

■ 54th General Service Conference "Our Singleness of Purpose—The Cornerstone of A.A."

"The journey we take this week will not always be easy—and at times, it may not even seem very spiritual. But during this upcoming week, as we conduct the business of Alcoholics Anonymous, we will experience how God, as we understand him, speaks to us through the group conscience."

So said Mark G. (Colorado), delegate chairperson of the 54th General Service Conference, at the opening program Sunday afternoon, April 18—a quote that captures the essence of A.A.'s week-long business meeting.

Who goes to the Conference? The 134 Conference members are delegates from the 93 service areas of the U.S. and Canada, 21 trustees (14 alcoholics and 7 non-alcoholic) of the General Service Board, plus directors of the A.A. World Services and Grapevine Boards, and G.S.O. and Grapevine staff members.

Held at the Crowne Plaza Manhattan, the 54th Conference was chaired by Greg M., G.S.O.'s general manager; Elaine McDowell, (nonalcoholic) chair of the General Service Board; George Vaillant, Class A (nonalcoholic) trustee; and Mark G., delegate chairperson. Bill A., G.S.O. staff member, was Conference secretary. The keynote address, on the Conference theme, Our Singleness of Purpose—the Cornerstone of A.A., was given by Ric D., Western Canada regional trustee.

Sunday evening is a time of fellowship and seeing old friends, and many past trustees, former delegates, and

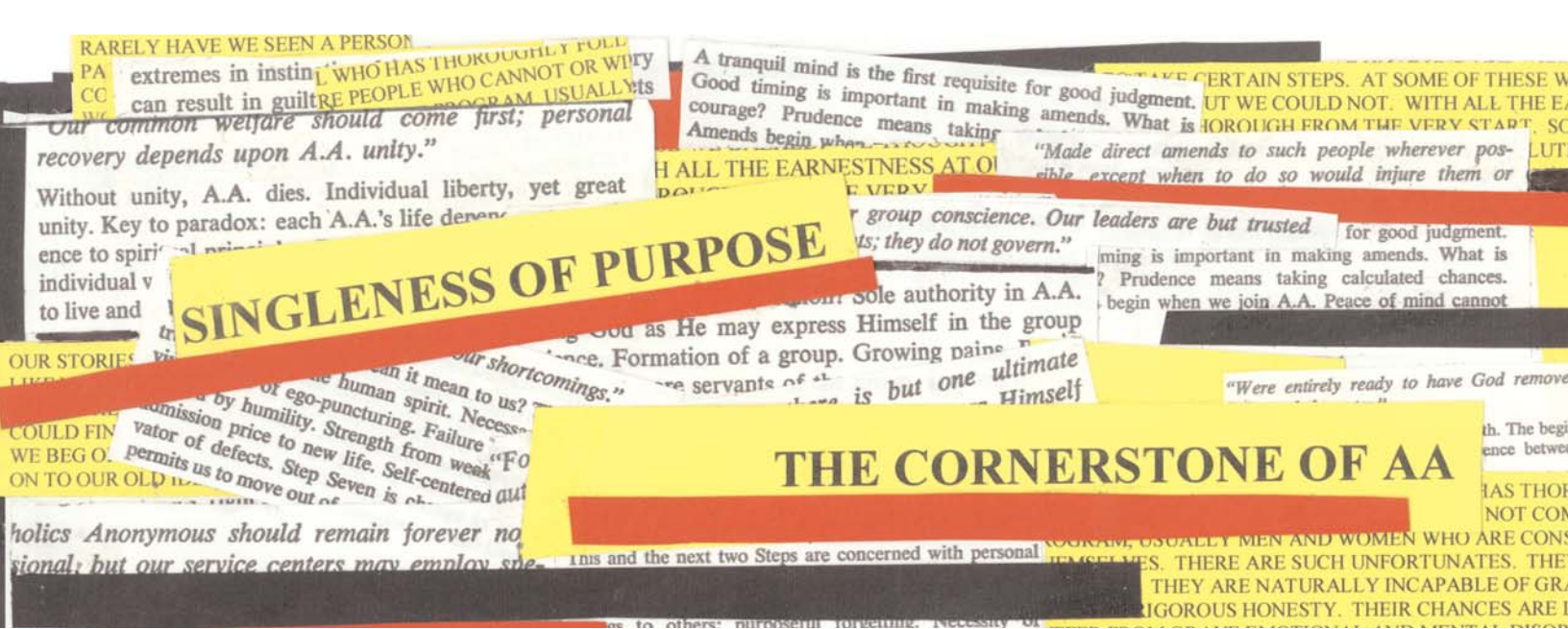
friends of A.A. arrived at the hotel ballroom for the opening dinner. An open A.A. meeting followed the dinner, chaired by Earl F. (Montana). The meeting was led by Clarke B. (Western Missouri); speakers were Don A. (Hawaii), Marie H. (NW Ontario), Robin B. (Grapevine executive editor), Paul C. (A.A.W.S. director) and Arnold R. (general service trustee).

Beginning Monday morning, the G.S.C. Serenity Group met 7:30-8:30 am. Paul M. (SE Texas) was the chairperson, Jeanine R. (Central California) served as secretary/treasurer; the daily topic was taken from readings from A.A. literature.

Spaced throughout the week new delegates (Panel 54) presented their Area Highlights. Wednesday morning began with Conference members gathering in 10 sections for a workshop that addressed how Singleness of Purpose is important to the individual, group, district, area and G.S.O. and Grapevine offices.

Throughout the week there were three "What's On Your Mind?" sharing sessions, where delegates had the opportunity to ask questions, express opinions on topics and present concerns of their areas on issues that did not appear on the committee agendas.

New York Intergroup hosted a hospitality suite for early arrivals Saturday afternoon. Throughout the week A.A. and Al-Anon members planned a variety of activities for the family and friends of delegates. Among the trips



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were a Circle Line cruise around Manhattan island, tours of NBC studios, Lincoln Center and backstage at Madison Square Garden. Many also sought out local A.A. and Al-Anon meetings.

Those who had a few spare moments perused the exhibits in the Atrium, where Conference-approved literature, service material and various translations were displayed.

There was also a display of A.A. memorabilia assembled by G.S.O.'s Archives, and a slide presentation featured highlights of the new Grapevine Digital Archives.

Tuesday afternoon there was a trip to the G.S.O. and Grapevine offices. Here Conference members, and the family and friends who had accompanied them to New York, could tour the various offices, inquire about their groups' records and contributions and enjoy the amazing treasures in the Archives. At the Grapevine office they were able to go into the Digital Archives in more depth, retrieving G.V. issues back to the first in 1944.

This being the 60th Anniversary of the A.A. Grapevine, there was a celebratory cake during lunch on Tuesday.

Wednesday afternoon the Conference elected two regional trustees. Tom K. of Saskatchewan becomes the new Western Canada regional trustee, replacing Ric D.; Chuck B. of Iowa will replace Ted S. as the new West Central regional trustee.

At the Delegates Only Meeting Tuesday evening Jimmy Jack B. of Kansas was elected delegate chairperson for the 55th Conference; alternate chairperson will be Randy M. of Saskatchewan.

Presentations throughout the week addressed the Conference theme, Finances, and A.A.'s worldwide growth. With the 2005 International Convention, celebrating A.A.'s 70th Anniversary, just 14 months away, Rick W., standing in for Doug R., G.S.O. staff member coordinating the event, gave a rundown of the program and activities of that exciting June 30 - July 3, 2005 weekend in Toronto. A two-minute film of Toronto followed the presentation. Then the Riverside Drive Players (G.S.O. staff)

presented a revival of their International Convention skit based on some bizarre yet real life situations and experiences of past Conventions.

Archivist Judit Santon gave an update on G.S.O.'s Archive's Audio Preservation project, which was begun in 2000. There was rapt attention when the presentation concluded with the playing of three recordings from the Archive's vast collection, which included the voices of co-founders Bill W. and Dr. Bob, as well as Lois W. and Ann S., and Dr. Bob's son, Smitty. There were also comments on an early fund raising, which Bill referred to as "life among the anonimi."

The work of the Conference goes on 365 days a year — in the groups, in the districts and areas, at the General Service Office and in the constant work of committees, from the local areas to the trustees' committees. However, it is during Conference week that it all comes together.

The agendas of the 13 Conference committees consist of items forwarded by the trustees' committees as well as additional topics submitted by individual A.A. members, general service workers, or areas. After thoughtful deliberation on agenda items each committee reports its recommendation to the entire Conference for discussion, approval, or rejection. Beginning Wednesday evening, the delegate chairperson of each Conference committee presented the committee's recommendations. Conference members were then free to go to the floor mikes to ask questions, disagree, make suggestions or changes, and share the concerns of their area on any given issue.

It is in this long, careful and arduous process — which stretched well into Thursday evening and continued through most of Friday — that the group conscience of A.A. in the U.S. and Canada emerges, resulting in the Conference Advisory Action. (Highlights of Actions appear on page 3, and a full list will be in the *Final Conference Report*, available in August.)

