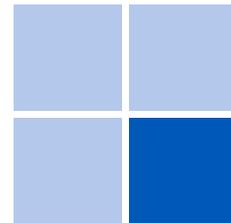


Quarterly Report from G.S.O.



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

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

January 2022

General Service Board Meeting

The General Service Board of Alcoholics Anonymous, Inc. held its first quarterly meeting in person at the New York Marriott at the Brooklyn Bridge, Brooklyn, NY and via video-conference on Monday, January 31, 2022. Linda Chezem, chair of the General Service Board, presided. The chair warmly welcomed all, including the special guests: the 2022 Conference committee delegate chairs.

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

Archives

The committee reviewed a draft of the new “Guidelines for Conducting Oral Histories” and accepted the draft with minor amendments.

Conference

The committee recommended, and the General Service Board agreed, that the 2021-22 Equitable Distribution of Workload (EDW) plan be implemented for the 72nd General Service Conference. The committee looks forward to receiving sharing from meetings of the 72nd General Service Conference for their continued discussions about the timing of, and background for, the January conference call in light of impacts from EDW.

Cooperation with the Professional Community/ Treatment and Accessibilities

Cooperation with the Professional Community: The committee discussed the LinkedIn platform and the recent focus group with mental health professionals and forwarded a progress report on the development of the pamphlet for mental health professionals to the 2022 Conference Committee on CPC. The committee also reviewed the progress report of the draft pamphlet “For Professionals: How A.A. ‘Bridges the Gap’ to Help Alcoholics” and expects a revised draft at the July 2022 meeting. The committee welcomed the two consultants Tom P. (U.S.) and Gerry C. (Canada) brought on to participate in the Military audio interviews project.

Corrections

A.A.W.S.’ publishing director reported that several contracts have been signed with five different vendors allowing distribution — via tablets — of A.A. literature to correctional facilities. The Grapevine publisher reported that Grapevine is also successfully working with several vendors to get Grapevine material into correctional facilities.

Finance

GSO Financial Results

GSO’s CFO presented final unaudited 2021 revenue information. Complete 2021 unaudited financial statements including expenses and surplus are scheduled to be finished on February 4, 2022 and will be distributed to all Board members and included in the 72nd General Service Conference *Final Report*.

Gross literature sales year for 2021 are \$11,700,254. This exceeds the 2021 budget of \$11,400,000 by \$300,254 (3%) and is \$2,538,846 more than last year. This is the highest annual gross literature sales since 2019. Gross sales averaged \$975,021 per month compared to a budget of \$950,000 per month.

Contributions for 2021 are \$10,782,983. This exceeds the 2021 budget of \$10,000,000 by \$782,983 (8%) and is \$526,296 more than last year. This is the highest annual contributions total in GSB history, breaking last year’s record of \$10,256,687. Of this total, 23% of contributions were received online, which is also a record. Contributions averaged \$898,582 per month compared to a budget of \$833,333 per month. The GSO financial report was accepted by the committee.

GSO 2022 Budget

The 2022 budget proposes operating expenses of \$18,111,969 against expected operating revenue of \$16,761,400, for a projected operating deficit of \$1,350,569. This deficit will be covered with an anticipated projected 2021 surplus. The precise amount of 2021 surplus will be determined upon completion of the annual audit but is expected to be between \$1.5 and \$2.0 million. The cash flow projection is for cash to increase by \$1,494,710 during 2022.

Budgeted literature revenue is \$11,000,000. Gross profit is budgeted at \$6,534,000, which is \$306,000 less than the reforecast for 2021. This is comprised of a \$168,000 decline in net sales and a \$138,000 increase in cost of goods sold. Contributions are projected to be \$10,000,000 which is the same as the 2021 reforecast.

Total budgeted operating expenditures are \$18,111,969 for 2022 which is \$1,774,711 more than the 2021 reforecast. Salary and fringe expense is budgeted at \$10,606,373, which is \$468,529 greater than the 2021 reforecast due to an average 3% salary increase and an increase in medical insurance costs. Professional fees are budgeted at \$1,562,559, which is \$1,027,881 less than in 2021.

