation in the Self-Support efforts related to the 2023 General Service Conference to be held on April 23-29, 2023, at the New York Marriott at the Brooklyn Bridge. On or before March 1, 2023, please mail in the current \$1,800 contribution for delegate expenses to the address below.

By contributing more than \$1800, your area will help cover a greater portion of the Conference costs per Conference Member, as noted in the table below.

Cost per Conf. Member (By year and Location)

Year	Cost per Conf. Member (Location)	Year	Cost per Conf. Member (Location)	Year	Cost per Conf. Member (Location)
2023	\$9,000 (Brooklyn estimated)	2019	\$7,700 (Manhattan)	2015	\$7,800 (Manhattan)
2022	\$9,600 (Brooklyn)	2018	\$8,100 (Manhattan)	2014	\$5,800 (Rye Brook)
2021	\$2,100 (Virtual)	2017	\$5,500 (Rye Brook)	2013	\$6,800 (Manhattan)
2020	\$1,900 (Virtual, shortened)	2016	\$7,400 (Manhattan)		

** From a 2017 Conference Advisory Action, "The suggested area contribution for delegate expense for the Conference be increased from \$1,600 to \$1,800."*

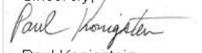
For example, the 2023 Conference cost per Conference member is currently expected to be at least \$9,000. We recognize that each area will need to decide if they can contribute above \$1,800, but we will be grateful for additional contributions of any amount.

To contribute the Advisory Action amount, please make checks payable to "General Service Board," and include "**2023 delegate expense for Conference**" in the memo section. Mail checks to: Attn: Nay Williams, General Service Conference, General Service Office, P.O. Box 459 Grand Central Station New York, NY 10163 (**on or before March 1, 2023**)

If your area decides to contribute additional amounts above the \$1,800, then please send a separate check to the same address and indicate on the check, "**2023 additional Conference voluntary contribution**."

We appreciate the dedication of A.A. members from your area for participating in Self-Support efforts related to the 2023 General Service Conference.

Sincerely,



Paul Konigstein

Chief Financial Officer, General Service Office

Alcoholics Anonymous World Services

A.A.W.S BOARD



- 2 - General Service Trustees
- 2 – Regional Trustees
- 3 – Non-Trustee Directors
- 1 – GSO Staff Coordinator
- 1 – General Manager

So what do they do?

Board Business

Printing Challenges

Planned budgets

Committee work

GSC Joint Mtgs and Q&As

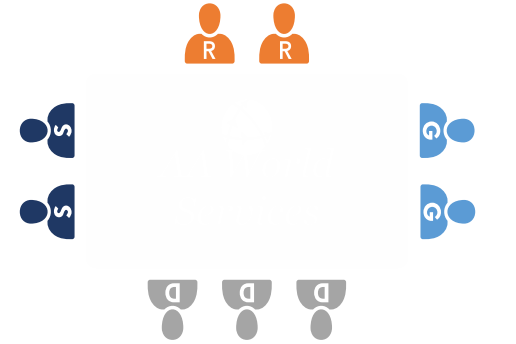


What do The Corporate Boards do 8x++/Year?

- Internal Audit Committee
- Nominating Committee
- Technology/Communications/Services
- Self-Support Committee
- Publishing Committee
- Finance Committee

- Service Material workgroup
- AAWS Policies/Practices related to Licensing & Translations

- Talley Management Group– 2025 International Convention Vancouver!!!



A.A.Headquarters

- Front desk: 14,339 calls (4,395 to Member Services)
- Member Services + 4,291 direct calls
- 29,119 Unique Emails
- 30,320 Literature orders
- District/Area/Group updates (7,025 direct updates, training for registrars who executed 8,819 updates).
- Mail (40,708 in; 17,284 out)





- Human Resources
- Archives



Communications Services

The screenshot shows the Alcoholics Anonymous website. At the top, there is a navigation bar with links for "Find A.A. Near You", "Make a Contribution", "Online Bookstore", and "English". Below this, a main banner features the text "Have a problem with alcohol? There is a solution." and "A.A. has a simple program that works. It's based on one alcoholic helping another." A "Learn More" button is visible. On the right side, there is a "Find A.A. Near You" search box with a location pin icon, a text input field for "State or Province, Town or Zip", and a "Search Now" button. At the bottom, there is a dropdown menu labeled "I Am..." with the text "Looking for help with a drinking problem" and a search icon.

The screenshot displays the "Meeting Guide" app interface. It features a blue header with a white chair icon and the text "Meeting Guide". Below the header, there are two smartphone screens. The left screen shows the app's logo, a white chair on a blue background. The right screen shows a list of meetings with details such as time, location, and contact information. The list includes entries like "7:00 PM Virtual Park", "8:00 PM Young People's Meeting", "8:30 PM Florida Group", "9:00 PM Early Night Club", and "10:00 PM Family Night".

The screenshot shows the Alcoholics Anonymous LinkedIn profile. At the top, there is a header with the LinkedIn logo, search, home, my network, jobs, messaging, and notification icons. Below this is a banner image of a group of people. The profile name is "Alcoholics Anonymous" and the company name is "Alcoholics Anonymous World Services, Inc.". The description reads: "Cooperating with Professionals to help Alcoholics Civic and Social Organizations New York, New York · 2,872 followers See all 47 employees on LinkedIn". There are two buttons: "+ Follow" and "Visit website". At the bottom, there is a "More" button and a navigation bar with "Home", "About", "Posts", "Jobs", and "People".

The screenshot displays the Alcoholics Anonymous YouTube channel page. At the top, there is a search bar and a notification icon. Below this is a banner image of a group of people. The channel name is "Alcoholics Anonymous" and the company name is "Alcoholics Anonymous World Services, Inc.". The description reads: "@alcoholicsanonymousworldae1373 8,52K subscribers 109 videos This is the official YouTube channel for Alcoholics...". There are two buttons: "Subscribed" and "More". At the bottom, there is a navigation bar with "HOME", "VIDEOS", "LIVE", "PLAYLISTS", and "COMMUNITY".

The screenshot shows a news article from the "box 459" newsletter. The title is "The Virtual 26th World Service Meeting Separated Physically, Connecting Spiritually". The article discusses the 26th World Service Meeting, which was held virtually. It mentions that the meeting was held from August 14-18, 2017, and that it was the first time that the meeting was held virtually. The article also mentions that the meeting was held in a virtual environment, which allowed for a more inclusive and accessible experience for members around the world. The article includes a photograph of a virtual meeting room with people in avatars.

Contributions Site aa.org

Where
Money &
Spirituality
Mix



[Login](#) | [Register](#) | 

Alcoholics Anonymous® **Contributions**

Greetings - Both the Webstore and Contributions sites will be unavailable Sunday, April 23 from 3:30 a.m. until 7:30 a.m. EDT due to planned maintenance activities. Thank you for your patience and support.

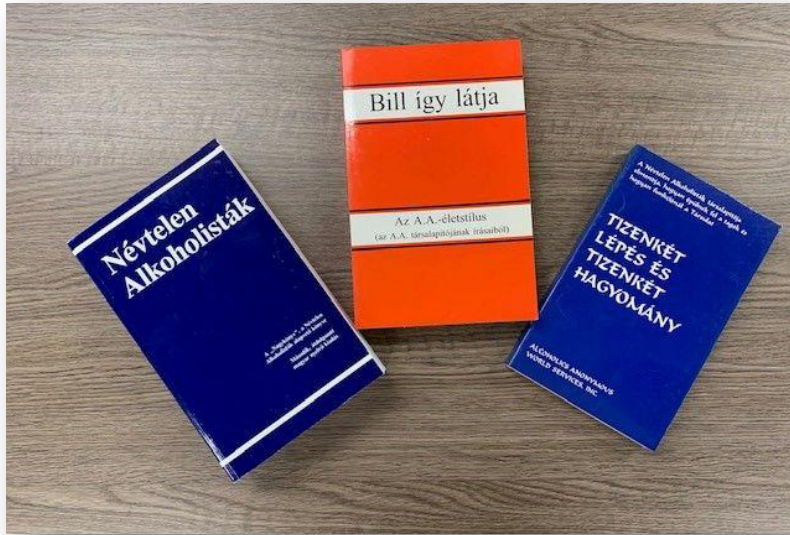
Welcome to Alcoholics Anonymous Member Contributions



The A.A. groups themselves ought to be fully supported by the voluntary contributions of their own members.



Administration and Intellectual Property



Alcoholics Anonymous®

Translations and Licensing - (TEST) TL Client (TEST) Larry Angel ▾ English ▾

Item Selection

No Item Selected Select Item Clear Item

Request Details

Publication Title: 12 Concepts of A.A. ... ▾
Type: License Request ▾
Translation Language*: Hungarian ▾
License Type: RDB - Book ▾

Edition: 1962

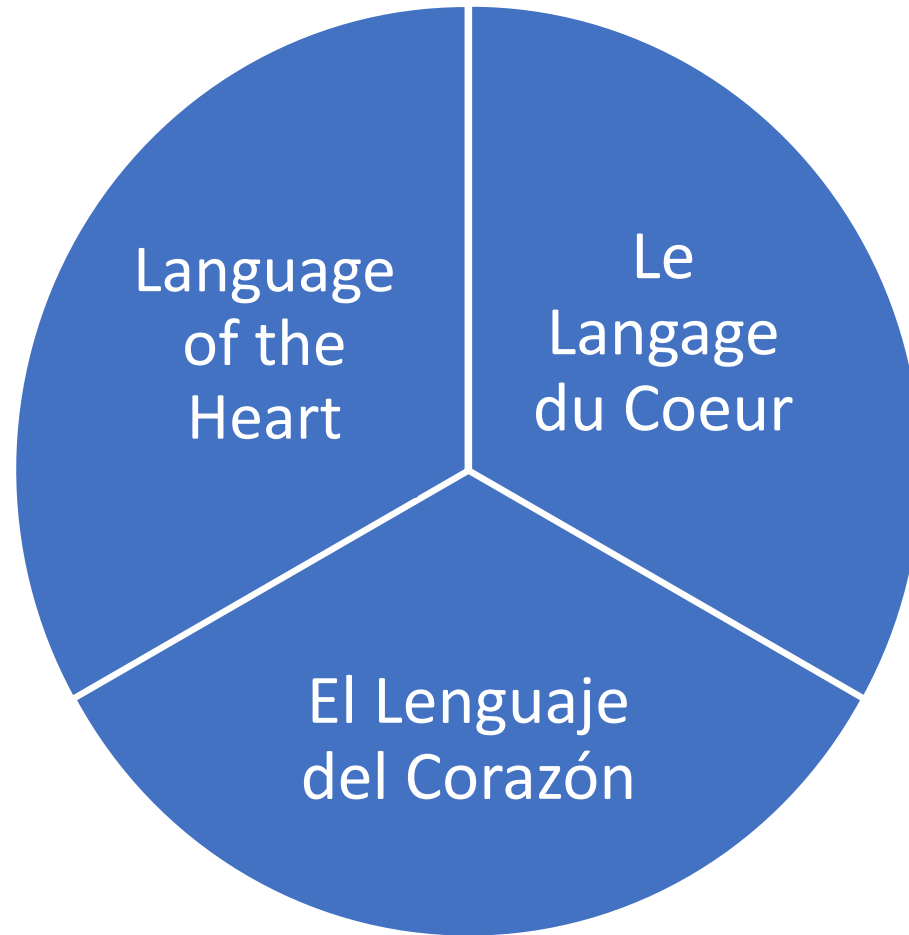
Initial Message

Message*

Welcome to the TL Portal of the Spiritualized Society of Alcoholics Anonymous!!

