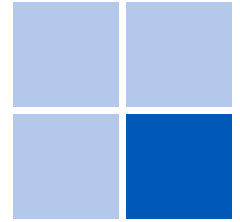


# Quarterly Report from GSO



ACTIVITIES OF THE GENERAL SERVICE BOARD INCLUDING A.A. WORLD SERVICES, INC., AA GRAPEVINE, INC.

*This is a confidential bulletin, for use only within A.A.*

**Fourth Quarter 2025**

## General Service Board Meeting

The General Service Board of Alcoholics Anonymous, Inc., held its quarterly meeting at the Westin New York Hotel at Times Square on Monday, November 3, 2025. Scott H., Chair of the General Service Board, presided. All committees met during the weekend. Highlights of committee reports appear below:

### Archives

The committee discussed Composition, Scope and Procedure and made a recommendation to the General Service Board.

The committee also made the following minor editorial updates:

- In the Composition, first paragraph, update the parenthetical text from: "(The A.A. Service Manual, 2021 – 2023 Edition, p. 60)" to: "(The A.A. Service Manual, 2024 – 2026 Edition, p. 60)."
- Procedure #4 is now Procedure #5 with one clarification to the text as follows:
  - **Change from:** "To review and approve requests for access to the GSO Archives for research purposes." to: "Assess requests for access to the GSO Archives for research purposes."
- Procedure #5 is now Procedure #6 with one edit change from: "GSO's Accounting Department" to: "GSO's Finance Department."

The committee discussed draft updates to the Archives Workbook, and following a thorough discussion, approved all the changes as presented. In summary, the changes include:

- Recent revisions to policies and procedures, such as the Deed of Gift Form, categorization of "Archival Materials for Access and Use" and similar updates.

- Sections reordered to enhance the overall flow of content in the workbook.
- Inclusion of appropriate images to enhance the content, where applicable.

The committee discussed draft changes to the Archives "Sound and Moving Image Policies and Procedures." Revisions to the policy were proposed by legal counsel and one new sentence regarding audio and video recordings retired by Advisory Action of the General Service Conference was suggested by the Archives Department. In addition, the word "Sound" in the policy title was changed to "Audio." Following a thorough review and discussion of the draft changes, the committee approved the revised Archives "Audio and Moving Image Access Policies and Procedures."

### Cooperation with the Professional Community

The committee reviewed the report on the use of Cooperation with the Professional Community (CPC) video clips in local committee work and discussed the options presented by the Communication Services Department for updating the current full videos. It was agreed that further clarity was needed on permissions related to the intellectual property of the videos and what permissions could be granted for the use of audio/video clips of our materials. Additionally, it was noted that it would be helpful to have clarity on possible cost estimates for updating the content. The secretary will bring back additional background on this topic at the Q1 2026 meeting.

The committee reviewed the newly revised "CPC PowerPoint" (Item F-75) and "Information on Alcoholics Anonymous" (Item F-2) service pieces and found the revised pieces to be more current and effective materials about A.A.

## Corrections

The committee reviewed progress on communication utilizing the GTL tablet (a communications platform used by correctional facilities). The committee noted the usefulness and cost effectiveness of this communications platform and looks forward to an updated report on these efforts at their Q1 2026 meeting.

The committee had robust discussions on the analytics presented and the usage of this material as a resource to area corrections chairs. The committee emphasized that the corrections desk continues to share with all districts, area, intergroup, and H&I Corrections committees about the accessibility of AAWS and AA Grapevine literature on tablets in correctional facilities.

## Finance

### *IRS Form 990*

The trustees' Finance and Budgetary committee recommended to the General Service Board filing the IRS Forms 990 for A.A. World Services, Inc., AA Grapevine, Inc., and the General Service Board of A.A., Inc.

### *GSO Financial Results*

The committee reviewed the unaudited financial results for the nine months ended September 30, 2025. Total operating revenue is \$13,775,293, which is about 6% less than the YTD budget of \$14,608,870. Total operating expenses before depreciation are \$13,664,759, which is about 3% less than the YTD budget of \$14,059,309. Operating surplus before depreciation is \$110,534 compared to a YTD budgeted surplus of \$549,561. Literature accounts receivable is \$520,329, of which 35.5% is current, 28.1% is less than 60 days past due, and 36.4% is more than 60 days past due. The reserve fund is at 6.2 months of 2025 budgeted GSO, GV, and LV operating expenses.

Cash increased \$790K from the prior year due to cash receipts from International Convention registration and Convention item sales less cash disbursements to Convention vendors. The International Convention has a separate budget and profit and loss statement, but the funds received and disbursed to date are recorded on our balance sheet in accordance with generally accepted accounting principles (GAAP). This cash is not additional surplus for the General Service Board or AAWS because there are associated pending expenses, all of which are expected to be paid by October 31. A detailed budget and P&L for the 2025 International Convention is

the responsibility of the Convention management vendor, Talley Management Group (TMG), with AAWS Board oversight. Reporting on these financials is separate and ongoing and includes a full accounting of Convention income and expenses. However, funds related to the Convention are our assets and must be included on our balance sheet as such.

Accounts receivable, including the receivable from Grapevine, decreased \$32K from the prior year due to robust receivable collections in September. Prepaid expense decreased by \$604K because prepaid expenses associated with the Convention have been moved from prepaid expense to the Convention income statement as expenses.

Accounts payable and accrued expenses increased \$763K from the prior year due to less prompt payment of invoices resulting from lower contributions revenue. As of September 26, 46% of our accounts payable is current, 26% is between one and 30 days past due, and 28% is between 31 and 60 days past due. All the invoices that are more than 30 days past due are from our largest literature printing vendor, with which we have a mutually agreed upon payment plan.