Friday afternoon, following Elaine McDowell's closing remarks, the Conference officially closed with the Serenity Prayer in English, French and Spanish.

Friday evening was free time for the hard-working Conference members — to see a Broadway show, go to a ballgame, buy a lottery ticket or just take an after-dinner nap. Many, of course, went to an A.A. meeting.

Saturday morning members of A.A.'s 54th Conference came together for the last time at the closing brunch — a bittersweet time of farewells, sharing memories, taking photos. Rotating Class B trustees Ric D. and Ted S. and Class A (nonalcoholic) trustee George Vaillant shared the joys, trials, and memories of their years of service on the General Service Board.

Saturday afternoon delegates and guests boarded mini-vans for a visit to Stepping Stones, the home of Bill W. and Lois in Bedford Hills, New York.

The work was over, and members of the 54th General Service Conference had experienced "... how God, as we understand him, speaks to us through the group conscience."

■ 2004 Conference Advisory Actions and Additional Considerations

Conference Advisory Actions represent recommendations made by the standing committees and approved by the Conference body as a whole; or recommendations discussed and voted upon by all Conference members during general sessions. Some Advisory Actions and a few additional committee considerations appear below in condensed form. A complete list will be published in the *Final Conference Report*.

Advisory Actions

Floor Actions — that the punctuation in “Dr. Bob’s Nightmare” in the Fourth Edition be restored as it appears in the Third Edition of the Big Book, *Alcoholics Anonymous*; that we continue to distribute and track the two newest public service announcements, “Reach Out” and “We Know What It’s Like,” over the next year at a cost not to exceed \$30,000.

Agenda—that the theme of the 2005 Conference be: “Basics of Our Home Group — Recovery, Unity and Service”; that the Workshop topic for the 2005 Conference be: “Do I Carry the A.A. Message or My Own?”

Correctional Facilities—that the trustees’ Committee on Correctional Facilities consider including the statement on A.A.’s Singleness of Purpose in the pamphlet “A Message to Correctional Professionals.”

Grapevine— that to allow the widest distribution of the A.A. Grapevine and La Viña to all purchasers, while guarding against affiliation with any outside enterprise, a) subscriptions to the A.A. Grapevine and La Viña magazines be issued only by the A.A. Grapevine, Inc., or by A.A. trusted servants directly; and b) the A.A. Grapevine, Inc., adopt standardized sales practices and pricing structures for all purchasers.

International Conventions/A.A. Regional Forums—that an anonymity-protected photograph of the flag ceremony be taken at the 2005 International Convention; that the Conference support the General Service Board Policy as amended on November 2, 2003: “Whenever a discount or subsidy is that which would be offered to any other organization of similar size requiring a purchased service or product of similar character and magnitude, for example, convention rates at hotels, it may be accepted. Whenever a discount or subsidy is partly or in total offered because we are Alcoholics Anonymous, it must be declined.”

Literature—that a draft Spanish-language Third Edition Big Book, *Alcohólicos Anónimos*, be developed and a progress report be brought to the 2005 Conference Literature Committee; that the pamphlet “Too Young?” be rewritten with changes to layout and style, and targeting ages 11-17.

Policy/Admissions— that the practice for viewing or examining all material other than service material submitted for Conference approval be continued; that the use of personal computers at Conferences be approved in keeping with the “Guidelines for PC users at the Conference”; that the request from Area 15 for an additional delegate area be denied.

Public Information—that the A.A.W.S. Board continue to manage the Web site through its Service Committee; that the

2004 A.A. Membership Survey be conducted by area on a random basis.

Trustees—that the slate of trustees and officers be elected at the annual meeting of the members of the General Service Board in April 2004; that the slates of directors of the A.A.W.S. and Grapevine Corporate Boards be elected at the annual meeting of the boards in April 2004.

Additional Considerations

Archives— reviewed the contents of the Archives Workbook and suggested including a bibliography of A.A.W.S. and Grapevine publications of historic interest.

Cooperation With the Professional Community— discussed ways of reaching a wider variety of professionals, including lawyers, police officers, counselors and others involved in the social welfare system, educators, mental health professionals, as well as professionals who interact with young people.

Finance— discussed sponsorship and the spiritual aspects of voluntary contributions and agreed that membership and support of a home group is the fundamental cornerstone of A.A.

Report and Charter— reviewed proposed editorial changes to *The A.A. Service Manual* and forwarded suggestions to the Publications Department.

Treatment Facilities— discussed Treatment Facilities area and district committee service work at homeless shelters, halfway houses, outpatient treatment programs, and nursing homes.

■ Estimates of Groups and Members as of January 1, 2004¹

	Groups	Members
United States	52,735	1,187,169
Canada	4,884	96,446
Sub-Total	57,619	1,283,615
Correctional facilities ²	2,545	66,509
Internationalists		70
Lone members		204
Total	60,164	1,350,398
Outside U.S. & Canada ³	44,425	716,453
Grand Total	104,589	2,066,851

1. The General Service Office does not keep membership records. The information shown here is based on reports given by groups listed with G.S.O., and does not represent an actual count of those who consider themselves A.A. members.

2. U.S. and Canada only.

3. We are aware of A.A. activity in approximately 150 countries, including 54 autonomous general service offices in other lands. Annually we attempt to contact those G.S.O.s and groups that request to be listed in our records. Where current data is lacking we use an earlier year’s figures.

■ Reports From G.S.O., the General Service Board, and Trustees' Committees

■ General Service Board

Trustees' report: I'm delighted to be with you as we experience the 54th General Service Conference, with the theme, "Our Singleness of Purpose—The Cornerstone of A.A." This year we welcomed five new trustees. Herbert Goodman, Class A (nonalcoholic), and four Class B trustee: Murray M. as trustee-at-large/Canada; general service trustee Arnold R.; and regional trustees Gary K. and Michael P. We also welcomed new G.S.O. staff member Irene K., and Publications' production manager Carole Harley. In January, the English edition of the Fourth Edition of the Big Book was added to G.S.O.'s Web site, as well as the French and Spanish translations. The 2004 budget projects a 2% increase for literature sales, and restoration of pre-Fourth Edition prices for the hardcover and portable Big Books. Robin B. became executive editor of the A.A. Grapevine on April 1st.

Charlie B. and Murray M., trustees-at-large, U.S./Canada, traveled great distances to the first Service Conference in Minsk, Belarus, the XIII Meeting of the Americas in Maracaibo, Venezuela, and the celebration of 15 years of A.A. in Latvia.

G.S.O. general manager Greg M., International desk staff member Adrienne B. and I traveled to many countries: South Africa, India, Colombia, Nicaragua and the first Sub-Saharan Service Meeting, as well as other Zonal meetings.

The General Service Board's role in observance of A.A.'s singleness of purpose occasionally necessitates difficult decisions or actions. Most of you are aware that a German citizen undertook to publish and distribute several Conference-approved books and pamphlets, first in Germany and then in other countries. Our first contact occurred in 1993. For more than four years, we and the General Service Board of A.A. in Germany made many sincere efforts to persuade him that unauthorized publications in the name of A.A. ignored principles established by Bill W. and reflected in the Current Conference Charter. For four years, we requested that he cease publishing unauthorized literature—in several languages. By November 1997, we had exhausted all avenues of reason and/or negotiation. The German General Service Board and A.A.W.S. initiated legal proceedings in Germany that sought to prevent further publication and distribution of unauthorized literature. Although the German Court of Common Pleas ruled for the plaintiffs, the German Board and A.A.W.S. in May 1999, the defendant appealed the ruling. In October 2003, the Court of Appeals in Frankfurt decided the matter in favor of A.A., represented by the German General Service Board

and A.A.W.S. The court directed that this person cease producing and distributing Conference-approved books and pamphlets in any language. The court affirmed the validity of copyrights held in trust by A.A.W.S., and recognized Bill W. as author of *Alcoholics Anonymous*.

We join you in looking forward to two significant gatherings. The 18th World Service Meeting in New York City this coming October, where the theme will be "One Message—Many Languages—One Fellowship." We join you and A.A.s everywhere in joyful anticipation of the Fellowship's 70th Anniversary in Toronto, where we will come together for the 2005 International A.A. Convention, and reaffirm "I Am Responsible."

Your General Service Board continues to be led by a Power greater than any single trustee, delegate or group. Throughout the year, we have been uplifted by each newcomer who enters an A.A. meeting, wishing, hoping, but not yet believing, that A.A.'s solution can push away the fog of alcoholism, and lead him or her to the Sunlight of the Spirit.

Elaine McDowell (nonalcoholic), chair

■ Alcoholics Anonymous World Services, Inc.

Directors' report: Alcoholics Anonymous World Services, Inc. (A.A.W.S.) directors are responsible for oversight of the General Service Office (G.S.O.), which provides group services, including printing and distribution of Conference-approved and service literature. The board met seven times since the last Conference to receive G.S.O. management and staff reports; review progress on implementation of Conference and board actions; consider financial reports; review publishing operations, price new or revised publications; receive updates on essential group services; consider requests from A.A. members and non-A.A.s for permission to reprint copyrighted literature; and address matters of G.S.O. administration.

