

General Service Board of Alcoholics Anonymous, Inc. & Subsidiaries
Consolidated Financial Statements
December 31, 2012, 2011

Incorporated in New York in:	1943	1962	1944	2012		2011				
	GSB	WS	GV	Eliminations	Consolidated	GSB	WS	GV	Eliminations	Consolidated
REVENUES										
Contributions - related organizations (GSB,WS,GV)	3,704,644		115,820	(3,820,464)	0	5,052,241		69,725	(5,121,966)	0
Contributions, grants, etc.	6,557,608				6,557,608	6,264,454				6,264,454
Program service revenue - Int'l Convention										0
Program service revenue - Magazine circulation			2,342,910		2,342,910			2,316,763		2,316,763
Program service revenue - Spanish magazine			107,269		107,269			106,563		106,563
Investment income	158,701	392	14,800		173,893	200,088	486	24,300		224,874
Sale of investments (Stocks, Bonds)	2,500,000				2,500,000	3,012,052				3,012,052
Cost of stock/bonds sold	(2,490,601)				(2,490,601)	(2,984,922)				(2,984,922)
Sale of merchandise		12,364,758	721,520		13,086,278		12,506,136	662,785		13,168,921
Cost of merchandise sold		(2,946,066)	(181,843)		(3,127,909)		(2,939,690)	(114,145)		(3,053,835)
TOTAL REVENUES	10,430,352	9,419,084	3,120,476	(3,820,464)	19,149,448	11,543,913	9,566,932	3,065,991	(5,121,966)	19,054,870
EXPENSES										
Payments to AA Grapevine, GSB	115,820	3,704,644		3,820,464	0	69,725	5,052,241		5,121,966	0
Officers compensation	464,537	277,742	334,861		1,077,140	435,144	262,870	331,783		1,029,797
Employee compensation	3,184,818	1,841,066	525,180		5,551,064	3,005,966	1,871,125	598,215		5,475,306
Pensions	1,098,895	688,794	143,895		1,931,584	1,024,011	680,619	113,936		1,818,566
Employee benefits	596,262	387,525	123,845		1,107,632	557,888	383,392	160,761		1,102,041
Payroll taxes	257,235	159,003	62,327		478,565	246,073	162,547	67,872		476,492
Legal	34,543	28,912	25,169		88,624	43,575	10,905	51,648		106,128
Accounting	36,250	63,200	32,000		131,450	36,000	63,200	32,000		131,200
Other professional services	486,373	212,422	160,784		859,579	417,573	60,112	159,042		636,727
Advertising and promotion			140,713		140,713			110,354		110,354
Office expenses	352,471	224,040	172,237		748,748	370,034	255,263	165,885		791,182
Information technology	384,548	290,368	29,442		704,358	312,782	220,732	32,182		565,696
Royalties		27,161			27,161		27,687			27,687
Occupancy	499,780	280,792	59,694		840,266	501,384	278,254	127,254		906,892
Travel		77,853	54,060		131,913		57,612	28,097		85,709
Conventions, conferences	934,076				934,076	801,853				801,853
Depreciation	117,363	110,478	8,485		236,326	89,371	68,707	8,156		166,234
Mailing labor & postage	446,237		701,393		1,147,630	471,858		760,778		1,232,636
Other program printing, magazine printing	371,426		274,083		645,509	398,300		282,577		680,877
Equipment rental	106,681				106,681	124,698				124,698
Shipping and warehousing		1,513,607			1,513,607		1,577,432			1,577,432
Selling expenses		346,303			346,303		256,444			256,444
Equipment maintenance		38,408			38,408		34,940			34,940
Bad debts		2,515	15,305		17,820		(5,374)	12,613		7,239
Other expenses										0
TOTAL EXPENSES	9,487,315	10,274,833	2,863,473	3,820,464	18,805,157	8,906,235	11,318,708	3,043,153	5,121,966	18,146,130
REVENUES OVER (UNDER) EXPENSES	943,037	(855,749)	257,003		344,291	2,637,678	(1,751,776)	22,838		908,740