Contributions were 11% less than budget, and gross literature sales were 6% greater than budget. Literature gross margin was almost exactly the same as budget. The expense categories at or below budget are payroll taxes; professional fees; printing, postage, and supplies; data, automation and website; and travel and meetings.

As of September 29, 2025, operating cash on hand was \$344K versus accounts payable of \$1.931M, resulting in a short-term deficit of \$1.587M.

It was reported that the AAWS Finance Committee recommended that monthly communication to Conference members be initiated from the Self-Support assignment, developed in consultation with the AAWS treasurer, chair of the General Service Board and general manager with regular updates provided to the AAWS Self-Support Subcommittee.

The committee held a robust discussion regarding contributions being less than budget and emphasized the importance of a call to action. Suggestions included utilizing the Meeting Guide app, the "What's New" section of aa.org, direct communication to delegates, and follow-up efforts to inform the Fellowship of the current financial status.

The committee also recommended continuing this discussion with the full board and suggested that it be included as a topic in the upcoming Planning and Sharing meeting.

### **Reserve Fund**

As of September 30, 2025, the Reserve Fund Assets totaled \$12.078M, consisting of cash and certificates of deposit. Less the liability for unfulfilled Grapevine subscriptions of \$540K, the Reserve Fund Balance was \$11.538M.

Based on the expense budgets for GSO, Grapevine and La Viña (total \$22.330M), the reserve fund balance is equal to 6.2 months of operating expenses. Note that the calculation is influenced equally by the size of the Reserve Fund balance and the level of GSO, Grapevine and La Viña expenses.

### **GSO 2026 Budget**

It was reported that the AAWS Finance Committee had a preliminary discussion of the 2026 budget. An interim meeting of the AAWS Board will be scheduled for a more in-depth budget discussion.

### **Grapevine and La Viña Financial Results**

The unaudited year-end results for the period ending September 30, 2025, were presented.

Grapevine surplus/deficit is on target with the reforecast and an improvement of \$312K (51%) over 2024. Circulation and subscription income exceed reforecast by \$31K, driven by back issues and hospital/prison sales. Revenue per copy has increased. Direct subscription costs are \$2.9K under reforecast, boosting gross margin by \$33K.

Content income is slightly below reforecast (\$2.7K), with books lagging but audio and specialty items performing well. Content Cost of Goods Sold (COGS) is \$1.8K under reforecast; content gross margin is \$0.9K below reforecast and \$51K below last year. Total gross margin is \$33K above reforecast. Expenses exceed reforecast by \$33K but are \$202K lower than last year, mainly due to fulfillment and staffing costs (including International Convention support). Net deficit stands at \$300K, consistent with the reforecast and 51% lower than in 2024.

La Viña experienced strong growth in circulation, subscriptions and content, with reduced expenses. Bottom line aligns with reforecast and improved \$78K (18%) vs. 2024. Subscriptions: 436 below reforecast but 1,050 above last year. Targeted campaign planned following

price-related drop in renewals. Subscription income exceeds reforecast by \$0.8K and is \$26.6K (30%) higher than last year. Gross margin is \$2K above the reforecast. Content revenue is \$5.2K below reforecast, and gross margin is \$1.5K below reforecast but \$29K higher than last year.

Total gross margin is \$126K, up \$1.3K vs. reforecast and \$47.6K (61%) over last year. Expenses: \$489.7K, slightly over reforecast (\$2.2K) and \$30K below 2024. Overall, La Viña is under budget by \$1K; bottom line is up \$78K from last year.

A \$350K Reserve Fund draw during August covered outstanding invoices. Higher inventory purchases increased accounts payable. Cash remains tight despite the draw; daily monitoring continues.

### **Grapevine Budget and Five-Year Plan and La Viña 2026 Budget**

The board will be meeting multiple times prior to the end of January board weekend. The 2026 budgets and five-year plan for Grapevine will be thoughtfully developed. Multiple new projects of various sized are under consideration for the five-year plan.

### **AAWS Self-Support Subcommittee**

The AAWS Self-Support Subcommittee met on October 8, 2025. The subcommittee requested that the Self-Support and Finance desk provide Staff report updates at the start of each meeting and anticipates incorporating some recurring agenda topics into those updates to make its meetings more efficient and respectful of everyone's time.

This quarter, the subcommittee explored several ideas — including interview-style features, member call-outs and the concept of a campaign to relaunch the recurring contribution module once GSO completes its enhancement project.

### **Approval Process for Quarterly Financial Report**

The trustees' Finance and Budgetary Committee recommended to the General Service Board that their Composition, Scope and Procedure (CSP) be amended to include the following procedure: "The Quarterly Financial Report is drafted by the GSO CFO and Grapevine controller and submitted to the GSB treasurer for review and approval. Upon approval by the treasurer, the CFO forwards the Quarterly Financial Report to the Language Services Department for translation. After translation, the CFO forwards the Quarterly Financial

Report to the Conference assignment for distribution to Conference members.”

### **Conference Proposed Agenda Items (PAI)**

The committee discussed the following 76th General Service Conference proposed agenda item submissions (PAIs):

