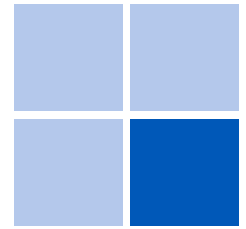


Quarterly Report from G.S.O.



Activities of the General Service Board Including A.A. World Services, Inc., A.A. Grapevine, Inc.

This is a confidential bulletin, for use only within A.A.

July 2017

General Service Board Meeting

The General Service Board of Alcoholics Anonymous, Inc. held its quarterly meeting at the Crowne Plaza Times Square Hotel, New York, NY, on Monday, July 31, 2017. Class A (nonalcoholic) chair of the General Service Board, Michele Grinberg, presided.

The chair warmly welcomed all present.

All committees met during the weekend. Highlights of committee reports appear below:

Archives

The committee heard a progress report on the book project (*Unity in Action: Bill W.'s General Service Conference Talks, 1951–1970*) and reviewed sample archival photographs for inclusion in the new publication. The committee will review a draft of the proposed publication at its October meeting and discuss the use of unpublished archival images in the book.

Conference

It was noted that the anonymity-protected, digital 2017 *Final Conference Report* is complete and will soon be posted on the newly reconfigured Conference dashboard, along with the updated grid of proposed Conference agenda items. The committee agreed to forward to the trustees' Nominating Committee a proposed Conference agenda item requesting a reorganization of the A.A.W.S. and General Service Boards and reviewed the 68th General Service Conference week schedule, requesting that consideration be given to including trips to both G.S.O. and Stepping Stones on next year's schedule.

Cooperation with the Professional Community/ Treatment and Accessibilities

Cooperation with the Professional Community: The committee reviewed the results of badge-reader technology and encouraged use of similar technology when available at a reasonable cost and when the local C.P.C. committee staffing the exhibit is comfortable using it.

Treatment and Accessibilities: The committee agreed to forward to A.A.W.S., Inc. the recommendation to re-record the DVD and CD versions of the pamphlet retitled "Accessibility for All Alcoholics" in an amount not to exceed \$20,000.

The committee discussed a request to develop a pamphlet for Deaf A.A. members and requested shared experience from the Fellowship regarding the need.

Corrections

The committee agreed to add "Many Paths to Spirituality" to the Corrections Kit and discussed ways incarcerated Canadian members utilize the Corrections Correspondence Service (CCS).

Finance

Both the Retirement Committee and the Retiree Medical Committee met on Thursday July 27, 2017, to review the investment results for the six months ended June 30, 2017. As of June 30, 2017, the market value of the Retirement Trust was \$31,868,063, which compares with the Projected Benefit Obligation at December 31, 2016, of \$35,158,955. As of June 30, 2017, the value of the Postretirement Medical Fund was \$4,278,323, which compares to the Postretirement Medical Liability of \$7,668,760 as of December 31, 2016.

The Retirement Committee recommended to both operating corporations that an initiative be undertaken to offer certain participants in the Defined Benefit Plan a voluntary buyout option as a way of reducing A.A.'s future operating costs and pension plan liabilities.

The grassroots campaign encouraging each member to give \$7.27 on July 27 (\$7.27 is the estimated average cost of services provided by G.S.O. per member of the Fellowship during 2016) has had a very gratifying response, with 459 online contributions totaling approximately \$9,300 from the first day only. Contributions received by mail are still being processed, with the number and amount to be reported at the October meeting. The committee acknowledged these individual member initiatives and expressed gratitude to the Fellowship for such efforts.

G.S.O. Financial Results:

Bob Slotterback (nonalcoholic) reviewed the financial results of G.S.O. for the six months ended June 30, 2017.

Net literature sales during the first six months of 2017 were \$7,211,306, which is \$175,867 (2.5%) greater than budget and \$422,738 (6.3%) greater than last year.

Seventh Tradition contributions during the first six months of 2017 were \$3,771,670, which is \$442,896 (13.3%) greater than budget and \$330,186 (9.6%) more than last year.

