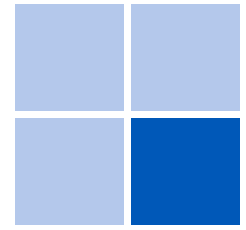


Quarterly Report from G.S.O.



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.

October 2018

General Service Board Meeting

The General Service Board of Alcoholics Anonymous, Inc. held its quarterly meeting at the Hilton Westchester Hotel, Rye Brook, NY on Monday, October 29, 2018. Michele Grinberg, chair of the General Service Board, presided and warmly welcomed all present.

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

Archives

The committee approved reproduction and distribution of five archival photographs for A.A. use only, following publication of the new book *Our Great Responsibility: A Selection of Bill W.'s General Service Conference Talks, 1951–1970*, at a suggested contribution of \$2.75 each, based on the current suggested contribution for similar items.

The committee reviewed the draft “Archival Checklist: A quick guide for local A.A. Archivists” (working title) and agreed that the new piece could be distributed as an Archives service piece once a final draft has been reviewed.

Conference

The committee considered a proposed 2019 agenda item “That work begin on the development of a fifth edition of the book *Alcoholics Anonymous*” and forwarded it to the trustees’ Literature Committee for review.

The committee discussed the possibility of reimplementing a 1986 Advisory Action regarding the reporting of agenda items in the Final Report that received a majority of votes, but not the two-thirds necessary for an advisory action, and forwarded background to the 2019 Conference Policy and Admissions Committee for discussion.

A reorganization of the Conference dashboard is underway using the feedback provided by Conference members.

Cooperation with the Professional Community/ Treatment and Accessibilities

Cooperation with the Professional Community: The committee discussed the impact of people coming to A.A. through court referrals and requested that the staff secretary update the A.A. Guidelines on Cooperating with Court, D.W.I. and Similar Programs to better reflect what A.A. is and is not.

The committee also discussed how A.A. content could display on a LinkedIn page to achieve the goals included in the 2018 Conference Advisory Action. The committee requested

that the secretary work with consultants on the creation of a page and report back.

Treatment and Accessibilities: The committee reviewed its Composition, Scope and Procedures and recommended that the Scope of the committee be updated to include activities related to carrying the A.A. message to underserved populations and remote communities.

Corrections

The committee discussed creating shorter versions of the existing 30-minute corrections video “A New Freedom” and agreed on the need for creating varying lengths of the video. The General Service Board approved the committee’s recommendation that the existing 30-minute video be produced in a 15-minute and 3-minute version with an estimated cost not to exceed \$12,000.

Finance

The chair reported that both the Employees Retirement Committee and the Retiree Medical Benefits Committee met via conference call on October 25, 2018. As of September 30, 2018, the market value of the Defined Benefit Plan assets was \$36,397,178 and the value of the Postretirement Medical Fund was \$5,935,004.

The Retirement Committee discussed three pension issues: 1) Pension plan cash contributions to be made in 2019 and the succeeding four years; 2) Whether or not to irrevocably transfer both pension assets and pension liabilities for both retiree and terminated vested participants to a third-party insurance company; 3) The type of plan changes necessary to address the IRS regulations concerning highly compensated employees. Discussion will continue at subsequent meetings

The Self-support Committee welcomed Carole B., Grapevine director, to the committee. She has helped shed light on how to increase the online presence of Grapevine and La Viña and suggested development of a statement for the website and Finance Guidelines noting that subscribing to the Grapevine or La Viña is part of self-support. The committee also discussed producing a Seventh Tradition impact report to convey good news about people who are being touched by our contributions and updating the Finance Guidelines to be more inclusive with information relevant to our Canadian members.