The committees of the A.A.W.S. Board are: Services, which considers the needs of all service assignments; Publishing, which reviews reprints, foreign literature and publications concerns; Finance, which oversees salary and budget, audit review, and retirement; and Nominating. Long-range planning is done within each committee and by the board as a whole.

In the past year, G.S.O. welcomed approximately 1,600 visitors. Other special guests were: the director of publications, G.S.O. in Tokyo; two friends from Great Britain; and healthcare professionals from Azerbaijan who were researching methods of "harm reduction" and became interested in how A.A.

works to help alcoholics. In December G.S.O. hosted the Annual Day of Sharing with staff from the National Council on Alcoholism and Drug Dependence (NCADD) and the Al-Anon Family Group Headquarters. The Annual Intergroup Seminar was held in San Diego, September 26-29. Greg M. attended the 50th Anniversary Convention of Narcotics Anonymous in San Diego, July 3-6. During 2003, 1,169 new groups were registered with G.S.O.

It was determined that a CD format would be the most practical method for electronically distributing Conference background material. However, A.A.W.S. encouraged full Conference input before embarking on what could have a dramatic effect on the Conference process.

The board approved a privacy statement to be added to the Web site. In November a video compiled of all current television P.S.A.s, including "We Know What It's Like," was mailed to all Area P.I. committees, as requested by the 2003 Conference Committee on Public Information.

The board approved production and/or pricing by the Publications Department: Large-print, softcover formats of *As Bill Sees It*, *Living Sober*, *Came to Believe*; and, of the pamphlets, "This is A.A." and "44 Questions." The video, in American Sign Language (A.S.L.), of the Big Book to reflect the Fourth Edition of *Alcoholics Anonymous*; and, A.S.L. versions of the pamphlets, "Is A.A. for You?" and "A Newcomer Asks," within a budget not to exceed \$10,000.

G.S.O. staff responded to invitations from service structures in other countries, including visits to Germany, France, Africa, Colombia, Nicaragua, Venezuela, Hong Kong, and India.

Financial—A brief summary of the 2003 finances reflected gross sales of \$10,769,000, approximately \$325,700 (3.1%) greater than budgeted, but \$30,000 less than in 2002. Contributions in support of G.S.O.'s group services totaled \$5,100,300, approximately \$25,000 (.5%) less than budgeted and about \$2,500 more than in 2002. Total revenue of \$9,809,800 was about \$73,800 (.8%) greater than budgeted, but \$238,075 (2.4%) less than in 2002. Total operating expenses for the 12-month period ending December 31, 2003 were \$10,454,900, approximately \$231,800 less than budgeted, and \$289,800 more than last year. We incurred a net loss of \$645,160, compared with a budgeted loss of \$950,800. The \$305,000 difference includes increased net revenue of \$74,000, when compared with budget, and expenses of \$231,000 less than budgeted.

After lengthy and thorough discussion, the A.A.W.S. Finance Committee recommended that prices of the various formats of *Alcoholics Anonymous* be restored to their pre-Fourth Edition levels.

Publications: In 2003, we distributed 1,702,161 units, 8% less than the 1,861,660 units distributed in 2002. A.A. purchasers accounted for 1,356,225 units, (80%), while non-A.A.s purchased 345,936 units, or 20% of the total. Big Book sales for 2003 totaled 1,014,605 units, compared with 1,169,767 units last year. 2003 distribution of 155,162 units was 13% less than in 2002. The first Tri-lingual (English/French/Spanish) Catalog was produced and mailed in July 2003. The board approved a suggestion to offer a boxed set of the Big Book and *Experience, Strength and Hope*, for \$13 per set. Distribution began on November 15.

Revisions of "A.A. and the Armed Services" and "What Happened to Joe" were completed. The board approved a price of \$65 for the Archives Scrapbook 1944 (Volume I).

The board approved requests for translation and publication of five pamphlets in the Mongolian language: "This Is A.A.," "Is A.A. for You?," "44 Questions," "A Brief Guide to Alcoholics Anonymous" and "A Newcomer Asks." The Swahili *Twelve Steps and Twelve Traditions* was priced at \$5.00. "A Newcomer Asks" in Simplified Chinese is available. Cambodian translations of our Big Book were shipped to Cambodia. *Living Sober* in Latvian was completed and sent by expedited shipment to arrive for the celebration of 15 years of A.A. in Latvia. Translations of literature into languages of India have been approved: Punjabi *Daily Reflections* and pamphlets, "The A.A. Group," "A Newcomer Asks," "A Brief Guide to Alcoholics Anonymous" and "This is A.A."; Marathi pamphlets "A Brief Guide to Alcoholics Anonymous," "The Jack Alexander Article about A.A.," "A Member's Eye View of Alcoholics Anonymous," and "Where Do I Go From Here?," and the service piece, "Memo to an A.A. Group Treasurer"; and *As Bill Sees It* in Tamil.

The Icelandic Big Book is being published in Iceland; Germany is publishing *Bill's Own Story* in their language; Italian translations of *Daily Reflections* and *As Bill Sees It* are being published in Italy; Portuguese *Daily Reflections* will be published in Portugal; and Lithuanian pamphlets have been approved for publication in that country.

The board approved a request from the G.S.O. in Peru for a \$5,000 loan to set up a local publishing operation to facilitate distribution of A.A. literature in that country. The loan will be repaid in 7 years. A request was also approved from the G.S.B. of Nicaragua for a loan not to exceed \$6,500 to be used to set up a literature inventory, as well as shipping and handling costs. The loan will be repaid in 10 years.

We initiated a publishing plan for new French translations of English-language literature and service material, as well as to apply to existing French translations, so that French literature would be inclusive through use of the International French style.

Conversion to Traverse Information Services (Windows-based software) System was completed and the AS-400 mid-range system retired. This completed Phase Two of

the systems upgrade, and provides great improvement in our ability to integrate multiple tasks, while enhancing functionality.

Dorothy M., chairperson

■ Archives

Trustees' report: The French and Spanish translations of the video "Markings on the Journey" were completed, and the third volume of the Archives Scrapbook is now available. A revised Research Permission Policy document was developed by the committee, including sections on the importance of anonymity in archival research, as well as a copyright and ownership statement. We also developed Guidelines for Collecting Oral Histories to assist local oral history collecting efforts. The document summarizes suggestions for collecting, use and access to oral histories, technical suggestions and sample questionnaires.

Ric D., chairperson

Archivist's report: We reformulated the role and contents of *Markings*, the archives newsletter, by expanding it into a bimonthly, historic, newsletter. The archivist met with legal counsel to discuss several issues affecting our collection, both in terms of our plans for reproducing audio material, and also regarding our commitment to support researchers in their work to the best of our abilities. We expect to complete the audio preservation project in early 2004; thousands of reel-to-reel tapes of various formats, cassettes, vinyl records, and audiograms have been digitized to protect further deterioration.

Judit Santon, archivist

■ Audit Committee

Trustees' report: In the past year the General Service Board formed an "Audit Committee" consisting of four trustees and the board treasurer. The committee reviews such items as audit process, audit results, internal controls, best accounting practices, and management integrity.

Vincent Keefe (nonalcoholic), treasurer

■ Conference

Trustees' report: We reviewed the Advisory Actions, including the theme chosen for the 54th Conference, "Our Singleness of Purpose—The Cornerstone of A.A.," and the Evaluation Questionnaires. We also reviewed the A.A.W.S. report on the electronic transmission of agendas and background material and forward it to the Conference Committee. We reviewed and finalized the Agenda and carefully reviewed all agenda items submitted and forwarded each to the appropriate committee or board for consideration. The committee also discussed the Laptop Experiment and requested that a copy of guidelines for PC users at Conference be included with an invitation for continuing this experiment.

Ron G., chairperson

Staff report: The Conference coordinator is the G.S.O. contact for Conference members. The Conference process continues throughout the year and the coordinator corresponds regularly with delegates and alternate delegates. The coordinator is also the contact for area and district committee members, as well as past delegates, in the 93 areas throughout the U.S. and Canada. The coordinator is responsible for: serving as secretary to the Conference Agenda Committee and the trustees' Committee on the General Service Conference; assembling suggestions for the Conference theme, presentation/ discussion and workshop topics; working with the G.S.O. staff and general manager on planning and coordinating each phase of the Conference; scheduling and assembling reports and other information for the Conference Manual, the Early Bird edition of *Box 4-5-9* and the *Conference Final Report*.
Bill A.

■ Cooperation With the Professional Community/ Treatment Facilities

Trustees' reports:

C.P.C.—The committee oversaw a revision of the text and format of "Information on Alcoholics Anonymous" (F-02). We also reviewed the 2003 list of 52 exhibits and the exhibit evaluations. A new design for the traveling displays sent to national professional exhibits was implemented.