Adding gross profit from literature and contributions resulted in net revenues of \$8,788,186, which is \$869,769 (11.0%) greater than budget, and \$799,455 (10.0%) greater than last year.

Total operating expenses for the first six months of 2017 were \$7,821,310, which is \$82,119 (1%) less than budget, but \$138,440 (1.8%) greater than last year.

In summary, total revenue for the first six months of 2017 was \$8,788,186, compared to total expenses of \$7,821,310, resulting in net profit for 2017 of \$966,876. This compares with a budgeted profit of \$14,988 and the prior year's profit of \$305,860.

Grapevine Financial Results

Combined average circulation of print, online and the GV app was 76,288, compared with average circulation for last year of 78,130 and the 2017 budgeted circulation of 74,674. Average print circulation of 70,238 was 1,211 copies greater than budget of 69,027, while GV online circulation is running 1,187 less than budget. The GV app sales were 1,769 compared with 180 budgeted.

Gross profit from the Grapevine magazine during the first six months of 2017 was \$726,823, which is \$61,897 (9.3%) more than the \$664,926 budgeted and \$11,451 greater than the \$715,372 for last year.

Revenue from other publishing activities was \$227,456, bringing total gross profit for the first six months of 2017 to \$954,279. This is \$63,947 (7.2%) greater than budget and \$28,978 (3.1%) greater than last year.

Total 2017 costs and expenses of \$915,187 were approximately \$49,097 (5.1%) less than budget and \$22,894 (2.6%) greater than last year. After subtracting the costs and expenses from total income, the result is a \$47,992 profit for the first six months of 2017, compared with a \$66,402 budgeted loss and a \$39,308 profit for last year.

La Viña Results

The La Viña magazine had average circulation of 9,984 in 2017, compared to a budget of 9,579 and 10,429 in 2016. This resulted in a shortfall between its revenue and expenses of \$62,494 for the first six months of 2017, which is \$20,892 less than budget and \$18,410 less than the shortfall for last year.

Reserve Fund

At June 30, 2017, the Reserve Fund had a balance of \$16,270,084, which reflected the \$1,200,000 contribution from the General Service Office and the \$40,000 contribution from Grapevine in 2017. The Fund is currently earning a return of 1.28% and represents approximately 10.7 months of 2017 combined operating expenses.

The board approved a transfer of \$2,000,000 from the Reserve Fund, with \$1,250,000 going to the Pension Plan Trust and \$750,000 going to the Postretirement Medical Fund.

General Sharing Session

The topic of the Third Quarterly General Sharing Session was "Self-Support: The Connection Between the Group and A.A. as a Whole." G.S.O. Staff member Racy J. presented on the subtopic, "What Is the Connection Between the Group and A.A. as a Whole That Occurs?" and A.A.W.S. Director Homer M. presented on the subtopic, "How Well Do We Communicate About This Connection?"

Racy began her talk by recalling, "In 1997, I was 23 years old, fresh out of an eight-month institution stay... My concept of self-support was that I was happy to receive any support you could contribute."

Years later in sobriety Racy reflected, "Just as a woman had taught me in 1997 about self-support, with a then dollar in the basket, I was to now demonstrate what I had determined was me contributing meaningfully to my group's expenses, my district,

my county, my area, my intergroup, and for the alcoholic who cannot yet contribute."

Racy concluded, "So, how do we connect Tradition Seven to A.A. as a whole?... We might first speak about self-support and the services it provides in relatable terms that are accessible to all A.A. members; we might also replace the idea of 'free' with the idea of 'spiritual freedom'; and we might continue the search for new ways to pass on what was waiting for us when we arrived."

Homer shared, "We have experienced significant growth in the last two years... Six areas contribute over 10 dollars per member and over 50 percent of the groups in eight areas contribute... These areas will become an inspiration for other areas." He concluded by stating, "This is another opportunity for spiritual growth and many opportunities for service."

After the presentations, moderator Yolanda F. invited all in attendance to share on the theme and subtopics. The following includes some of the sharing from attendees.