G.S.O. Financial Results

The committee reviewed G.S.O. financial results for the first nine months of 2018. Gross Sales for the first nine months

of 2018 of \$10,793,396 were \$127,724 (1.2%) more than budgeted and \$127,948 (1.2%) higher than 2017. Gross Profit from literature was \$7,169,516 and represented a 67.4% Gross Profit Percentage, compared with 69.2% for 2017. The budgeted Gross Profit percentage was 67.2%.

Contributions for 2018 of \$5,830,773 were \$95,291 (1.7%) greater than budgeted and \$51,210 (.9%) lower than 2017 actual. The committee expressed its gratitude to the Fellowship for the continuing Seventh Tradition support.

Total Revenue (gross profit from literature plus contributions) was \$13,000,290 or \$212,109 (1.7%) greater than budgeted, but \$149,894 (1.1%) lower than 2017.

The combination of the above revenues and expenses resulted in G.S.O. reporting a profit of \$161,304 for the first nine months of 2018. This profit compares to a budgeted profit of \$165,870 and a profit of \$1,302,486 in 2017.

General Service Board support of the La Viña service activity was \$96,852 compared with a budgeted amount of \$109,356 and an actual amount of \$90,366 in 2017.

Grapevine Financial Results

For the first nine months of 2018, average paid circulation of the Grapevine magazine was 67,510. This compared with a budget of 63,062 and 2017 actual of 69,971. Online and GV Subscription app circulation was 5,479 in 2018 versus a budget of 5,247 and actual of 6,116 in 2017.

Gross profit on the magazine of \$1,013,891 was \$83,520 more than budgeted and \$46,867 less than 2017. Gross profit on other content-related materials of \$395,639 was \$29,487 greater than budgeted and \$5,877 less than 2017.

Total gross profit for the nine months was \$1,409,530 and \$113,006 more than budgeted and \$52,744 less than the \$1,462,274 achieved in 2017.

Total costs and expenses of the magazine for the year were \$1,378,643, which were \$153,299 less than budgeted and \$21,805 higher than 2017.

Previously the T.F.C. and the G.S.B. approved in January 2018 the request from GV/La Viña to utilize \$142,000 of the Reserve Fund for capital projects. To date GV/La Viña has spent \$44,000 on these projects and will seek reimbursement for that amount.

La Viña Results

For the nine months ended September 30, 2018, average paid subscriptions for La Viña was 9,649 versus 9,230 budgeted and 10,035 actual for 2017. Income from magazine sales during 2018 was \$99,338, compared with a budget of \$83,939. Other publishing income added \$16,263 to the revenue stream. After deducting the costs and expenses of \$171,459, a shortfall between revenue and expenses of \$96,852 resulted for this service activity. This compares with a budgeted shortfall of \$109,356 for 2018 and a shortfall of \$90,366 for 2017. The shortfall for the La Viña service activity is funded by a transfer from the General Fund of the G.S.B.

Reserve Fund

At September 30, 2018, the Reserve Fund had a balance of \$15,900,662, which reflected the \$1,400,000 contribution from G.S.O. made in early 2018 that resulted from 2017 net income.

The Fund represents approximately 10.5 months of 2018 combined budgeted operating expenses.

2020 International Convention Update

It was noted that the Talley Management Group presented a financial report on the upcoming 2020 International Convention to both the A.A.W.S. Finance Committee and the trustees' Committee on International Conventions/Regional Forums noting that there has not been much activity at this stage, but that they are beginning to sign and execute contracts. The one area of concern that was discussed is the cost of legal fees for contract reviews. This is an area that may be looked at again and adjusted in the budget.

General Sharing Session

The topic of the Fourth Quarterly General Sharing Session was "Rigidity in A.A.: Our Greatest Danger." G.S.O. staff member Jeff W. presented on the subtopic, "Essentials of Recovery: Honesty, Willingness, and Open-mindedness." General service trustee, Beau B., presented on the subtopic, "Is Our A.A. Service Manual, like our Big Book, Meant to be Suggestive Only?"

