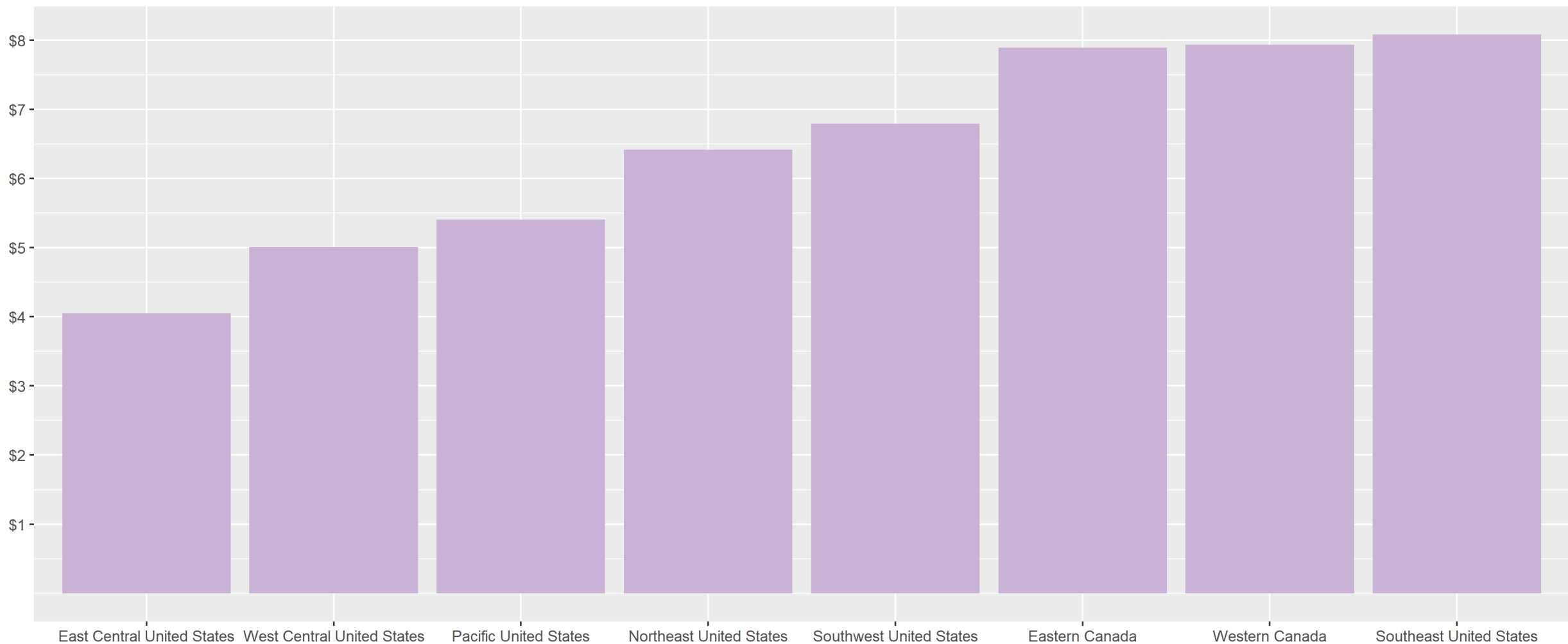
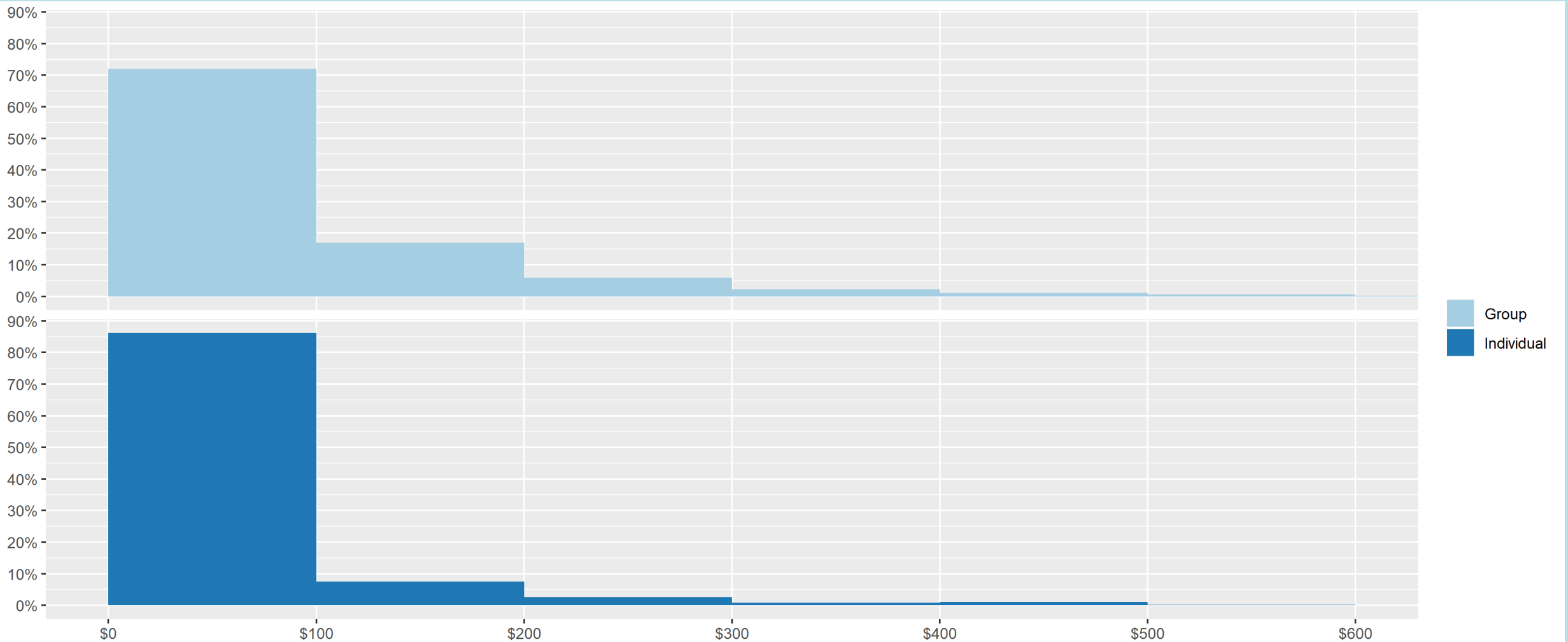