Help

Language Services



G.S.O. Staff Assignments



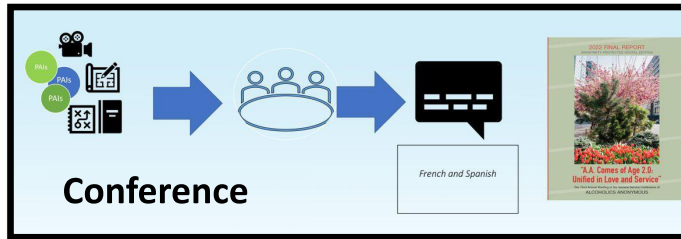
Group Services

Corrections

Nominating

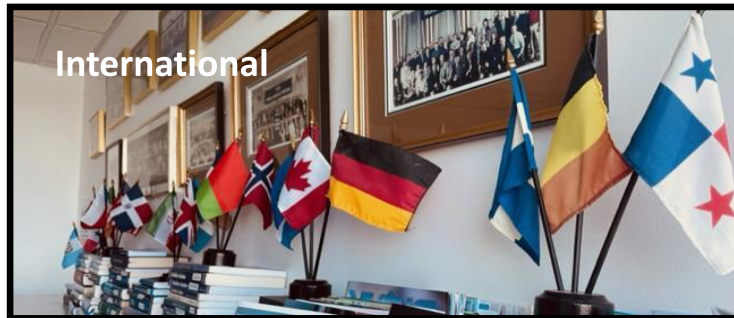
Regional Forums

2025 Int'l Convention



Treatment/
Accessibilities/LIM

Staff
Coordinator



Finances: 2022 Highlights




- 7th Tradition contributions \$10,548,525
(96% reforecast budget)
- 23% online
- Gross literature sales \$11,999,441
(109% reforecast budget)
- Gross margin \$4,894,113
(91% reforecast budget; rising cost of goods at 57.5% of gross sales)

+ 7th Tradition
Contributions to GSB
+ Personnel costs: VRIP
+ Suspension of GSC,
GSB, and corporate
board meeting costs



- Decreased literature
sales
- Massive increase in
COG sold
- 8th floor renovations

Finances: 2023 1st QTR

- Contributions are 3.8% above budget 
- Gross literature sales are 12.6% ahead of budget 
- Gross margin is 34.2% greater than budget 
- We will not need a Reserve Fund draw to pay for the General Service Conference.



A stack of several books is shown on the right side of the image. The books have various colored spines, including red, dark brown, and purple. The word "LITERATURE" is written in white, uppercase letters across the middle of the image, positioned over a dark teal background that occupies the left and center portions of the frame.

LITERATURE

“AA Three Legacies”
pamphlet be ceased,
and the material
turned into a service
piece.

Updated pamphlet “12
Traditions Illustrated”
be approved.

The pamphlet “Too
Young” be retired and
the content be
repurposed for a video.

A photograph of a city street scene. On the left, there is a row of red brick buildings with white columns and a black metal railing leading to a set of red-carpeted stairs. A street lamp is visible above the stairs. The street is lined with trees, and a sign for 'ARTHUR PL' is visible on the right. The text 'POLICY & ADMISSIONS' is overlaid in the center of the image.

POLICY & ADMISSIONS



Revise polling between annual meetings of the Conference to use virtual meeting technology.

Meet with the conference members 2 additional times per year in General Sharing Sessions.

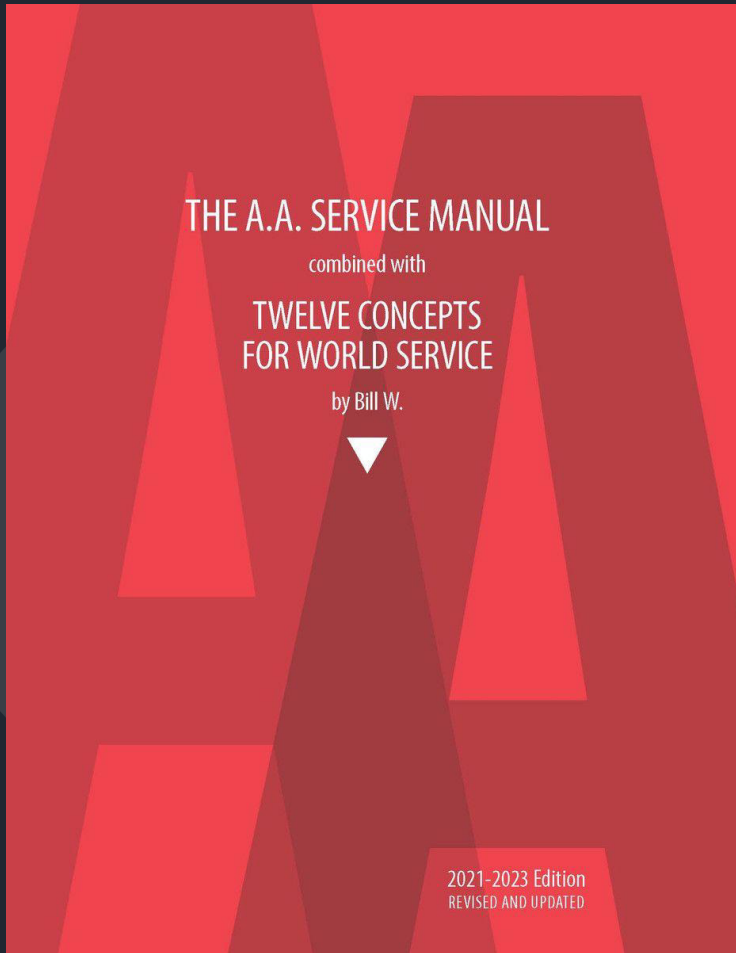
A stack of several books is shown in a shallow depth of field. The top book is white, and the others are dark. A bright light source in the upper left corner creates a strong lens flare that washes over the top half of the image. The text 'PUBLIC INFORMATION' is overlaid in white on a dark, semi-transparent background at the bottom left.

PUBLIC INFORMATION

Update on analytics
report relevant to
current
communications
platforms.

2022 Membership
Survey be approved.

REPORT & CHARTER



Final anonymity protected report to be on AA.org.

Wait an additional year for publishing the Service Manual. No 2023 – 2025 Edition. 2024 - 2026 Edition instead.

Rework chapters 8-12 in the Service Manual to correct inaccuracies.

AROUND THE PICNIC TABLE



Kevin Prior, CFA, CPA
Class A (nonalcoholic) Trustee
General Service Board Treasurer

AUDIT RESULTS



- Completed on schedule
- Unmodified or “clean” audit opinion
 - The financial statements are fairly stated in all material respects
- No material weaknesses
- No significant deficiencies
- 5 recommendations (3 AAWS and 2 GV) compared to 5 in 2021

2022 GSO FINANCIAL HIGHLIGHTS

7th Tradition of Self-Support – \$10.55 million down 2.1% from \$10.78 million in 2021

Operating Expense - \$17.82 million up 19.9% from \$14.86 million in 2021

- Program Service Expense - \$7.17 million down 2.7% from \$7.37 million in 2021
- Supporting Services Expense - \$10.65 million up 42.2% from \$7.49 million in 2021

Self-Support - covered 59% of operating expense

AAWS publishing gross profits – \$4.89 million down 22.3% from \$6.29 million in 2021

Operating deficit of \$1,579,305; operating cash decrease of \$2,064,135

LARGEST CATEGORIES OF GSO CASH EXPENDITURE

Salaries, Employee Benefits, and Payroll Taxes	10,098,410
Shipping and Warehousing Publications	4,069,178
Publications Inventory	3,394,368
Professional Fees	1,779,735
Travel and Meetings	1,315,484
Facility and Equipment	1,260,745
Data, Automation, and Website	583,697
Sales tax remittances	471,767
Printing, Postage, Supplies, and Subscriptions	412,396
Expenditures on behalf of Grapevine	407,599
Equipment and Software	382,804

GSO EXPENSES UNDER BUDGET IN 2022

- Under Budget Categories represent 72% of total operating expense

EXPENSE	ACTUAL	BUDGET	DIFFERENCE
Payroll and Benefits	9,701,831	9,849,446	(147,615)
Payroll Taxes	601,997	630,283	(28,286)
Professional Fees	1,756,363	1,868,458	(112,095)
Printing, Postage and Supplies	451,413	565,511	(114,098)
Insurance	69,575	102,339	(32,764)
Total Operating Expense	17,489,639	17,569,432	(79,793)

GSO EXPENSES OVER BUDGET IN 2022

❖ Over Budget Categories represent 28% of total operating expense

EXPENSE	ACTUAL	BUDGET	DIFFERENCE
Data, Automation and Website	611,490	582,125	29,365
Facility and Equipment including depreciation (a non-cash expense)	2,442,689	2,238,063	204,626
Facility and Equipment excluding depreciation	1,258,295	1,174,945	83,350
Travel and Meetings	1,854,281	1,733,207	121,074

2022 GRAPEVINE FINANCIAL HIGHLIGHTS

- ❖ Grapevine paid print subscriptions decreased 6.7% in 2022. Subscriptions for the online and mobile app magazine decreased 27.6%
- ❖ 2022 Grapevine results were a gross margin on subscriptions of \$789,246 and a net profit of \$674,515 on other published items. Operating expenses of 1,882,701 resulted in an operating loss of \$404,940 compared to a loss of \$112,618 in 2021.
- ❖ General Fund support of La Viña service activity was \$636,604 in 2022, compared to \$388,646 in 2021.
- ❖ La Viña magazine circulation increased by 4.3% in 2022 compared to a 12.4% decrease in 2021 after several prior years of pre-pandemic growth.

2023 GSO BUDGET

Operating revenue \$18,791,320 compared to \$15,910,334 in 2022.

- Contributions \$10,500,000 compared to \$10,548,525 in 2022.
- Literature gross margin \$7,950,000 compared to \$4,894,113 in 2022.

Total operating expense \$17,085,479 before \$1.2M depreciation compared to \$17,821,142 in 2022.

Operating surplus of \$505,841 after depreciation compared to \$1,579,305 deficit in 2022.

2023 GRAPEVINE BUDGET

Print magazine circulation to decrease to 47,751 from 52,321 in 2022.

Online and e-Pub circulation to decrease to 4,719 from 6,492 in 2022.

1,500 new app subscribers.

Gross margin on subscriptions \$547,709 compared to \$789,246 in 2022.

Grapevine net surplus of \$68,414 compared to a deficit of \$404,940 in 2022.

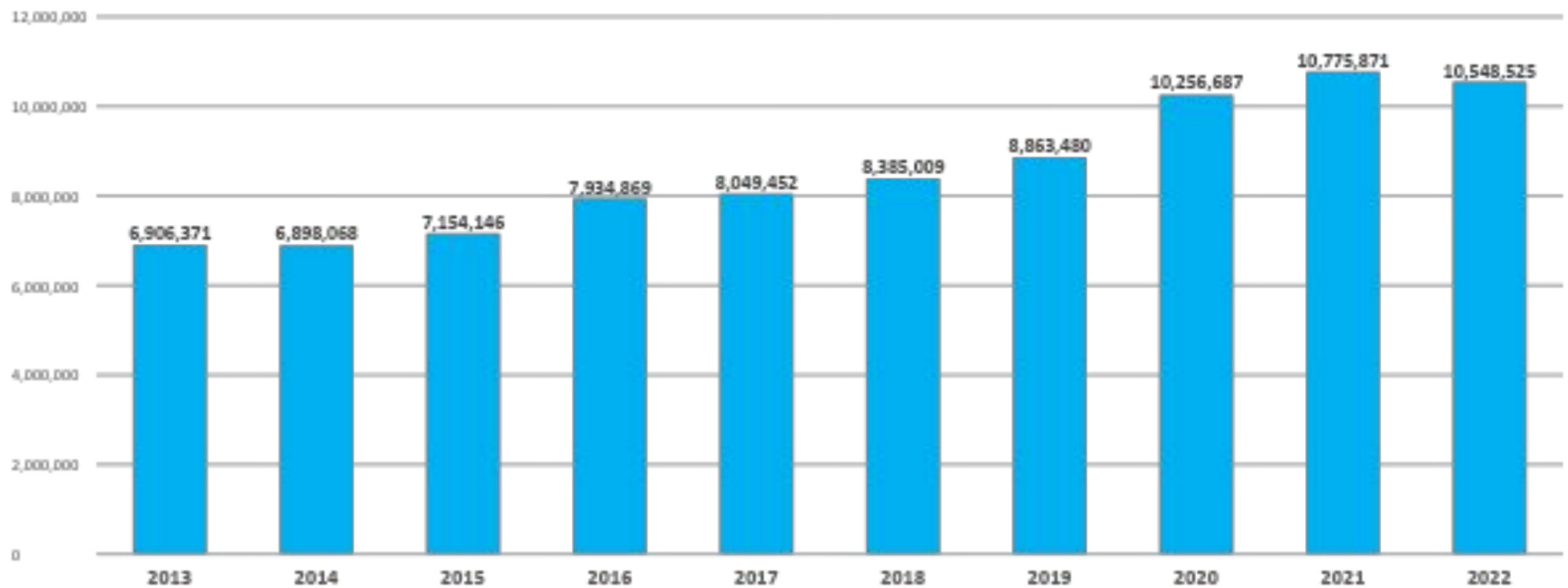
La Viña magazine circulation to decrease to 6,415 compared to 6,685 in 2022.