Trustee-at-large/U.S. Newton P. introduced the session by sharing his personal experience seeing International structures mirror rigidity they saw in A.A. in North America. He also shared portions of the Farewell talk in 1986 of past general manager and trustee Bob P. who considered the growing rigidity in A.A., such as the increase in nitpicking questions, the screening of new members, and the banning of books, to be our greatest danger.

Jeff shared that as a newcomer, his perception of A.A. was that it was extremely rigid. He eventually saw that while "The Program" could be uncompromising, it was balanced by "The Fellowship" which was welcoming and forgiving. However, that balance is lost if members become rigid in areas like membership rules or judging the content of sharing.

Jeff cited quotes from both Bill W. and Dr. Bob supporting liberty of belief and action, as well as tolerance. Tolerance and flexibility are also qualities of leadership noted in Bill's essay on Leadership. Jeff suggested several remedies to rigidity that are common in A.A. including storytelling, humor, Step Ten, and the outside perspective provided by our professional friends.

Like Newton, Beau was inspired by Bob P.'s talk, feeling like it could've been written yesterday. He was also inspired by Bill W.'s Grapevine article "The Book is Born" where Bill asserts that, "Sound policy can only be made by rubbing the conservatives and the promoters together. Their discussions, if free from personal ambitions and resentment, can be depended upon to produce the right answers."

Rather than engage in passionate debate about strict adherence to the Service Manual versus using it as gentle guardrails, Beau wanted to remind us that "the promise of sobriety and the pathway to it, actually existed for our founders *before* the Big Book or the Service Manual were written. The Grace discovered by those that came before us in A.A. is the same Grace that is with us right here today in this very room."

Beau cautioned if we forget that Grace, we can let personal ambitions and resentment enter the discussion, let fear guide

our decisions, and begin to think of ourselves as charged with “protecting” the program from other members of A.A. Beau noted how much difficulty and debate surrounded the writing of the Big Book, but early members stayed united despite their differences in perspective or opinions.

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

A trustee-at-large reinforced how much our behavior impacts A.A. outside the borders of our structure, citing several examples of how adhering too strongly to “how they do it in America” has been a source of disunity abroad. He observed that our own rigidity isn’t just a danger to us, it can be a danger to the world.

An A.A.W.S. director loved the idea of bringing Grace to the table, commenting that Tradition Two shows up in seven of the Concepts. It’s not a lack of conflict that we should strive for — we make a mess and let the divinity emerge.

A Grapevine director shared about finding himself in a business meeting just seven days into sobriety. As new as he was, they cared about what he thought. They said, “You’re a member of this group now. Your opinion matters.” It made a lasting impression.

A G.S.O. staff member shared signs of rigidity he sees: a creeping consistency with chanting the last words of readings that feels liturgical; recurring requests for G.S.O. to create Step Study guides about the one correct way to do the Steps; and discussions over details such as the meaning of the dash in Step One. He admitted falling on the conservative side of things, but has found that adhering closely to the Traditions, paradoxically, leads to more freedom.

A regional trustee brought out the distinction between rules and principles. Rules can feel like they’re being crammed down your throat, but principles are more spiritual in nature.

An appointed committee member shared that the definition of rigidity is the inability to adapt. Because of the spiritual tools we receive from the Steps, Traditions and Concepts, we’re prepared to handle whatever comes up. We have tools like inventory, rotation and minority opinion. Our primary purpose is also an important tool for prioritizing what we are doing.

A Grapevine director used the analogy of palm trees that survived the recent storms in his area because they bend with the wind, they are flexible. He still wants to stand for something but he finds ways to do that without being rigid.

A G.S.O. staff member felt the danger was not as much rigidity as resentment. Resentment can build when there’s change or chaos. It can lead to bitterness, judgment and disunity. Disagreement doesn’t need to create disunity – we just have to learn how to disagree well.

A Grapevine director brought up that consistency in literature has its merits, but not if it creates the impression that there is one right way to do things. The stamp of “Conference-approval” also has the potential to feel like the “one way.”