Treatment Facilities—We oversaw the development and implementation of the Treatment Facilities Kit and Workbook into a three-ring binder format. We also began a long-range discussion of the effectiveness of T.F. committees and the G.S.O. Treatment Facilities staff assignment. A committee member submitted his thoughts in writing and this item will be discussed at the August meeting.
Allen Ault (nonalcoholic), chairperson

Staff reports:

C.P.C.—The C.P.C. assignment is responsible for providing information about A.A. and establishing good communication with those outside A.A. who may have direct contact with the still-suffering alcoholic through their professional work. In 2003 the C.P.C. staff member responded to over 1,900 inquiries from professionals; 1,017 were requests for information, which followed visits to our A.A. Web site. Meetings with medical students continue to be set up throughout the year at G.S.O. *About A.A.* is also the responsibility of this assignment.

Rick W.

Treatment Facilities—The purpose of this assignment is to provide information and service material to assist the work of A.A. committees who carry the message to alcoholics in treatment. We now are in contact with 89 area

T.F. chairpersons, and nearly 389 district and "other" local chairpersons. We maintain an up-to-date list of these committee chairs and provide them with information and literature. Area T.F. chairs are sent the Treatment Facilities Kit, a guide to carrying the message in Treatment Facilities. Treatment facilities sharing is provided to G.S.O. through minutes and reports sent in by treatment facilities committees.

Irene K.

■ Correctional Facilities

Trustees' report: The committee asked the Fellowship for stories/sharing to update and revise the booklet *A.A. in Prison: Inmate to Inmate*. In particular, sharing was sought from young people and women. We forwarded a statement on A.A.'s singleness of purpose to the 2004 Conference Committee for possible inclusion in the C.F. Workbook. The committee has proposed a name change from "trustees' Committee on Correctional Facilities" to "trustees' Committee on Corrections." We reviewed sharing from the Fellowship regarding how A.A. is introduced into training programs for C.F. personnel and forwarded this topic to the Conference Committee for input.

Leonard Blumenthal

(nonalcoholic), chairperson

Staff report: This assignment is responsible for carrying the A.A. message to alcoholics confined in a variety of correctional settings. Over 750 letters a month arrive from inmates, most asking for free literature, many asking for names of outside A.A. members with whom to correspond, or for help in making contact with A.A. upon release. We try to facilitate these requests, primarily through our network of area, district and local C.F. committees. The newsletter, *Sharing From Behind the Walls*, containing sharing from inmate letters sent to G.S.O., is a responsibility of this assignment. The Corrections Correspondence Service (CCS) is coordinated by this desk.

Mary Clare L.

■ Finance and Budgetary

Trustees' report: At last year's Conference we reviewed the proposed budget for 2003 and reported that the G.S.O. expected a loss from operations of approximately \$890,000, which after mid-year adjustments, resulted in an estimated loss of \$950,000. Actual results for 2003 were some \$305,000 better. Net revenues were about \$75,000 better than expected and expenses were about \$230,000 less than budgeted. At the end of 2003 the Reserve Fund balance represented approximately 9.7 months of operating expenses.

Our revenue essentially comes from two sources: profit from literature sales and contributions. We should all be encouraged that contributions in 2003 were again higher than the previous year, even if ever so slightly.

This represents the sixth year in a row that contributions have increased over the previous.

Contributions of \$4,997,400 received from groups and members were \$102,600, or 2%, less than budgeted, but \$6,000 more than in 2002. The \$4,997,400 in contributions came from about 25,400 groups, individuals, and service entities. That, for comparison, represents 44.7% of the 56,904 groups registered with G.S.O., and is just slightly less than the previous year.

Beginning in 2002 we were obliged to record funds received on behalf of the World Service Meeting International Literature Fund as Contributions to G.S.O. Total contributions of \$5,100,308, as reflected in our 2003 financial statements, include approximately \$103,000 received to help carry the message around the world from those participating countries. During 2002 the comparable number was \$108,000.

Turning to the other major component of our income, net sales of literature were \$10,460,500. This was \$300,000, or 3%, greater than budgeted, and within \$25,000 of the prior year. During 2003, there continued to be a leveling off of the Fourth Edition Big Book sales (approximately 134,000 fewer units sold). However, this was offset somewhat by sales of 65,000 units of *Experience, Strength and Hope*. In total, printing and other manufacturing costs, shipping expenses and royalty payments were greater than budget, as were sales. As a result, gross profit of \$4,706,250 was \$100,000 more than budgeted. The combination of contributions and net literature sales resulted in total G.S.O. revenue of \$9,809,800, some \$73,800 (less than 1%) greater than originally budgeted.

Total operating expenses for G.S.O. during 2003 were \$10,454,900. This was \$231,800 less than budget, but \$290,000 more than the previous year. Therefore, compared with the budget, the increase in revenues augmented by the decreased expenses resulted in an operating loss of \$645,160 for the year, a substantial improvement from the budgeted loss of \$950,845. It should be noted that these figures reflect the combined results of G.S.O. New York and the SMAA Office in Montreal. Effective January 1, 2003, the SMAA office was closed and the French-speaking A.A. members are being serviced from G.S.O. in New York.

In 1994, G.S.O. lowered prices and increased discounts on literature. These changes were undertaken to lower the Reserve Fund, which was approaching the upper limit established by the General Service Conference. The Conference-approved limit is 12 months of combined G.S.O. and Grapevine operating expenses. We had accomplished the objective of lowering the Reserve Fund. At December 2003 the balance was about 9.7 months. At \$9,730,900 (the adjusted balance used for the calculation), the Reserve Fund amounts to \$167 per listed A.A. group. Contributions per group averaged about \$88 for the 56,904 groups registered, while expenses to support services to those groups averaged \$124.

Your responsible trusted servants, after reviewing financial matters, recommended a restoration of the price of the Big Book effective July 1, 2004. You may remember that the price of the Fourth Edition was set at \$5.00 vs. \$6.00, thus specifically reducing the expected Gross Profit with a goal of reducing the Reserve Fund. Projections at that time anticipated that, depending on contributions, the price would be restored in a few years.

In 2003 we spent \$7,088,055 on services to the Fellowship, approximately \$94,000, or 1%, less than the \$7,182,000 spent in 2002. This compares with \$6,685,600 spent in 2001, \$6,143,300 spent in 2000, \$5,876,500 in 1999, \$5,867,700 in 1998, and \$5,944,000 in 1997. Contributions provided 72% of this and 28% came from the profit from literature sales. (This compares with 71% and 29% in 2002, 70% and 30% in 2001, and 73% and 27% for 2000.) Services spending amounted to \$125 per listed A.A. group, down \$2 from last year, while contributions were about \$89 per group, up \$1. The 2003 service dollar was spent on the following activities: Group Services 34.8% (which includes the Group Services assignment; *Box 4-5-9*; A.A. Directories; records and files; contributions processing; and French services); the General Service Conference, 13.7%; Loners, Internationalists, and Overseas Services, 9.7%; trustees' and directors' activities, 6.7%; Regional Forums, 7.1%; Archives, 9.2%; C.P.C., 5.5%; Spanish Services, 1.8%; Public Information, 5.2%; Correctional Facilities, 3.7%; and Treatment Facilities, 2.0%; other 0.6%.

At the Grapevine, magazine income in 2003 was approximately even with the previous year, as was circulation. Average circulation during 2003 was 112,614, compared with 115,753 for 2002, 115,000 in 2001, 115,700 in 2000, 115,900 for 1999, 117,300 for 1998, 120,679 for 1997, and 128,360 during 1996. Gross profit on the magazine was \$1,156,152, which was \$89,000 more than last year but \$23,400 less than budgeted. Revenue of Other Items was \$13,600, less than budgeted but \$67,300 more than last year. Gross profit on Other Items was approximately \$32,000 more than budgeted and \$81,300 more than 2002. The prior year total income, including interest income, was \$1,574,700, approximately \$170,600 more than last year and about \$8,700 more than budgeted as well.

Costs and expenses for editorial, circulation and business, and administration were \$1,626,148. This is \$139,600 more than in 2002, however, it was \$4,000 less than budget. As a result, the Grapevine (excluding La Viña) reported a small profit from operations (excluding SMAA) of \$5,400, compared with the \$12,000 loss last year.

The Grapevine's 2004 budget, excluding La Viña, calls for a \$10,000 increase in magazine subscription income to \$1,652,500, compared with 2003, a decrease in magazine direct costs of \$70,000, and a gross profit of \$1,236,200. Gross profit on Other Publishing Income is anticipated to increase \$91,000, while interest

income should be somewhat less. The anticipated profit for 2004 of \$105,104 compares favorably with the 2003 budget of \$4,358 and the actual 2003 results of \$5,400, which goes a long way toward putting a halt to many consecutive years of operating losses for the Grapevine.

La Viña, the Spanish-language magazine has grown, with a 2003 average circulation of 9,222, up slightly from the 2002 circulation of 9,000. The project has incurred losses each of the past seven and one-half years. During 2003, subscription income was \$72,552 and direct costs of publishing were \$63,630, resulting in a \$8,922 gross profit. Operating expenses directly associated with the publication were \$120,560. These include the editorial, circulation and administrative costs attributable to La Viña. Therefore, the overall loss on the project for the year was \$111,638. For 2004, the loss on the La Viña project is budgeted to increase approximately \$7,000, to \$118,695, and circulation is projected to increase slightly to around 9,500 copies. Since the inception of the project, \$779,744 has been invested in La Viña, and, in 2001 the General Service Board recommended that La Viña continue to be published at the General Service Board's expense.

