

## Minutes of Shakers Business Meeting – February 19, 2023

**Attending:** Charlie K., Cathy. Edwin, Josiah B., Michelly, Daisy., Jo S., Louie, Paul, Todd D. Sonja, Louie, Tori, Arin, Jaclyn T, Danny

Meeting called to order at 6:15 pm - Meeting adjourned at 6:50 PM

### Regular Business Agenda:

Minutes from January Business Meeting – **APPROVED**

Financial report (Cathy) – **See Below**

Literature report (Todd) – **See Below**

Purchasing report (Louie) – **See Below**

GSR report (Michelle) – **See Below**

IGR report (Josiah) – **See Below**

### Regular, Old & Ongoing Business:

**Banking:** Financial report summary provided (Cathy) \$480 insurance bill paid– **REPORT APPROVED.**

**Literature report** (Todd) – Todd to refresh supplies shortly.

**Purchasing Report** (Louie) – All supplies stocked.

**GSR:** (Michelly R ) Information on the “Plain English Big Book” discussions posted in clubhouse. Cost of Grapevine subscription increased to \$36 per year. Financial summary attached.

**CSR/IGR Report:** (Josiah) Finances still in a deficit. Office is requesting literature and other AA purchases to be purchased from the Central Service Office to support them financially.

**Update:** New Women’s meeting (Thursdays, 5:55 pm on ZOOM) has begun. First meeting was 2/15/2024

**Update:** Insurance for the space must be renewed/paid for before 3/1/2024. Daisy has mailed a check. This year’s premium is \$480.

### New Business:

**Request to bring a new meeting to Shakers:** Monday nights, 8:00 pm, 1 hour meeting (participation meeting with 15-min lead). Meeting flyer attached. Meeting name will likely change the name since they will no longer be at the junior high school art space.


**Motion PASSED** – Monday night 8pm meeting approved.

**Request from Jo S.** that Shakers underwrite \$350 for her trip to PRAASA (Pacific Region AA Service Assembly) (March 1-3, 2024) - **Motion DENIED** – Shakers will not be funding the PRAASA trip.

**Update** – Shakers will purchase plastic dish drainer and new clock.

**Next Meeting March 18, 2024**

**Recording Secretary:**

  
Charles Koop 2/19/2023

**Shakers Fellowship Treasury Report (FINAL)**

**For the Period**

**1/15/2024**

**2/16/2024**

	<b>As Of</b>	<b>12/15/2023</b>	<b>2/16/2024</b>	<b>Working Balance</b>	
Prudent Reserve		5,000.21	5,000.25		<b>Working Bal</b> = CkAcct+RegAmt+Non-Recurring+MoDonations
Checking Account		1,347.22	2,736.45	788.14	

**Current Month (as of 2/16/2024)**

7th Tradition Deposits			2,490.13	From Safe (1/22/2024)
			260.00	check from Member (1/22/2024)
			133.00	Venmo (1/24/2024)
			133.00	Venmo (1/23/2024)
			101.00	Venmo (2/5/2024)
			107.81	Venmo (2/13/2024)
<b>TOTAL</b>		-		

<b>Regular Expenses</b>	<b>Actual Amount</b>	<b>Last Paid</b>	<b>Regular Amt</b>	<b>Actual / Anticipated</b>
Rent	(857.49)	1/28/2024	(900.24)	RENT INCREASE BEGINNING 9/1/2023. Auto draft FROM Mgmt Co on 28th of each month) / as of 7/31/2023, there is a \$2.49 charge to pay the way we are navind. billed every other month; set to autopay on debit card
GWP (water & power)	(195.22)	2/15/2024		
SoCal Gas				
Waste Resources Glendale	(30.36)	2/14/2024	(30.36)	Monthly (Client Account No. 081253) / Lizet 310.366.7600 ext 101
Pest Control/Don's Drop Dead Pest Control (818.241.3316 or donsdronddead@gmail.com)	(100.00)	12/4/2023		Serviced as needed - \$100 per service - Paid 12/4/2023
Peter Graves (janitorial)	(150.00)	2/6/2024	(150.00)	Weekly service / monthly payment / beginning December
Insurance	(460.00)	2/16/2024	(480.00)	Greater Insurance Service Rhonda Sonnenfeld (218.327.1854) policy term <b>(3/1/2024-3/1/2025)</b> premium must be paid by check
Smart & Final	(300.75)	2/15/2024	(170.76)	paid all outstanding invoices as of 2/15/2024
US Post Office (PO Box Fee)	(225.00)	8/11/2023		Payable annually in July. This year includes \$25 late fee
Comerica Banking Fee	(6.95)	1/17/2024	(6.95)	Monthly
<b>TOTAL</b>	<b>(2,325.77)</b>		<b>(1,738.31)</b>	