In closing, Newton noted wryly that if it were up to him he would be flexible on the ending time, but he had to adhere to the rigid schedule of the weekend.

International

The 25th World Service Meeting (WSM) took place in Durban, South Africa on October 7-11, 2018. Seventy-two delegates from 45 countries and zones participated. The theme was “Our Twelve Traditions: A.A.’s Future in the Modern World.”

Countries expressed their appreciation for the opportunity to contribute financial support to allow other WSM countries to attend the meeting. The 25th WSM established a World Service Meeting Fund as a way for countries to support the World Service Meeting and provide financial assistance to other countries that request funding to attend. The World Service Meeting Fund will be maintained and administered by A.A. World Services under the purview of the WSM Policy/Admissions/Finance committee.

International Convention/Regional Forums

Regional Forums: The committee discussed the relevance of Local Forums in view of the reimplementation of Special Forums, noting the distinctions between Special Forums and Local Forums and agreeing that both have relevance in meeting the needs of the Fellowship.

The committee discussed making issues of Grapevine available for distribution through G.S.O. staff assignments and a subcommittee was appointed to determine concrete methods whereby Grapevine could be made available through the Regional Forums and International Convention staff assignments.

International Convention: The committee recommended that Carlyle W. (Panel 67 Delegate, Area 33) serve as the local Volunteer Welcome Committee Chair for the 2020 International Convention. Additionally, the committee recommended that St. Louis, Missouri, be the site for the 2030 International Convention.

Literature

The committee reviewed and agreed to forward to the 2019 Conference Committee on Literature a progress report on the revision to the pamphlet “Questions and Answers on Sponsorship” as well as a request to the 2019 Conference Committee on Literature to revise the pamphlet “The A.A. Group.”

The trustees’ Literature Committee reviewed draft text regarding safety and A.A. for possible inclusion in *Living Sober* and “Questions and Answers on Sponsorship,” as well as progress reports on revisions of the pamphlets “The Twelve Traditions Illustrated,” “Too Young?” and “Young People and A.A.”

Nominating

The committee created a list of seven Class A (nonalcoholic) trustee applicants to interview in January for an upcoming vacancy and recommended that following the May 2019 General Service Conference, Jan L. serve as trustee director for a two-year term on A.A. World Services, Inc., to succeed Tom A.; and that Kathi F. serve as trustee director for a two-year term on AA Grapevine, Inc., to succeed Cate W.

Public Information

The committee reviewed the current video public service announcements (PSAs) for relevance and usefulness and agreed

to forward to the 2019 Conference Committee on Public Information a request that the video PSA “My World” be discontinued. The committee found the remaining video PSAs to be relevant and useful.

Trustees Planning and Sharing Session

At a special session following the General Service Board meeting, the full Board reconvened on Monday, October 29th in an all-day workshop format to explore the recommendations contained in the report of the communications audit by Impact Collaborative. With input from all board members, and after thorough discussion, the board requested that G.S.O. management proceed in working with Impact Collaborative to develop a Three-Year Strategic Communications Plan and to follow up on the recommendation in the report to create a centralized communications department within G.S.O.

A.A. World Services, Inc.

Since its July 2018 meeting, the A.A. World Services (A.A.W.S.) Corporate Board met twice: September 14 and October 26. During this same period, the A.A.W.S. Finance, Publishing, Technology/Communication/Services and Internal Audit committees each met twice.

Services

Communication Services: The Website Design Committee has been discussing development of the meeting finder component of the app and a YouTube posting policy. The Communications Services coordinator attended the National A.A. Technology Workshop and presented a panel discussion on the website, YouTube channel and app development.

Conference: The Conference *Final Report* was printed and distributed in September. The Conference *Evaluation Summary Report* has been posted on the Conference dashboard.