- *PAI-11:* The committee reviewed the proposed agenda item, “GSO/GSB to make financial information more accessible through annual reports, quarterly reports, and online resources,” and took no action. The committee noted this would conflict with confidentiality concerns regarding sharing letters and would not be within the scope of the General Service Conference. The committee cited that existing annual and quarterly reports suffice; additional details would overburden staff, and confidentiality must be maintained. It was also noted that the Quarterly Financial Report content has recently expanded as of the 75th General Service Conference.
- *PAI-73:* The committee reviewed the proposed agenda item, “Add a statement to the current GSB Reserve Fund policy that states, ‘GSB may make use of investment income from the Reserve Fund not to exceed the amount of investment income earned from prior fiscal year to meet non-emergency critical budgetary requirements, but not for any other GSB authorized spending.’ This addition to the reserve fund policy is intended to supersede or replace any current language regarding the withdrawal procedure of the reserve fund” and took no action. The committee discussed that passing such a policy could potentially restrict the GSB from fulfilling its legal responsibilities. The committee favored a broader Conference session on “Rebuilding Our Reserve Fund” rather than adopting restrictive policies.
- *PAI-74:* The committee reviewed the proposed agenda item, “Create a policy stating that if the Reserve Fund balance is below nine months of operating expenses for 12 consecutive months, the General Service Board will devise and submit to the Conference Finance Committee a plan including timeline to replenish fund to nine months of operating expenses. This addition to the reserve fund policy is intended to supersede or replace any current language regarding the maintenance of the reserve fund process and or procedure” and took no action. The committee discussed that

passing such a policy could potentially restrict the GSB from fulfilling its legal responsibilities. The committee favored a broader Conference session on “Rebuilding Our Reserve Fund” rather than adopting restrictive policies.

- *PAI-99:* The committee agreed to forward to the 76th General Service Conference the proposed agenda item “Motion to add this wording to the pamphlet ‘Self-Support: Where Money and Spirituality Mix’ on page 13 immediately following the Samples of Group Contributions to A.A. Service Entities pie charts. ‘AA Grapevine and La Viña do not accept contributions. They are supported by sales of subscriptions, books and other specialty items. When your group is discussing how to distribute contributions to A.A. service entities, please consider how you may support Grapevine/La Viña. Purchasing subscriptions for your group, gift subscriptions, books or specialty items is a great way to support Grapevine/La Viña.’”

### **Policy on AAWS/GSB Shared Expenses**

The trustees’ Finance and Budgetary Committee recommended to the General Service Board the adoption of the AAWS/GSB Shared Services Agreement.

### **General Service Conference**

The committee discussed inviting delegate chairpersons to attend the October board weekend instead of the January board weekend, no sooner than October 2026. The committee noted the value of having committee chairs present during the consideration of PAIs and the presence of October invitations prior to the Equitable Distribution of Workload pilot.

The committee agreed to continue last year’s practice of inviting only current Conference members to the Sunday Opening Dinner and A.A. meeting. The committee recognized the feedback received, the benefit to group unity, financial prudence and gathering feedback from the 2026 Conference evaluation forms.

### **International**

The Staff secretary provided an update to the committee regarding the 29th World Service Meeting planning. A virtual kickoff meeting was held with the local Portugal planning team to discuss the volunteer welcome committee and the closing dinner, and to provide information about the contracted hotel. In early December 2025, regular internal team planning meetings will begin. A

progress report will be provided to the committee at the Q1 2026 meeting.

The committee clarified a previous suggestion to “expand” the AAWS Licensing and Translations reports. The request was not to expand the reports; instead, it was a suggestion to identify what literature listed on the 113 Languages Worldwide report is available for distribution and where it can be obtained. It was determined that the Legal, Licensing, Translation and Intellectual Property (LLIP) department, working with the international coordinator, will identify licenses, the literature materials that are available and any outstanding requests in progress for the countries that we are scheduled to visit on international trips.

The committee discussed the Trip Consultation Team’s process for managing in-person or virtual requests, including which requests should be facilitated by the International assignment and which requests are better handled by the local International structure.

The committee will continue to discuss how to effectively respond to informal International requests at the Q1 2026 meeting.

Suggestions were shared on how to further inform the Fellowship on the topic of “A.A. Around the World,” including expanding trustees-at-large Regional Forums and General Service Conference presentations and adding workshops on the topic to these events.

## **International Convention/ Regional Forums**

### **International Convention**

The committee reviewed a wrap-up and financial report provided by the 2025 International Convention consultant. The committee noted key takeaways, including the lessons learned from the first-ever virtual program session track component and improvements needed to develop strategic public information messaging about Alcoholics Anonymous for future International Conventions. The Convention consultant will provide the final financial reporting; however, they do not see that there will be material changes to the numbers currently reported. The committee requested that the Staff secretary create key talking points related to the financial success of the 2025 Convention for consistent messaging.

The committee reviewed and accepted the progress report provided by the subcommittee on the inclusion of

sovereign state flags in the International Convention. The subcommittee agreed to expand its scope to include discussing the format of the flag ceremony. The Staff secretary will send out a survey to the board and GSO Staff for feedback. The Staff secretary will provide the submitter with an update on the subcommittee’s progress when the work is completed. The committee looks forward to a progress report at the Q1 2026 meeting.

### **Regional Forums**

The committee reviewed a progress report from the Review Request for Information (RFI) Subcommittee noting updates to reflect that submissions should not use third-party vendors and clarify the use of civic pro bono services. The subcommittee will continue their work and review of a brief FAQ intended to share with regional trustees early in the RFI process and present a report at the Q1 2026 meeting.

### **Literature**

The committee reviewed and accepted a draft graphic explaining the review and revision process for any changes to the *Plain Language Big Book* and accepted the progress report on the development of a process to receive, assess, and forward proposed changes to the *Plain Language Big Book*.

The committee reviewed the proposed agenda item PAI-50: “General review supporting modifications to the story section of ‘The A.A. Member — Medications & Other Drugs’ (Item P-11) pamphlet.” The committee agreed to forward PAI-50 to the 76th General Service Conference.

The committee reviewed the proposed agenda item “It is recommended that the pamphlet ‘The A.A. Member — Medications & Other Drugs’ (Item P-11) be revised and expanded” and agreed to forward it to the 76th General Service Conference.

### **Nominating**

After reviewing candidate résumés and conducting virtual interviews, the trustees’ Nominating Committee identified the top three Class A (nonalcoholic) trustee candidates to attend the Q1 2026 General Service Board weekend as observers. During the weekend, candidates will engage with trustees, Staff, and delegate chairs. The General Service Board will select one candidate for inclusion on the 2026 slate of trustees.