The Fellowship's finances remain in good condition, the outlook for this year appears to be favorable, and we continue to have the financial wherewithal to carry the message.

Vincent Keefe (nonalcoholic), treasurer

■ General Sharing Session

Trustees' report: The topic of the August 2003 session was "Singleness of Purpose—For That I Am Responsible." In November the topic was "Our Vision For A.A.'s Future—Our Responsibility for Long Term Planning." In February 2004 the session focused on "Informing the Informed Group Conscience."

George Vaillant, M.D.,

(nonalcoholic) chairperson

■ Group Services

Staff report: To assist groups, G.S.O. provides service material to the Fellowship, based on an indicated need, to provide information and share experience not found in Conference-approved literature. Examples of service material include: A.A. Guidelines; List of Fellowships Similar to A.A.; a catalog of A.A. Literature and Audiovisual Material for Special Needs. Ongoing projects: Coordinating A.A. directories; supervision of service files, Group Handbooks, and G.S.R. Kits. Currently all correspondence in Spanish from the U.S./Canada, with the exception of Corrections correspondence, comes to the Group Service desk. G.S.O. continues to work toward providing services in English, French and Spanish. The staff member also serves as liaison with intergroup/central offices and Special Needs/Accessibilities Committees.

Julio E.

■ International/ World Service Meeting

Trustees' committee: This committee is responsible for suggesting policies and actions to assure that the A.A. message is available around the world, especially in areas where there is no established service structure. We provide shared experience, support translations of A.A. literature in other languages and encourage the expansion of regional or zonal service meetings. The committee is the primary link between the international A.A. community and the U.S./Canada General Service Board. The 18th World Service Meeting will be held October 24-28 in New York City with the theme "One Message—Many Languages—One Fellowship." At the request of A.A.W.S. we reviewed a draft service piece on country-to-country sponsorship and forwarded it to the Literature/Publishing Committee of the 18th W.S.M. for its consideration

Charlie B., chairperson

Staff report: The International desk receives correspondence from groups, individual A.A.s and professionals interested in obtaining information about A.A. in countries outside the U.S. and Canada. The staff member corresponds with 56 international G.S.O.s and literature distribution centers. Other responsibilities on the assignment are: Coordinating the biennial World Service Meeting (WSM) and maintaining contact with delegates and their offices throughout the year; maintaining communications with our Publications Department on requests for new translations of literature and the beginnings of new General Service or Information offices that may be able to distribute literature locally.

Adrienne B.

■ International Conventions/ A.A. Regional Forums

Trustees' committee:

International Conventions—We reviewed the preliminary list of host committee responsibilities from the 2000 convention; we approved a color change to the 2005 Convention logo as well as titles for the 2005 Convention Program. The board approved the committee's recommendation that a booklet and CD reflecting the growth of A.A. around the world be produced as souvenir items of the 2005 International.

Regional Forums — Since the last Conference, the Northeast, East Central, West Central, and Southwest regions have held Forums. A special Forum was held in Smithers, British Columbia, Canada, and on four islands in Hawaii.

Phyllis H., chairperson

Staff reports:

International Conventions—This assignment involved coordinating every aspect of the many processes and plans that go to make up

A.A. International Conventions, held every five years. Plans are underway for the Convention in 2005, to be held in Toronto.

Doug R.

Regional Forums—The staff member on Regional Forums is responsible for coordinating all arrangements necessary for holding Forums in the U.S. and Canada. These week-ends help foster wider communication and understanding among A.A. service workers, the General Service Board, A.A.W.S., and GV and G.S.O. staffs. Forums are held at the invitation of a particular region every two years. A region may request a Special Forum. The staff member serves as secretary of the trustees' Nominating Committee, Conference Committee on Trustees, and co-secretary of the trustees' and Conference International Conventions/Regional Forums Committees.

Warren S.

■ Literature

Trustees' committee: Projects forwarded to the Conference Literature Committee for discussion: Proposed update of the pamphlet "It Happened to Alice"; a progress report on a review of "The A.A. Group" pamphlet; a draft introduction to *Twelve Steps and Twelve Traditions*.

David E., chairperson

Staff report: The Literature coordinator works closely with the editor, writers and illustrators on preparing all new recovery pamphlets, books and audiovisuals, in accordance with recommendations from the Conference. The literature desk receives and responds to correspondence from A.A. members and groups about literature, and maintains contact with 62 area, 346 district, 183 intergroup/central offices and A.A. group literature chairpersons, and also serves as editor of *Box 4-5-9*.

Eva S.

■ Loners, Internationalist, Homers

Staff report: Loners are A.A.s who are unable to attend meetings because there are no groups nearby. There are about 210 Loners in 57 countries. Seagoing A.A.s, known as Internationalists, number about 73 as well as 55 Port Contacts. We now have 185 Homers, A.A.s who are housebound due to illness or physical disability. Homers, Loners and Internationalists stay sober by sharing with each other through letters, tapes and e-mails. Each new Loner, Homer and Internationalist receives a directory of members, a subscription to *Box 4-5-9* and the *Loners/Internationalists Meeting-By-Mail (LIM)*, a confidential bi-monthly bulletin which shares excerpts of letters received at G.S.O. from LIM members. There are also over 475 Loners Sponsors, who share A.A. activities and personal experience.

Irene K.

■ Nominating

Trustees' committee: The committee recommended to the General Service Board the names of two candidates for Class A (non-alcoholic) trustees to be approved following the 2004 Conference. We forwarded the proposed slates of General Service Board members, officers of the board, and A.A.W.S. and Grapevine directors to the 2004 Conference Committee on Trustees as well as the slate of trustees to the annual meeting of the members of the General Service Board in May, following presentation at the 2004 Conference for disapproval, if any.

Ted S., chairperson

■ Public Information

Trustees' committee: Over the past year we oversaw the production of a new TV public service announcement (P.S.A.) and forwarded it to the Conference P.I. Committee. We reviewed existing radio P.S.A.s for contemporary content, and forwarded a recommendation that the 2004 A.A. Membership Survey be conducted on an area random basis to the Conference P.I. Committee.

Robert P., chairperson

Staff report: The goal of the P.I. assignment is to provide accurate and consistent information about A.A. to the general public through the media, health fairs, schools and G.S.O.'s A.A. Web site. A crucial part of P.I. work at G.S.O. is to act as a resource and central repository of the sharing from P.I. committees in the U.S. and Canada. During the year the staff member and an assistant respond to hundreds of written and telephone inquiries from the public and the Fellowship. The staff member also handles interviews with the media describing what A.A. is and what it can and cannot do. The staff member communicates with over 700 P.I. Committee chairpeople at the area, district, intergroup/central office and group level.

Gayle S. R.

■ Staff Coordinator

Staff report: Services to A.A. groups and members are provided through 11 staff assignments; in addition, staff members correspond with groups and members in a specific region. Staff members rotate assignments every two years; assignments are assisted by the staff coordinator. In 2003 staff received a total of 34,727 pieces of mail (including faxes and e-mail). As assistant secretary of the General Service Board, the staff coordinator is responsible for scheduling meetings, distributing advance material, preparing the minutes of the board meetings and also serves as editor of the *Quarterly Report*. In the past year, G.S.O. welcomed 1,600 visitors.

Valerie O'N.

■ Reports from the A.A. Grapevine

Directors' report: The A.A. Grapevine, Inc. is the arm of the General Service Board that publishes and distributes the Grapevine magazine, the international journal of A.A., and collections of Grapevine articles in books, CDs, and other formats as well as La Viña, the Spanish-language magazine.

There have been several changes at the A.A. Grapevine office. In August, the position of controller was filled by Eugene O. As head of the financial department, Eugene worked with the executive editor and treasurer of the board to develop the Grapevine and La Viña's annual budgets and to prepare quarterly financial reports for each. The board, in its long-range planning, began a search for a new executive editor. The search committee solicited resumes and, after interviews, Robin B. was named the new executive editor effective April 1, 2004.

In January 2004, J. Desmond T. was appointed an advisor to the board. By mutual agreement, Desmond left the Grapevine effective March 31, 2004, to pursue outside interests. Eugene O., controller, assumed management responsibilities until the new executive editor was named.

Personnel in the editorial and distribution services departments remain unchanged, although there was some reorganization. The executive editor assumed responsibility for the distribution services department, assisted by the office manager who supervised four customer service reps, two of whom are bilingual; a bilingual GvR/RLV coordinator; and shipping. Charles M., the managing editor, was given oversight of La Viña, the A.A. Grapevine, and the Web site, www.aagrapevine.org.

The Grapevine had a profit of \$5,366 for the year ended December 31, 2003, versus a budget of \$4,358. Average monthly circulation of the magazine was 112,614 for the year, versus a budgeted circulation of 115,000. The gross subscription income was \$1,691,467, and gross profit on the magazine was \$1,156,152, slightly below budget of \$1,179,560. Other publishing income, from the sales of books, tapes, CDs, as well as Grapevine wall calendars and pocket planners, was \$604,331, slightly below budget. The gross profit for this category was \$418,510. This was ahead of budget by \$32,080 and significantly ahead of 2002 as well.