Kevin Prior (nonalcoholic), GSB treasurer, reported to the committee that the trustees’ International Committee voted to

request that the trustees' Finance and Budgetary Committee amend the budget to add a \$20,000 contribution to the World Service Meeting Fund. (The budget data in this report includes this amendment.)

The committee recommended that the General Service Board approve the amended 2022 GSO budget.

Grapevine Financial Results

Francis G., Grapevine treasurer, presented the unaudited results for the year ending December 31, 2021. Average paid circulation of the Grapevine magazine was 56,081. This compared with a budget of 60,970 and 2020 actual of 63,397.

Total income for the year was \$1,738,097 which is \$274,463 more than budgeted and \$122,337 more than the \$1,615,760 achieved in 2020.

Total costs and expenses of the magazine for the year were \$1,712,588, which were \$105,270 lower than budgeted and \$201,781 less than the \$1,914,459 in 2020.

After adding interest earned, there was a net income for the year of \$25,509 compared to a budgeted net loss of \$354,225.

The Grapevine financial report was accepted by the committee.

La Viña Results

Francis G. presented the unaudited results for December 31, 2021. Average paid subscriptions for La Viña magazine were 6,312 compared to 5,597 budgeted and 7,205 in 2020. Total revenue was \$41,163 compared with a budget of \$24,813. After deducting the costs and expenses of \$429,810, a shortfall between revenue and expenses of \$388,646 resulted for this service activity. This compares with a budgeted shortfall of \$401,970 and a shortfall of \$385,772 for 2020. The shortfall for the La Viña service activity has been funded by a transfer from the General Fund of the GSB. The La Viña financial report was accepted by the committee.

Grapevine and La Viña 2022 budget

The 2022 Grapevine budget assumes average paid circulation of the Grapevine magazine of 62,000. Grapevine ePub is forecasted to be 3,502 and Grapevine Complete to be 5,340.

Total income for the year is estimated to be \$1,706,208. Total expenses which include editorial, circulation, and general and administrative are \$1,686,975. After adding interest earned, a surplus of \$19,234 is budgeted. The committee recommended that the General Service Board approve the 2022 Grapevine budget.

The 2022 budget for La Viña projects average paid subscriptions for the magazine of 7,500. Total revenue is budgeted at \$24,988. After deducting costs and expenses of \$427,055, the 2022 budget reflects a shortfall of \$402,067. The committee recommended that the General Service Board approve the 2022 La Viña budget.

Reserve Fund report

As of December 31, 2021, the Reserve Fund balance net of Grapevine subscription liability is \$12,822,286, which represents 8.49 months of 2021 GSO and Grapevine expenses and approximately 7.5 months of 2022 expenses.

A.A.W.S. report on self-support

Deborah K. updated the committee on the activities of the self-support subcommittee which met on December 14, 2021. The subcommittee discussed communications with members highlighting Seventh Tradition dollars at work and felt *Box 4-5-9* would be an effective way to do that. The committee also reviewed the contributions acknowledgement and will contact the Finance department with some editorial suggestions.

General Sharing Session

Regional trustee Francis G. explained the town hall format and invited trustees, directors, appointed committee members, Class A candidates, GSO employees, and especially visiting delegate chairs to share whatever was on their mind.

A Class A trustee and others spoke about how each participant contributes talent and time when doing service in A.A., noting that time is precious and urging all to use it effectively.

A number of delegate chairs shared about responses in their areas to actions taken by the 2021 Conference, with one noting "Our job is to listen and it's a real growth opportunity." One delegate chair shared how impressed she was with the way trustee chairs conduct meetings and how much the staff secretaries do to help committees stay on course. Another shared she was expecting an "us vs them" situation between trustees and delegates, but she now feels it is a "we" situation.

