

Delegates Report Pre-Conference Assembly Area 69 Utah  
April 6, 2013  
Park City, Utah

**“The General Service Conference Takes Its Inventory – Our Solution in Action”**

Hello my name is Walter and I am an alcoholic. I would like to start out by thanking you for this great honor of representing Area 69 Utah at the 63<sup>rd</sup> General Service Conference. Since we last met in Fillmore, the Agenda Items have been discussed with as many people as possible. The past Delegates should have received a disk with all of the Agenda Items. My wish and hope is to get input and guidance from the Past Delegates on the Agenda Items.

Why are we here today? Of course the answer is obvious; we are here to discuss the 63<sup>rd</sup> General Service Conference Agenda Items. But I would like to outline it for you in hopes that it will make today’s proceedings flow a little smoother. First, what is the difference between a vote and a sense of the meeting?

**Vote (Majority):** Usually formal expression of opinion or will in response to a proposed decision; *especially*: one given as an indication of approval or disapproval of a proposal, motion, or candidate for office.

**Sense of the meeting:** General agreement reached by an assembled group; "no vote was taken, but after each discussion the chair summed up the sense of the meeting"

As you know, *it is the delegate’s responsibility to serve the US/Canada Conference as a whole* (Service Manual, Page S48). Also, the “right of decision” is given to the delegate in Concept III (Service Manual, Page 11). So what does this all mean? This means that I will get the opinion (sense of the meeting) of Area 69 on the Agenda Items today and I will take this information with me to the General Service Conference. I will add the voice of Area 69 to all the other voices at the General Service Conference and vote for what is best for AA as a whole (Right of Decision, Concept III).

Here are some hot button issues encountered when discussing the Agenda Items:

1. Consider a request from AAWS for permission to use commissioned online stores to sell and distribute digital AA literature.
2. Consider a request to add an index to the Big Book, Alcoholics Anonymous.
3. Consider discontinuing the requirement for the current format of La Vina print magazine (i.e., 68 pages, perfect bound).

I wanted to bring these particular items to your attention because I feel they are good examples of how we serve the alcoholic. Some of the questions that were asked: How much is this going to cost, is this action violating our traditions, and is this needed to help the alcoholic? I believe these are good questions that can be asked for all the agenda items.

When discussing the Agenda Items, I would like to hear both sides fully before taking a sense of the meeting. In other words, if you have an opinion or information that has not been brought to the attention of the Pre-Conference Assembly please go to the mic and share.

My goal in comparing vote and sense of the meeting is to eliminate any confusion about what we are doing today. However, some may still be confused, so please ask questions at any point where you do not understand what is being done or why we are doing it.

Repeat: The following is from the General Service Board January weekend of 2013:

After consideration of a request from the Trustees' Archives Committee, the AAWS Board approved the concept of posting selected archival recordings on GSO's AA website. The Board

also approved the posting of the existing literature catalog with prices and order forms be made available on GSO's AA website as part of an effort to clarify ordering AA literature.

Funding was included in the 2013 AAWS budget for completion of the oral translation of the Navajo Big Book.

EBooks unit distribution: Since December 9, 2011 we have sold 5,118 Big Books and 4553 Twelve and Twelves in Ebook format.

Total units purchased to date were 1,738,857 total AA units and 327,836 total Non-AA units, Non-AA purchases include hospitals, treatment centers, correctional facilities and government agencies (V.A.s) and Hazelden. Total gross sales to date are \$12,506,949 which is \$293,051 under budget. The AAWS Board approved the 2013 budget of the GSO and agreed to forward it to the Trustees' Finance and Budgetary Committee. The budget reflects a net loss for the 12 months ended December 31, 2013 of \$611,000.

#### AA GRAPEVINE, INC.

Circulation of the print magazine averaged 83,258 for the 12 months ended 12/31/12, below budget of 3,671. Cash inflows are \$3,095,517 which is \$262,544 ahead of projections.

Magazine sales were ahead by \$141,000; GV Online was ahead by \$22,000 and other publishing products were ahead by \$100,000. As a result there have been no draw downs from the Reserve Fund. Year to date net profit was \$257,003, which is ahead of budget by \$222,922.

La Vina has a net loss YTD of \$115,820, which is larger than the budgeted loss of \$105,668.

Costs and expenses YTD were \$181,285, which is \$3,246 over budget.

#### GSO's Financial Results:

Gross profit from literature sales was \$7,878,000, which was 63.7% compared with Gross profit Percentage of 63.7% from 2011. This indicates that costs are holding.

Contributions for the year were \$6,565,600, which was \$37,600 more than budgeted and \$301,100 greater than last year.

Total revenue was \$14,444,000, which is \$4,231 less than budgeted and \$217,600 more than 2011. Total operating expenses are \$14,283,552 were \$56,788 less than budgeted and \$875,065 more than 2011. The unaudited net profit for 2012 was \$160,450 which was \$52,000 more than budget after adjustments for Conference actions and approximately \$657,500 less than 2011.

