

Delegates Report December Committee Meeting Area 69
December 7, 2013
Bountiful, Utah

Communicating Our Legacies – Vital in a Changing World

I would like to thank District 11 for hosting this December Committee Meeting and to let Area 69 know how grateful I am to be your Delegate, Area 69, Panel 63. Now for the report.

News from GSO (A.A.W.S. Highlights)

Manager's Report

Mid-October, G.S.O. held a retirement “celebration” for Joan Alleyne’s 23 years in G.S.O.’s Contributions Department and Adrienne B.’s 17 years as a G.S.O. Staff member.

Staff

In late August a memorandum was sent by email to all Conference members requesting suggestions for theme and presentation topics for the 2015 General Service Conference. Planning for the 64th General Service Conference continues.

Publishing

For the first nine months (three quarters) of the year, through September 2013, total gross sales are \$9,757,167, which is \$124,611 (or 1.24%) over estimate for the period. September came in at \$982,897 vs. 1,024,666 (or \$41,769 under budget). Unit distribution of print books for September 2013 was 135,851 vs. 140,435 units distributed in September 2012.

A.A.W.S. recommended that new ASL translations of *Alcoholics Anonymous* and *Twelve Steps and Twelve Traditions* be included in the 2014 budget.

A.A.W.S. Online Store

The consumer online sales Web site (B2C) went live on October 15. The members of the General Service Conference were notified; and an Online Store icon is featured on the www.aa.org home page that links directly to the store at <http://b2c.aaws.org>.

Orders have been steadily picking up over the two weeks and feedback has so far been very positive regarding the user experience, the design, and the speed of processing. Activity on the bulk-order Web site (B2B) has continued apace.

Finance

Unaudited financial report for the nine months through September reflected:

Net sales	\$9,549,000
Gross Profit (Literature)	\$6,136,000
Contributions	\$4,973,000
Total operating expenses	\$11,207,000

Of note: For the nine months through September 30, 2013, revenues were 3.8 percent greater than budgeted and 3.7 percent greater than the first nine months of last year, while operating expenses were 1.2 percent less than budgeted and 6.5 percent greater than last year.

Update on A.A.W.S. e-Book Publishing and Distribution

It is a great pleasure to send you good news that the eagerly anticipated digital publication of our A.A. books is soon to be a reality.

As you know, this is a result of the Advisory Action from the 2013 General Service Conference: *“A.A. World Services be permitted to utilize digital channels and current (commissionable) support and distribution technologies, such as but not limited to, smart phones, tablets, e-readers, applications and commissioned online stores for the sale and distribution of digital A.A. literature. The committee requested that the board ensure that all contracts protect our Traditions, with the option to discontinue any and all contracts at any time. The committee requested that a status and financial report be submitted to the appropriate 2014 Conference Committee.”*

We plan to make available our catalog of book titles (a total of 11 items in the three languages of the U.S./Canada Conference) through the following retailers: Amazon, Barnes & Noble, and Apple iTunes.

The first title we will publish will be *Alcoholics Anonymous* (English), to be followed by *Twelve Steps and Twelve Traditions* (English), to be followed by all of our book titles in all three languages on an approximate one-title-per-week schedule over the next several months. We estimate that the Big Book, with a planned list price of \$5.99, will be published on or before December 1, 2013.

We will publish these e-books according to the third-party vendors’ formats, terms and requirements, as is generally required of any other publisher—and we have the ability to remove our books from any retail site at our discretion.

Please also note that our currently available A.A. app for e-books (the Big Book and the Twelve and Twelve for Apple reading devices) will continue to be available to the Fellowship until further notice.

As we move forward with this exciting venture, announcements about our digital publications will be posted on G.S.O.’s Web site, www.aa.org. Phyllis Halliday, General Manager GSO US/Canada.

Area 69 Quarterly reports from GSO: Contributions statement for the nine months ended 09/30/2013. For your information, the percentage of groups contributing in your area on a comparative basis is:

<u>2013</u>	<u>2012</u>
40.54%	39.46%

Now for the inventory that the Area is doing today, one of the workshop topics for the General Service Conference 2014 is: Inventory – A Guiding Tool to Our Future.

Personally this past week I learned again what a wonderful program AA is for me. The holiday season is upon us. This means for me and I believe for other alcoholics that emotions will be high. Either I have a family that I will be with for the holidays that may be the source of stress; or I may not have a family that I can be with which will be the source of stress.

Suicide seems to go up during this time period and alcoholics start drinking again. I recently learned of a suicide in my neighborhood. Someone at work thought that it maybe me and called my supervisor to verify that I was ok.

At first I just thought it was funny that someone would think that I would take such a drastic final step. After some thought, I began to see how the AA program has allowed me to live a good and happy life even when things are not going the way that I feel they should.

As part of the general service structure, we are tasked to ensure that AA is around for the alcoholic who has not made it to the rooms of AA. So today we are tasked with looking at how Area 69 operates (inventory). What is working for us? What can we change to improve how we serve the alcoholic?

After this strange (tragic) week in my neighborhood, I am aware that what we do here today can be very important for the future of AA in Utah and the suffering alcoholic in Utah. I thank all of you for being here today and participating in Area 69's inventory.

In love and service,

Walter C., Area 69 Utah, Panel 63 Delegate