

## Area 69 Pre-Conference 2019

Hello Friends,

I hope you have had the opportunity to meet with your home groups and share this years agenda items with them and have come away with your group's conscience. I have had the opportunity to travel to District 2,3,5,6,7,9,10, and 11 over 1800 miles in our area meeting with you and discussing the agenda items. Every District that I have been invited too; I have seen and felt enthusiasm and excitement for AA and general service. It warms my heart. I love being involved, serving shoulder to shoulder with you in this wonderful fellowship.

I am looking forward to seeing what today will bring, how an informed GSR, DCM and Area committee can give this Delegate their group conscience on the agenda items. This process is amazing!

I am hoping today we can meet in committees again and discuss the agenda items with the area committee chairs, like we did at our February committee meeting. Than in the afternoon I would like to have the Area chairs give a brief report (please keep in mind that some members may want to speak from the mik) on what was discussed followed by vote/since of the meeting on each green agenda item. So all voting member get a chance to cast their group's vote on each item.

This year at Conference on Wednesday when I meet with the Pacific Region Delegates. I will get the opportunity to put in a bid for our Area to host the 2022 Pacific Region Forum. We have not hosted this event in 23 years. Our Area hosted PRAASA in 2015 and we did a fabulous job it helped to put us on the map. As a member of the PRAASA committee it was a blast to be involved in the process of hosting a big event. A Forum would be smaller than PRAASA probably 300 to 500 people. I have asked some members to look at hotels that could accommodate us for this kind of an event. They have been helping me to get a bid ready in hopes of your approval. With this being said I would like to get a vote from the body now if you would like me to put in our bid to host this event.

2020 International Convention in Detroit, Michigan July 2-5

The host committee has asking for help finding non-AA friends to be panel speakers. They are looking for possible around 21 speakers that would be comfortable sharing their own professional experience in working with Alcoholics Anonymous. They are hoping that some of these speakers could also be considered as future Class A Trustees. "Reflecting guidance from the 1999 Conference Committee on International Conventions/Regional Forums, the trustees' Committee on International Conventions/Regional

Forums suggested that the area/state/provincial committees be made aware that experience has shown that planning a local A.A. event such as a convention, too near the dates of an International Convention may result in a smaller attendance at the local event. Looking at our Area calendar I do not see any conflict.

## AAWS Finance

For the one-month ended January 31, 2019 revenues were 7.82% higher than budgeted and 5.29% higher than the one month ended January 31, 2018. Operating expenses were 1.45% greater than budgeted and 4.57% more than last year. Actual contributions for the one month ended January 31, 2019 were \$776,231, 10.09% higher than budget and 10.09% higher than the one month ended January 31, 2018. Online contributions for the one-month of 2019 amounted to \$88,038. This compared with \$63,277 in 2018, \$49,587 in 2017, \$32,992 in 2016, and \$42,246 in 2015. The one-month of 2019 online contributions accounts for 11.46% of total contributions.

There was an extensive discussion on the Cost of Literature Distributed line of the financial statements. There is a variance on this line of \$31,325 compared to 2018, which is mainly due to the literature display racks. These items are ordered once a year and take a \$9 loss due to selling it at a lower price than manufacturing cost. At this time no decisions have been made on this topic.

The Board approved the following recommendations brought forward by the Finance Committee:

- That a transfer to the General Service Board General Fund in the amount of \$3,088,283.45, be made to cover the G.S.B. deficit as follows:

G.S.B. General Fund loss \$2,907,431.00

La Viña Funding \$148,467.00

Cap Projects transfer \$32,385.45

- That the Virtual Basket text inserts developed by the Publishing Department for the service pieces “Finance Guidelines” and “The A.A. Group Treasurer” be implemented; and that the text insert on the Virtual Basket for the pamphlet “Self-Support: Where Money and Spirituality Mix” be forwarded to the Conference Committee on Finance for consideration.

- The draft International Literature Fund and Credit Advance Policy be adopted as amended.

## Publishing

The committee accepted the Publishing Department report, highlighting the following information:

*Gross sales:* January gross sales are above budget with actual gross sales at \$1,464,305, which is a \$103,514 or 7.61% positive variance against budget of \$1,360,791.

*Web sales:* Total web sales (A.A.W.S. Online Bookstores) for January stand at \$976,214, which accounts for about 67.67% of total sales for the company. Total online orders for January are 1,996, which is 71.64% of total orders. Sales on the B2B online store (primarily Intergroup/Central Offices and other bulk orders) for January are \$662,601 and B2C sales (individual customers) stand at \$313,612.

*Digital books:* Total eBook gross sales for January 2019 stand at \$21,715.78, with 5,542 units distributed.

*History Shelf gift sets:* a total of 1,276 sets in English, French and Spanish; 5,104 total books, with gross sales of \$38,280. This was a 17% increase in units distributed over 2017, which totaled 1,089 sets.

Thank you for this opportunity to serve.

Matt Dyer

Area 69 Panel 69 Delegate