General Fund La Viña support of \$653,579 compared to \$636,604 in 2022.

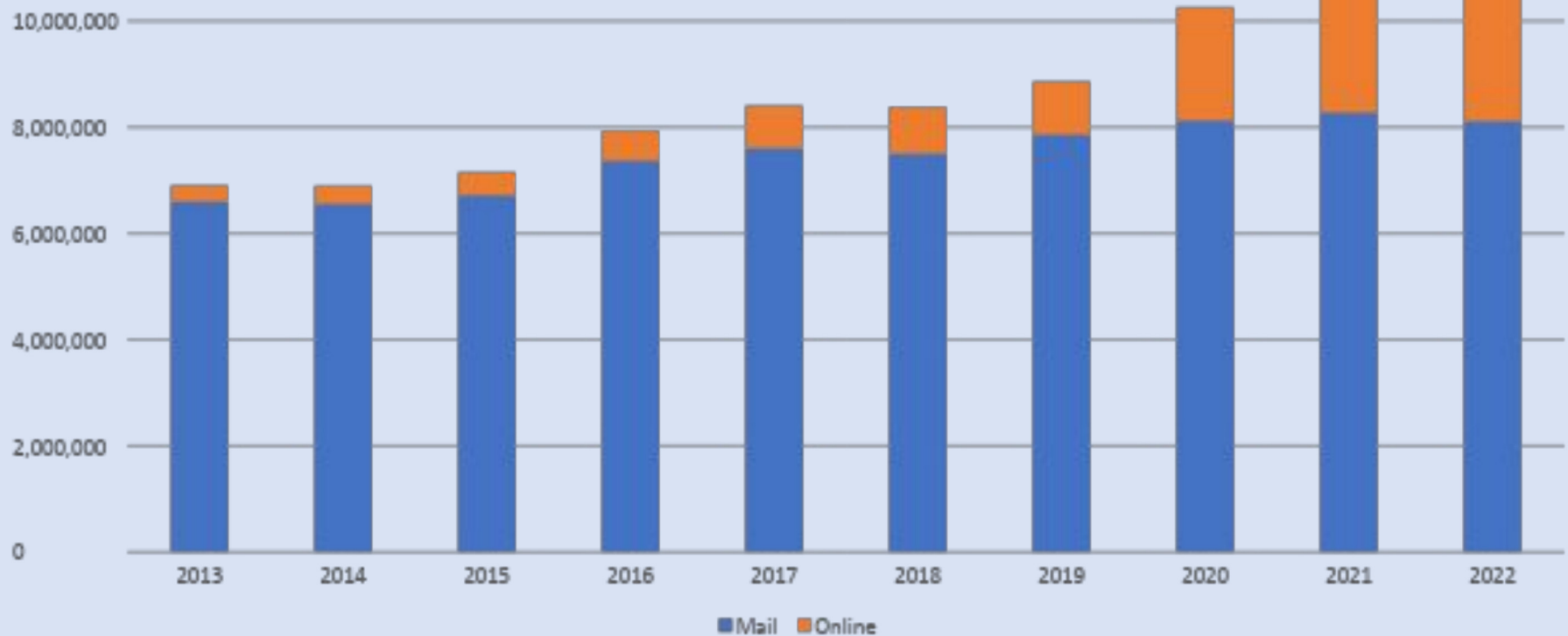
GRATITUDE – 7TH TRADITION



7TH TRADITION SELF-SUPPORT – 2013 – 2022

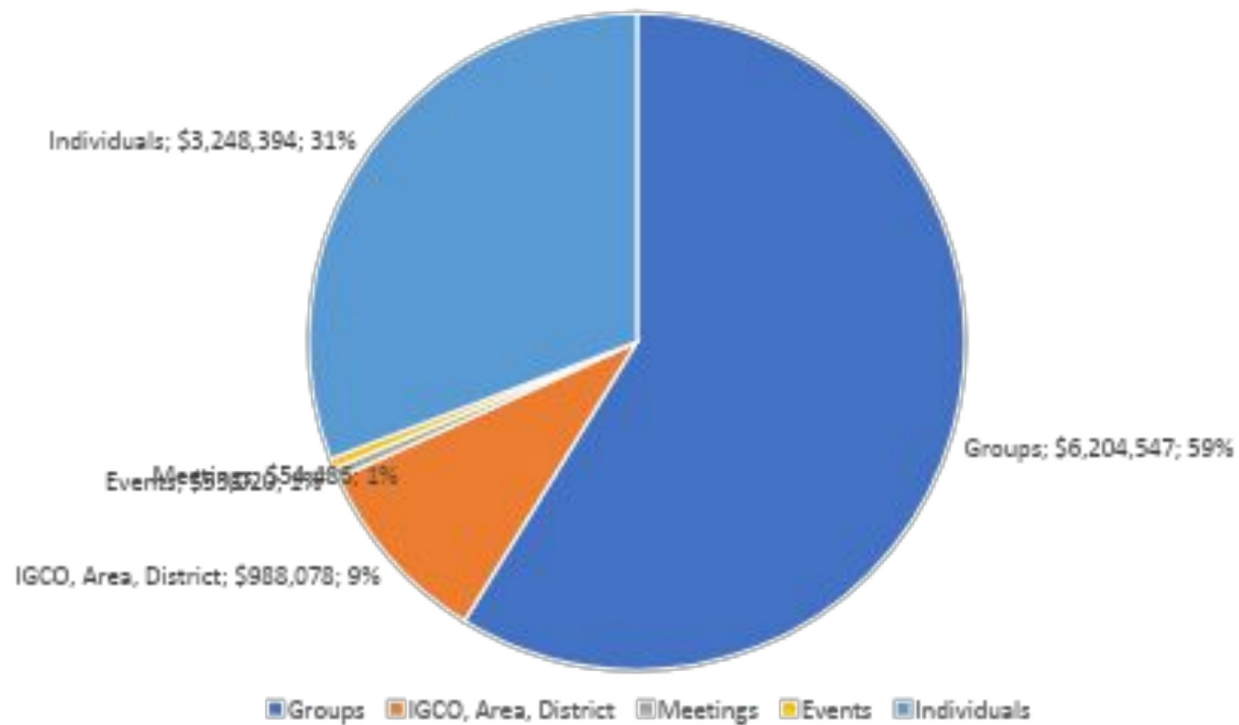


GROWTH OF ON-LINE CONTRIBUTIONS 2013 – 2022



A mail contribution costs \$5.60 to process. An online contribution costs \$2.93 to process, a \$2.67 savings.