An appointed committee member shared her concern that the public perception of A.A. affects our ability to talk to young people. A nontrustee director expressed frustration about how slowly we move in A.A. She also expressed that she does not always feel safe in A.A. and "if I don't feel safe how does the newcomer feel?" A general service trustee shared that he got to A.A. because a therapist knew that a 16-year-old kid could suffer from alcoholism, and that is why he continues doing Public Information work. Another general service trustee shared that while this is a time full of friction, we can still have uncomfortable conversations in a loving and healthy way. "We need to assume good intention in all things."

A staff member spoke about how the Fellowship is using social media; sometimes it's beautiful and sometimes there's misinformation, hateful comments and disunity. She worries about a member just getting involved in service being exposed to this. A delegate chair shared that lately he hears more complaints than unity. He recently read *Our Great Responsibility* and found that its focus on change and unity is very relevant to our time.

Having reached the end of the allotted time, Francis suggested the conversations continue over dinner — and beyond — and adjourned the session.

International

The committee reviewed the REDELA report of the trustees-at-large, recognizing that the ability for REDELA countries to meet online monthly provides an opportunity to more thoroughly discuss topics relevant to our greater connectivity in the Americas. The committee also discussed the confidential "2018-2019 International A.A. Directory Outside USA/Canada," wondering whether a printed format is the most effective way to provide international English-speaking contacts and other relevant international resources, and asked that a

new directory not be produced pending wider consultation at the 2022 World Service Meeting.

International Convention/Regional Forums

The committee reaffirmed all 2022 Regional Forums will be in-person only. Excitement is building for the virtual-only North/South Connections Special Forum, a one-day event on July 16, 2022. Argentina and Chile are partners in this adventure. The theme of the 2025 International Convention was chosen from a list of 351 suggestions submitted by the Fellowship. The theme will be announced at the 72nd General Service Conference. Options for a virtual component will be considered at a future committee meeting. A survey is being developed to gather information from the Fellowship to help plan the 2025 International Convention.

Literature

The committee agreed to forward several progress reports to the 2022 Conference Committee on Literature, including reports on: development of a draft Fourth Edition of *Alcohólicos Anónimos*; requests to develop study guide workbooks for A.A.; development of a draft Fifth Edition of *Alcoholics Anonymous*; and an update of the pamphlet “A.A. for the Black and African-American Alcoholic.”

Nominating

The committee reviewed all candidates submitted for Eastern Canada and Pacific regional trustees and found all the candidates eligible for election in April 2022.

Public Information

The committee discussed the 2022 progress report and GSO Podcast Plan, including the collaborative work that went into the production of a GSO podcast pilot episode. The committee asked the staff to produce another edit to the pilot episode, using the survey feedback, to include in the Conference background. The committee looks forward to the Conference committee’s feedback.

The committee reviewed and approved a new Google Ads campaign developed with multiple ad sets for the professional community. Eight ads were created for the following professional categories: corrections, education, faith, HR, legal, medical, military and treatment.

A.A. World Services

Since its October 29, 2021 meeting, A.A. World Services, Inc. has met twice: December 2 for a Strategic Planning Session and December 3. During this same period, the A.A.W.S. Finance, Nominating, Publishing, Technology/Communication/Services committees each met twice. The A.A.W.S. Internal Audit Committee met four times. In addition, the A.A.W.S. chair and general manager meet weekly.

2025 International Convention Update

Talley Management, the Convention consultant, reported on current progress in selecting key vendors and addressing the changing cost structure as a whole. One area of concern that has been identified is lodging, and conversations are ongoing with Airbnb on utilizing their 10,000 units in Vancouver. Additional vendor information is expected to be available by the end of the first quarter.

Administration

Return to the Workplace: The Return to the Workplace Taskforce is now meeting weekly. The goal is for a complete return to the office as soon as possible, always keeping the health and safety of our employees in mind.