Total gross profit, including cash flow and interest from the Reserve Fund of \$56,850, was \$1,631,514. Total expenses were \$1,626,148, resulting in a net profit of \$5,366, \$1,008 better than budgeted.

For La Viña, the average circulation of the six bimonthly issues was 9,222; the budgeted amount was 9,500. Overall results show a net loss of \$111,638, better than the budgeted loss of \$125,809.

Working in concert with the board's customer service subcommittee, management has been carefully reviewing the services provided by the Grapevine's current fulfillment house

and is considering undertaking a search for other vendors. It has accelerated its response to undeliverable subscriptions and taken several steps to improve customer service.

Mission Statement—The purpose of the Grapevine Corporate Board, an affiliate service corporation of the General Service Board, is to serve the A.A. Fellowship in the following ways: To oversee the publishing operations of the A.A. Grapevine, Inc.; To provide sound financial management of the corporation; To establish corporate policies and set corporate priorities; To engage in the ongoing process of strategic planning; and to operate in accordance with the principles of A.A. as expressed in the Twelve Steps, Twelve Traditions and the Twelve Concepts.

Richard G., chairperson

Staff report: This has been a productive year for the Grapevine. The staff has continued to update the content and design of the AA Grapevine and La Viña, with the goal of attracting newcomers and encouraging others to use them to carry the A.A. message.

The Grapevine published two books last summer—*Thank You for Sharing: Sixty Years of Letters to the AA Grapevine and Spiritual Awakenings: Journeys of the Spirit from the Pages of the AA Grapevine*. Selected from articles published in the Grapevine over the years, each reflects a wide range of A.A. experience. This winter, the Grapevine redesigned its Web site. Now known as AA Grapevine Online! it offers more stories, more humor, and more information about the Grapevine, La Viña, and Alcoholics Anonymous. This June, it will also become the gateway to the AA Grapevine Digital Archive, a collection of more than 12,000 Grapevine letters, cartoons, and articles covering the growth of A.A. from 1944 to 2002. With historic documents—such as the proposal for a General Service Conference, early essays on the Traditions, and reports on each International Convention, and 60 years of sharing.

La Viña, has undergone considerable growth as well, now reaching 9,000 subscribers. La Viña stories are now available on the A.A. Grapevine Web site and the publication of a Spanish translation of *The Best of Bill* and production of an audio CD of La Viña stories are underway.

Toward improving customer service, we are reviewing current fulfillment and distribution systems and have initiated new procedures to respond to customer queries, including a new voice mail system and new procedures that are more responsive to both English- and Spanish-language callers. In addition, the office has taken steps to strengthen its relationship with intergroups and Grapevine and La Viña representatives, with monthly mailings to area chairs and central offices/intergroups, and GvR workshops at Regional Forums.

Robin B., executive editor

■ Résumés for Trustees Election due Jan. 1, 2005

Three new Class B (alcoholic) trustees—from Southeast and East Central (U.S.) regions, plus trustee-at-large/U.S.—will be nominated at the General Service Conference in April 2005. Résumés must be received at G.S.O. no later than January 1, 2005, and must be submitted by delegates only.

The new Southeast regional trustee will succeed Dick G., of Altamonte Springs, Florida; the next East Central regional will replace Dorothy M., of Indianapolis, Indiana. The new trustee-at-large/U.S. will fill the position now held by Charlie B., of New Orleans, Louisiana.

A sound A.A. background is a basic qualification for Class B trustees. Ten years of continuous sobriety is desirable but not mandatory. Candidates should be active in both local and area A.A. affairs; and, because trustees serve the entire Fellowship, they require the background and the willingness to make decisions on matters of broad policy that affect A.A. as a whole.

It is also important that trustee candidates understand the commitment of time. Trustees are expected to attend three quarterly board weekends, with meetings often scheduled from Thursday afternoon through Monday morning, and the General Service Conference, which lasts for one week. Often trustees are asked to attend a Regional Forum weekend. In addition, regional trustees are usually asked to serve two years on either the A.A.W.S. or Grapevine Corporate Boards, which meet more frequently than the General Service Board.

Please submit your candidate's résumé to the Secretary, trustees' Nominating Committee, General Service Office.

■ Opening for a Class A (nonalcoholic) Trustee

The trustees' Nominating Committee asks that trustees, delegates and directors submit any names they deem appropriate as candidates for a Class A (nonalcoholic) trustee. Class A trustees are chosen from a variety of professional backgrounds, including doctors, lawyers, clergy, social workers and educators.

There will be an opening for one Class A trustee following the April 2005 General Service Conference. Elaine McDowell, Ph.D., chair of the General Service Board, will be rotating after 13 year of continuous service as a member of that board.

In seeking applications for all vacancies in Alcoholics Anonymous, the Fellowship is committed to creating a large applicant file of qualified persons, which reflects the inclusiveness and diversity of A.A. itself. Please submit your candidate's professional résumé to the Secretary, trustees' Nominating Committee, General Service Office, by July 15, 2004.

■ Opening for an A.A.W.S. Nontrustee Director

A.A. World Services, Inc. (A.A.W.S.) has started its search to fill a vacancy for a nontrustee director, which will open following the 2005 General Service Conference. Interested A.A. members are encouraged to submit a résumé. Basic qualifications for this position are: a minimum of seven years of continuous sobriety; a sound business or professional background in preferably, but not limited to, the following areas – finance, management, publishing, legal, or information technology; the ability to work with others; availability to attend eight regular monthly meetings of the A.A.W.S. Board, three weekend meetings of trustees' committees (to which corporate board directors are appointed), and the Conference, for one week in April. In addition, directors may be called upon to attend subcommittee or other meetings and to represent A.A.W.S. at Regional Forums or other A.A. functions. In seeking applications for all vacancies in Alcoholics Anonymous, the Fellowship is committed to creating a large applicant file of qualified persons, which reflects the inclusiveness and diversity of A.A. itself. Résumés should be sent to Joe Dennon, Secretary, A.A.W.S., Inc., at the General Service Office, no later than August 13, 2004.

■ Opening for a Grapevine Nontrustee Director

Following the 2005 General Service Conference there will be an opening for a nontrustee director of the A.A. Grapevine Corporate Board. The board asks that trustees, delegates and directors submit résumés of any applicants they deem appropriate to serve in this capacity. Some of the qualities most desirable for this position are: sound business or professional background in such areas as finance, management or communications, relevant to the work of the A.A. Grapevine Board; leadership qualities and the ability to work with others in a group conscience setting; activity in A.A. service; a minimum of seven years sobriety in the A.A. program; availability to attend all regular meetings of the Grapevine Board (currently, up to eight per year), quarterly meetings of trustees' committees, and the Conference for one week each year. Additionally, directors may be called upon to attend interim subcommittee or other meetings; and, occasionally, to represent the Grapevine at Regional Forums or other A.A. functions. In seeking applications for all vacancies in Alcoholics Anonymous, the Fellowship is committed to creating a large applicant file of qualified persons, which reflects the inclusiveness and diversity of A.A. itself. Résumés should be sent to Janet Bryan, The A.A. Grapevine, no later than August 13, 2004.

The Budget Highlights

2004 G.S.O. Budget

This budget describes the "OPERATIONS" of the General Service Office. It includes expenses of A.A. World Services (the Publishing operation) and the General Fund (Service activities). It excludes any activities reported separately in the Reserve Fund, Convention Fund, or the Capital Projects Fund. The Grapevine operations are described below in a separate report.

Income: The 2004 budget projects net sales of \$10,666,700, an increase of approximately \$200,000 (2%) over 2003, and includes the restoration of the price of the Big Book to \$6.00, effective 7/1/04. After accounting for leveling in unit sales of the 4th edition and the anthology, *Experience, Strength and Hope*, sales of other products are expected to be flat. It should be remembered that the price of the 4th edition was set at \$5.00 vs. \$6.00, thus specifically reducing the expected Gross Profit with a goal of reducing the Reserve Fund. It was expected that, depending on contributions, the price would be restored in a few years.

Manufacturing costs are budgeted approximately \$400,000 less than 2003 for a variety of reasons. Part of the reduction allows for a mix of costs resulting from the expected leveling of 4th edition and Anthology sales. Some is attributable to estimates for better cost of product and some is due to the absence in 2004 of "write offs for slow moving and foreign language inventory items." Royalties are budgeted at \$145,000.

Shipping and warehousing costs are budgeted approximately even with 2003. While there may be expected increases in operational costs due to inflationary pressures, the expected leveling of 4th edition and Anthology sales noted previously as well as absence of comparative costs incurred when we changed warehouses in 2003, result in the expected level costs for 2004.