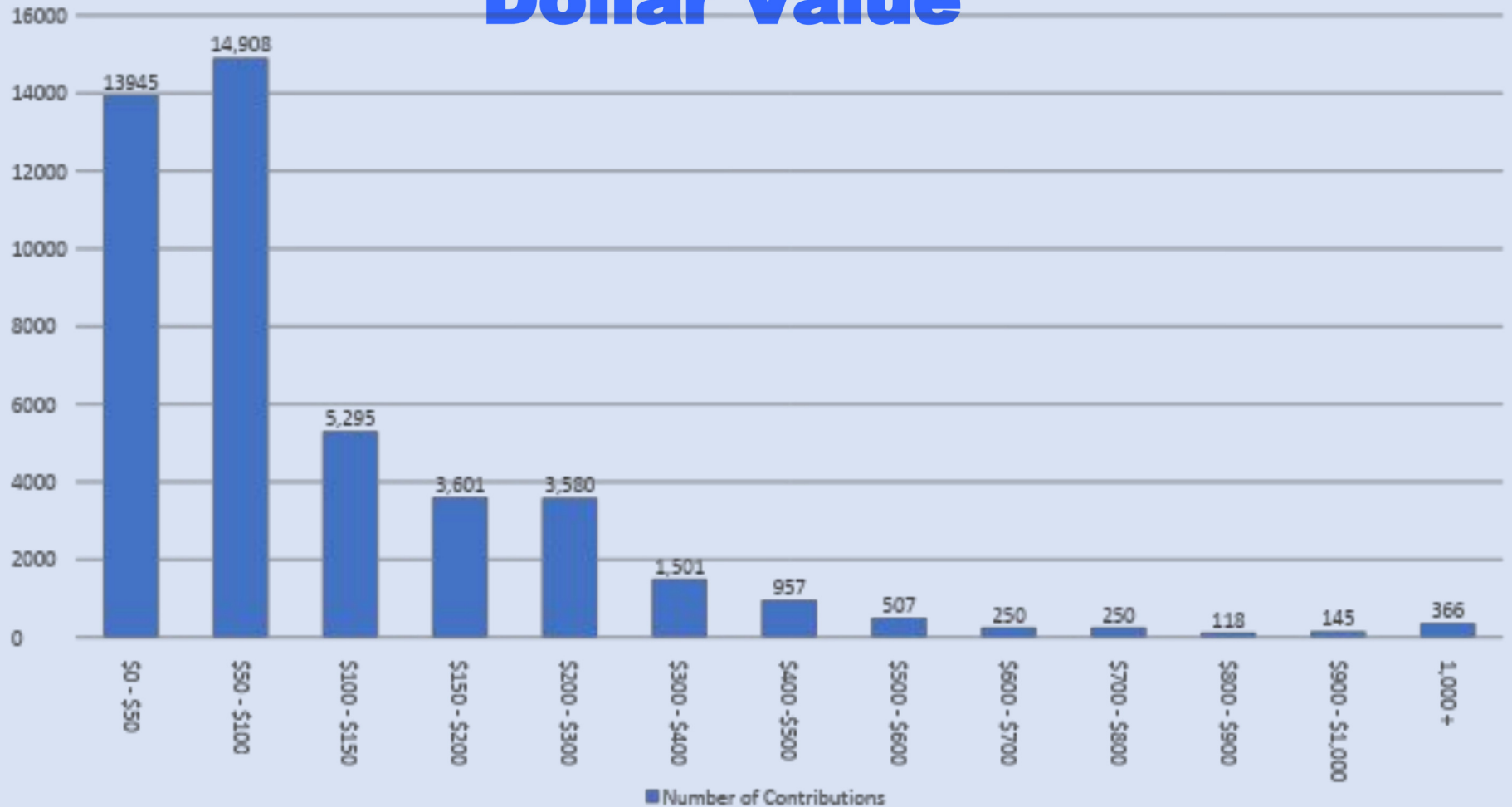
CONTRIBUTIONS BY TYPE OF CONTRIBUTOR



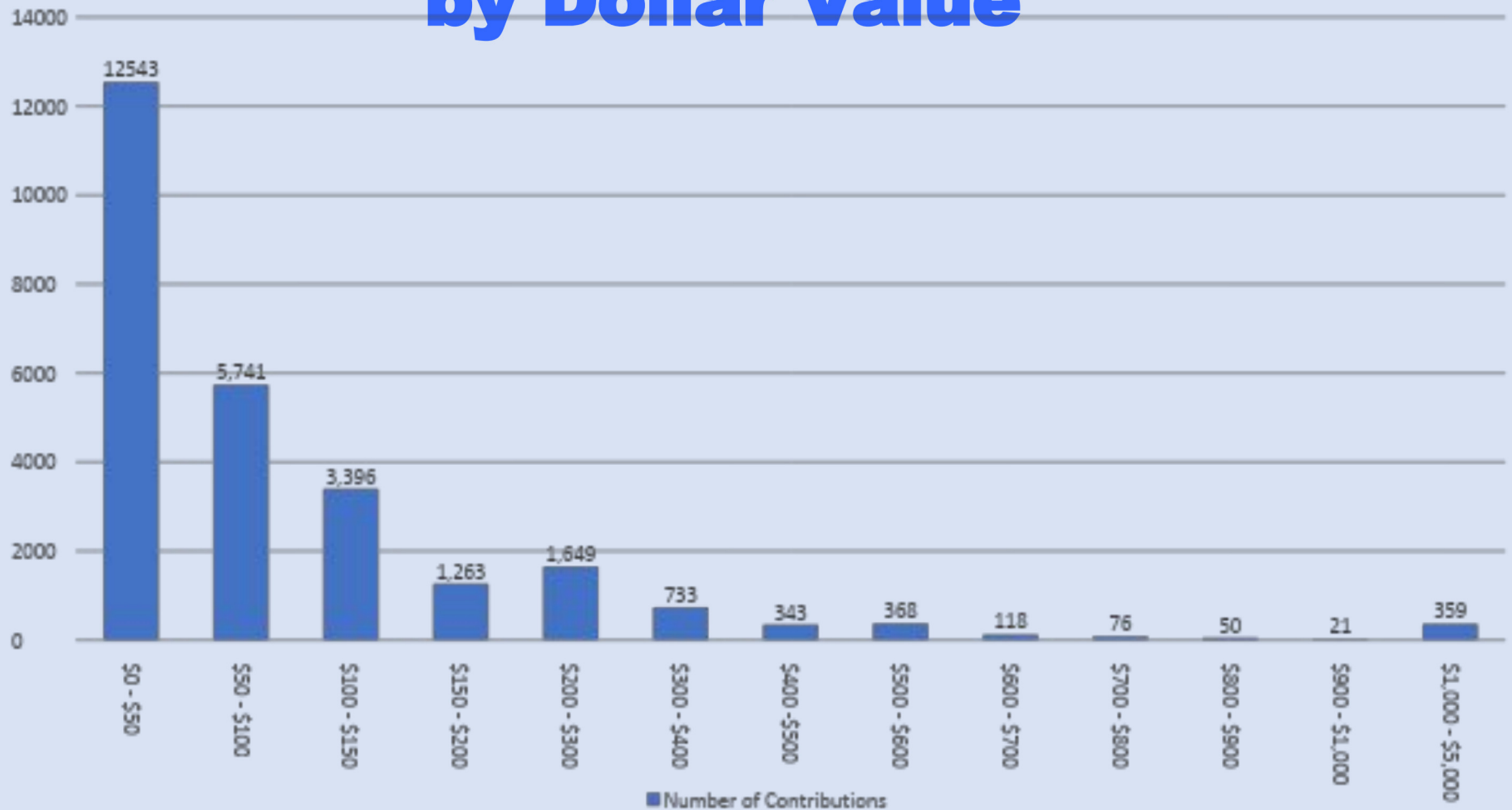
CONTRIBUTIONS STATISTICS 2022

INDIVIDUALS	
7 th Tradition Self-Support Contributions	\$3,248,394
Average Contribution	\$121.79
Most Common Contribution	\$50.00
Number of Contributions	26,671
GROUPS	
7 th Tradition Self-Support Contributions	\$6,204,547
Number of Active Groups	58,455
Number of Groups Contributing	19,572
Percentage of Groups Contributing	33.48%
Average Contributed by a Group During the Year	\$317.01

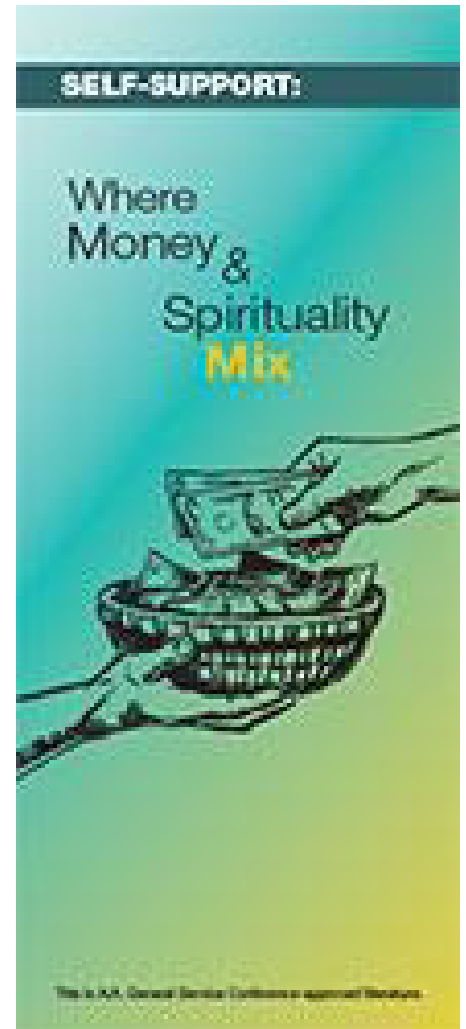
Number of Group Contributions by Dollar Value



Number of Individual Contributions by Dollar Value

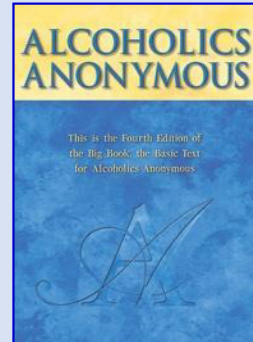


THROUGH OUR OWN SELF-SUPPORT

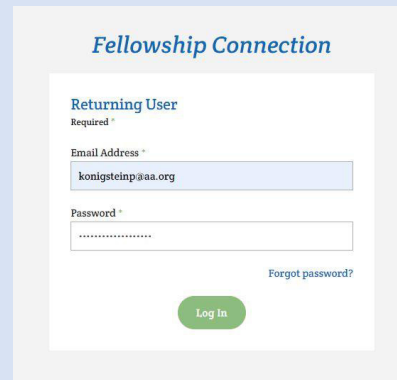


G.S.O.'s TWO BASIC FUNCTIONS

•Publishing



•Services on Behalf of the G.S.B.



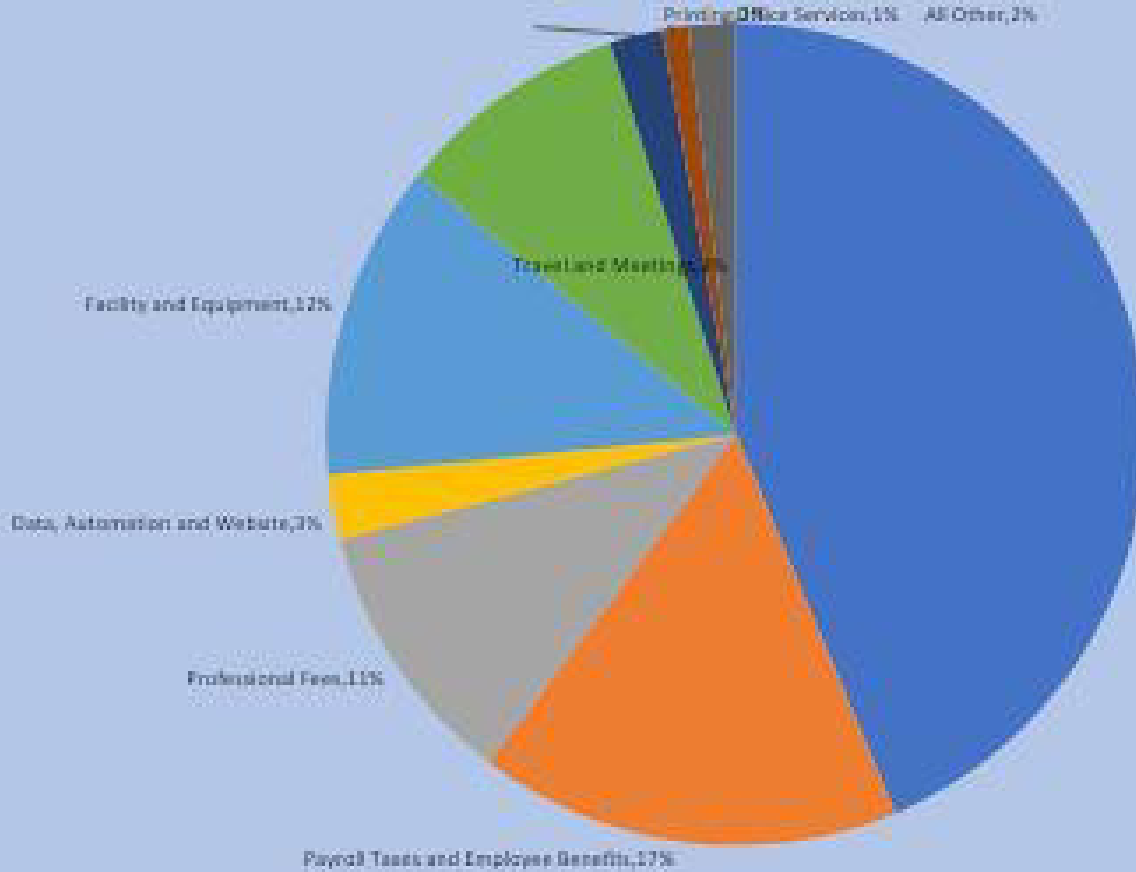
AAWS – PUBLISHING – 2022 ACTUAL vs 2022 BUDGET

	2022 ACTUAL	2022 BUDGET	INCREASE (DECREASE)
Gross Sales – Literature	11,999,441	11,000,000	999,441
Discounts	(479,173)	(550,000)	(70,827)
Shipping Charges	277,893	330,000	(52,107)
Net Sales - Literature	11,795,265	10,780,000	1,015,265
Cost of Literature Sold - Printing	6,901,151	5,390,000	1,511,151
Gross Profit	4,894,113	5,390,000	(495,887)
Gross Profit Percentage	41.5%	50.0%	(8.5%)

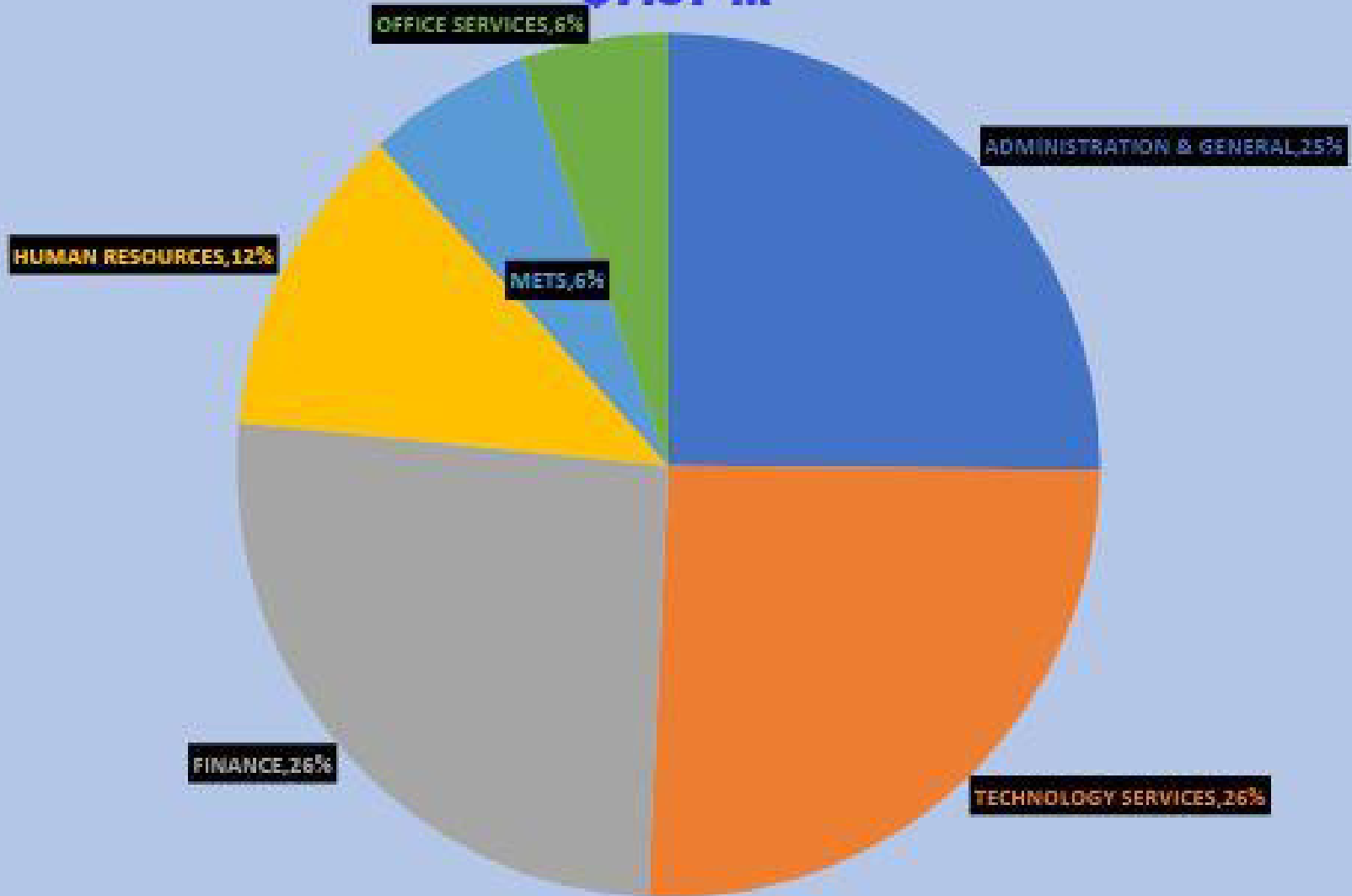
CONSOLIDATED (GSO + GV) OPERATING EXPENSES – 2022 – \$20.3 M