The ongoing efforts to infuse A.A. principles into the daily life and operations of the office continue. An in-house GSO 1728-type meeting was developed to encourage wide participation from all employees of A.A.W.S. and AAGV as well as trustees, nontrustee directors and appointed committee members.

Archives

At the end of 2021, approximately 300 new physical items and approximately five cubic feet of materials were accessioned into the Archives. A few interesting items received from areas in 2021 included local A.A. histories, a First Edition/First Printing of *Alcoholics Anonymous Comes of Age* signed by Bill W. and historical materials related to the start of A.A. in Russia.

Human Resources

A.A.W.S. has adopted a new mental health service called Teladoc which will supplement the existing Employee Assistance Program and provide self-guided support as well as access to therapists and psychiatrists at no cost to employees.

Clorinda V. has accepted the position of director of Communication Services and will begin on February 22. Sareen Pearl (nonalcoholic) resigned as of January 14. The search has begun to fill the HR director position as soon as possible.

Operations

From October 1 – December 31, 2021, the Member Services team received and responded to approximately 7,750 email inquiries, 1,667 phone calls, and executed 1,555 district/area/group updates in NetSuite; area registrars performed 1,963 updates via Fellowship Connection.

On January 12 and 13 training sessions for new area registrars were conducted including one in French.

Technology Services

The Technology Services team played a significant role in the successful aa.org launch on December 20, 2021. The TS team continues to support the Corrections Correspondence Service project including design decisions, identifying enhancements and supporting user acceptance testing of post launch enhancements.

Services Summary

An additional staff vacancy was announced – with the strong preference for a bilingual candidate.

Cooperation with the Professional Community: A focus group comprised of professionals who work in the mental health field met to help develop an outward-facing pamphlet for professionals per the 2021 advisory action.

Corrections: A team was assembled for expanding awareness and participation of the Corrections Correspondence Service (CCS) in Canada. The team is working with representatives from Correctional Service Canada.

Group Services: The Group Services coordinator shared the newly completed New Group Form, which includes the option

to list a meeting as in-person or virtual per the 2021 advisory action. GSO hosted the 2021 Virtual Day of Sharing. Nine other Twelve Step organizations participated.

Literature: An announcement about the submission of personal stories for the Fifth Edition of the Big Book and the Fourth Edition of the Big Book in Spanish (Libro Grande) will be widely shared through *Box 4-5-9* and Conference communications.

Treatment/Accessibilities/Remote Communities: The assignment has resumed work on the Military audio interview project. A questionnaire is being developed for the interviews that includes topics such as post-traumatic stress disorder (PTSD), injuries, and barriers that sober alcoholics on active military duty face in getting sober.

Board Committees

Finance: 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 twelve months ended December 31, 2021.

Publishing: The board accepted the Publishing department report highlighting the following information:

Items Off Press: The newly revised, redesigned and updated *A.A. Service Manual combined with Twelve Concepts for World Service, 2021-2023 Edition* in English, French and Spanish. It is available for purchase on the A.A.W.S. webstore and for reading at no charge on aa.org; CD sets of the Big Book (Abridged and Unabridged) with new recordings in English, French and Spanish; "Your General Service Office, the Grapevine and the General Service Structure" is available for ordering on the A.A.W.S. webstore.

Update on the development of the plain and simple language version of the Fourth Edition of Alcoholics Anonymous: Following receipt of eighteen responses to the RFI for plain language interpreter-writers and review by the trustees' TABB subcommittee and the Publishing department, six candidates were selected and assigned material on a work-for-hire basis, submitting samples of the complete chapter of "How it Works," excerpts from "The Doctor's Opinion," "There is a Solution," "We Agnostics" and "To Wives." One candidate was selected and forwarded to the trustees' Literature Committee.

Implementation of "permanent" Reduced Shipping Charges: The schedule of shipping charges for items of A.A.W.S. literature that tested favorably across the Fellowship's distribution channels during its five-month test pilot will be implemented February 1, 2022.