7th Tradition Contributions Regional Per Capita

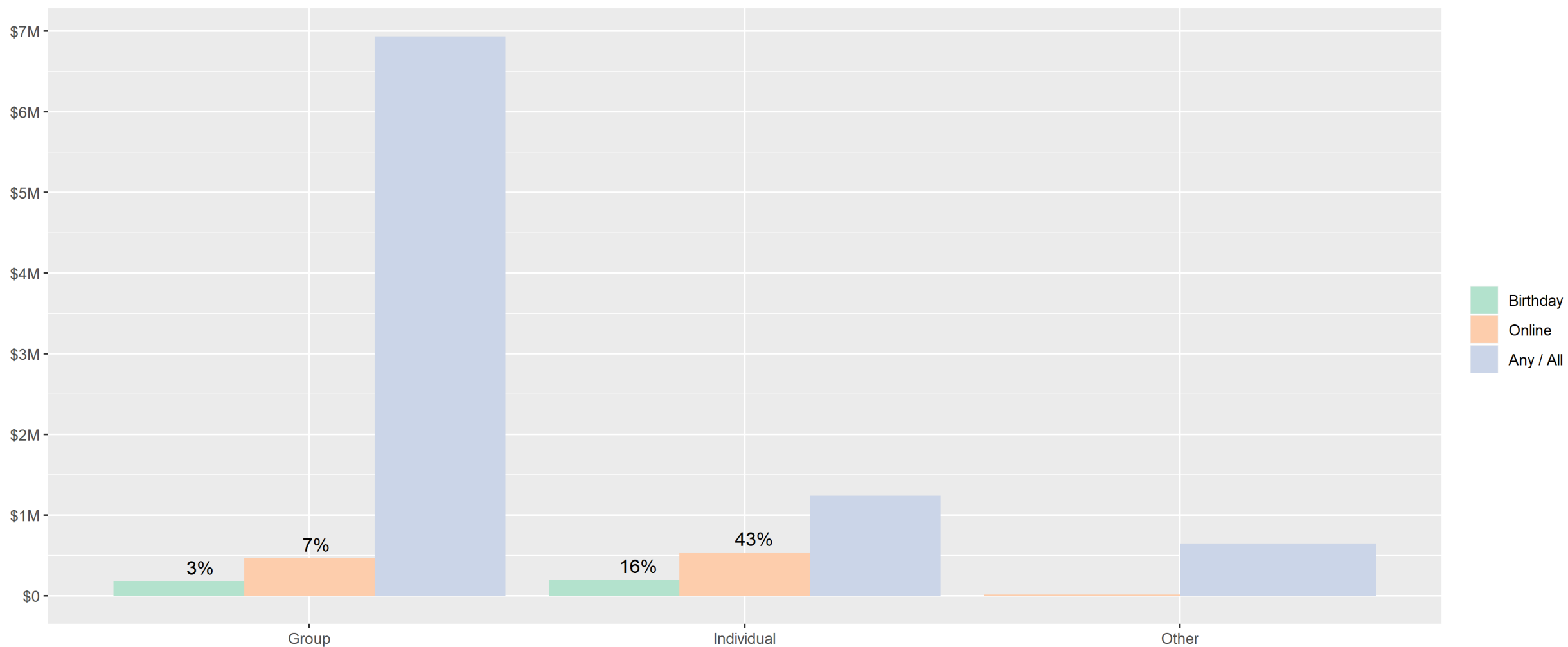


Distribution of Received Contributions

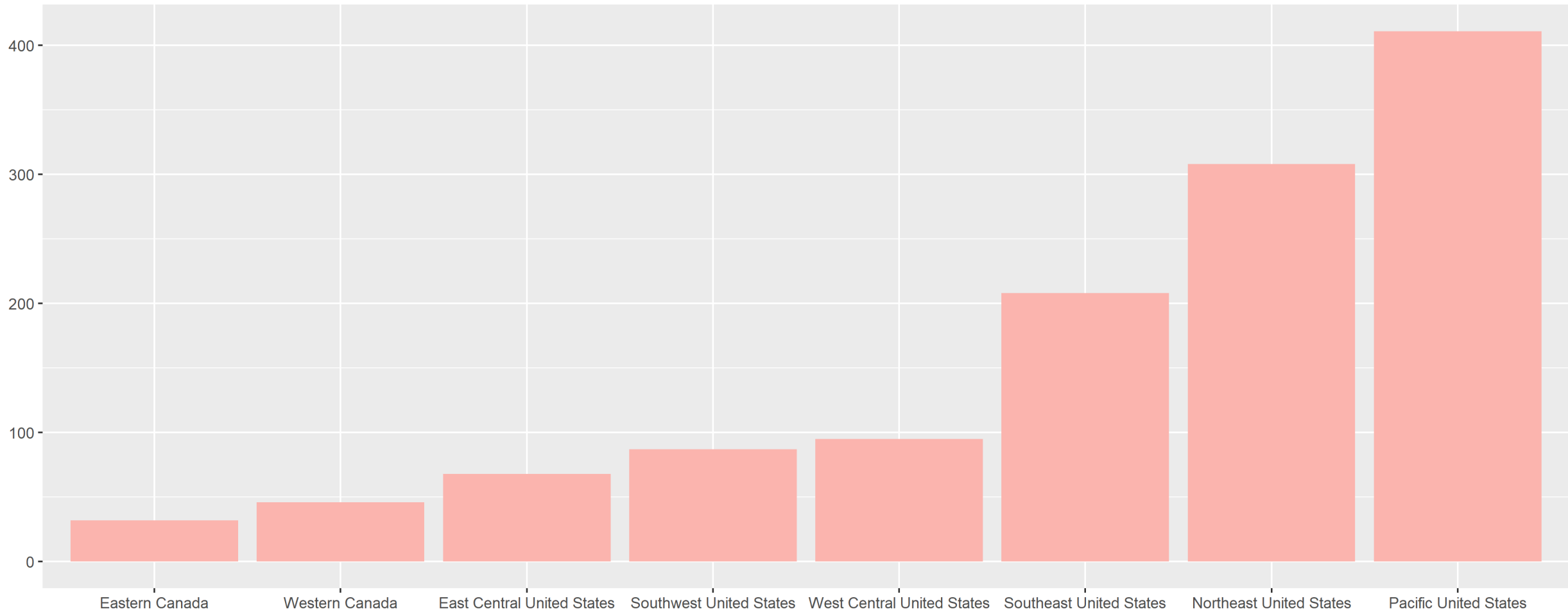


Because more than 90% of total group and individual contributions are below \$600, greater total are not displayed. Individuals reaching the maximum of \$5,000 are not a significant proportion of total individual contributions.

7th Tradition Contributions Impact by Value (USD)