Cooperation with the Professional Community: The C.P.C. coordinator and Class A trustee Nancy McCarthy gave an interactive workshop at the American Probation and Parole Association Convention in Philadelphia. Several nursing homes have requested A.A. meetings for their clients and a request was received for A.A. audiovisual materials dubbed in Arabic and Burmese.

Corrections: In July and August, the assignment coordinated 217 requests from incarcerated A.A.s, with another 60 Corrections Correspondence Service requests received in August.

Group Services/Loners Internationalists Meeting (LIM): The Group Services coordinator attended the annual Central Office/Intergroup/A.A.W.S./Grapevine Seminar in Montreal, September 21-23. A request from the seminar that G.S.O. add a statement to the A.A.W.S. Online store encouraging A.A. groups and members to order literature and other items from their local service entities such as central offices, intergroups, areas and districts was implemented on aa.org.

International: The 25th World Service Meeting took place in Durban, South Africa, October 7-11. With 72 delegates from 45 countries, including Bolivia and Turkey, who attended for the first time.

International Convention: The “Frequently Asked Questions about the 2020 International Convention” article was pub-

lished in *Box 4-5-9* and will be available on aa.org in the portal for the 2020 International Convention. In September, staff traveled to Detroit, meeting with Al-Anon Family Groups staff, members of the Talley Management team and some of the key vendors for the convention.

Literature: In accordance with the 2018 General Service Conference, member submissions are being received for development of two new pamphlets: one on A.A.’s Three Legacies and the other pertaining to Spanish-speaking women alcoholics in A.A.

Public Information: The P.I. desk has been in contact with the distribution company who will be handling distribution of the PSA “Changes” to local T.V. stations to review plans for the video’s release and has also reached out to Impact Collaborative to discuss distribution of a press release announcing the new pamphlets: “Women in A.A.” and “LGBTQ Alcoholics in A.A.”

Regional Forums: The Pacific Regional Forum took place September 7-9 in San Jose, California, with registration of 918, which included 634 first-time attendees. The Southeast Regional Forum is scheduled for November 16-18 and has a preregistration of 192.

Treatment and Accessibilities: Staff is compiling materials to be considered for a remote communities’ committee kit. Shared experience has been solicited from A.A. members who are Deaf and Hard-of-Hearing regarding the types of technology used for participation in A.A. and from groups on how they are lowering access barriers in carrying the message to A.A. members who are Deaf and Hard-of-Hearing.

Administration

Progress continues on the major administrative priorities for 2018: The ERP implementation; the G.S.B. Communications Audit; website and app design and development; G.S.O. Staff rotation; and a series of new and follow-up RFIs and RFPs regarding potential new locations for board meetings and the General Service Conference.

Archives

The Archivist participated at the 22nd National A.A. Archives Workshop, September 28-30, presenting on the topic, “Dr. Bob: Early Days and Early Writings” and moderating a hands-on workshop. A total of 160 registered attendees participated.

Human Resources

Zenaida Medina, accounting department manager, was promoted to the position of assistant director of Finance.

The Employee Handbook update has been completed with the inclusion of the new non-discrimination and anti-harassment policy modeled after New York State and New York City law.

Information Technology

Process walkthroughs related to the new ERP system have been taking place for all departments and will be completed in October.

Board Committees

Technology/Communication/Services (TCS): The committee heard reports from the director of I.T. Services and the Group

Services assignment covering progress on the new ERP system and the annual Central Office/Intergroup/A.A.W.S./Grapevine Seminar. It was noted that the seminar provided a great opportunity for listening to the concerns and challenges facing intergroup/central offices and that the quarterly conference calls between G.S.O. and representatives from the seminar had been helpful; it was hoped they would continue.

The committee also heard reports from the general manager and the director of administration and services covering progress on the website design and the meeting finder project. An announcement letter is soon to be released to Intergroup/Central Offices, area chairs and area delegates regarding the new meeting finder website and encouraging them to sign up.