Mixed-Title Volume Discount Test Pilot: A six-month test pilot will run: March 31 - September 30, 2022. Orders will receive a quantity discount based on the quantity ordered for all titles combined — as opposed to purchasing a quantity of one specific title.

Translations' summary: *Alcoholics Anonymous* is available in 73 languages, with 28 languages pending and 20 new translations in progress, along with 8 revisions/retranslations. *Twelve Steps and Twelve Traditions* is available in 51 languages, with 3 translations pending. *Daily Reflections* is available in 38 languages, with 2 translations pending. *Living Sober* is available in 37 languages, with 5 translations pending. *Alcoholics Anonymous Comes of Age* is available in 20 languages, with 3 translations pending. *Came to*

Believe is available in 19 languages, with 3 pending. For the period January – December 2021, the total number of translation reviews completed stands at 50 reviews across 21 languages.

Update on supply chain disruptions and backorders: The worldwide paper, printing, manufacturing, trucking and other delivery disruptions continue to beset the supply chain – and cause backorders of books and other items throughout the publishing industry. A communication was sent to the Fellowship regarding the paper supply disruption for printing the Big Book (English hardcover, B-1) causing the current backorder situation of this item in this format.

The board approved the following recommendation brought forward by the Publishing Committee:

- That the Publishing department proceed with the digital distribution only (anonymity protected) of the booklet "Advisory Actions of the General Service Conference" (M-39) in English, French, and Spanish at no charge with annual updates beginning with the 72nd GSC and expected initial date of release in June 2022.

Technology/Communication/Services (TCS): The board accepted the October TCS report highlighting the following information:

Progress report on Website (aa.org): The new website was launched on Dec. 20, 2021. Continued work will follow, including ability to listen to books on the site and download PSAs along with refining search, accessibility, and reporting capabilities.

Progress report on Meeting Guide App: The App team launched the fourth major application upgrade. The App team has received positive feedback regarding this latest release, which included features requested by our users and entities.

Progress report on Google Ads: The cost and average CPC (cost per click) are based on the keyword bidding system. The recommended bid setting for Google Grants automatically sets keywords to a \$2 maximum bid limit. If we desire to use higher bidding terms in the future, we have the option to set the bid manually

Progress report on LinkedIn: In the fourth quarter of 2021, three additional announcements were posted to LinkedIn, a total of seven. After discussing the potential use as an SEO/organizational tool a list of potential primary and secondary hashtags is under trustees' review with the recommendation to start with a pool of two or three per post category. As of December 31, 2021, we had over 1,600 followers.

The board approved the following recommendations brought forward by the TCS Committee:

- That the 2021 Fourth Quarter Website reports, Meeting Guide report, YouTube report and Google Ads report be forwarded to the trustees' Public Information Committee and the 2021 Fourth Quarter LinkedIn report be forwarded to the trustees' Cooperation with the Professional Community Committee.

- That the discussion on thread-based forums be forwarded to the trustees' Corrections Committee, the trustees' Nominating Committee and include a cover sheet describing the difference between the two requests and our initial exploration to date.

Internal Audit Committee (IAC): The committee reviewed the list of requests from IAC to the GSO management. The gen-

eral manager gave a verbal update on the A.A.W.S. Disaster Recovery/Business Continuity Plan, which is expected to be completed for the committee's review in February 2022.

The board approved the following recommendations brought forward by the Internal Audit Committee:

- To adopt the Human Resources report, completed annually by the HR dept. and provided to the A.A.W.S. IAC in Q2; to adopt the 2021/2022 Management RACI; provisional adoption of the Personnel Policy Handbook, noting the deletions and concerns expressed during the January 2022 Committee meeting, with requested edits to follow.

Additional Activities

The A.A.W.S. Board reviewed General Service Conference proposed agenda item submissions from the Fellowship for consideration: to create an Intergroup-Central Office Committee (IGCO) manned by a non-rotating staff member; and for the General Service Conference, thus the entire Fellowship of Alcoholics Anonymous, to discuss the most equitable and fair pricing model for both A.A.W.S. and Central Office/Intergroups.