<b>Non-Recurring Expenses (paid)</b>	<b>Amount</b>	<b>Date</b>	<b>Notes</b>
<b>TOTAL</b>	-		

<b>Group Donations</b>	<b>Actual Pymts</b>	<b>Last Paid</b>	<b>Amount</b>	<b>Notes</b>
General Service Office		2/6/2024	(60.00)	Auto Pay on the 6th of each month
LA Central Office		2/6/2024	(50.00)	Auto Pay on the 6th of each month
SFV Central Office		2/6/2024	(20.00)	Auto Pay on the 6th of each month
Area 93		2/6/2024	(20.00)	Auto Pay on the 6th of each month
District 11		2/6/2024	(20.00)	Auto Pay on the 6th of each month
H&I (SFV)		2/15/2024	(20.00)	send Venmo @SFV-HI
H&I (Foothills)		2/15/2024	(20.00)	Auto pay PayPal via debit card
			<b>(210.00)</b>	

**Notes / Suggested Actions post-business meeting**

**NOTES:**

- \* "Regular Expenses" for Feb paid (except Rent) / information in Regular Amt are upcoming for Mar
- \* "Non-Recurring Expenses" includes all activity since the last Business Meeting

Report Presented by:  
Cathy Emmett (818.400.6874)



2/16/2024



juniorhighla



603 S. BRAND BLVD GLENDALE CA 91204 @JUNIORHIGHLA

# Junior *Not* High

**EVERY  
MONDAY**  
8—9PM

**AA MEETINGS PRIORITIZING BIPOC,  
WOMEN, QUEER + TRANS SAFETY**



Alcoholics Anonymous is a fellowship of people who share their experience, strength and hope with each other that they may solve their common problem and help others to recover from alcoholism.

The primary purpose it is to stay sober and help other alcoholics to achieve sobriety.

**DONATE WHAT YOU CAN | MORE INFO: [JUNIORHIGH.COM/AA](http://JUNIORHIGH.COM/AA)**

Dear Area 93 I am grateful I have this to share with you all

Questions have begun and it is important that we provide accurate responses while we prepare and translate the full package of financial information to be distributed to all Conference Members. Below are some key bullets in the interim. The upcoming financial packages, in English, French and Spanish, will include 2023 Q4 Financial Report and the 2024 Budgets for AAWS/GSB and AAGV as well as Reserve Activity up to and including transactions approved at the January 2024 General Service Board weekend. The timing of this release is as soon as possible but will depend on time to translate and update the summary document to include the changes that occurred at the Q1 GSB meeting (ie: 2 committees reduced their budgets). This timeline is at least 2 weeks from today most likely, that's Jan 31st, 2024.