The board authorized G.S.O. management to finalize A.A.W.S.'s Policy on posting YouTube Videos; to post the YouTube Support page and FAQ on aa.org; to finalize YouTube exit disclaimer language; and to engage a vendor at a cost not to exceed \$50,000 for implementation of the Meeting Guide to be used in the A.A.W.S. app and on aa.org.

Publishing

Gross sales: September gross sales are above budget with actual gross sales at \$1,113,266, which is an \$89,458 or 8.74% positive variance against budget of \$1,023,808.

Web sales: Total web sales (A.A.W.S. Online Bookstores) for September stand at \$696,636. Total online orders for September are 1,621 or 77.9% of total orders. Sales on the B2B online store (primarily Intergroup/Central Offices and other bulk orders) for September are \$498,621, and B2C sales (individual customers) stand at \$198,015.

Digital books: Total e-book gross sales through September stand at \$164,565, with 42,124 units distributed.

The committee reviewed a comprehensive report on consultant projects for 2017-2018, including total fees, deliverables and status of each project. No further projects were anticipated for this year.

The committee discussed several suggestions submitted by the Publishing Department regarding stock depletion and re-promotion opportunities for the facsimile first printing of the First Edition *Alcoholics Anonymous*, and encouraged moving forward as appropriate, with periodic updates to the board as the process continues.

The committee discussed proposed revisions to the existing A.A.W.S. Policy on Literature with respect to expanding A.A.W.S.'s ability to update and revise A.A. pamphlets and other literature. It was agreed that an updated policy would be brought back in December and, if approved by the A.A.W.S. board, would then be forwarded to the trustees' Literature Committee and the 2019 Conference. Video development and formatting was also discussed and will be part of ongoing discussions.

The Board approved that the pamphlet "The 'God' Word" be priced at \$0.40 per unit in English, French and Spanish.

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 September 30, 2018.

The Board approved the extension of a credit advance of \$10,000 to Costa Rica to fulfill a literature order in the amount \$10,322.82.

Internal Audit Committee (IAC)

The Directors and Management RACI matrices are still in process, with completion expected in November. Six actions outlined in the September 14, 2018 minutes of the committee are progressing and an update was reviewed on the renamed A.A.W.S. Emergency Response-Business Continuity Plan. Updates were also reviewed on G.S.O. audits, gap analysis, consultant reviews and policies.

Other Topics

The ad hoc Pricing, Discounts and Distribution Committee (also known as the DELTA Project): The committee put forward two recommendations: a) That all G.S.O.-listed A.A. groups receive a communication semi-annually that includes a discount code for free one-time shipping; b) A new shipping charge table based on order size be adopted. These recommendations will continue to be discussed at subsequent meetings.

AA Grapevine

The AA Grapevine Board of Directors met four times since the July 26, 2018 quarterly board meeting: A strategic planning meeting on September 14, 2018; a board meeting on September 15, 2018; a conference call on September 26, 2018; and a quarterly meeting on October 26, 2018.

Board Committees

The Nominating and Governance Committee met on September 3 to develop a grid with information on candidates to fill the upcoming board vacancy and the position of board chair in 2020. The committee reviewed and updated AA Grapevine's corporate bylaws and will distribute to the full board for approval. The Outreach Committee met on August 22 and discussed final options for the Grapevine Toolkit. The Finance and Budget Committee met on September 10, October 4 and October 22 to discuss the 2019 budget and outstanding licensing issues. The ad hoc Strategic Planning Committee met on August 13, August 28 and October 19 to discuss the 2018-2020 Strategic Plan and the Fellowship Feedback Survey.

Board Actions

September 15, 2018: In addition to approving the minutes of the June 15, 2018 board meeting and approving the Treasurer's report on AA Grapevine and La Viña, the Board approved the change of the AAGVB Calendar for the 2019 New Directors Orientation and AAGV Board meeting to be rescheduled from June 7-8, 2019 to June 27-28, 2019.