A Class B trustee shared that his sponsor asked him to attend a meeting he didn't like for a year. It helped him to learn that rather than leave a group he could stay and help it to grow. Another Class B trustee shared that he was fascinated by self-support, noting that when we communicate our needs to the Fellowship they meet the need. A G.S.O. Staff member said that she loved to share our principle of self-support with non-A.A. members, who are pleasantly surprised to learn about this principle. Another Class B trustee related that when he served as an area treasurer he once received a check for 54 cents. He came to realize that the check might contain the first 10 cents contributed by a newcomer. Another Class B trustee shared that she encouraged her sponsee to contribute more money in the basket and to let go of the fear of economic insecurity. An A.C.M. shared that he talked to a sponsee in Sweden who had no idea what a convention registration fee was. In Sweden, they announce the cost of the event and pass the basket. The necessary cost is always met.

Another A.C.M. shared that a member who was a part of a new group came to visit G.S.O. This member was able to make a contribution in person for her newly listed group and have the experience of touring the office and seeing what the group's contribution made possible. A Class B trustee shared that a group's size does not necessarily determine the amount of its financial contributions, and a G.S.O. Staff member shared that his home group's treasurer sends out an email to all group members about how much the group has contributed per member. He added that it's not contributing to get something in return, but rather giving to carry the message.

International

The committee discussed translation of the WSM *Final Report* and requested posting of the anonymity-protected 24th WSM *Final Report* in Spanish on aa.org when it becomes available from Mexico. The committee also requested that a note appear with information regarding this posting.

The board approved a recommendation that the General Service Board U.S./Canada be responsible for a maximum of \$46,000 total for supporting delegates from Belize, Cuba, the Dominican Republic, Honduras, Nicaragua, and Trinidad and Tobago to attend the 20th REDELA, with the funds to be distributed in a prudent and informed manner after consultation with Mexico.

International Conventions/Regional Forums

International Conventions: The board approved the design for the 2020 International Convention logo and the recommendation that during the International Convention from July 2 through July 5, 2020, in Detroit, MI, only those purveyors of goods and services that are part of or under contract to the Convention management will be permitted to operate on any of the facilities or grounds that are assigned to or under contract to the Convention management.

Regional Forums: The committee reviewed the progress report on the Special Forums and noted the importance of continuing with Local Forums because of the valuable exchange of information that takes place between the board and the Fellowship with each type of Forum. The committee also reviewed options for video production of a virtual regional forum.

The board approved the request for a Local Forum in 2018, to be hosted by Area 08 California San Diego/Imperial.

Literature

The trustees' Literature Committee chair appointed the following subcommittees to: 1) review existing recovery literature, identify places where it may be appropriate to insert the topic of safety, and provide suggestions on language; 2) continue work on the update of the pamphlet "Young People and A.A."; and 3) continue work on the project of expanding the availability of "plain language" recovery literature.

The committee agreed to forward to the 2018 Conference Literature Committee a request to add an appendix to the Big Book reflecting "recognition received from the Library of Congress."

Nominating

The committee reviewed its Composition, Scope and Procedure, and the board approved that the section "For unexpected vacancies" of Procedure #11 (procedure for electing regional trustee candidates in the United States and Canada) be revised and updated to include changes to the G.S.B. bylaws reflecting a 2016 General Service Conference recommendation regarding unexpected vacancies.

The committee had a thoughtful and wide-ranging discussion regarding the regional service structure, and a subcommittee will review historical information on the regional general service structure.

The board approved the committee's recommendation that Beau B. serve as a general service trustee and director on the A.A.W.S. Corporate Board to fill the vacancy left on the General Service Board after the passing of Joe D., and approved the appointment of four A.C.M.s to serve one-year terms on the trustees' Committees on Public Information, Cooperation with the Professional Community, and Corrections.

Public Information

The committee discussed the Conference Advisory Action that a new video P.S.A. be developed. The staff secretary will move forward with an RFP request.