#### Highlights of 2023 Revenues are:

- Contributions – Budget of \$10,500,000 actual \$10,872,239. This is the greatest number of contributions ever received. • Contributions – Number of groups contributing. **Pre-pandemic approximately 28,000**. In 2021 a low of 18,558, 2022 saw 19,572, **2023 reached 20,497**. - Down 8,000 since 2020
- Gross Literature Sales - **2023 \$14,489,002** versus 2022 of \$11,795,264 and budget for 2023 was 15,582,000. • Net Literature Sales - **2023 \$7,191,125** versus 2022 of \$4,894,113 and budget of \$7,950,000 for 2023. **Gross Margin Percentage of 49.6%** versus 2022 of 41.4% and Budget of 50% Below budget by .4%
- Grapevine - **total revenue in 2023 \$2,562,978** versus 2022 of \$2,646,860 and budget of \$2,512,000

#### Highlights of 2024 AAWS/GSB Budget:

- Slight positive margin (\$47k) before depreciation of \$1.02 million. Positive Cash Flow of \$1.1 million expected. • Literature gross sales assumed at the same unit volume as 2023 – No revenue is assumed from titles still under discussion by the Conference. Gross margin budgeted at 50%
- Contributions budgeted flat from 2023 budget (\$10,500,000) and less than 2023 actuals (\$10,872,239) • Six total iterations of the budget were run that resulted from an overall 6% reduction in expenses from version 1 to version 6. Details of both expense reductions and deferred projects are included in the budget package and currently being translated,

#### Highlights of the 2024 AAGV Budget:

- Revenues and overall net loss (\$582k) in line with the 5-year plan (2022 – 2026) which was reviewed by Trustees Finance in January 2023. Per the 5-year plan, Grapevine should be cash flow positive starting in 2025.
- LaViña shortfall covered by GSB reduced from 2023 Reforecast of \$872k to \$582 in 2024

#### **Reserve Fund:**

- Draw of \$564,652 to fund year three of the Grapevine 5-year Plan
- Draw of \$500,000 to the General Service Board to ensure sufficient cash on hand to meet liquidity requirements in the second quarter of 2024, which includes \$1.1 million of Conference expenses. This is in response to the cash on hand deficiency carried over since the end of 2022 that was not fully mitigated by positive cash flow results in 2023 that resulted from the generous commitment to self-support from the Fellowship that exceeded both the previous annual record and 2023 re-forecast budget for contributions, close management of expenses, and collections of receivables. This draw plus expected positive cash flow in the first quarter of 2024 will fully fund the expenses expected to be paid in the second quarter of 2024. • *Barring unforeseen circumstances, rebuilding of the Reserve Fund could begin as soon as the fourth quarter of 2024.* The recommendations from the trustees' Finance and Budgetary Committee were approved at the 2024 1<sup>st</sup> Quarterly Board meeting and are as follows:
  1. The Trustees Finance and Budgetary Committee recommended that the General Service Board Authorize the withdrawal of \$1,064,652 from the Reserve Fund, to be allocated as follows:
    - a. **\$500,000 to the General Service Board to ensure sufficient cash on hand to meet liquidity requirements in the second quarter of 2024, which includes \$1.1 million of**

Conference expenses. This is in response to the cash on hand deficiency carried over since the end of 2022 that was not fully mitigated by positive cash flow results in 2023 that resulted from the generous commitment to self-support from the Fellowship that exceeded both the previous annual record and 2023 reforecast budget for contributions, close management of expenses, and collections of receivables. This draw plus expected positive cash flow in the first quarter of 2024 will fully fund the expenses expected to be paid in the second quarter of 2024. \$564,652 to Grapevine to fund year three of the Grapevine 5-year plan covering the period January 1, 2022, to December 31, 2026. This five-year plan, reviewed by the Trustees Finance and Budgetary Committee at its January 2023 meeting, called for capital investment and operating support of approximately \$1.1 million in year 2 (2023) and operating support of approximately \$565k in year 3 (2024), with the expectation that Grapevine operations would be cash flow positive and not require operating support starting in year 4 (2025).