FINANCIAL STATEMENT EXPENSE CATEGORIES

PERCENTAGE BREAKDOWN



**consolidated (GSO + GV) SUPPORTING SERVICES
\$7.57 M**



2022 PRUDENT RESERVE

Beginning Balance January 1, 2022	12,852,286
Investment Earnings	96,774
Change in GV subscription liability	200,000
Drawdowns	(200,000)
Additions	0
Ending Balance December 31, 2022	12,949,060

Composition of Ending Balance	
Cash	2,727,969
Certificates of Deposit (CDARs)	11,444,990
Accrued Interest	19,601
Less Grapevine subscription liability	(1,243,500)
Ending Balance	12,949,060

Number of Months Expenses Held	Based on 2022 expenses	Based on 2023 expenses
January 1, 2022	8.32	7.29
December 31, 2022	8.38	7.35

	Gross Reserve Balance	Funding for GV Subscription Liability	GV % of Subscription Liability Funded	Net Reserve Balance
December 31, 2022	14,192,559	(1,243,500)	72%	12,949,059
Grapevine App Funding (A)	(500,000)			(500,000)
Grapevine App Withdrawal (A)	(670,488)			(670,488)
Reduce GV Funding % (A)		670,488	(38%)	670,488
Ending Balance 2/1/23	13,022,071	(573,012)	34%	12,449,059
The Reserve Balance as of 2/1/23 covers just over 7 months of 2023 GSB, AAWS, GV and LaViña Expenses				
(A) These actions were approved by Trustees Finance and Budgetary Committee on January 29, 2023 and the General Service Board on January 30, 2023.				

RESERVE FUND – 2023 Activity

USES OF GSB's RESERVE FUND



Concept of GSB's Prudent Reserve – not same as in your Home Group's reserve



GSB's Reserve Fund covers much more



In 1967, the General Service Conference Issued the Advisory Action that "The GSB make use of the Reserve Fund for whatever purpose the Board may authorize".



Broadly, this could include, whether planned or unplanned:

Operating Deficits of AAWS or Grapevine

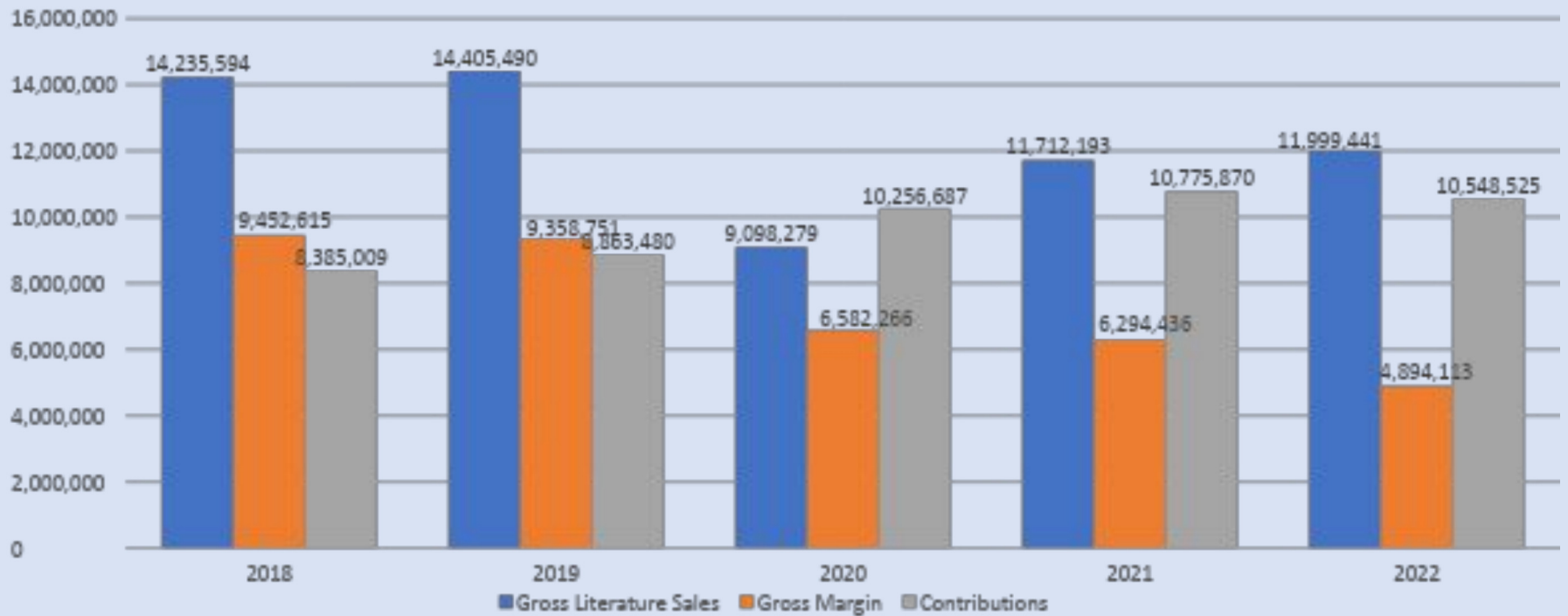
Periodic expenditures such as an office renovation or major technical upgrade

Extraordinary expenses outside of "normal" operations

RESERVE FUND POLICY

- ❖ 1977 Advisory Action established the upper limit of the reserve fund as 12 months of operating expense of GSB, AAWS, and GV combined
- ❖ A 1981 Advisory Action specified that a lower limit not be provided. However, a 9 month lower limit appears in Conference Finance Committee reports throughout the history of the reserve.
- ❖ Policy adopted by GSB in 2022 includes:
 - ❖ a 9 to 12 month goal range
 - ❖ At least 50% of the portfolio available within one year
 - ❖ GSB must authorize transfers into and withdrawals from the Reserve Fund
 - ❖ In the event of emergencies such as a bank failure or inability to meet payroll, Trustees Finance and Budgetary Committee may authorize a withdrawal. If the Committee is unable to be gathered within the needed timeframe, two officers of the GSB may authorize.

IMPACT OF PANDEMIC ON GSO REVENUE DISTRIBUTION



LITERATURE PRICE INCREASE

Generally 20% on
Books

Generally 30% on
Pamphlets

Generally 20% on
Miscellaneous
Items

Some items may
have a different %
increase due to
rounding

Some items not
increased to
maintain
accessibility

Applies only to
English, French,
and Spanish titles

A dark, moody photograph of several lit candles, with the text "TREATMENT AND ACCESSIBILITIES" overlaid in white. The candles are of various heights and are lit, with small flames visible. The background is dark and out of focus, with some bokeh light effects. The text is centered and reads "TREATMENT AND ACCESSIBILITIES".

TREATMENT AND ACCESSIBILITIES

Approve Updated pamphlet
– “AA for the Older
Alcoholic – Never too Late”.

Approve Military Audio
Interviews.

TRUSTEES

1

Approve Slate
of Trustees for
GSB

2

Approve
Officers for GSB

3

Approve Slate
of directors for
AAWS

4

Approve Slate
of directors for
AAGV

INTERNATIONAL
CONVENTIONS/
REGIONAL FORUMS

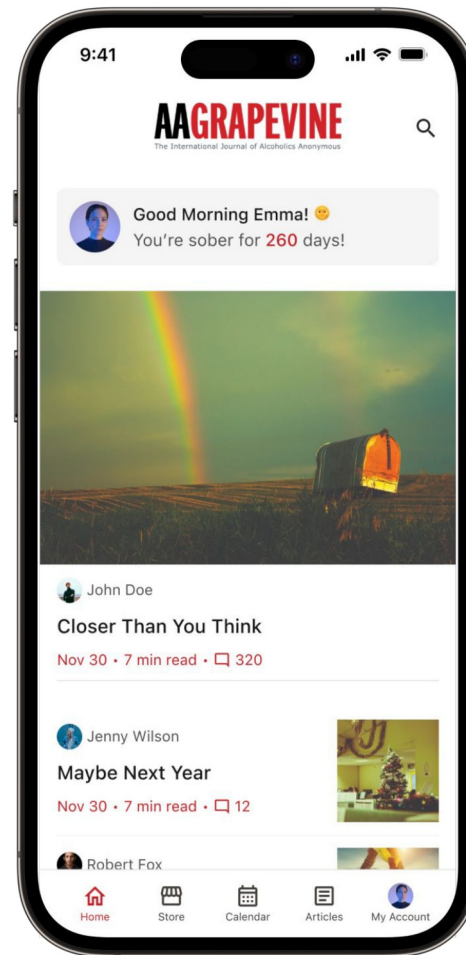
3 Cities for 2035 Convention
be considered: Phoenix, AZ;
Indianapolis, IN; New Orleans,
LA.

21 non-AA-Speakers be invited
to attend the 2025
International Convention.

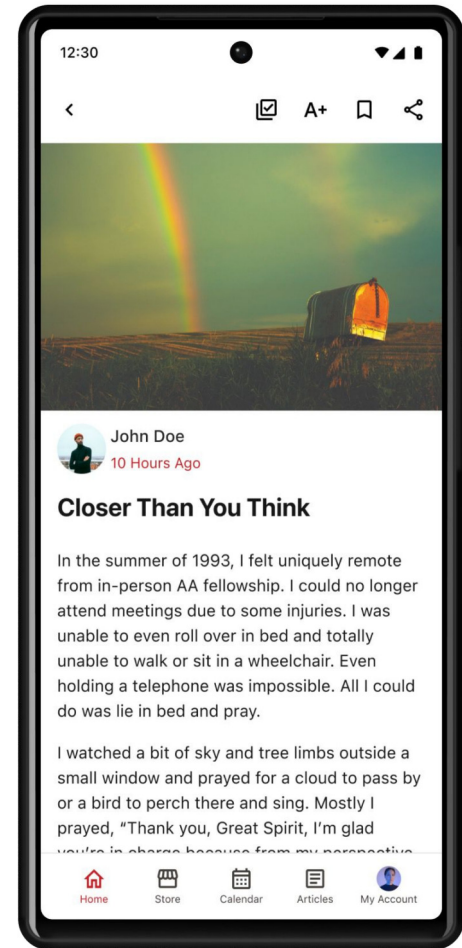
Grapevine & La Viña Apps

**AA General
Service
Conference**

April, 2023



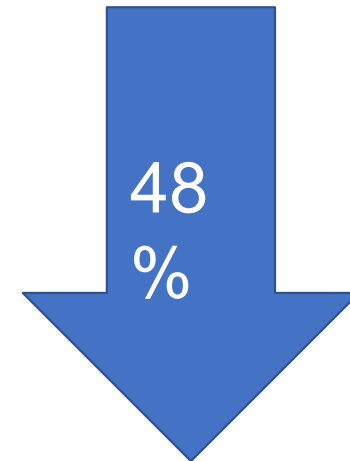
iPhon
e



Androi
d

Periodical Publishing Industry Revenue

- 2007 \$46 Billion
- 2020 \$24 Billion



- A 48% decrease in revenue in magazine publishing

Meeting readers where they are

- Daily reading habits of North Americans

- Newspapers and magazines 11 minutes
- Smart Phone 3 hours plus
- 84% of households have at least one smartphone
- Average person looks at their smartphone every 5 ½ minutes.