The committee recommended Grace F. to serve as

AAWS, Inc., nontrustee director, following the 2026 General Service Conference.

**Public Information**

The committee expressed appreciation for a new draft service card for young people and suggested that the Staff secretary proceed with making this new service material available to the Fellowship once completed.

The committee reviewed the draft young people user-generated videos and suggested that the Staff secretary consider adding the videos to AAWS YouTube Shorts.

The committee appreciated the adaptation of the GSO Australia’s PSAs. The committee noted that in keeping with the “Policy on Actors Portraying A.A. Members or Potential A.A. Members in Videos Produced by the General Service Board or Its Affiliates,” an “actor portrayal” disclaimer should be added to the videos before being published to AAWS platforms.

**Treatment and Accessibilities**

The trustees’ Cooperation with the Professional Community/Treatment and Accessibilities committee (TCPC/T-A) noted the progress made on the Military Veterans Interview project and provided suggestions to the Staff secretary for updating new content to the web page and looks forward to a progress report at the 2026 Q1 meeting.

The committee received the newly revised “A.A. Guidelines on Sharing the A.A. Message with the Alcoholic Who Is Deaf” (Item MG-13), containing both updates from the Accessibilities coordinator and suggestions from the Fellowship.

**A.A. World Services**

*Overview*

Since the last report to the General Service Board (GSB) in July 2025, the A.A. World Services (AAWS) Corporate Board has met twice:

- September 12, 2025 AAWS Strategic Planning Session, Special Meeting, and Executive Session
- October 30, 2025 Regular AAWS Board Meeting and Executive Session

**Board Committees**

*Communication and Language Services Committee*

- Announced that the new “Online Meetings” view in the Meeting Guide app is now live — a major improve-

ment making it easier for members to locate virtual meetings quickly and conveniently.

*Finance Committee*

- Announced the appointment of Nick S. as Self-Support Coordinator. Nick will lead self-support communications and recurring-contribution initiatives, coordinate messaging and visuals across departments, and provide regular Staff reports to the Self-Support Subcommittee.

*Internal Audit Committee*

- Continued refinement of the master list of AAWS policies referenced in the Corporate Service Policies (CSP) to ensure alignment between board and office procedures.
- Confirmed plans for the annual review of the organization’s IRS Form 990 prior to the November 15 filing deadline.

*Nominating Committee*

- Reported that it has advanced one candidate for consideration as general service trustee (GST) and non-trustee director (NTD).

*Publishing Committee*

- Announced completion of the English-language version of the Twelve Concepts video as of October 30, 2025; French and Spanish versions will follow.
- The Communications Department will coordinate a comprehensive launch through the Meeting Guide app, What’s New, Box 4-5-9, and aa.org.

*Technology and Services Committee (TSC)*

Reported continued work to improve data integrity across systems. The team is cleaning up group and contact records and automating the connection between NetSuite and Campaign Monitor to reduce manual errors and increase accuracy.

Emphasized the importance of data stewardship, reminding trusted servants with read-only access to Fellowship Connection to review listings and report updates. These efforts ensure that information used for communication and service is accurate, consistent and reliable.

**RECOMMENDATIONS APPROVED BY THE AAWS BOARD — OCTOBER 30, 2025**

*Finance Committee*

- The AAWS Finance Committee recommended to the AAWS Board that the IRS Form 990 be forwarded to the General Service Board.

- The AAWS Finance Committee recommended to the AAWS Board that the International Literature Fund activity report ending September 30, 2025, be forwarded to the trustees' International Committee.
- The AAWS Finance Committee recommended to the AAWS Board that the World Service Meeting Fund activity report ending September 30, 2025, be forwarded to the trustees' International Committee.
- The AAWS Finance Committee recommended that a monthly communication to Conference members be initiated from the Self-Support assignment, developed in consultation with the AAWS treasurer, chair of the General Service Board, and the general manager with regular updates provided to the AAWS Self-Support Subcommittee.

### Communications and Language Services Committee

- The AAWS Communications and Language Services Committee recommended to the AAWS Board that the 2025 third quarter LinkedIn report be forwarded by AAWS to trustees' CPC/Treatment and Accessibilities.
- The AAWS Communications and Language Services Committee recommended to the AAWS Board that the 2025 third quarter reports on Website, Meeting Guide App, YouTube, Google Ads, Online Business Listings and Podcast be forwarded by AAWS to the trustees' Committee on Public Information.

### Internal Audit Committee

- The Internal Audit Committee recommended that the AAWS Board accept the updated 2024 Human Resources annual report.
- The Internal Audit Committee recommended that the AAWS Board accept the October 30, 2025, finance RACI (Responsible, Accountable, Consulted, Informed).

### Publishing Committee

- The AAWS Publishing Committee recommended to the AAWS Board that they approve a price reduction for *A Book of Fellowship: 90 Years of Sharing, Love and Service*, with a new sale price of \$15 USD. Central offices and intergroups should be provided with communication to alert them to this price change, which would commence 90 days after notification.
- The AAWS Publishing Committee recommended to the AAWS Board that they move forward with the proposed New Year combo bundle of the *Plain Language Big Book* and a hardcover *Alcoholics Anonymous*

(English, French or Spanish) at a discount of \$1.00 USD off the combined list price of the two books.

- The Publishing Committee recommended that the AAWS Board accept the July, August and September 2025 reprint permission reports provided by the intellectual properties administrator.

### Executive Session

During its **executive session**, the Board reached consensus and approved two additional motions and ratified them once regular session resumed:

- The AAWS Board adopted the Compensation Policy described in the proposed AAWS Employee Handbook, as corrected.
- The AAWS Board authorized the general manager to pursue the acquisition of an application and allocate up to \$30,000 for due diligence.