After subtracting manufacturing costs, royalties and shipping expense, gross profit is budgeted at \$5,378,000 (approximately \$670,000 more than 2003), 50.4% compared with \$4,706,250, or 45%, for 2003. It should also be remembered that as we continue to strive to have literature available — for our Service Conference in the Spanish and French languages as well as English, lower print runs in those languages result in higher production costs. Because we strive to have similar selling prices regardless of our manufacturing cost, lower overall gross profits are expected to result.

Prudence dictates that even though contribution revenue has seen favorable upward movement during the last several years, it is time to restore the revenue stream. Trusted servants continue to explore methods to reduce the costs of operations as well as assess the services supplied.

Contributions for 2004 have been budgeted at \$5,175,000. Contribution for the year 2003 were just slightly ahead of 2002, and was the fifth year in a row that contributions received exceeded the prior year. During 2003, contributions from groups and individuals of \$4,997,400 were \$102,600 (2%) less than budgeted but \$6,000 (less than 1%) greater than 2002. For 2003, contributions had been budgeted to increase by about 2%. During 2002, we were obliged to record funds received on behalf of the World Service Meeting International Literature Fund as Contributions to G.S.O., therefore total year 2003 contributions of \$5,100,300 are reflected on our financial statements and include approximately \$103,000 received to help carry the message around the world from those participating countries. This compares with \$107,500 received during 2002 from countries around the world.

Total Operating Revenue for the period is anticipated at \$10,556,100, approximately 8% more than the 2003 budget.

Total Operating Expenses for 2004 have been budgeted at \$11,174,300, approximately \$720,000 6.8% higher than 2003 but only \$488,000 or 4.5% more than the 2003 budget. This years larger than usual increase includes increased expenditures to help carry the message worldwide as well as at home

For 2004 G.S.O. has budgeted excess of expenses over revenue of \$618,200; this compares with an actual loss for 2003 of \$645,160, and the \$950,850 loss budgeted.

The G.S.O. operating losses as well as other withdrawals from the Reserve Fund (La Viña, Computer projects, GV losses etc) all have worked to reduce the Reserve Fund balance.

2004 Grapevine Budget

The 2004 Grapevine Budget calls for an average circulation of 112,667, approximately 2,300 copies less than the 2003 budget and just about even with the 2003 paid circulation number of 112,614. Circulation for 2002 was 115,753, 2001 was 115,034, 115,734 in 2000, 116,000 in 1999 and 117,300 in 1998.

Income: Magazine income of \$1,701,500 is expected, about \$10,000 more than 2003. Other Publishing Income from books, cassette tapes, and miscellaneous items is budgeted at \$759,000, approximately \$155,000 higher than 2003. The increase in the "other items" category anticipates sales of new products.

Total Gross Profit: Combining the magazine and other publishing items, the gross profit of \$1,746,100 is budgeted compared to \$1,574,700 achieved for 2003 and the 2003 budget of \$1,566,000.

Total Operating Expenses: Total Operating Expenses for 2004 are budgeted at \$1,693,000, approximately \$67,000 more than the 2003 actual of \$1,626,148.

Net Income: For 2004 the Grapevine anticipates a profit of \$105,100. This compares with a 2003 budgeted profit of \$ 4,358 and an actual profit from operations of \$5,366.

2004 Spanish Grapevine Budget

Following the 1995 General Service Conference Advisory Action #7, the publication of the Grapevine magazine in Spanish, La Viña, was approved by the Grapevine Board of Directors and the trustees' Finance Committee of the General Service Board. Recognizing this publication as a new venture, both boards will review the financial impact on the Fellowship and the progress of circulation and continue to monitor the viability of this venture. In 2001 The Board recommended and the 2001 Conference approved that the Spanish magazine continue to be published by the Grapevine but funded by the General Fund instead of continuing to draw funds from the Reserve Fund.

For 2004 La Viña expects a gross profit of \$13,418, compared with a \$8,922 gross profit for 2003. Circulation for 2004 is estimated at 9,500, slightly higher than the 2003 average of 9,222. Total costs and expenses are estimated at \$132,113 for 2004, compared with \$120,560 for 2003, \$114,655 in 2002, \$127,578 in 2001, and \$62,137 in 2000. The 2004 budget projects a net loss of \$118,695 compared with a loss of \$111,638 for 2003, \$103,815 in 2002, a \$119,385 loss for 2001 and a 2001 budgeted loss of \$63,116.

To date the La Viña project has incurred start-up costs/operating losses of \$779,744 as follows: \$29,500 in 1995, \$138,290 in 1996, \$102,140 in 1997, \$66,182 in 1998, \$59,224 in 1999, \$49,570 in 2000, \$119,385 in 2001, \$103,815 in 2002, and \$111,638 in 2003.

Calendar of Events

Events listed here are presented solely as a service to readers, not as an endorsement by the General Service Office. For any additional information, please use the addresses provided.

June

- 2-6—*Wailea, Hawaii*. Maui Fest Conv. Write: Ch., PMB 640, Box 959, Kihei, HI 96753
- 3-6—*Prince Albert, Saskatchewan, Canada*. 52nd Annual Gateway Round-Up. Write: Ch., 44-28th Street East, Prince Albert, SK S6V 1W8
- 4-6—*Flagstaff, Arizona*. Flagstaff Round-Up. Write: Ch., Box 22148, Flagstaff, AZ 86002
- 4-6—*Las Cruces, New Mexico*. Area 46 Conv. Write: Ch., Box 394, Fair Acres, NM 88033
- 5-6—*Goose Bay, Labrador, Canada*. Special Forum. Write: Forum Coordinator, Box 459, Grand Central Station, New York, NY 10163
- 5-6—*Kansas City, Kansas*. III Encuentro Hispano Del Estado de Kansas. Write: Ch., Comité Organizdor, 723 Osage St. Kansas City, Kansas 66015
- 11-13—*Mobile, Alabama*. 23rd Annual Azalea City Jamboree. Write: Ch., Box 9005, Mobile, AL 36609
- 11-13—*Springfield, Missouri*. Heart of the Ozarks Roundup. Write: Ch., Box 1607, Springfield, MO 65801
- 11-13—*Calgary, Alberta, Canada*. Calgary's 23rd Annual Gratitude Roundup. Write: Ch., #2, 4015 - 1st Street SE, Calgary, Alberta T2G 4XV
- 11-13—*Yellowknife, Northwest Territories, Canada*. 36th Annual Round-Up. Write: Ch., Box 2813, Yellowknife, NWT X1A 2R1
- 17-20—*Indian Wells, California*. Desert Pow Wow. Write: Ch., Box 10128, Palm Desert, CA 92255
- 18-20—*Jackson Hole, WY*. Annual Granite Creek Camp-Out, Dist. 4. Write: Ch., P.O. Box 10701, Wyoming 83002-0401.
- 18-20—*Monroe, Louisiana*. NE Louisiana Round-Up. Write: Ch., Box 5063, Monroe, LA 71211
- 18-20—*Royal Oak, Michigan*. Walking Sober with Mother Earth Conf. Write: Ch., 1012 Grove, Royal Oak, MI 48067
- 18-20—*Sandwich, Massachusetts*. Unity Over the Bridge Campout. Write: Ch., Box 3265, Waquoit, MA 02536
- 18-20—*San Antonio, Texas*. Texas State A.A. Convention. Write: Ch., Box 6829, San Antonio, TX 78209
- 18-20—*Parksville, British Columbia, Canada*. Parksville/ Qualicum 44th Rally. Write: Ch., 117-211 S. Moilliet St., Parksville, BC V9P 1N8
- 18-20—*Sydney, Nova Scotia, Canada*. Nova Scotia Provincial Round-Up. Write: Ch., Reserve Mines Nova Scotia, Box 4554, Canada B1E 1L2
- 24-27—*Baltimore, Maryland*. 34th Maryland State Convention. Write: Ch., Box 70364, Baltimore, Maryland 21237
- 25-27—*Tallahassee, Florida*. Founders Day Florida Style. Write: Ch., Box 16076, Tallahassee, FL 32308

- 25-27—*Tunica, Mississippi*. Mississippi Area Convention. Write: Ch., 308 Lakeview Dr. Leland, Mississippi 38756
- 25-27—*Billings, Montana*. Beartooth Mountain Conf. Write: Ch., Box 23406, Billings, MT 59104
- 25-27—*Moodus, Connecticut*. Soberfest 2004. Write: Ch., 280 William Street, 3rd Fl, West Haven, Ct. 06516
- 25-27—*North Platte, Nebraska*. Area 41 Reunion. Write: Ch., Box 1563, Bellevue, NE 68005
- 25-27—*Salt Lake City, Utah*. Celebrating 60 Years in Utah Conv. Write: Ch., Box 154, Springville, UT 84663
- 25-27—*Washington Island, Wisconsin*. Keep it Simple Spirituality Weekend. Write: Ch., RR1 Box 143-W, Washington Island, WI 54246-9746.