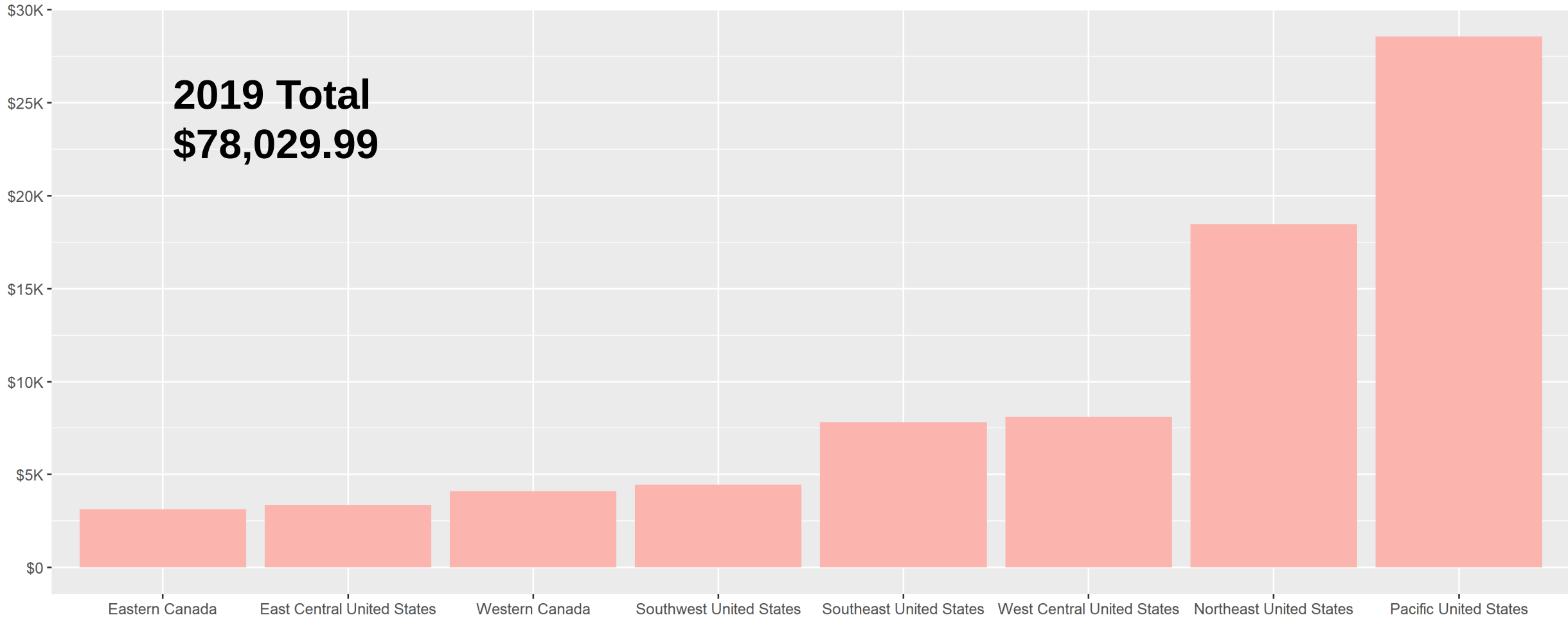


“\$8.06” Contributions Number Received by Region