### Proposed Agenda Items

The AAWS Board was assigned 21 Proposed Agenda Items (PAIs) for consideration for the 76th General Service Conference (GSC). While none of these items were forwarded directly to the GSC, one PAI was referred to the trustees' Literature Committee for further consideration.

In addition, several items were noted for internal follow-up within the Publishing Department, AAWS Strategic Planning, and the Fifth Edition Literature Subcommittee. A complete list of the PAIs and their dispositions is provided below for reference.

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#### PAI-10

That GSO begin the process of adding QR codes (linked to aa.org) on all new and reprinted literature.

**Action:** Take no action.

**Rationale:** Existing AAWS approved pilot through 2025 on 13 high-volume pamphlets.

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#### PAI-26

It is proposed that the General Service Conference (GSC) adopt the following statement as the official description of the General Service Office (GSO) to be used in all published materials and digital platforms, as time and resources allow:

*"The General Service Office of Alcoholics Anonymous for the U.S. and Canada is located in New York City. It is supported by the members of AA. Its purpose is to assist the organization — its members, groups, outreach committees, and trustees — in their efforts to fulfill AA's primary purpose: to carry the message of re-*

covery to the greater community and to the still suffering alcoholic."

**Action:** Take no action.

**Rationale:** Not appropriate as a Conference item; fits within AAWS strategic planning/communications purview.

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#### PAI-28

That a comprehensive review be undertaken to update the accuracy of the use of our literature being cross-referenced in the book *Daily Reflections*.

**Action:** Take no action.

**Rationale:** Operational/editorial matter for Publishing.

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#### PAI-30

That a comprehensive review be undertaken to update the accuracy of the use of our literature being cross-referenced in the book *As Bill Sees It*.

**Action:** Take no action.

**Rationale:** Operational/editorial matter for Publishing.

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#### PAI-32

Motion that the graphics and design on the hardcover edition of the book *Alcoholics Anonymous* (commonly referred to as the Big Book) be revised to reflect a more discreet and simple presentation. This change would better align with our Fellowship's principles of anonymity, humility, and simplicity. This adjustment shall apply to all future printings of the hardcover edition.

**Action:** Take no action (re: Fourth Edition).

**Rationale:** Board previously decided no cover change for the Fourth Edition; feedback to be forwarded to the Fifth Edition Literature Subcommittee.

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#### PAI-35

An A.A. App with access to All A.A. Literature or the purchase of an existing app "Everything A.A."

**Action:** Take no action.

**Rationale:** Under purview of the General Service Office.

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#### PAI-39

Edit the Primary Purpose Card F-17 title and text for open meetings. Change the title to read Statement of Purpose Card for Open/Closed Meetings. Change the text "*as they relate to alcoholism*" to "*as they relate to recovery from alcoholism*."

**Action:** Take no action.

**Rationale:** Conflicts with existing literature; no widely expressed need.

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#### PAI-41

Consider a request to adopt a subscription model for literature currently made available on AA.org at no cost.

**Action:** Take no action.

**Rationale:** Within AAWS/office purview; significant systems, finance, and revenue-recognition implications.

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#### PAI-52

That a hardcover edition of *Daily Reflections* be made available.

**Action:** Take no action.

**Rationale:** Format decisions rest with the office/AAWS.

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#### PAI-55

No photos shown of people, period. I keep seeing photos, sos did a great job, see who I found, we had a great time, all good. We have a disease, people get drunk, these photos could severely harm them and/or AA as a whole.

**Action:** Take no action.

**Rationale:** Local matter (district Facebook usage).

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#### PAI-57

That AAWS stop printing the hardcover version of the book *Alcoholics Anonymous*, a brightly colored case-bound laminated cover stating the title in large, bold lettering, and either (a) return to printing the book with a separate dust jacket with a plain hardcover with plain colors and the title printed discreetly on the spine and/or the cover, or (b) eliminate the dust jacket and use a plain hardcover with plain colors and the title printed discreetly on the spine and or the cover, with the choice between alternatives (a) and (b), as well as the timing and implementation of this motion, to be left to the appropriate decision maker at GSO and or the Board of Trustees.

**Action:** Take no action (re: Fourth Edition).

**Rationale:** Board previously decided no cover change for the Fourth Edition; feedback to be forwarded formally to the Fifth Edition Literature Subcommittee.

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#### PAI-59

Area 20 (Northern Illinois) moves that the binding (front, back, and spine) of our book *Alcoholics Anonymous* (Big Book) reverts back to using a plain blue binding with embossed letters (*Alcoholics Anonymous*) in the same color, for the hard-copy version, either with or without the dust cover.

**Action:** Take no action.

**Rationale:** Board previously decided no cover change for the Fourth Edition; feedback to be forwarded formally to the Fifth Edition Literature Subcommittee.

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**PAI-61**

Consideration of AAWS offering sobriety tokens/medallions for sale through the General Service Office.

**Action:** Take no action.

**Rationale:** Longstanding practice is not to sell tokens.

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**PAI-62**

That in the pamphlet *"Questions and Answers on Sponsorship"* (p15), the sentence "sees that the new-comer is aware of A.A. literature, in particular, the *Big Book*, *Twelve Steps and Twelve Traditions*, *Grapevine*, *As Bill Sees It*, *Living Sober* and suitable pamphlets," be amended to include the Grapevine publication *Language of the Heart*.

**Action:** Forward to trustees' Literature Committee.

**Rationale:** Content/listing changes best considered via trustees' Literature; not a Conference-level policy question for AAWS.

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**PAI-63**

The General Service Office should make the books *Pass It On* and *Dr. Bob and the Good Oldtimers* available for purchase in audio format anywhere audiobooks are available.