July

- 2-4—*Yakima, Washington*. Pacific Northwest Conf. Write: Ch., Box 514, Newman Lake, WA 99025; www.area92aa.org
- 2-4—*Selma, California*. 13 Congreso Regional de AA del Valle de San Juaquin. Write: Ch., 520 North Fulton Street, Fresno, CA 93728
- 2-4—*Chilliwack, British Columbia, Canada*. 22nd Annual Chilliwack Round-Up. Write: Ch., 46196 Second Ave., Chilliwack, BC, V2P 157
- 9-11—*Montgomery, Alabama*. Alabama/ Northwest Florida Area 1 Assembly. Write: Ch., 1314 Stanford Rd., Dothan, AL 36305; areaonesecty@aol.com
- 9-11—*Appleton, Wisconsin*. 4th Annual Unity Conf. Write: Ch., Box 554, Pewaukee, WI 53072-554
- 9-11—*Riviere-Du-Loup, Québec, Canada*. 29ieme Congres. Write: Ch., District 88-05, C.P. 951, Riviere-Du-Loup, Quebec, Canada G5R 3Z5
- 15-18—*Raleigh, North Carolina*. 57th Annual North Carolina Conv. Write: Ch., Box 71144, Durham, NC 27722-1144; nconference@nc.rr.com
- 15-18—*Lubbock, Texas*. 30th Annual Lubbock Caprock Convention. Write: Ch., Box 6511, Lubbock, TX 79493
- 16-18—*Tehachapi, California*. Tehachapi Round-Up. Write: Ch., Box 1164, Tehachapi, CA 93561

- 16-18—*Delta, Colorado*. Area 10 Summer Assembly. Write: Ch., 902 South Mesa Ave., Montrose, CO 81416-9999
- 16-18—*Carrabassett Valley, Maine*. 27th Annual Maine Area 28 Round-Up. Write: Ch., Box 208, Blue Hill, ME 04614
- 16-18—*Portland, Oregon*. Pacific Regional Forum. Write: Forum Coordinator, Box 459, Grand Central Station, New York, NY 10163
- 16-18—*Edson, Alberta, Canada*. Edson & District 5 Annual 44th Roundup. Write: Ch., Box 3055, Edson, Alberta, Canada T7E 7T3
- 23-25—*Des Moines, Iowa*. Capital City Conference. Write: Ch., Box 30135, Des Moines, IA 50310; www.capitalcityconference.org
- 23-25—*Amherst, New York*. New York State Convention. Write: Ch., Box 704, Lockport NY 14095-0704
- 23-25—*Morgantown, West Virginia*. Area 73 West Virginia State Conv. Write: Ch., Box 803, Elkins, WV 26241-0803
- 23-25—*Windsor, Ontario, Canada*. 29th Annual Essex County A.A. Convention. Write: Ch., Box 1502, Station A, Windsor, Ontario, CANADA N8P 1L8
- 25-30—*Rimouski, Quebec, Canada*. 25th Congres du Bas St. Laurent. Write: Ch., District 88-06 C.P. 651, Rimouski, Quebec, Canada G5L 7C7
- 25-30—*Crested Butte, Colorado*. 21st Annual Crested Butte Mountain Conf. Write: Ch., Box 140114, Irving, TX 75014-0114; www.cbconference.org
- 30-Aug. 1—*Stamford, Connecticut*. 21st Connecticut Walk the Walk Roundup. Write: Ch., P.O. Box 1389, New Haven, CT 06505
- 29-Aug. 1—*Asheville, North Carolina*. 2004 Int'l. Big Book Step Study Conv. Write: Ch., P.O.Box 1637, Asheville, NC 28802
- 29-01—*Riverton, Wyoming*. Area 76 Summer Assembly. Write: Ch., Box 144, Lander, WY 82520
- 30-Aug 1—*Baie-Comeau, Quebec, Canada*. Congres de Baie-Comeau. Write: Ch., 1145, C.P. 333, Baie-Comeau, Quebec, Canada G4Z 2H1
- 30-Aug. 1—*Truro, Nova Scotia, Canada*. 29th Mini Round-Up. Write: Ch., Box 1171, Truro, NS B2N 5H1

Planning a Future Event?

To be included in the Box 4-5-9 Calendar, information must be received at G.S.O. three months prior to the event. We list events of two or more days.

For your convenience and ours — please type or print the information to be listed on the Bulletin Board page, and mail to us:

Date of event: from _____ to _____, 20 _____

Name of event: _____

Place (city, state or prov.): _____

For information, write: (exact mailing address) _____

Contact phone # (for office use only): _____

Cut along dotted line, and post this page on your group's bulletin board

3-5—*Phoenix*, Arizona. XXXII Convention Hispania. Write: Ch. Box 61512, Phoenix, AZ 85082-1512

3-5—*San Francisco*, California. The Spirit of San Francisco 12th Annual Convention. Write: Ch. Francisco 423832, San Francisco, CA 94142; info@sprit-sf.org

10-12—*Bull Shoals*, Arkansas. 24th Annual Autumn-In-The-Ozarks. Write: Ch., 1040 Harding Blvd., Cotter, AR 72626

10-12—*Cromwell*, Connecticut. 46th Annual Area 11 Convention. Write: Ch., 76 High Street, Thomaston, CT 06787; area11convention@msn.com

10-12—*Jacksonville*, Florida. 24th FCYPA-Unity. Write: Ch., Box 50962, Jacksonville, FL 32250-0962; www.fcypaa.org

10-12—*Salina*, Kansas. 2004 Kansas Area Conf. Write: Ch., Box 3255, Salina, KS 67402-3255

10-12—*Osgae*, Minnesota. 14th Annual Heartland Round-Up. Write: Ch., 22623 Bass Lake Rd., Round-Up. Write: Ch., 22623 Bass Lake Rd., Osgae, MN 56570

17-19—*Marshalltown*, Iowa. Big Book Study. Write: Ch., 512 N. 15th St., Marshalltown, IA 50158

17-19—*Lenox*, Massachusetts. Back to Basics Week-End. Write: Ch., 368 Congress Street, Boston, MA 02210

17-19—*Medina*, Tennessee. Area 64 Tennessee State Convention. Write: Ch., 425 Cumberland St., Medina, Tennessee 38355

24-26—*Lake Jackson*, Texas. 11th Annual Mouth of the Brazos Conference. Write: Ch., Box 1641, Clute, Texas 77531

September

6-8—*Mountain View*, Arkansas. 64th Old Grandad Arkansas State Convention. Ch., 9 MC 5026; Yellville, AR 72687

6-8—*Palm Beach*, Florida. Way of Life Conference. Write: Ch., Box 4106 Lantana, FL 33465

6-8—*Trinley Park*, Illinois. Illinois State Conference. Write: Ch., Box 1501, LaSalle, IL 61301

6-8—*Eau Claire*, Wisconsin. Chippewa Valley Round-Up. Write: Ch., Box 1033, Eau Claire, WI 54702

6-8—*Lynchburg*, Virginia. 55th Virginia Area Convention. Write: Ch., 587 Holma Mill Rd., Farmville, VA 23901

6-8—*Red Deer*, Alberta, Canada. Annual Red Deer Roundup. Write: Ch., 94 Castle Crescent, Red Deer, AB, CA T4P 2E9

13-15—*Indianapolis*, Indiana. East Central Regional Conference / Indiana Convention. Write: Ch., Box 13323, Indianapolis, IN 46219

13-15—*Williamsport*, Pennsylvania. PENNSCY-PAA XVI. Write: Ch., 938 Sheridan St. Apt. #9, Williamsport, PA 17701

19-22—*Destin*, Florida. Summer Serenity at the Beach. Write: Ch., Box 6176, Destin, FL 32550

20-22—*Beachwood*, Ohio. 22nd Ohio A.A. Round Up 2004. Write: Ch., Box 254, Berea, Ohio 44017; www.ohioroundup.org

20-22—*East Liverpool-Calcutta*, Ohio. 14th A.A. Beaver Creek Getaway. Write: Ch., 5174 East Liverpool, Ohio 43920

20-22—*York*, Pennsylvania. 7th Annual Sunlight Conference. Write: Ch., Box 3538, York, PA 17402

20-22—*Green Lake*, B.C., Canada. Green Lake Campout. Write: Ch., Box 10119, 108 Mile Ranch, B.C. V0K 2Z0

20-22—*Oshawa*, Ontario, Canada. 32nd Annual Lakeshore District Conference. Write: Ch. 192 Athol Street East, Oshawa, Ontario, Canada L1H 1K1

20-24—*Columbia*, Missouri. 53rd Missouri State Convention. Write: Ch., Box 204, Conception Junction, MO 64434

27-29—*Nashville*, Indiana. 33rd S.E. Indiana Fall Conference. Write: Ch., Box 183, Millroy, IN 46156

26-29—*Omaha*, Nebraska. Cornhusker Roundup. Write: Ch., Box 425, Bellvue, NE 68005

27-29—*Teton Canyon*, Reunion Flats, Wyoming. 3rd Annual Teton Canyon Campout. Write: Ch., Box 153, Driggs, Idaho 83244

27-29—*Alberta*, Canada. Corn Roast Roundup. Write: Ch., 719 Birch Ave., Shelby, MT 59474

27-29—*Montreal*, Quebec, Canada. Eastern Canada Regional Forum. Write: Forum Coordinator, Box 459, Grand Central Station, New York, NY 10163

August