The committee reviewed the Young People's video submission from an area and agreed to forward it to the 2018 Conference Public Information Committee.

The committee discussed the procedures and methodology

currently used for gathering information for the A.A. Membership Survey and requested that the current methodology be evaluated by a professional.

Trustees Planning and Sharing Session

General Service Board chair Michele Grinberg introduced two recommendations, which the board approved: that Terry Bedient, Class A (nonalcoholic) former trustee be appointed trustee emeritus and that the amended General Service Bylaws as approved by the 2017 General Service Conference be adopted. Additionally, an ad hoc committee was appointed for the annual review of General Service Board sections in *The A.A. Service Manual*.

A.A. World Services

Since its March 2017 meeting, the A.A. World Services Board has met four times: April 27, June 15 (for a new directors' orientation), June 16 and July 27. During this same period, the A.A.W.S. Finance, Publishing, Technology/Communication/Services and Nominating Committees each met twice.

Services

Communication Services: G.S.O.'s Website Design Committee is reviewing presentations from selected vendors for the proposed website redesign and research is underway regarding the development of a new A.A.W.S. app.

Conference: The Conference dashboard has been updated in all three languages. The Publishing Department has completed the *Final Conference Report* in all three languages and is preparing the new digital, anonymity-protected versions. G.S.O. and Grapevine staff are working on implementation of Advisory Actions. Additionally, a G.S.O. team has been meeting regarding implementation of the 2017 Advisory Action that G.S.O. strive to translate all Conference background material into French and Spanish by the first week in March.

Cooperation with the Professional Community: Ten of the 24 national exhibits for 2017 have been completed, and new C.P.C. banners have been produced in all three languages for use at national conferences: the Spanish and English banners made their debut at the National Council of La Raza; the French banner will get its first use at the College of Family Physicians of Canada Conference in Montreal.

Corrections: Local committees coordinated 91 prerelease requests and 18 requests for new meetings. Over 90 volunteers responded to the C.C.S. "Mail Call" printed in the July prison issue of the Grapevine, including former inmates who benefited from C.C.S. as insiders and are now outsiders.

Group Services/Loners Internationalists Meeting (LIM): Copies of the initial draft of the *Final Conference Report* were sent to the Conference Committee on Report and Charter for their review. The assignment also compiled material for the May/June and July/August issues of *LIM*.

International: The International assignment recently attended the Sub-Saharan Africa Service Meeting in Johannesburg, South Africa, and the Asia Oceania Service Meeting in Ulaanbaatar, Mongolia. Additionally, preparations are underway for the 25th WSM to be held in Durban, South Africa, in 2018.

Literature: The June 2017 literature activity update report was distributed to all literature committee chairs and delegates, providing information about the actions of the 2017 General Service

Conference, an update on Big Book translations, and announcing the availability of the recently published “Safety Card for A.A. Groups.”

Nominating: Announcements have been sent out by the Nominating assignment regarding vacancies upon rotation of regional trustees Richard B., Eastern Canada, and Joel C., Pacific, following the Conference in April 2018.

Public Information: The annual anonymity mailing to the media was sent in June to more than 30,000 members of print, broadcast and Internet media organizations at English, French and Spanish-language outlets.

Regional Forums: The Northeast Regional Forum was held in Mars, Pennsylvania, with 413 attendees, including 286 first-timers. The first of two Local Forums in 2017 took place in Area 72 Western Washington with the goal of broadening the understanding of general service in the Latino community. The Local Forum was in Spanish with translation to English.

Treatment and Accessibilities: The July 2017 Treatment and Accessibilities activity update reports were distributed to all treatment and accessibilities committee chairs and delegates, providing information about the actions of the 2017 General Service Conference and requesting shared experience from local and area committees and members regarding carrying the message to alcoholics who are veterans and active duty members of the Armed Services.

International Convention: The 2020 International Convention coordinator and general manager went on a Convention site visit to Detroit, Michigan.

Administrative Services

The new Meetings, Events, and Travel Services Department (METS) has begun operation.