From the Pacific Region Trustee (Rod B.):

I am sending the General Service Board Ad Hoc committee's report on LaVina. Please understand that this report is mostly for information sake at this time, given the parameters of "The Plan" and not knowing how that may or may not affect LaVina at this time.

#### Report

GSB Ad Hoc Committee to Re-evaluate the Board's Commitment to Continue Production/Support of La Viña January 25, 2013

#### History

The General Service Board recommended that a thorough re-evaluation of the Board's commitment to continue production/support of La Viña be undertaken. The chair of the General Service Board appointed the following trustees to an ad hoc committee: Rod B. (chair); Frances B., Donald C., Rogelio F., Don M. and Pam R. Adrienne B. is serving as staff support to the ad hoc committee. The Ad Hoc committee met six times to discuss the General Service Board's commitment to continue production/support of La Viña. Background material was forwarded to the ad hoc committee members that included but was not limited to the following:

- Communication from Ward Ewing, chair GSB
- La Viña Sales & Circulation 1995-2011 (spreadsheet)
- La Viña Losses 1995-2011 (spreadsheet)
- Report to the GSB by the Ad Hoc Committee on La Viña – January 28, 2001
- Spanish Grapevine Magazine Business Plan – July 23, 1997
- La Viña Business Plan – March 2006
- Advisory Actions Concerning La Viña – Michelle Mirza, GSO Archivist, October 15, 2012
- La Vigne Financial Report 2011
- La Vigne Distribution Procedures – 2012
- Plenitud AA: Mexico’s National A.A. Magazine – Report 2012
- Plenitud Distribution Model – AA Grapevine Report 2012

The committee noted that in order to move forward with proposals to make changes to the magazine, the 2010 Conference Advisory Action regarding La Viña “achieving spiritual parity with the Grapevine magazine” would have to be rescinded. All present agreed to recommend to the General Service Board that a request to rescind the 2010 Conference Advisory action be forwarded to the 2013 General Service Conference.

The 2010 Advisory Action reads as follows:

La Viña achieve spiritual parity with the A.A. Grapevine, beginning in the following manner:

- Publishing La Viña as a bimonthly, perfect-bound, black-and-white, 68-page issue at an additional estimated cost of \$21,400 per year for one year beginning in 2011 followed by a year of review and assessment in 2012. The results of this review and assessment will be brought to the 2013 Conference Committee on the A.A. Grapevine.
- Content and substance be of primary importance.
- An announcement will be published in La Viña magazine, beginning immediately and throughout the trial year, encouraging increased submissions and subscriptions, moving toward the goal of being self-supporting.

The committee unanimously agreed that La Viña plays an important role in the Fellowship and was committed to exploring options for production and distribution of the magazine and developing proposals that could perhaps move the magazine towards financial independence.

The committee discussed several ideas, and agreed to forward the following three proposals to the General Service Board for consideration regarding the future of the magazine:

1. The Grapevine would produce a Spanish and English edition of the same magazine. It would be a 64-page monthly with stories from both English and Spanish-speaking A.A. members; have the same design and retain the name La Viña for the Spanish-language section of the magazine.

Some of the concerns regarding the proposal were that there would be a decrease in subscriptions, it could create a sense of inequality and be cost prohibitive. This proposal may be the least viable.

2. La Viña would retain its own editorial and design but it would be published in black and white, 4 to 6 times a year with 32 or 48 pages.

Future considerations regarding producing the magazine quarterly would include a cost savings analysis and a thorough review of staffing at the Grapevine office.

3. La Viña would be produced by the Spanish speaking A.A. members in the United States and Canada; with a distribution process similar to La Vigne (French-language A.A. magazine published and distributed by the four Quebec areas in Canada).

- a. This would ultimately be the assumption of publication of the La Viña magazine by a volunteer group similar to La Vigne.
- b. There should be a proposed timeline for a transition process, i.e. 24 months.
- c. Basic principles should be that:
  - La Viña would continue to be published in the interim by A.A.G.V. Paid staff member or members will be provided during the transition period, and likely beyond for some period - The General Service Board would assume financial responsibility during this period.
  - While not a mandate, we suggest the distribution model used by La Vigne and other successful A.A. magazines similar to the Grapevine that are published by other service structures be considered for possible implementation.
- d. The spiritual ownership of La Viña would rest with the entire Fellowship in the United States and Canada. A more formalized structure and leadership of an oversight entity would need to be developed in the transition process.
  - In their discussion concerning the General Service Board's ongoing support of La Viña as it currently exists, the committee felt strongly that the following request be included in this report:
    - The Grapevine Board prepare at least two proposals that include cost savings measures to make production of the existing La Viña magazine more economical and cost effective, and report back to the General Service Board at the July 2013 meeting.
    - The committee would like to express its gratitude to Ward, for the opportunity to have the sometimes difficult conversations regarding the General Service Board's commitment to continue production/support of La Viña.

Walter C., Delegate, Area 69 Utah, Panel 63