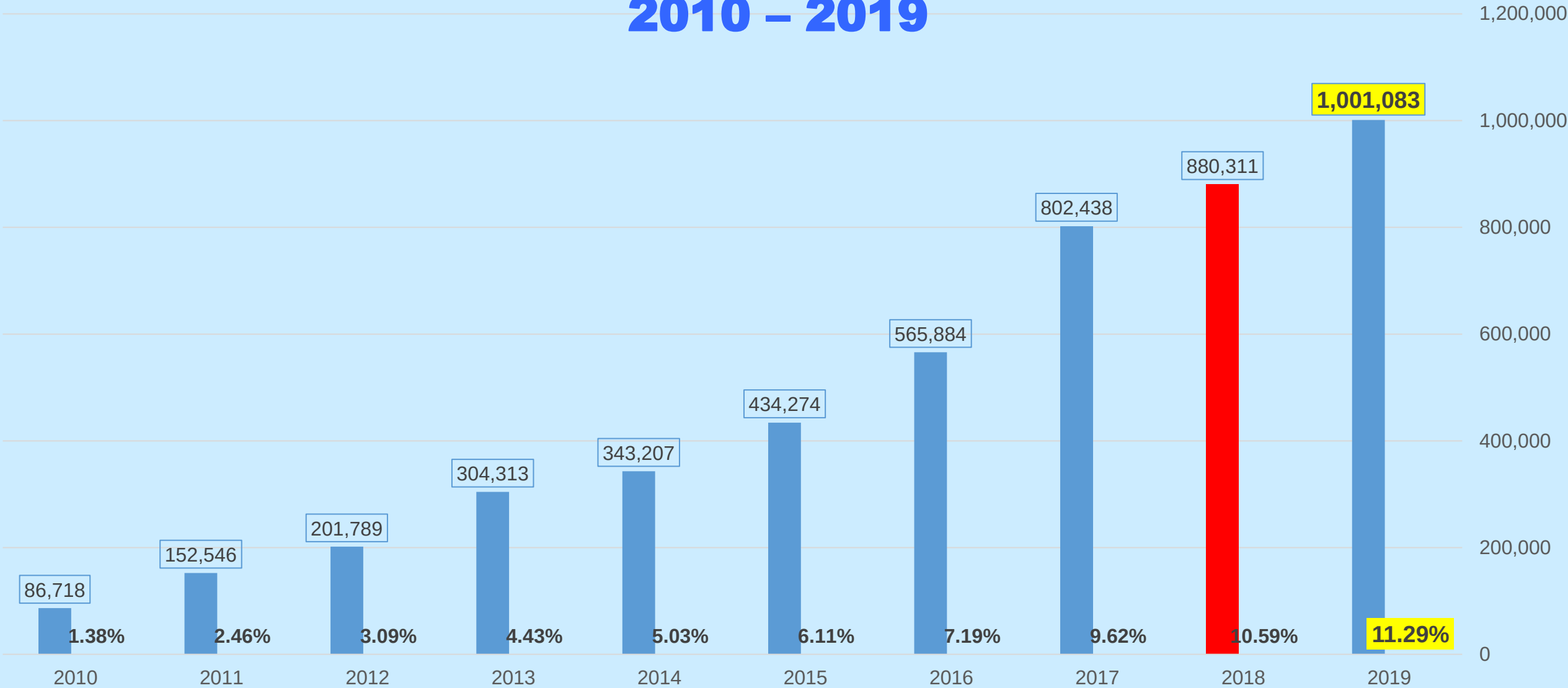
“\$8.06” Contributions

Regional Impact by Value (USD)