**Action:** Take no action.

**Rationale:** Already updated.

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**PAI-65**

During a recent review of the pamphlet *"Questions & Answers on Sponsorship,"* I found the word "indoctrination" when referring to treatment programs outside of the program of Alcoholics Anonymous. It struck me as an unintentional judgment statement.

**Action:** Take no action.

**Rationale:** Already updated.

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**PAI-66**

That the General Service Board consider expanding the dataset made available through the Meeting Guide app to include standardized unique identifiers (primary keys) and relevant metadata that would enable integration with the NetSuite platform, in order to support unified data management and ensure consistency across A.A.'s digital systems.

**Action:** Take no action.

**Rationale:** Beyond authority to compel alignment of autonomous local data sources.

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**PAI-69**

That the book *The A.A. Service Manual/Twelve Concepts for World Service* (BM-31), hereafter referred to as the "Service Manual," be included in the General Service Representative (GSR) Kit and the District Committee Member (DCM) Kit at no cost.

**Action:** Take no action.

**Rationale:** Prior cost-savings decision; PDF is freely available; areas handle supply variably.

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**PAI-83**

That Assignment Desks at General Service Office prepare as soon as is reasonably possible, and keep updated, a revision history document for each Committee Workbook and Kit when revisions are done, and post on aa.org.

**Action:** Take no action.

**Rationale:** No clear use case; significant translation/maintenance burden across three languages; no widely expressed need

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**PAI-89**

WSEA 92, District 6 proposes the revision of booklet B-28, "A.A. for the Older Alcoholic," due to being too bulky to fit in local groups, committees and professional communities pamphlet racks.

**Action:** Take no action.

**Rationale:** Current larger format supports readability; format is an office/AAWS matter.

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**PAI-105**

That the General Service Conference recommends that Alcoholics Anonymous World Services develop and distribute an audiobook "The A.A. Service Manual Combined with the Twelve Concepts for World Service."

**Action:** Take no action.

**Rationale:** Office/AAWS purview; frequent updates complicate audio production. Response will note that Concepts audio is already available.

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## AA Grapevine

### *In-App quarterly growth of subscriptions (+17%)*

APPLE APP STORE		GOOGLE PLAY	
Current	7,280	Current	1,253
July 1	6,240	July 1	1,073

### *App Income from Apple and Google to date*

#### MOBILE APP PAYMENTS

	Google	Apple	Total Payments
2023	\$9,169	—	\$9,169
2024	\$24,770	\$175,071	\$199,841
2025	\$15,319	\$ 97,834	\$212,240
<b>Lifetime Total Payments</b>			<b>\$421,250</b>

*Apple and Google payments to Grapevine now exceed the original \$400K app investment from the GSB in 2023.*

### Total Subscriptions (print, digital, apps)

**Grapevine:** 58,700, compared with reforecast 58,508 (+192)

**La Viña:** 8,036, compared with reforecast 8,472 (-436)

### Cost Savings on Mailed Renewal Efforts

We currently send nine renewal efforts per year to subscribers. We are cutting that down to four, including a mailing sent if subscription expires. The discontinued mail efforts will be replaced by e-efforts. The savings per year will be approximately \$41,000. We will need to monitor in 2026 to see how change affects renewals.

### Intergroup, Area and Central Offices Sales of Grapevine and La Viña Subscriptions

The board approved a proposal for A.A. intergroups central offices, and area offices to partner with Grapevine, Inc., in offering *Grapevine* and *La Viña* magazine subscriptions directly to the Fellowship. This partnership will provide offices with an additional revenue stream while making it easier for members to access *Grapevine* and *La Viña* magazines. intergroup and central offices will earn 10% commissions.

### Digital Media

#### Grapevine Digital Products Update

	Oct-25	Jul-25	Oct-24	Year Growth %
GV App Subscribers	7,331	6,876	6,020	22
GV Subscribers with App Access	17,058	16,469	14,337	19
LV App Subscribers	398	430	253	57
LV Subscribers with App Access	646	671	435	48
Grapevine Podcast Downloads	1,290,358	1,208,600	980,000	31
GV Instagram Followers	15,371	14,821	13,094	17
LV Instagram Followers	2,171	2,191	1,830	18
YouTube Channel Subscribers	16,500	16,000	14,300	15

### Books

**Direct Sales:** With gratitude to our digital publishing department and North Studios, on November 1, 2025, we launched the new bulk book discounts. The discounts are as follows:

- 1–4 books, no discount
- 5–9 books, \$0.50 off each
- 10–19 books, \$1 off each

- 20–29 books, \$2 off each
- 30 or more books, \$3 off each

Discounts are per order only and include single title and multi-title sales.

Book content–related income is at \$821,305, down \$2,707 from reforecast. We expect the combination of new discounts and free shipping, both starting November 1, to erase a good portion of that deficit.

### Trade Sales

- 2025 year-to-date net sales: \$122,079
- 2024 year-to-date net sales: \$158,609
- GV down YTD 23% compared to 2024.

We are having a strong 3Q as compared with 2024, up about \$4K.

- 2025 3Q total net sales: \$46,085
- \$36,447(print), \$6,764 (e-books) and \$2,872 (e-audio)
- 2025 3Q best seller: *The Next Frontier*, \$9,665 (1,236 units)
- 2024 3Q total net sales: \$42,384
- \$33,916 (print), \$6,136 (e-books) and \$2,331 (e-audio)
- 2024 3Q bestseller: *Emotional Sobriety*, \$5,795 (901 units)

### Updates

**Darwin Conversion:** Scheduled to take place November 2025 through January 2026. Grapevine, Darwin, North Studios and Treeline working in sync for as smooth a transition as possible.