After discussion, the board agreed there are a number of non-rotating positions throughout GSO which are accountable to the IGCO offices, including the general manager, publishing director, and the entire Member Services department. Also, it was noted that the GSC doesn't structure the office by advisory action, rather the GM structures the office with A.A.W.S. oversight.

Additionally, after a thorough discussion of the most equitable and fair pricing model for both A.A.W.S. and Central Office/Intergroups, the board took no action to forward this to the General Service Conference. The board expressed concern that this item would potentially create distractions of money, property, and prestige based on who could or could not qualify for a different pricing model and that it would be difficult to identify eligibility for a "special" pricing structure. Volume pricing and shipping discounts equate to a cost savings of hundreds of thousands of dollars per year gratefully extended to A.A.'s local service hubs. As part of A.A.W.S.' collaborative efforts with IGCOs, the mixed title discount will be implemented for a trial period at the request of IGCOs in Spring 2022, its focus being to extend existing quantity discounts across mixed title orders.

Review Boards' Communication to Defined Benefit Plan Participants: A special meeting of A.A.W.S. was called for February, with an invitation extended to the GSB treasurer to give the board additional details related to the Defined Benefit Plan discussions.

Receive/Discuss GSB Audit Committee Recommendation for 2021 Audit Firm Engagement: the board voted to accept the GSB Audit Committee 2021 auditor recommendation of CBiz Marks Paneth.

SMF-209 Safety Material Update: A working group was formed at GSO to review and revise SMF-209 after the December board meeting. That revision was received by the board chair and general manager in the first week of January and sent to legal counsel for review. A special meeting of A.A.W.S. will be called in February to discuss the revision and the members of the working group will be invited to par-

ticipate in forming a group conscience around the revised materials.

Service Material Subcommittee: a subcommittee was appointed to review history of service material and how that has informed current processes; identify how the collective experience of A.A. is gathered in order to warrant production of service material and suggest possible improvements to that process; and determine what defines service material and what determines whether a broader conscience is sought prior to publication. The subcommittee is comprised of Carolyn W., John W. and Irma V.

AA Grapevine

The AA Grapevine Board of Directors met for a planning meeting on December 3, 2021; La Viña Strategic Planning on December 4, 2021; and for its quarterly board meeting on January 27, 2022. The Conference Committee on Grapevine and La Viña, AAGVB chair and the Grapevine Conference committee secretary met on January 21, 2022. The full board met in executive session on January 27, 2022. The ad hoc Outreach committee met virtually on January 12, 2022.

The following committees met virtually: Nominating and Governance met on October 6 and 7 and October 28, 2021 to interview nontrustee director candidates and make a recommendation to the trustees' Nominating Committee for the Class B and Class A positions opening due to rotation; Finance and Budget met on November 3, 2021 to consider two separate budget proposals for fiscal year 2022.

Strategic Planning Meeting: The full board met on December 4, 2021 for a La Viña Strategic Planning meeting. The meeting was facilitated by Cindy F., nontrustee director. The board confirmed that the mission for La Viña is the same as the Grapevine mission. It was further determined that the Spanish-speaking community may require tools developed specifically for that community. One of the primary commitments of the AAGVB is to engage the Spanish-speaking community in decisions impacting products and services made by the board through a variety of avenues.

Overview

AA Grapevine continues to see healthy growth in engagement across a variety of mediums.

- The AA Grapevine website has consistent month over month web traffic; increased activity on the site has led to positive momentum at the store with much of the traffic leading to increases in literature sales. This has also led to continued positive upward growth of digital subscriptions in Grapevine Complete and the EPub. La Viña has also seen an increase in subscriptions ending the year well ahead of budget and up approximately 8% from last year.

- Podcast downloads are over 38,000. The Instagram account for AA Grapevine has 5,800 follows; La Viña's Instagram has 636.