- New York Times Example

- Print subscriptions 740,000
- Digital Subscriptions 9,600,000
- Entertainment Weekly, InStyle, Eating Well, Health, and Parents went all-digital in 2022.



Keep Tradition, Enliven Digital

- Print continues as flagships for traditional subscribers to Grapevine and La Viña, Corrections, H&I, groups and for 12th Step work. The magazines are not going away!
- Invest our finances, time and resources in the infrastructure and staffing for digital delivery of content and services.



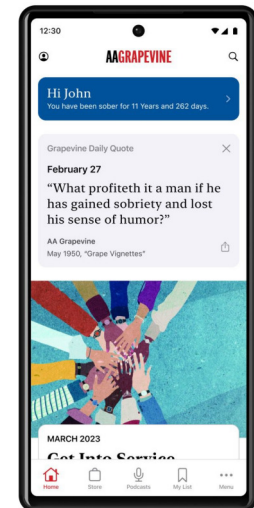
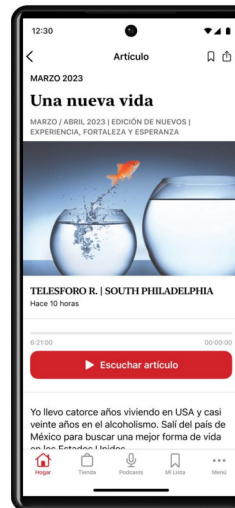
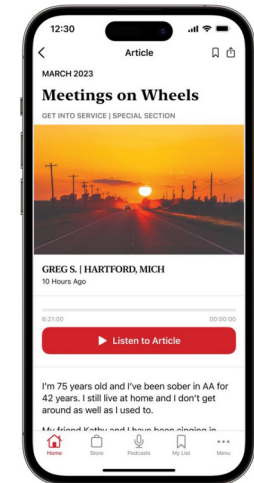
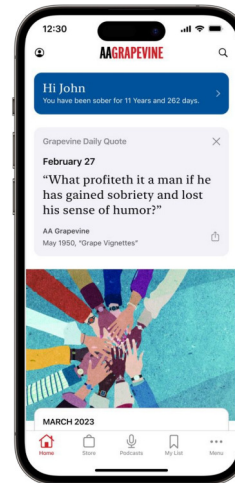
AA Success in mobile digital delivery

- AA Grapevine podcast
 - 436,000 downloads to date
 - 92% using mobile devices
 - 22% growth in listenership over the last 90 days
 - Listenership in top 5% of all podcasts
- Meeting Guide app
 - Currently on 627,460 smartphones
 - 596,000 active users
- Instagram: Grapevine and La Viña
 - Over 11,000 followers



Grapevine and La Viña apps

- iPhone and Android
- Easy to use
- One tap access, passwords
- Embedded with:
sharing thoughts, sharing stories, sharing interactive,
- Personalize with sobriety date, favorite meetings, and spiritual maintenance checklist
- Exclusive content for app users
- Share your Experience, Strength and Hope on articles
- More opportunity to publish your articles
- Share articles with your group, with friends



Other Recovery Apps

**Reframe
Interactive
program**

\$13.99 Month

**I Am Sober
Sobriety
Tracker**

\$9.99 Month

**Meeting Guide
AA World
Services**

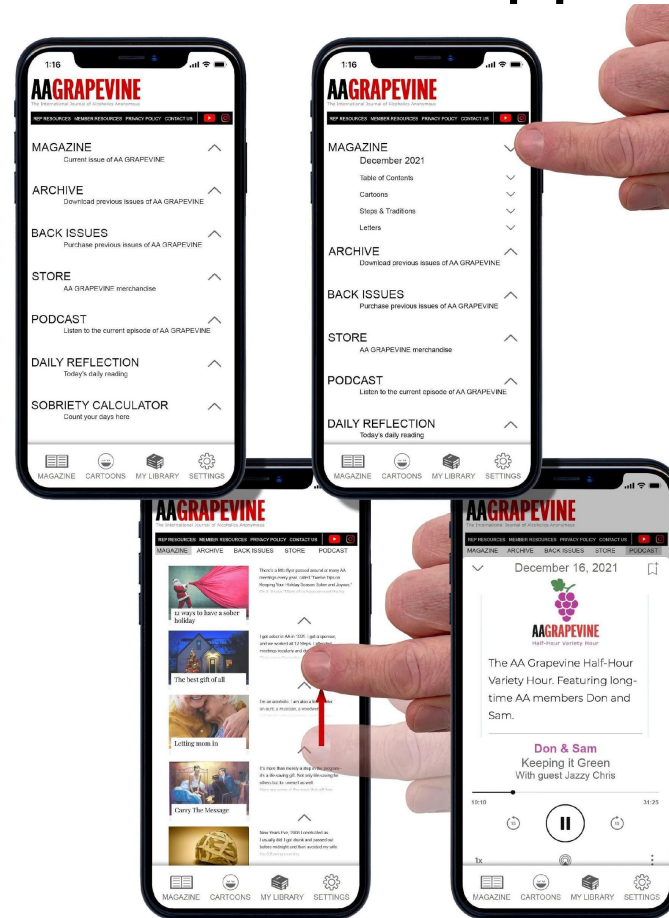
Free

**My Spiritual
Toolkit AA Steps
App**

\$0.99 Month

Enthusiasm for Grapevine and La Viña apps

- Fellowship support and ideas
 - Regional Forums
 - Assemblies
 - ICYPAA
 - National AA Technology Workshop
 - Audio playlists
 - Sharing comments, stories
 - Discussion topics



Survey Summary and Key Insights

- Survey “A strong opportunity”
 - High interest in apps based on response—shut down survey after 4 days
 - \$2.99 monthly price appropriate
 - Discounted yearly rate appealing
 - Respondents comfortable with using recovery apps and Grapevine can be added to their daily digital usage.
 - Content is king for GV and LV — current and past stories get highest scores



Benefit

S

Grapevine
e La
Viña
always on hand

Guide
Personal
Recovery and
help you
help other
alcoholics

Build
Communit
y
App Exclusive
Stories Share
thoughts Share
stories Improved
Events Calendar

Member
Driven
Distribution
Grapevine and
La Viña
Experience,
Strength and
Hope

Benefit

S

Send articles
to Friends

Chat on the topic

Keep track
of spiritual
practices

Daily
checklist

Meeting

Listen
on the
Go

Podcast
player

Magazine
audio playlist

Get
Published!

More room for
more submitting,
sharing

Comment on
Articles

The screenshot shows a podcast player for 'AAGRAPEVINE'. At the top, there is a logo of a bunch of grapes and the text 'AAGRAPEVINE'. Below the logo, it says 'Young and Sober [Season ...]' and 'Episode 4 • 23rd Janua...'. The player has a progress bar at 00:00:00 / 00:35:13. Below the progress bar, there are icons for play, shuffle, repeat, volume, and a menu. Underneath, it says 'More Episodes' and lists several episodes with their titles and durations:

- 4. Young and Sober [...] 00:35:13
- 3. Sometimes Slowly ... 00:35:51
- 2. The World Service ... 00:31:33
- 1. This Beautiful Truth ... 00:33:40
- 27. North Stars in AA [...] 00:33:17
- 26. A Fork in the Road... 00:31:03
- 25. The Meeting Guid... 00:31:27

FEBRUARY 2023 | MAKING
AMENDS | SPECIAL SECTION

Making the rounds

BY: LENNOX S.B. | SAN DIEGO,
CALIF.

With his sponsor's help, he
headed for an ex's funeral to
make a few amends. Turned
out there were more than a
few

▶ 00:00 ————— 00:00

"Kathy died. The funeral's in three days,"
the voice on my answering machine said.

I was devastated. But I was sober. Kathy
and I had broken up two years earlier, after
having lived together for nine years. Like
married folks, we had bought a house
together. But she wouldn't marry me
because, she said, I was an alcoholic. Now
she was gone and it hit me hard. I thought
about the severe damage I had done to
her in our time together.

Increase Engagement with Trusted Servants



- Going forward, Volunteers from 93 Areas
 - Additional paid staff members
 - in the field attracting subscribers and content creators
 - Vetting App exclusive content
 - Curating event schedules
- Strengthening of in-house digital publishing staff

Investment

S

- **Grapevine Board**
 - **Draw from subscription liability fund** **\$670,488**
 - **General Service Board** **\$500,000**
 - **App Capital funding** **0**

App Budget

- Treeline app development
- North Studios, APIs
- Apple and Google fees
- Attraction efforts
- **Total**