**Greeting Cards:** Boxes sold to date, Grapevine: 573, LV: 32 — \$21,780 in revenue.

**Treasurer's/Finance and Budget Committee Report:** Gail P., Treasurer and Donna C., Controller presented the report. Donna communicated that altogether AA Grapevine Inc. has seen great improvement over 2024, and it's a testament to the work everyone is doing. Donna discovered reimbursements through the Post Retirement Medical Fund have not been paid since 2020. AAWS will be reimbursing Grapevine approximately \$158,000.

### Staff Highlights

**Grapevine Editorial:** Jon W., Editor-in-Chief, presented his report, highlighting recent stories from atheist and agnostic members, along with calls for One Big Tent submissions and board applicants. September's issue focused on gratitude, while October explored how technology is being used to carry the message, with inter-

## GRAPEVINE — September YTD Financial Report

	September 2025 Actual YTD	September 2025 Budget YTD	Variance September Actual vs. September Budget YTD	September 2024 Actual YTD	Variance September 2025 vs September 2024
<b>CIRCULATION</b>					
GV Magazine Circulation	41,643	41,384	259	45,492	(3,849)
GV Complete	5,582	5,732	(150)	5,454	128
GV Online	4,145	3,692	453	2,987	1,158
GV App	7,331	7,700	(369)	5,330	2,001
<b>Total Circulation</b>	<b>58,701</b>	<b>58,508</b>	<b>193</b>	<b>59,263</b>	<b>(563)</b>
<b>FINANCIAL ACTIVITY</b>					
Gross Margin on Subs/App Cross	847,519	813,347	34,172	685,385	162,134
Gross Margin-Books and other items	525,304	526,241	(937)	576,288	(50,984)
<b>Gross Margin</b>	<b>\$1,372,823</b>	<b>\$1,339,588</b>	<b>\$33,235</b>	<b>\$1,261,673</b>	<b>\$111,150</b>
<b>EXPENSES</b>					
Editorial	360,104	357,848	2,256	491,353	(131,249)
Circulation and Business	1,074,119	1,050,184	23,935	1,175,497	(101,378)
General and Administrative	245,118	238,103	7,015	214,352	30,766
<b>Total Expenses</b>	<b>1,679,341</b>	<b>1,646,135</b>	<b>33,206</b>	<b>1,881,202</b>	<b>(201,862)</b>
Reserve Fund Interest	6,750	6,750	-	7,200	(450)
<b>NET INCOME (Loss)</b>	<b>(\$299,768)</b>	<b>(\$299,797)</b>	<b>\$29</b>	<b>(\$612,329)</b>	<b>\$312,562</b>

views and 2025 Convention promotions. November celebrated early A.A. history and the *Living Sober* anniversary, and December's issue, now printing, centers on sober holidays and remote communities. January and February issues are in progress, and work continues on the Spring 2026 Gratitude book and related podcast interviews.

**La Viña Editorial:** Paola M., Editor of *La Viña*, presented her report. Monthly workshops have been energized by guest speakers. Exploring new outreach efforts, such as a new WhatsApp channel. Two new books are in development. *La Viña's* 30th anniversary is approaching, with inquiries for a commemorative reprint of its first issue. Outreach events include conventions and forums across Arkansas, New Mexico and California.

**Licensing:** Kimberly L., Office Manager, presented her report. She highlighted the changes made to the licensing policy. The board approved for these changes to be

presented to the General Service Board for discussion. Legal review and launch process to be completed after it is discussed with the GSB.

**Digital Publishing:** Niurka M., Digital Publishing Manager, presented her report. Website updates include adding a new "Group Subscription" checkbox to stop bulk orders from being automatically renewed. This improvement will solve a long-standing customer billing issue. In process of building a new tiered discount calculator for book orders, set to launch in November. This update will make bulk pricing simpler, clearer and more efficient for customers.

**Customer Service:** Sonia D., Customer Service Manager, provided her report. The next couple of months will be focused on the transition of a new fulfillment system. Attended the ICOAA (Intergroup/Central Office of Alcoholics Anonymous), where intergroup representatives expressed gratitude for implementing better bulk

## LA VIÑA — September YTD Financial Report

	September 2025 Actual YTD	September 2025 Budget YTD	Variance September Actual vs. September Budget YTD	September 2024 Actual YTD	Variance September 2025 vs September 2024
<b>CIRCULATION</b>					
LV Magazine Circulation	7,389	7,700	(311)	6,569	820
LV Complete	161	199	(38)	109	52
LV Online	87	83	4	73	14
LV App	398	490	(92)	235	163
<b>Total Circulation</b>	<b>8,035</b>	<b>8,472</b>	<b>(436)</b>	<b>6,986</b>	<b>1,049</b>
<b>FINANCIAL ACTIVITY</b>					
Gross Margin on Subs/App Cross	36,296	33,553	2,743	17,696	18,600
Gross Margin-Books and other items	89,705	91,195	(1,490)	60,702	29,003
<b>Gross Margin</b>	<b>\$126,001</b>	<b>124,748</b>	<b>1,253</b>	<b>78,398</b>	<b>47,603</b>
<b>EXPENSES</b>					
Editorial	214,124	214,647	(523)	238,036	(23,912)
Circulation and Business	223,723	216,750	6,973	232,796	(9,073)
General and Administrative	51,819	56,035	(4,216)	49,267	2,552
<b>Total Expenses</b>	<b>489,666</b>	<b>487,432</b>	<b>2,234</b>	<b>520,099</b>	<b>(30,432)</b>
<b>GSB Contribution</b>	<b>\$363,665</b>	<b>\$362,684</b>	<b>(982)</b>	<b>\$441,701</b>	<b>(78,035)</b>
<b>NET INCOME (Loss)</b>	-	-	-	-	-

discounts, working with an area on purchases of 554 gift certificates.