October 26, 2018: In addition to approving the minutes of the July 26, 2018 quarterly meeting and approving the Treasurer's reports on AA Grapevine and La Viña, the board approved Marks, Paneth as AA Grapevine, Inc.'s 2019 auditors.

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 September 30, 2018.

Circulation, Development, Outreach

Using a weighted average method of forecasting magazine income for current and upcoming budgets instead of the yearly average method that has been used in years past was discussed along with the topic of “Trackable” versus “Non-Trackable” circulation; an update from the Search Engine Optimization (SEO) vendor was presented followed by a discussion on web traffic; a GV board member will be attending the Area 49 Hispanic Convention November 3-4; the La Viña SMS project’s message-sharing has increased La Viña’s digital community to 2,631 subscribers; GV management has been working with A.A.W.S. in dealing with requests made by international G.S.O.s for translation of GV books; a new Outreach Coordinator and Executive/Customer Service Assistant began employment October 15 and 22 respectively; development of the Spanish language Digital Archive continues, with an April 2019 target date for completion; customer service information appears in every issue of Grapevine (page 2) and La Viña will add the same to each issue moving forward; customer service contact information will also appear in the monthly Grapevine and bi-monthly La Viña News and will be highlighted in every edition of “AA Grapevine and Your Group”; management is in the process of working with the fulfillment vendor to develop an ongoing analysis of customer service satisfaction responses in an effort to improve overall customer service.

Editorial Advisory Board (EAB) — Grapevine and La Viña

The Grapevine and La Viña EABs both met in September and will meet again in December. The La Viña EAB will rotate

in November 2018 and the selection process is underway for new members.

Grapevine Editorial Report

Recent issues of the Grapevine magazine have included: *Carrying the Message*: Members share how they use Grapevine to carry the message (August 2018); *Young & Sober*: Stories from members who came into A.A. in their teens, 20s and 30s (September 2018); and *AA in the Workplace*: Members share stories about how they take their A.A. program into their jobs and careers (October 2018).

La Viña Report

Recent issues of La Viña have included *AA in Prisons*: Experience, strength and hope inside and out of jail (July/August), and *Carrying the Message*: Members share how they do service and use La Viña to carry the message (September/October).

Publishing Update

Recent releases: “*One Big Tent — Atheist and Agnostic AA Members Share Their Experience, Strength and Hope*”; “*Frente a Frente — Sponsorship in action.*”

Grapevine Web Report

Monthly web traffic is averaging at 35,968 unique visitors and 132,780 page views.

Grapevine Staff Travel

Pacific Regional Forum, San Jose, CA (September 7-9); Central Office/Intergroup/A.A.W.S./Grapevine Seminar, Montreal, Québec (September 20-23).

FINANCIAL DATA: For the nine months ended 9/30/18 (All figures pending final C.P.A. audit)

G.S.O.	2018 Budget	2018 Actual	2017 Actual
Contributions from A.A. groups and members	\$ 5,735,482	\$ 5,830,773	\$ 5,881,983
Sales less cost of production and shipping	7,052,698	7,169,516	7,267,886
Interest Income	0	0	313
Total Income	12,788,181	13,000,290	13,150,183
Total G.S.O. expenses:	12,622,310	12,838,986	11,847,697
Net Operating Income (expense)	165,870	161,304	1,302,486
A.A. GRAPEVINE, INC.			
Sales less costs of products	\$1,296,524	\$ 1,409,530	\$ 1,462,274
Interest earned — Regular	—	—	—
— Reserve Fund	15,000	15,000	14,200
Total Income	1,311,524	1,424,530	1,476,474
Expenses	1,531,942	1,378,643	1,356,838
Income (loss) from operations	(220,419)	45,888	119,636
General Service Board Support of La Viña shortfall	(109,356)	(96,852)	(90,366)

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