A number of RFI/RFPs are in progress: Communications audit, per General Service Board; website design; catalog redesign; HR/payroll system software; French translation services.

Further, G.S.O./A.A.W.S. will support the RFP that will be issued for a potential new independent auditor for the General Service Board, A.A. World Services, Inc., and A.A. Grapevine, Inc., per the recommendation adopted by the General Service Board April 29, 2017 for a company to be engaged January 1, 2018.

Archives

Archives staff continues to respond to an increasing number of requests for information, recording an increase of approximately 120 requests over last year. Archives staff is beginning to prepare for construction, which will allow for an internal reconfiguration to expand workstations. As a result, the Archives will be closed for all tours and visitors for a brief period of time during the summer.

Technology / Communication / Services (TCS)

The TCS Committee reviewed progress reports regarding additional channels of communication with the Fellowship and moving forward with a Google for Nonprofits account. It was generally felt that any proposed development of an A.A. app ought to be tied in with the ongoing website redesign project.

The board approved the following recommendations brought forward by the TCS Committee: that an “A.A. Around the World” page be added to aa.org, and that the anonymity-protected

version of the 2016 WSM *Final Report* be posted on the aa.org “A.A. Around the World” page in English and Spanish (the Spanish version to be supplied by Mexico’s G.S.O.).

Publishing

Gross sales: June gross sales are under budget, with actual gross sales at \$961,000, which is a \$243,720 or 20.23% negative variance against budget of \$1,204,720. For 2017 through the month of June, gross sales are above estimate: \$7,316,669 actual sales vs. estimate of \$7,157,772, which is a \$158,897 or 2.81% positive variance.

Web sales: Total web sales (A.A.W.S. Online Bookstores) for June 2017 stand at \$613,899, which accounts for about 64.8% of total sales for the company. Note: Total online orders for June stand at 1,301, which is 68.37% of total orders, which stand at 1,903. Sales on the B2B online store (primarily Intergroup/Central Offices and other bulk orders) for June are \$437,072, and B2C sales (individual customers) stand at \$176,826.

Digital books: Total e-book gross sales January through June 2017 stand at \$110,189 with 28,342 units distributed. Additionally, a new e-book feature improving pagination navigation has been completed, with implementation to take place simultaneously upon receipt of all three language versions.

International licensing and translation: The Croatian Big Book has been approved and an Authorization to Print has been issued; a revised translation of the Slovakian Big Book has been submitted for review; the Navajo Big Book is proceeding with the audio recording of the final two chapters. Translations of A.A. pamphlets are moving forward in Brazil, Bulgaria, Croatia, Ireland, Latvia, Poland, Russia, Serbia, Sweden. Additionally, the master digital files have been obtained and adapted from G.S.O. India for the Big Book in Punjabi and the “Twelve and Twelve” in Punjabi and Hindi for distribution in the U.S./Canada. Files for the Big Book in Hindi are expected soon.

The committee reviewed a request from an area for permission to begin work on a “re-translation” of the Third Edition Spanish Big Book, and the committee agreed that it would be a disservice to the Fellowship to foster multiple translations of the Spanish Big Book and that at this time there was not an expressed need within the Fellowship for a re-translation.

Catalog Redesign: Four vendors were issued RFP documents and a vendor is to be selected August 1.

Twelve Concepts audio project: The committee discussed the project, which is currently on hold, as per the committee’s request, and asked that the Publishing Department research cost estimates regarding production of *The Twelve Concepts* in audio format (in English, French and Spanish) by A.A.W.S. The committee also requested the Publishing Department to inform the area involved that the project should remain on hold at this time.

Translation services update: The Publishing Department is now using French translation and editorial services from the pool of freelance vendors developed through the recent RFI process and has completed reviews and updates for the French editions of *Alcoholics Anonymous*, *Twelve Steps and Twelve Traditions*, *Daily Reflections*, *Living Sober* and a number of pamphlets and other materials. Additionally, *Daily Reflections* and all of the pamphlets have been redesigned with new covers and, where necessary, updated to reflect actions of the 67th General Service Conference.

