

**DELEGATE'S REPORT—SUSAN F. 12/5/11**

The Services Committee discussed a report from management regarding a possible plan for posting Daily Reflections on GSO's AA Web Site, with an optional daily e-mail delivery service and recommended that development of these items be implemented with the following considerations: The subscription be a one-way communication; There be an unsubscribe function; Anonymity for the AA member who subscribes to the daily e-mail as it relates to the sender's e-mail address. The Board approved these recommendations.

Cash orders for both Grapevine and La Viña and all subscription products are ahead of September year-to-date projections by \$221,000. Cash orders for all other products (books, etc.) are behind September YTD projections by \$68,000. This nets to total cash orders being ahead of September YTD projections by \$153,000. For this reason it has not been necessary to take any draw downs during the first three quarters of this year. Grapevine's print circulation has declined (-2,534) during the third quarter, as did La Viña's (-204) when compared to 2010. Grapevine continues to adhere to its strategic direction featuring more digital offerings, expanded engagement and awareness measures coupled with significant overhead reductions. Grapevine is currently holding back on new engagement initiatives, principally search engine optimization. A general decline in subscription and products remains likely in upcoming quarters given the downward trend of the print publishing industry and the absence of new and expanded engagement of new subscribers through the web and other medial. For the nine months ending September 30, 2011 AA Grapevine Corporation realized a net loss of \$32,267 in comparison to a budgeted net loss of \$156,141. This is ahead of budget by \$123,874. Total AA Grapevine income, including interest from the Reserve Fund, was \$1,355,715 or \$15,233 ahead of budget. Total AA Grapevine expenses were \$1,387,982 or \$108,641 below the budget of \$1,496,623.

The Trustees' Finance and Budgetary Committee considered a suggestion that the amount requested from each Delegate Area as a Conference fee be increased. The committee agreed to forward the request to the Conference Finance Committee with additional historical background. The committee considered a letter which suggested an increase to the annual limit on individual contributions and onetime bequests, and took no action on the specific details of that letter, but agreed to forward to the Conference Committee on Finance a request to review the current dollar limits on contributions received from individuals and as one-time bequests. The letter will be included with additional information as background material.

The Trustees' Committee on the General Service Conference reviewed and accepted the preliminary budget for the 2012 General Service Conference and forwarded it to the Trustees' Finance and Budgetary Committee. The committee noted that there will be substantial savings in having the 2012 Conference at the Rye Town Hilton. The committee encourages GSO to continue to look at ways to reduce expenses for future Conferences.

The Trustees' Committee on Cooperation with the Professional Community/Treatment/Special Needs-Accessibilities agreed that it would be helpful to include the AA Grapevine or La Viña magazines in CPC kits. The estimated cost for 500 magazines is \$750 and is reflected in the 2012 preliminary budget. The committee gratefully reviewed an area suggestion and a report from a subcommittee on a possible service piece to carry the AA message into treatment settings for those who have mental illnesses. The committee asked the staff secretary to forward the documents to the Publications Department for editing and bring a draft of this material to the January 2012 meeting of the committee for their review.

The Trustees' Committee on Corrections discussed and approved the revised text for the pamphlet, "It Sure Beats Sitting in a Cell" as submitted by the Publications Department. The committee also previewed sample illustrations and formatting options for the pamphlets and looks forward to reviewing the final complete layout at their January meeting.

The Trustees' Committee on Literature reviewed a written report from the subcommittee on the development of literature which focuses on spirituality, as well as hearing a verbal update. The report outlined the process agreed to by the subcommittee for reading and reviewing the 200 stories in batches of 50, progress towards ranking the first 100 stories, and a proposed completion date that will allow for a final progress report in time for the January 2012 committing meeting. The committee reviewed the most recent progress report from the Publications Department on revisions to the "Living Sober" booklet and, following discussion, requested that the Publications Department editorial staff bring back for the January 2012 meeting additional edited copy which reflects changes suggested by the committee.

The Trustees' Committee on Public Information received a report from the secretary stating that the data for the 2011 Membership Survey is currently being tabulated and will be presented to the committee along with proposed pamphlet design at the January 2012 meeting. The committee reviewed and accepted, with one addition, the text of the Annual Anonymity Letter to Media, which will be sent in February or March 2012.

This past weekend Jim and I attended the New York State Convention Planning meeting in Albany, along with the Delegates and Area Chairs from the other three areas in New York State. We put together what looks to be a great program for the weekend. The convention will take place July 20-22nd at the Albany Marriott. The room rate will be \$114.00 per night, plus tax, with a convention registration fee of \$20 and a banquet fee of \$35. This will be the final New York State Convention so I encourage everyone to attend. Fliers will be available.