\$
250,000
~~\$ 77,200~~
\$ 27,200
\$
355,400

Circulation Growth, from 5-year Plan

2023
Circulation
54,000

2024
Circulation
71,000

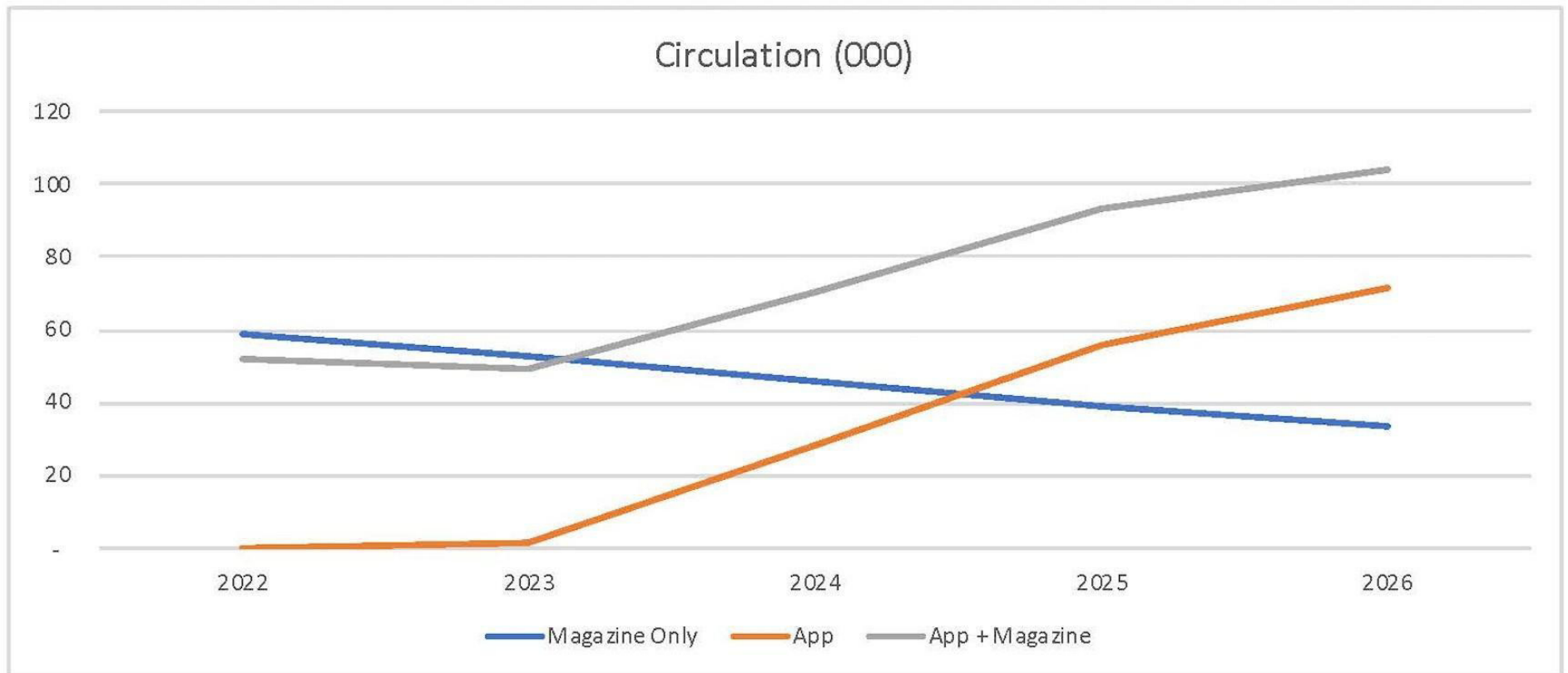
2025
Circulation
93,000

2026
Circulation
104,000

In the year 2026

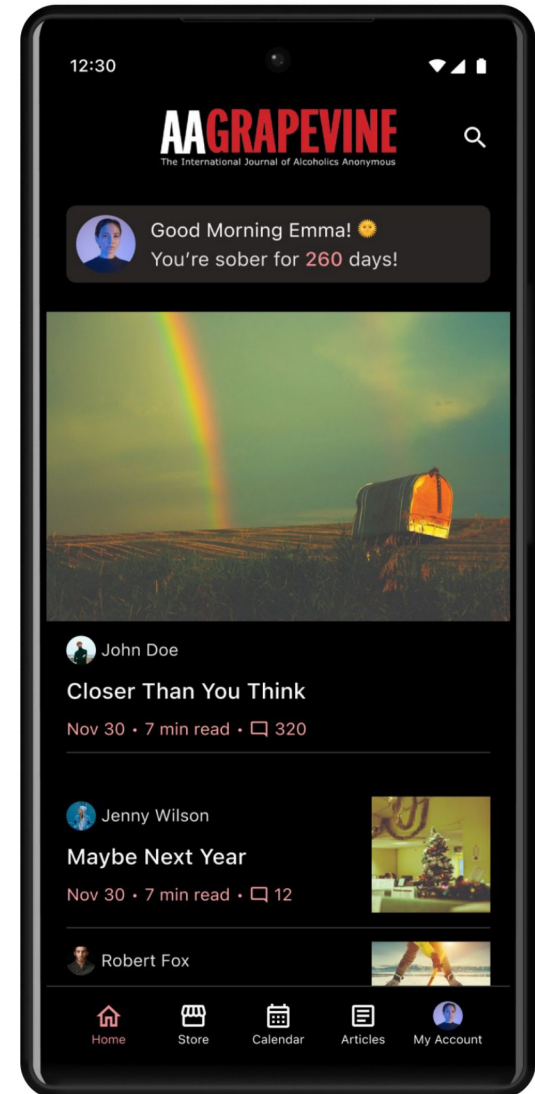
New plan has 104K combined subscribers and a net profit of \$1.1

Million Status quo shows 34K magazine subscriptions and a loss
of \$1.1 Million



App Project Timeline

- App development underway
- Report to Conference Committee April 2023
- Complete development June 2023
- Test July and August 2023 with Beta release
- **Launch September 2023**



App Attraction Efforts

Grapevine and La Viña magazines

Podcast

Grapevine and La Viña

News Banners on

websites

Daily Quote

Instagram

E-mail

blasts

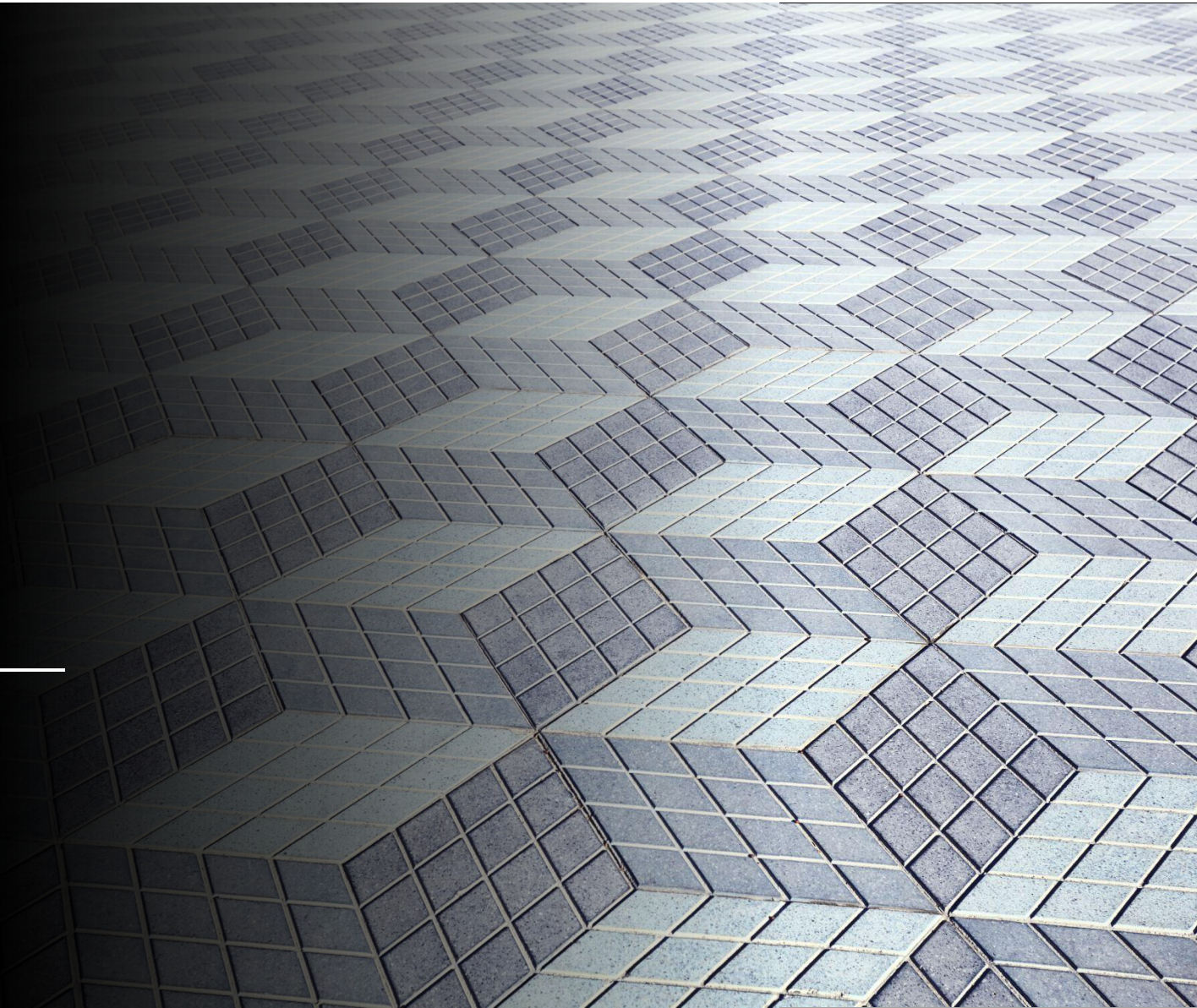
YouTube

Regional Forums, ICYPAA, other





FLOOR ACTIONS



—
The General
Service Board
conduct an
inventory of itself
before the
74th General
Service
Conference.



Alcoholics
Anonymous®

Location Plus



Your **A.A.**
General
Service Office



The A.A. General Service
Conference-approved structure



Location+ Timeline

Milestones and approvals needed to approve renewal of the lease or approval of a new location and transition plan



2022

- ❖ Build RFP to triple bid and select corporate site selection vendor
- ❖ Engage the AAGV and AAWS Boards to inventory of the effectiveness of space, roles, and workflows



2023

- ❖ Review research and recommendations from site selection vendor
- ❖ Finalize inventory of space, use, and workflows in collaboration with the AAGV and AAWS Boards
- ❖ Identify alternative options for locations and structures
- ❖ Finalize report on plan options for renewal and relocation



2024

- ❖ Share Board recommendation with Conference for feedback.
 - ❖ Begin new lease negotiations
- OR**
- ❖ Notify landlord and initiate Relocation Plan



2025

- ❖ A.A.W.S. Implantation begins of:
 - ❖ Path 1 - Renegotiation of lease renewal with quarterly updates.
- OR**
- ❖ Path 2 - Relocation plan with quarterly updates.

Key Review Dates

- Oct. '22 - Prep RFP for Vendors vendors
- Dec. '22 - Distribute RFP

- Jan '23 - Assess interested vendors
- Feb '23 - Review proposals and select a recommendation.
- Mar '23 - Review internal track reports from AAWS and AAGV
- April '23 - Report to Conference
- July '23 - Status update to GSB
- Oct '23 - Present potential options for relocation w/ logistical plans

- Jan '24 - Present final recommendation on whether to remain at Riverside Drive or relocate.
- April '24 - Collect Conference feedback on final recommendations
- April '24 - A.A.W.S. begins implementation of lease negotiations or relocation.
- July '24 - Final Report of Ad Hoc Committee

What to expect from the vendor

The Location Plus ad hoc has opted to engage an external consultant with expertise in all aspects of location study to ensure objective, comprehensive information assessed by qualified professionals is available to inform recommendations and decision making. With a full assessment of financial and functional impact of each alternative

VENDOR METHODOLOGY FOR SCENARIO EVALUATION

Compare the current location with at least 3-5 possible locations.

Scenarios Under Consideration

1. Remain and reconfigure existing location
- 2a. Relocate to another location in New York
- 2b. Relocate to another location in the Tri-State area
3. Relocate out of state

Scenario evaluation will include details about:

-travel, meetings and events (Board meetings, GSC)

-human resources

(quality of life, cost of living, labour market, transition for existing staff)

-available office space and rates, parking and/or public transportation ---state requirements, regulatory and taxes

.....and more

Guiding Principles

Excellent Services
Provided to the
Fellowship and
others interested
in AA

A workplace that
allows all of our
employees to
thrive

Prudence and
with the AA
dollar

Participation of Online Groups

GSB Ad Hoc Committee

71st GSC

- Advisory Action: The General Service Board form a committee to explore future possibilities for the participation of online groups in the U.S./Canada General Service structure.

Progress Report
to the 72nd GSC

- Gathered input and sharing from the GSO Working Group, Online Intergroup of AA (OIAA), other fellowships, AA in other countries, submissions to the GSC. This 35 page report was presented to the 72nd GSC. Among the conclusions was that there were more questions to be asked, and that a survey to the delegates to better understand online group participation throughout the 93 areas of the US Canada structure should follow.

May-November
2022

- Survey to the delegates regarding participation of online groups has been sent, review and analysis of the results is in progress.
- In the interim many areas and districts have found methods to include participation of online groups, and proposed agenda items on this topic (pro and con) continue to be received.



PARTICIPATION OF
ONLINE GROUPS

General Service Board
of Alcoholics
Anonymous

PROGRESS REPORT
FOR 73RD GSC

1, 168 virtual
groups
(March 2023)

752 have a GSR

2 Virtual Districts

More Shared Experience Needed Regarding Online Groups

Questions and more questions....

Has AA now outgrown a solely geographic structure?

What new opportunities have arisen?

What are we missing?