- Sold as of Jan. 15, 2022: *Free On the Inside* 4,025; *Mujeres en AA* 4,501; *Prayer and Meditation* Online Store: 5,219; Ingram: 4,134.

- Grapevine and La Viña News appears monthly on the Meeting Guide App.

Board Actions

December 3, 2021: Approved the minutes of the September 17, 2021 Planning meeting. Approved and accepted the AA Grapevine treasurer's report. Approved and accepted the La Viña treasurer's report. Additionally:

- Expressed support for the ongoing production of podcasts and continued efforts to publish broad topics and appeal to a variety of demographics.
- Approved AAGV, Inc. Whistleblower Policy language change.
- Agreed to forward draft 1 version 1 of the 2022 Grapevine and La Viña budget to Trustees' Finance.
- Approved the request from Uruguay to print and distribute *The Language of the Heart*.

January 27, 2022: Approved the minutes of October 29, 2021 board meeting. Approved and accepted the AA Grapevine treasurer's report. Approved and accepted the La Viña treasurer's report. Additionally:

- Accepted the recommendation of the retirement plan committee to cease further consideration of selling, annuitization, or securitization or otherwise transferring the responsibility of the Plan to a new corporate entity.
- Approved a request from Australia to print and distribute *Emotional Sobriety* and *Spiritual Awakenings*.

Financial

For details on Grapevine Finance, see the report of the trustees' Finance Committee on page 2 of this report and the summary of unaudited financial results below.

Circulation, Development and Outreach — Highlights

- Work continues on improving web user experience, including one-stop for users, single sign in for all online interactions;

- E-blast planned to CO/Intergroups and fellowship regarding free shipping Feb. 1 – 28 to accommodate customers who were unable to order out of stock *Prayer & Meditation*;

- A dedicated La Viña customer service rep has been added to vendor's team;

- Requests continue to be evaluated for additional new sources for digital and print subscription development such as new database lists from circulation vendor to meaningfully increase subscriptions.

Editorial Advisory Board (EAB): Grapevine and La Viña

The Grapevine EAB met on January 13, 2022. The La Viña EAB will meet in February 2022.

Editorial Report: Grapevine

Grapevine issues currently in production: April (*What's on Your Mind?*); May (*60th Anniversary of our Twelve Concepts*); June (*Oldtimers*).

Other publishing: *Fun in Sobriety* book in production (due out April 23, 2022); GV Workbook draft updated and revised for 2022 Conference.

Editorial Report: La Viña

La Viña issues currently in production: March/April 2022 (*Newcomer Issue*); May/June 2022 (*The Three Legacies*); July/August (*Prison Issue*).

Other publishing: translation of *Emotional Sobriety* in production (due out Fall 2022).

Grapevine Web Report

Monthly web traffic in the 4th quarter averaged 184,086 new visitors; 14,035 returning visitors and 934,550 page views; upgrade to Drupal 9 underway.

FINANCIAL DATA: For the year ended 12/31/2021 (2021 figures pending annual independent audit)

G.S.O.	2021 Budget	2021 Actual	2020 Actual
Contributions from A.A. groups and members	\$10,000,000	\$10,782,983	\$10,256,687
Sales less cost of production and shipping	6,840,000	6,301,350	6,582,266
General Service Conference	228,072	233,965	299,011
International	16,500	44,509	87,365
Total Operating Revenue	17,084,572	17,362,807	17,225,329
AA GRAPEVINE, INC.			
Sales less costs of products	\$ 1,113,716	\$ 1,059,720	\$ 1,222,144
Interest earned — Reserve Fund	30,000	30,000	30,000
Total Income	1,463,634	1,712,310	1,615,760
Expenses	1,817,859	1,759,009	1,914,459
Net Operating Surplus (Deficit)	(354,225)	(46,699)	(289,699)
General Service Board Support of La Viña shortfall	(401,970)	(388,646)	(385,772)

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