The board approved the following recommendations brought forward by the Publishing Committee: that A.A.W.S. donate

5,000 units of the 75th Anniversary Commemorative Edition of *Alcoholics Anonymous* to A.A. Grapevine to be used as they see fit; that the strategic plan for redesigned large-print literature formats presented by the Publishing Department be implemented; and that dubbing in French and Spanish be provided for the video “A New Freedom.”

Finance

Unaudited financial results: For details on A.A.W.S. Finance, see the report of the trustees’ Finance Committee on page 1 of this report and the summary of unaudited financial results on the last page of this report for the period ended June 30, 2017.

International Convention

The committee heard a report from 2020 International Convention consultant Gregg Talley, who provided a schedule of expenses incurred so far and described a recent site visit to Detroit where preliminary efforts concerning transportation, security and border-crossing have begun.

Self-Support

An ad hoc A.A.W.S. committee on self-support met and agreed that its scope should be to recommend actions and ideas to A.A.W.S. that will help the Fellowship approach self-support from the perspective of contributions vs. services.

Information Technology

The IT department has been evaluating and updating various office software systems, especially accounting, contributions, record-keeping and email. An interim aa.org home page has been established, and work proceeds in the preliminary stages of a full website redesign.

Nominating

The board approved that Beau B. be put forward as the nominee for the position of general service trustee following the 2018 General Service Conference.

Internal Audit

The committee met twice via conference call and reviewed internal and external documents identified by the committee as possible resources in defining the Composition, Scope and Procedures of the committee.

Other

The board approved the following recommendations: that A.A. World Services, Inc., purchase Grapevine and La Viña gift subscriptions totaling \$6,000 to be used by G.S.O. to carry the message, and that additional construction be undertaken in the Archives, at a cost of up to \$70,000.

A.A. Grapevine

The A.A. Grapevine Board of Directors met four times since the General Service Conference: teleconference on May 11, 2017; a new director’s orientation on June 9, 2017; a board meeting on June 10, 2017; and a quarterly meeting on July 27, 2017.

Board Committees

The Finance and Budget Committee met via teleconference on June 6 and July 24. The Outreach Committee met via teleconference on June 7 and June 22, 2017. The Nominating/Governance Committee met via teleconference on July 7, 2017. The

Outside Sales Ad Hoc Committee met via conference call on July 3. The Licensing and Copyright Ad Hoc Committee met on July 6 and discussed a need for a more explicit written licensing policy for AAGV.

Board Actions

June 10, 2017: In addition to approving the minutes of the March 11, 2017, board meeting and approving the treasurer’s report on A.A. Grapevine and La Viña, the board took the following actions: agreed to print a short run of *The Home Group: Heartbeat of AA*; approved lump sum payment agreement for terminated vested employees; approved AAGV, Inc. 2018 board meeting calendar; agreed to undertake the application for Google for Nonprofits for Grapevine.

July 27, 2017: In addition to approving the minutes of the April 27, 2017, quarterly meeting, April 29 post-conference meeting, and the treasurer’s reports on A.A. Grapevine and La Viña, the board took the following actions: approved and agreed to forward the AAGV, Inc. 990 return to the Internal Revenue Service; approved providing A.A.W.S. with GV email databases subject to AAGV using the email databases first. AAGV will ask the individuals to opt-in to receive emails from A.A.W.S.

New Director’s Orientation

The Grapevine Board met for a day of orientation on June 9, 2017. The executive editor/publisher and controller gave presentations on existing goals and operations of the corporation. Directors made presentations on the bylaws and charter, fiduciary responsibilities, board best practices, board composition and rotation, as well as roles and responsibilities.

Financial

For details on Finance (Grapevine and La Viña), see the report of the Finance Committee on page 2 and the summary of unaudited financial results on the last page of this report for the period ended June 30, 2017.

