

The following update is based on the unaudited financial statements for the period that ended December 31, 2019.

**Income:**

Gross literature sales for December 2019 were \$281,676, which is \$19,622 more than December 2018. Literature sales for 2019 were \$3,704,654. Budgeted literature sales for 2019 are \$3,600,000. Literature sales exceeded budget by \$104,000. *Contributions for December 2019 were \$344,085, which is \$110,929 more than December 2018.* Contributions for 2019 were \$2,186,645, exceeding budgeted projections of \$2,050,000 by \$136,645. This total included two large bequests.

**Expenses:**

Expenses decreased by \$33,071 compared to the previous year and were in line with budgeted expectations at 97.7% overall. Some expense categories slightly exceeded budgeted expectations while other were significantly below expectations. No expense categories were particularly concerning.

**Net Assets:**

Change in net assets in the General Fund resulted in an operating surplus of \$84,520. The surplus is due to the increase in contributions resulting from two significant bequests, strong literature sales in the first half of the year, and conservative spending.

**Reserve Fund:**

The increase in earnings on equities provided an investment gain of \$1,155,032 year to date. The Reserve Fund investment account continues to be sensitive to market conditions.

**Reflection and Insight:**

*Thank you* to all the individuals, meetings, groups, Districts, AI-Anon Information Services (AISs), and Areas who posted their end of year contributions in such a timely manner. We asked--y'all responded!

November 2019 Quarterly Appeal Letter to member contributions were the largest in recent history! Because of your diligence in identifying *Appeal* on the subject lines of your checks and using the Appeal envelope, Finance & Operations was able to identify which contributions to attribute to the Appeal and which to groups. Woohoo!

My home group in North Richland Hills, Texas is a small group. For a while, we struggled trying to determine how much money to send each link of service. We finally decided to make our quarterly group contribution to each link based on that link's actual budget. World Service Office (WSO) would get the largest percent of the budgeted money because of all the services provided. The Area would get the next largest share, then the AIS and District would get the balance. With a regularly scheduled group donation, the Group Representative (GR) was better able to explain to members that the Quarterly Appeal Letter was for *members* to contribute to the WSO via the Appeal envelope. We continue to think abundantly because our recovery is priceless!