2. The Trustees Finance and Budgetary Committee recommended that the General Service Board approve the 2024 AAWS/GSB Budget with Contributions Revenue of \$10,500,000, Gross Margin on Literature Sales of \$9,142,359, **Operating Expenses of \$19,025,113**, Support for LaViña of \$569,512 and a net income before depreciation of \$47,734. Deducting depreciation of \$1,020,000 and the budgeted distribution from the International Literature Fund of \$30,000, the net budgeted deficit for 2024 is \$1,002,266.
3. The Trustees Finance and Budgetary Committee recommended that the General Service Board approve the 2024 Grapevine (excluding LaViña) budget with Gross Margin on Literature and Subscription sales of \$1,907,115, operating expenses of \$2,499,287, expected interest on unearned subscription receipts invested in the Reserve Fund of \$9,600, resulting in a net budgeted deficit of \$582,572.
4. The Trustees Finance and Budgetary Committee recommended that the General Service Board approve the 2024 LaViña Budget Consisting of Gross Margin on Literature and Subscription sales of \$118,861, expenses of \$688,373, and funding from the General Service Board, per Advisory Action, in the amount of \$569,512, resulting in a net result of \$0.
5. The Trustees Finance and Budgetary Committee, based upon updated subscription data, approved the adjustment in the calculated amount of the subscription liability to be held in the Reserve Fund from \$573,012 to \$540,000, allowing for \$33,012 in excess funds to be withdrawn from the Reserve Fund and provided to Grapevine. The Funding percentage of this liability at 34% did not change. The principle of participation is critical to meeting our financial challenges. Since the call for help in November, this has been met with the average number of groups and members participating in December increasing from an average of 6,900 to more than 9,000. This brought contribution totals for the month and year to the highest ever received to over 1.65 million in December and more than 10.8 million for the year.

January contributions are still being processed but both participation and totals are well above average! (I think I heard 300k in January with the highest previous total for the month of January being 225k).

### **2024 Grapevine, Inc. Budget**

The 2024 budget significantly lowers the shortfall for Grapevine (nearly \$300k improvement vs. 2023 July Forecast) and La Viña (nearly \$200k improvement). It also provides for the resources to expand the sales of magazine subscriptions, app subscriptions, books, audio books and other products.

#### **GV & LV Apps:**

- Downloads GV = 26,623; New in-app subscriptions = 5,305 (iOS 4,745, Android 560). GV Digital and Complete subs.
- Downloads LV = 1,061; New in-app subscriptions = 143 (iOS 117, Android 26)
- Past month GV iOS use: 20,505 sessions on 3,072 devices
- App user ratings: Google Play 4.8/5; Apple 4.1/5
- Current position on Apple Top 200 Magazine and Newspaper apps: 32 — just behind Boston Globe but ahead of Bon Appetit, The LA Times and Vanity Fair
- Total app sales to top \$100,000 by end of January. GV Inc. revenue to date \$66,455
- App attraction efforts: A 13-point plan coming out of our last strategic planning meeting issued to staff and board. Teams developing action plans.

#### **Other Digital Outreach:**

- Podcast: Over 726,000 downloads, continues to grow with this month's listenership up 11% over previous month; podcast

averaging 857 listens a day, 6,000 a week, 24,000 a month.

- Instagram: Grapevine 11,500 followers, La Viña 1,565 followers • YouTube: 12,400 subscribers, 239 videos with 181,874 views. The podcast is now available on YouTube. Grapevine Channel subscribers and any YouTube user who watch AA related content will get exposure to the podcast on their feeds.

- New YouTube playlist “Blessed” released in January with RSS feed for Podcast.

Hope this snippet helps your reporting until the full report comes out in approximately two weeks.

# RecoverSource, Inc.

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## INVOICE

INSURED GROUP:	DATE
Shakers Fellowship PO Box 4201 Glendale, CA 91222	02/12/24

Make Checks Payable to RecoverSource and remit to PO Box above

Thank You

DESCRIPTION	AMOUNT
Type of Policy: Meeting Site Premises Liability	
Group Name: Shakers Fellowship	
Transaction: Renewal Effective 03/01/2024-3/1/2025	
Payment Due Date: On receipt	
ANNUAL RENEWAL PREMIUM & FEE	\$480

\*Price includes \$60 for membership & administrative fees

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