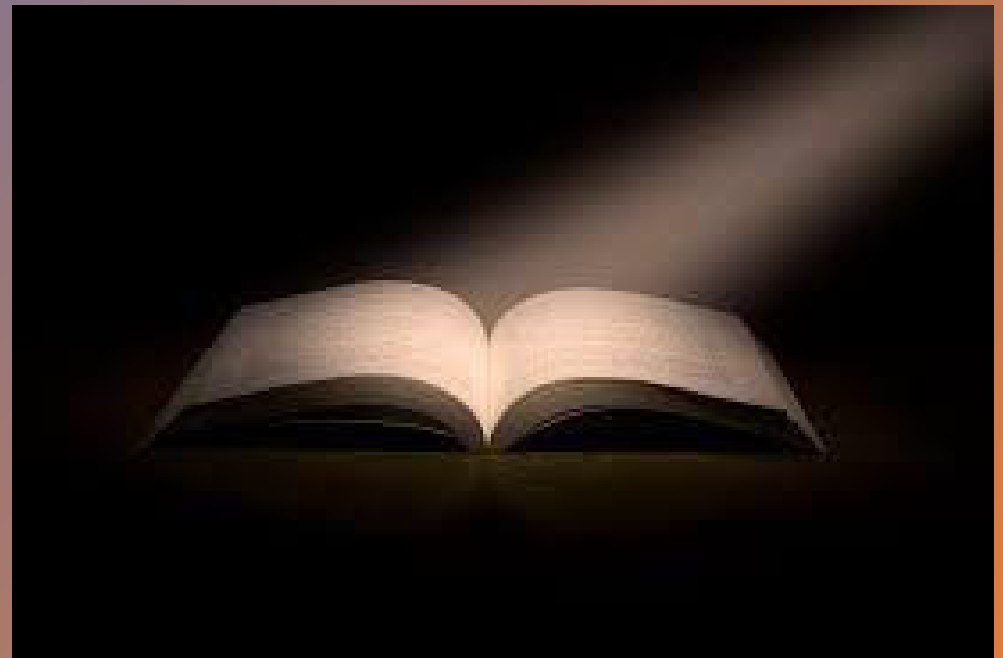
What are the challenges?

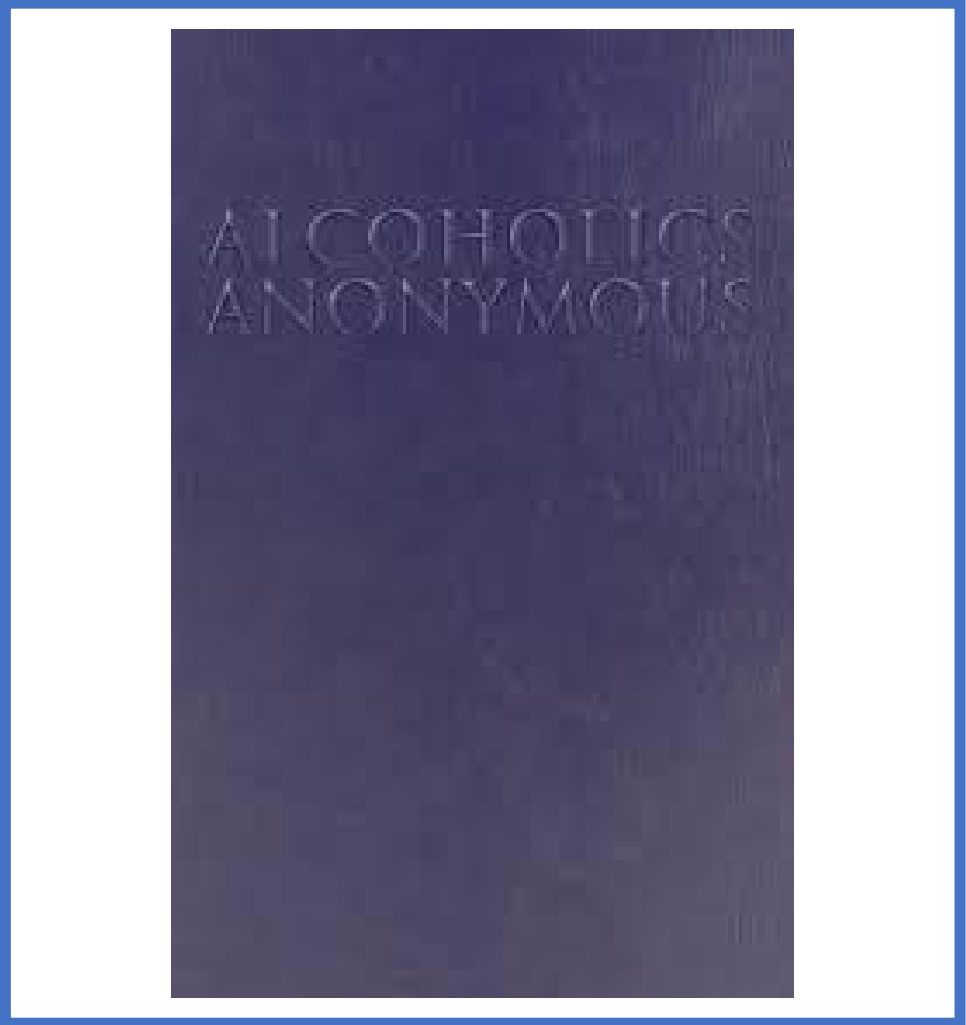
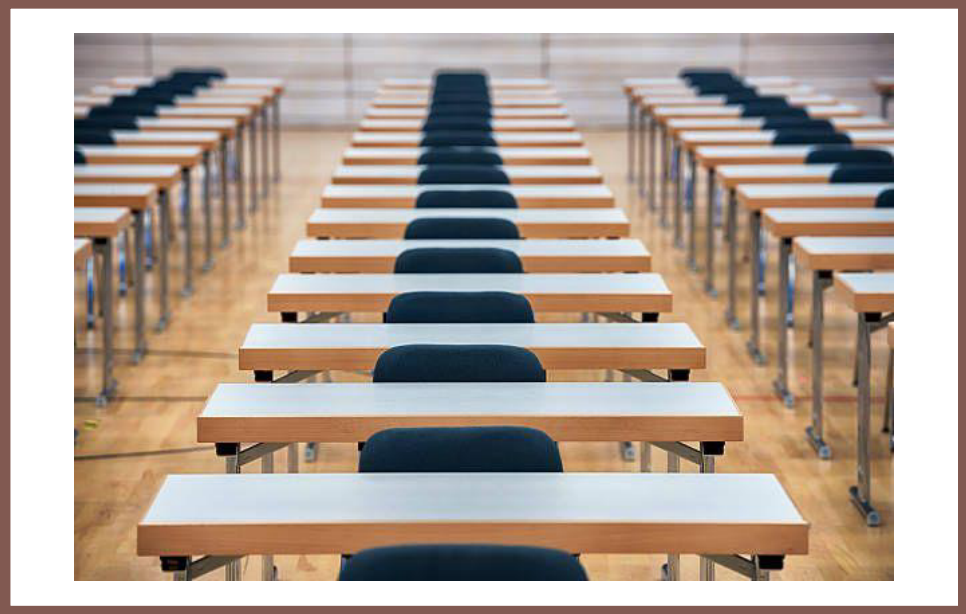
What are the constantly changing emergent concerns?

So where do we go from
here?



**Plain
Language
Big
Book**





CONTENTS

<u>Chapter</u>	<u>Page</u>
Preface	5
Foreword	6
Doctor's opinion	9
1. BM's Story	19
2. There is a solution	32
3. More about alcoholism	42
④ We agnostics	52
⑤ How it works	62
⑥ Into action	76

Preface : " This book is not intended to replace Alcoholics Anonymous " → Highlighted

Foreword : " How and why did Alcoholics Anonymous begin ? " → wow! Summary + story of AA and how it works.

① Bill's Story

Section 1 My early career as a stockbroker

- Definitions on the side
- ① Craving
 - ② Chronic
 - ③ Sober
 - ④ Delirium

- ② Wealth, success, and lots of liquor
- ③ A new start in Canada
- ④ Stopping and starting again
- ⑤ Learning about alcoholism at the hospital
- ⑥ A visit from a loved one (fearful ③)
→ Ebby + Bill → moving redline
- ⑦ The long road to recovery
→ beautiful version Bill's step 3. (p13)
- ⑧ Bringing a message of recovery to more alcoholics

Disclaimers :

The brief excerpt from Alcoholics Anonymous, the Big Book, page (page 56), is reprinted with permission of Alcoholics Anonymous World Services, Inc. ("A.A.W.S."). Permission to reprint this excerpt does not mean that A.A.W.S. has reviewed or approved the contents of this work, or that A.A. necessarily agrees with the views expressed herein. A.A. is a program of recovery from alcoholism only - use of this excerpt in connection with programs and activities which are patterned after A.A., but which address other problems, or in any other non-A.A. context, does not imply otherwise.

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- # ⑤ Apathy
- ⑥ Fellowship
- ⑦ Spree
- ⑧ Vital and L. Experience
- ⑨ Release
- ⑩ Abstinence
- ⑪ Dry / Dry drunk
- ⑫ Agonize
- ⑬ High Power
- ⑭ Fighting
- ⑮ Beliefs for
- ⑯ American
- ⑰ Beauty

—

From the PREFACE.....

**“This book is
not intended to
replace
Alcoholics
Anonymous”**



Chapter 2 → There is a solution

Theme titles

- ① Alcoholics who help each other feel
- ② Why was the Big Book created? ^{understand} _{on}
- ③ Understanding types of drinks
- ④ Why can't alcoholics just stop drinking?
- ⑤ Alcoholism is a life + death situation
(God is not referred to as "He" - (Part I _{introduction}))
- ⑥ Why alcoholics must connect with ^a Higher Power
- ⑦ God, as you understood _{God}

Chapter 3 → More About Alcoholism

→ list in point form of ways we tried to drink normally

① Once an alcoholic, always an alcoholic

② How to tell if you are an alcoholic
→ story of Tom (car dealership -)

③ The mind of an alcoholic very clear
→ the "jaywalker" is female (ste/ker)

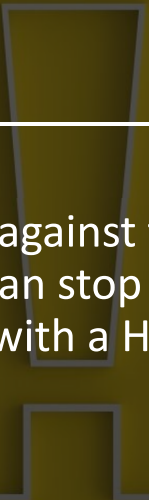
④ Drinking without thinking
→ Fred → business man "That was all."
* some "squiggly writing" "Nothing more."

Last Paragraph

"We'll say it once more. At certain times, alcoholics have no defense against the first drink. They cannot stop themselves from drinking. No other human being can stop them from drinking. The only way to stop is to create a meaningful relationship with a Higher Power."



“Once more: The alcoholic at certain times has no effective mental defense against the first drink. Except in a few rare cases, neither he nor any other human being can provide such a defense. His defense must come from a Higher Power.” BB P. 43 (4th Edition)



“We’ll say it once more. At certain times, alcoholics have no defense against the first drink. They cannot stop themselves from drinking. No other human being can stop them from drinking. The only way to stop is to create a meaningful relationship with a Higher Power.”

Chapter 4 The Signatures

"Higher Power - A force or power that is stronger than you are. Something that influences events in the universe?"

- ① A Higher Power can guide your journey
- ② Please God on your own terms
- ③ Let go of resistance to faith
- ④ Where we all agree
- ⑤ The question of faith
- ⑥ God is within you already

Chapter 5 → How it works.

The 12 steps → interact with God as Human

Chart

1st Step	Plain language Translation
1...	1...
2...	2...
↓	↓
12...	12...

'Step 6 → We became open to the idea that our Higher Power could help us get rid of our negative traits.'

'Step 3 → We decided to trust God as we understood God to guide our lives.'

'Step 10 → On a regular basis we continued to think long and hard about our mistakes, and be very honest with ourselves. Whenever we were wrong, we would say so as soon as we realized it.'

Step 11 → we used practices like prayer and meditation to improve our connection to our H.P. When we did this, we asked for guidance and the strength to do what is right — not what we wanted for ourselves.'

Disclaimers :

Chapter 5 (Cont'd),

- ① Stop playing God
- ② How selfishness hurts us
- ③ Taking initiative and responsibility
- ④ Dealing with resentment
- ⑤ Fear hinders everywhere
- ⑥ How to motivate your self here
- ⑦ Faith helps us when we cannot help ourselves

✓	✓	✓

Chapter 6 → Into Action

- ① Finish your house cleaning
- ② Find the right person
- ③ Let go of detours
- ④ Be willing, make amends
- ⑤ Expect the unexpected when making amends
- ⑥ Fidelity + amends at home
- ⑦ Fully Sincerely