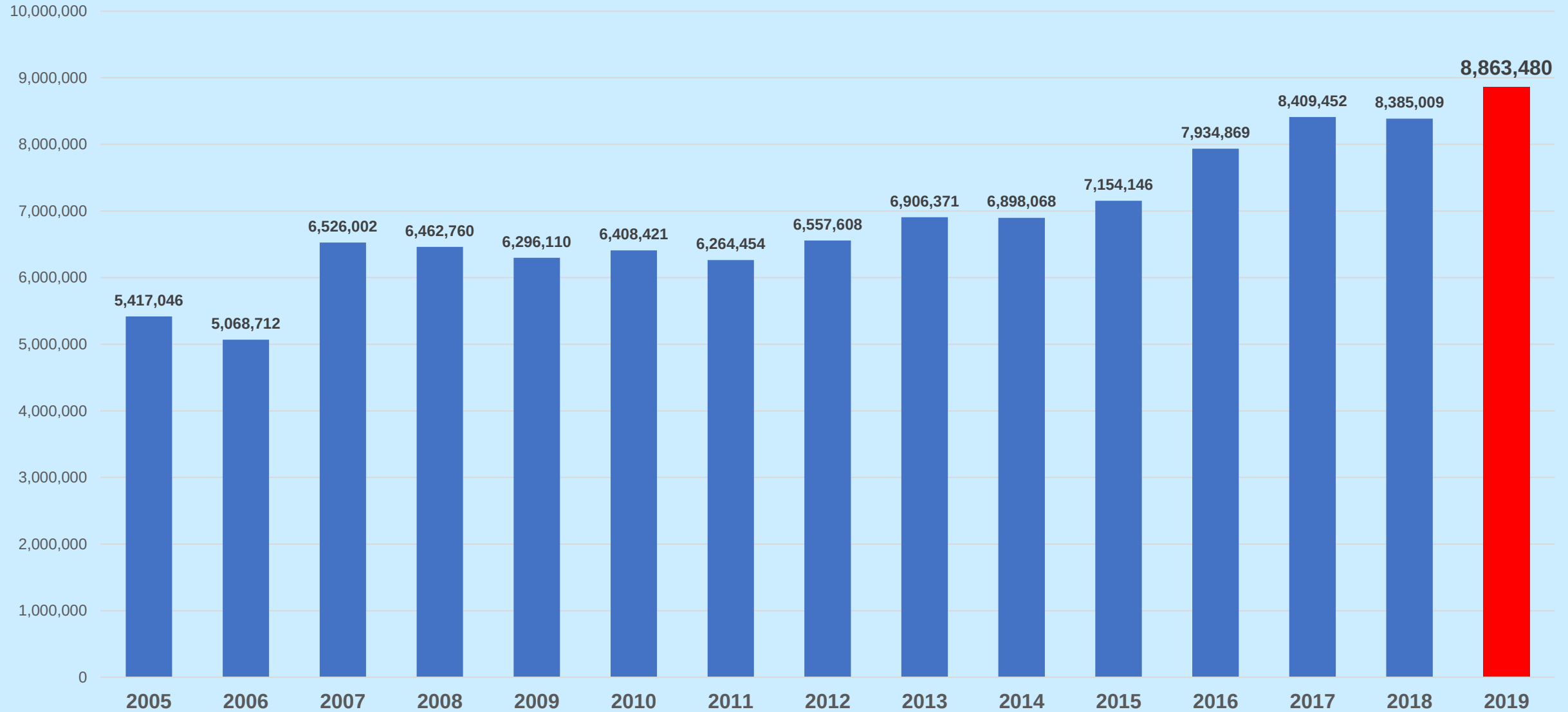


GROWTH OF ON-LINE CONTRIBUTIONS

2010 – 2019



7TH TRADITION SELF-SUPPORT – 2005 – 2019



A DOLLAR IS NOT WHAT IT USED TO BE

1935: \$1.00



Remember inflation
when deciding upon
your
7th Tradition
Self-Support
Contributions for:

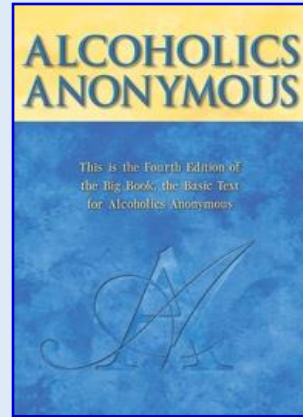
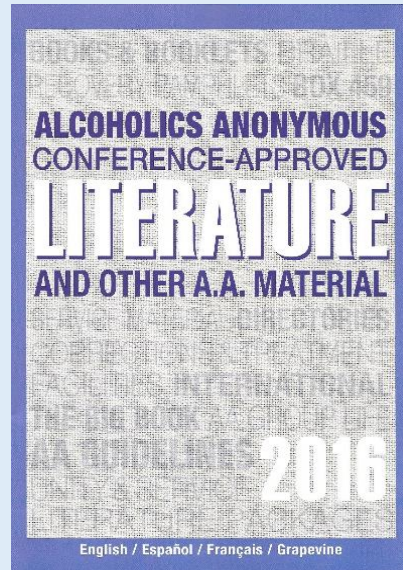
- Group Meetings
- Online Recurring Contributions
- Birthday Gifts
- November Gratitude Month