**Outreach Calendar:** Kimberly L., Office Manager, provided her report. Outreach to Young People in Alcoholics Anonymous (YPAA), roundups and any grassroots events will be a key focus for 2026. A letter was sent to regional trustees asking them to encourage delegates to invite us to at least one even we haven't previously attended. Unfortunately, we have not received any responses. It was requested that the letter be sent out again.

### **Board Committee Activity**

**Nominating and Governance:** Teddy B-W., Chair, provided a report communicating that so far we have 19 applicants. Next steps and essential dates were communicated.

**Strategy & Innovation Planning:** Nikki O., Chair, provided a summary of the Strategic Planning ideas, expecta-

tions and deadlines. Second half of the board meeting will include discussion on some of the bigger ideas.

**Five-Year Plan:** On behalf of Teresa J., Chair, Chris C. presented an outline and asked the committee to closely review it for any gaps. The team is analyzing industry trends and economic scenarios, and considering how survey insights and a flexible, evolving model will inform the path forward.

**App Awareness Ad hoc Committee:** Nikki O., Chair, provided her report. The subcommittee reconvened on October 24 and plans to resume regular biweekly Friday meetings. App performance metrics showed increases in Q3 — likely boosted by the International Convention and Founders' Day. The group also explored using WhatsApp as a new outreach channel to increase app engagement and subscriptions.

**Audit Committee:** No report.

### Old Business

Advisory Actions and Conference Considerations from the 75th General Service Conference

- AA GV Five-Year Survey: David presented Martha M., Conference Committee Delegate's questions. An ad hoc committee will include Nikki, Fredy, Chris, Teddy, Molly and Kimberly.
- Workbook Suggestions: Will review with Jon W. and bring back to December meeting.
- AA Grapevine and La Viña Pamphlet: Suggestions were presented and will bring back to January meeting.

Policy Reviews: Kimberly will work with David to make sure the policies align with AAWS.

- Travel and Expense policy was approved by board.

### New Business

The 76th General Service Conference proposed agenda items were discussed. Report under a separate cover.

Proposal for system to be developed allowing A.A. local offices to sell subscriptions to *Grapevine* and *La Viña* for a commission was discussed and approved.

### Grapevine Board Actions

The board took the following actions at its meeting on September 13, 2025:

- Approved the June minutes with amendments
- Approved July Grapevine Treasurer Report
- Approved the July La Viña Treasurer Report
- Approved the bulk book discount proposal

The board took the following actions at its quarterly meeting on October 30, 2025:

- Motion to approve July 31 meeting minutes with amendments
- Motion to approve Grapevine August financials
- Motion to approve La Viña August financials
- Motion to approve Grapevine September financials
- Motion to approve La Viña September financials
- Motion to forward Licensing Policy to GSB for consideration
- Motion to adopt Travel and Expense Policy
- Motion to approve the subscription sales by local offices proposal
- Motion to close and commence executive session (6:00 p.m.)

**Note:** The Grapevine Board took action on PAIs as detailed in the Grapevine GSC PAI report below:

**PAI-49.** *The General Service Board may also receive contributions from organized groups and committees to help cover the printing costs of the international magazine La Viña, which has always been absorbed by the General Service Board as a service to the community.*

The AA Grapevine Board of Directors thoughtfully reviewed this request regarding contributions for *La Viña* printing, and the committee chose not to forward this agenda item due to several concerns. The proposal lacks clarity on what constitutes an "organized group," raising potential issues with group autonomy. It also introduces earmarked contributions, which conflicts with our tradition of unrestricted self-support. While the proposal is not appropriate for forwarding, it does highlight the value of ongoing discussion about *La Viña's* long-term funding model.

The AA Grapevine Board discussed the Grapevine and *La Viña* Conference Committee's expressed interest in exploring various funding models for Grapevine, Inc., and agreed to send to the General Service Conference Committee on Grapevine and *La Viña* a proposed agenda item that the AA Grapevine, Inc. accept contributions, which was seconded and passed.

**PAI-68.** *To request the Board of AA Grapevine Inc. to consider enlarging the font size of Grapevine books when reprinting them. (Clarification provided: New titles already have larger fonts; the proposal targets older titles only.)*

The AA Grapevine Board of Directors thoughtfully reviewed this request regarding enlarging the font size of Grapevine books when reprinting. After thoughtful discussion, the A.A. Grapevine Board decided to take no action at this time. It was noted that this request represents a format change and as such does not rise to the level of a Conference agenda item.

**PAI-72.** *I move to ask the Grapevine/La Viña board to make available the books El Lenguaje del Corazón (The Language of the Heart) and Lo Mejor de Bill (The Best of Bill) in large print.*

The AA Grapevine Board of Directors reviewed the request to make available large-print editions of *El Lenguaje del Corazón* (The Language of the Heart) and *Lo Mejor de Bill* (The Best of Bill). After thoughtful discussion, the A.A. Grapevine Board had carefully considered this request and decided to take no action. The AA Grapevine Board of Directors shared that both

books are available as audiobooks and that *Lo Mejor de Bill* is currently available as an eBook. *El Lenguaje del Corazón* will be created as an e-book. E-formats allow users to adjust font size as needed, and along with audiobooks they offer accessible and cost-effective solutions.

**PAI-76.** *Remove the word “people” from the A.A. Preamble and restore the words “men and women.” (Context provided: Submitted by a group, not an area. Motivation: Many groups continue to read the original version and feel the change was politically motivated or made without adequate Fellowship input.)*

The AA Grapevine Board of Directors reviewed the request to restore the words “men and women” to the A.A. Preamble, replacing the word “people.” The AA Grapevine Board engaged in a heartfelt and thoughtful discussion and decided to send the item to the General Service Board. Upon further discussion with the GSB, the item related to the Preamble was referred back to the AA Grapevine, Inc. Board. The AA Grapevine, Inc. Board will have further discussion of PAI-76 at its Q1 2026 meeting.

For comments or questions write to:  
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