Circulation, Development, Outreach

Subscriptions/product sales remain a primary focus of the board with continued outreach to the Fellowship a priority. Organization-wide support is key to addressing the decline in subscriptions, and digital sales cannot measurably grow without wider outreach to non-subscribers. Coordination with local efforts is also important to carrying the message with Grapevine and La Viña.

Requests continue for additional, new sources for digital and print subscription development. Existing engagement efforts for the Grapevine app, print magazines, Grapevine Online and related products will continue, including the ongoing Carry the Message project, which focuses on sponsoring subscriptions through subscription gift certificates.

AAGV, Inc. now offers 27 e-books (22 in English, 3 in Spanish and 2 in French); additional stories for the Audio Project are being collected, as are members’ photos for the 2019 GV wall calendar; the aagrapevine.org web update is on hold to share information and potentially collaborate with the A.A.W.S. web project; the new GV app will be available on iOS and Android devices in late September.

AAGV, Inc. is exploring permissions for use of an ICYPAA video on aagv.org; the GV board has identified several A.A. events to work with on the AAGV, Inc. opt-in program; an email

subscription campaign will be done for La Viña in September. Ongoing renewal efforts continue; the SMS effort now includes 1,300-plus members in the La Viña mobile community.

Grapevine and La Viña’s “4 Seasons of Service” outreach effort was launched in January. The effort seeks to encourage submission of service stories involving GV or La Viña by region. AAGV will extend permission to ICYPAA to feature an animated video based on a Grapevine story.

The executive editor/publisher is participating in the Communications Audit presentations and web vendor presentations with A.A.W.S.

Editorial Advisory Boards

The next GV EAB meeting will be held on August 9, 2017. The next La Viña EAB meeting will be held on August 10, 2017.

Grapevine Editorial Report

Recent issues of the Grapevine magazine have included special features on *AA in Treatment Centers*: members share stories about finding A.A. in treatment centers (April); *Diversity in AA*: stories by members about feeling different and how A.A. helped them to belong (May); and *Dating in Sobriety*: stories by members about using the tools of the program and learning how to date sober (June).

Publishing Update

Upcoming publications include the new book *Voices of Women in AA* (print and e-book).

Grapevine Web Report

Monthly web traffic is averaging more than 40,700 unique visitors and 175,000 page views.

La Viña Report

Recent issues of La Viña have included *Dry Drunk*: stories by members about the consequences of not working the program or not making it to meetings (March/April); *Hispanic Women in AA*: the message of hope from Hispanic women recovering in A.A. (May/June).

Grapevine Staff Trips

In the last quarter, staff traveled to the Hispanic State Convention in Sacramento, CA (May 26-28); Northeast Regional Forum, Mars, PA (June 2-3); Canadathon, Ottawa, Canada (July 1); Grapevine Writer’s Workshop, Costa Mesa, CA (July 15); La Viña 21st Anniversary, Oxnard, CA (July 21-23).

FINANCIAL DATA: For the six months ended 6/30/17 (All figures pending final C.P.A. audit)

G.S.O.	2017 Budget	2017 Actual	2016 Actual
Contributions from A.A. groups and members*	\$ 3,328,774	\$ 3,771,670	\$ 3,441,484
Sales less cost of production and shipping	4,589,441	5,016,312	4,547,023
Interest Income	202	204	223
Total Income	7,918,417	8,788,186	7,988,730
Total G.S.O. expenses:	7,903,429	7,821,310	7,682,870
Net Operating Income (expense)	14,988	966,876	305,860
A.A. GRAPEVINE, INC.			
Sales less costs of products	\$890,332	\$ 954,279	\$ 925,331
Interest earned — Regular	—	—	—
— Reserve Fund	7,550	8,900	6,300
Total Income	897,882	963,179	931,631
Expenses	964,283	915,187	892,293
Income (loss) from operations	(66,401)	472,992	39,338
General Service Board Support of La Viña shortfall	(83,385)	(62,493)	(80,904)

For comments or questions write to: Staff Coordinator, Box 459, Grand Central Station, New York, NY 10163