2019: \$18.84

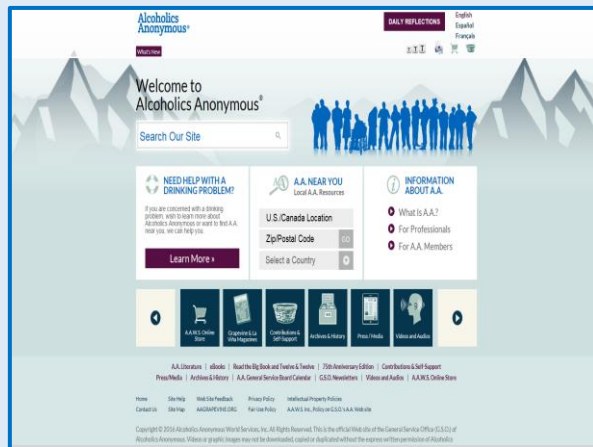


G.S.O.'s TWO BASIC FUNCTIONS

• Publishing



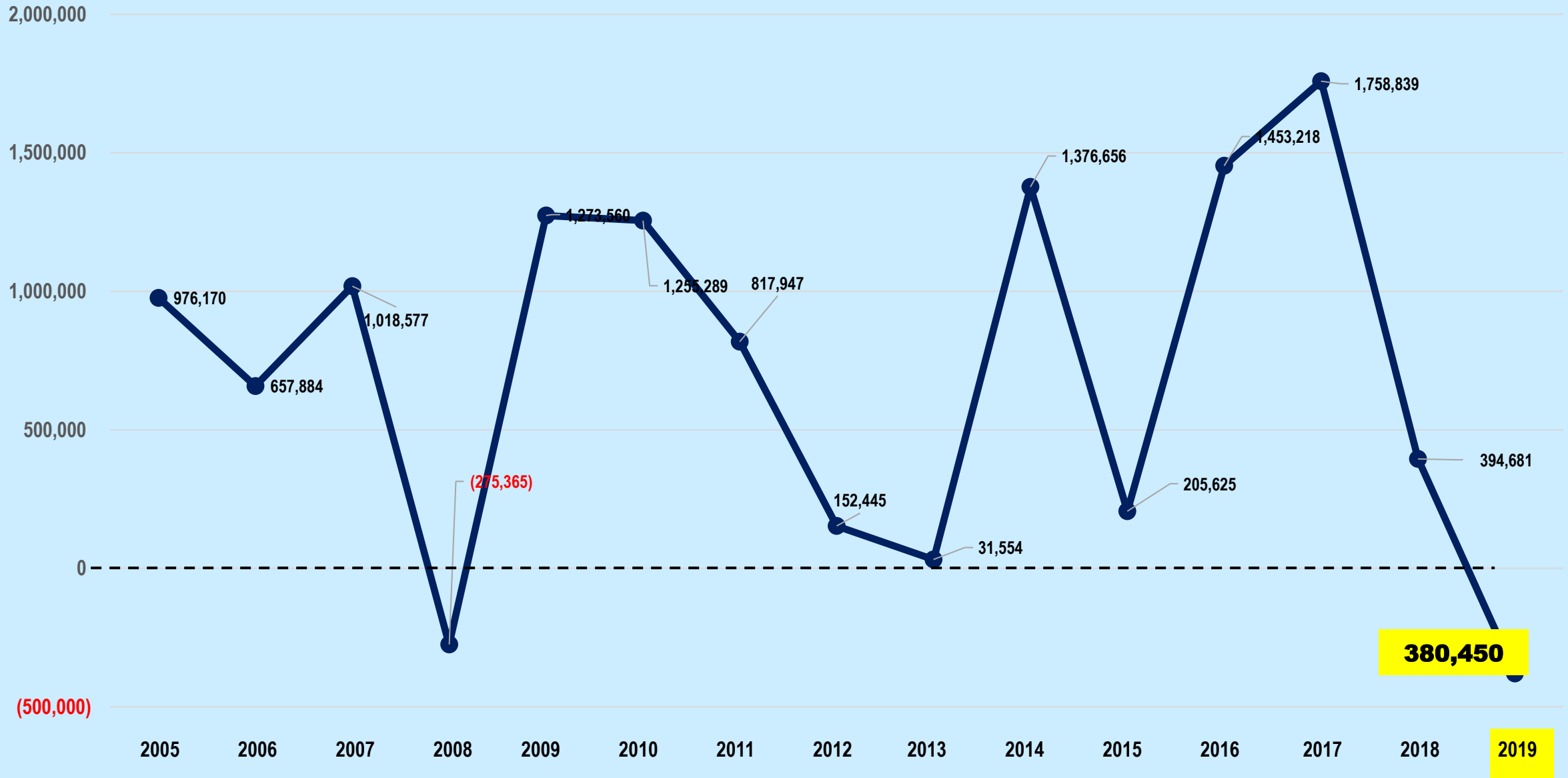
• Services on Behalf of the G.S.B.



AAWS – PUBLISHING – 2019 ACTUAL vs 2019 BUDGET

\$ in Thousands	2019 ACTUAL	2019 BUDGET	INCREASE (DECREASE)
Net Sales – Literature	14,259	14,775	(516)
Cost of Literature Sold	2,646	3,100	(454)
Direct Shipping and Warehousing	<u>1,956</u>	<u>1,900</u>	<u>56</u>
Gross Profit	9,657	9,775	(118)
Gross Profit Percentage	67.7%	66.2%	1.5%
The YTD sales to budget variance was largely due to lower than anticipated sales of “Our Great Responsibilities”	34,137	100,000	(65,863) 66% decrease

GSO & AAWs – OPERATING RESULTS – 2005 – 2019



GRAPEVINE – 2019 ACTUAL VS 2019 BUDGET

			2019 Actual	2019 Budget	Increase (Decrease)
Average Circulation-Print			66,376	69,139	(2,763)
Online & App			4,806	6,947	(2,141)
Revenue			1,978	2,086	(108)
Expenses			<u>2,005</u>	<u>2,220</u>	<u>215</u>
Net Income			(27)	(134)	107

\$ in Thousands

GRAPEVINE – KEY AMOUNTS – 5 YEAR HISTORY

GROSS PROFIT & NET PROFIT