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BALANCE SHEET										
ASSETS										
Cash & cash equivalents	10,724,637	408,643	306,898		11,440,178	10,420,283	1,224,064	209,444		11,853,791
Accounts receivable	16,563	1,288,140	117,184		1,421,887	30,286	1,443,328	102,637		1,576,251
Inventories		1,679,492	260,139		1,939,631		1,693,499	253,192		1,946,691
Prepaid expenses	223,611	99,521	131,863		454,995	194,250	83,988	58,463		336,701
Leasehold improvements & equipment	4,414,658	439,680	66,725		4,921,063	4,322,283	393,826	60,225		4,776,334
Accumulated depreciation	(3,814,049)	(367,922)	(56,240)		(4,238,211)	(3,696,685)	(317,092)	(47,755)		(4,061,532)
Marketable securities (US Treasuries)	7,550,748		1,928,500	(1,928,500)	7,550,748	8,622,472		1,828,500	(1,828,500)	8,622,472
Other securities (bond & equity funds)	1,943,526				1,943,526					0
Intangibles		425,267			425,267		406,509			406,509
Other assets			32,688		32,688			55,768		55,768
TOTAL ASSETS	21,059,694	3,972,821	2,787,757	(1,928,500)	25,891,772	19,892,889	4,928,122	2,520,474	(1,828,500)	25,512,985
LIABILITIES & FUND BALANCES										
Accounts payable	1,047,058	326,214	126,120		1,499,392	1,258,290	444,820	106,956		1,810,066
Deferred revenue	2,961	31,705			34,666	4,051	12,651			16,702
Prepaid subscriptions			2,025,718		2,025,718			1,945,452		1,945,452
Gift certificates and other			8,391		8,391			97,541		97,541
Related party payable - AA Grapevine	1,928,500			1,928,500	0	1,828,500			1,828,500	0
Accrued post-retirement benefits	5,937,994				5,937,994	5,524,123				5,524,123
Accrued pension benefits	10,368,723				10,368,723	10,293,757				10,293,757
Unrestricted fund balance	1,774,458	3,614,902	627,528		6,016,888	984,168	4,470,651	370,525		5,825,344
TOTAL LIABILITIES & FUND BALANCE	21,059,694	3,972,821	2,787,757	1,928,500	25,891,772	19,892,889	4,928,122	2,520,474	1,828,500	25,512,985

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OFFICER/KEY EMPLOYEE COMPENSATION									
Donald Meurer - Asst Treasurer	82,479	82,479			164,958	80,170	80,170		160,340
Pension & post-retirement benefits paid/accrued	57,709				57,709	58,686			58,686
Doug Richardson - Asst Secretary	125,334				125,334	121,313			121,313
Pension & post-retirement benefits paid/accrued	61,462				61,462	50,962			50,962
Phylliss A. Halliday - General Manager	130,305	130,305			260,610	123,559	123,559		247,118
Pension & post-retirement benefits paid/accrued	72,206				72,206	59,596			59,596
Adrienne Brown - Staff	112,349				112,349	110,198			110,198
Pension & post-retirement benefits paid/accrued	34,968				34,968	29,095			29,095
Warren Stafford - Staff	107,303				107,303	114,524			114,524
Pension & post-retirement benefits paid/accrued	30,581				30,581	34,498			34,498
Eva Sanchez - Staff	112,419				112,419	111,254			111,254
Pension & post-retirement benefits paid/accrued	30,475				30,475	30,604			30,604
Julio Espailat - Staff	116,629				116,629	112,436			112,436
Pension & post-retirement benefits paid/accrued	29,528				29,528	22,434			22,434
Valerie O'Neill - Staff (GSB) - Production (WS)		154,929			154,929		143,114		143,114
Pension & post-retirement benefits paid/accrued		79,583			79,583		76,949		76,949
Olga Mesonjnik - HR Manager					0				0
Pension & post-retirement benefits paid/accrued					0				0
Mary Dargan - Staff	107,235				107,235				0
Pension & post-retirement benefits paid/accrued	27,865				27,865				0
Sandra Wilson - Secretary	27,115				27,115				0
Pension & post-retirement benefits paid/accrued	11,671				11,671				0
Rick Walker - Staff	110,617				110,617	109,427			109,427
Pension & post-retirement benefits paid/accrued	23,721				23,721	18,508			18,508
Christopher Cavanaugh - Publications					0				0
Pension & post-retirement benefits paid/accrued					0				0
Eleanor Widdoes - Writer					0				0
Pension & post-retirement benefits paid/accrued					0				0
Ami Brophy - President			119,437		119,437			116,836	116,836
Pension & post-retirement benefits paid/accrued			25,077		25,077			22,310	22,310
Janet Bryan - Asst Secretary			62,297		62,297			60,100	60,100
Pension & post-retirement benefits paid/accrued			14,187		14,187			12,566	12,566
Eugene O'Brien - Asst Treasurer			96,431		96,431			98,137	98,137
Pension & post-retirement benefits paid/accrued			19,950		19,950			17,389	17,389
Robin Bromely - Former President					0				0
Pension & post-retirement benefits paid/accrued					0				0

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SELECTED FINANCIAL RATIOS										
Cash, cash equivalents & investments	20,218,911	408,643	2,235,398	(1,928,500)	20,934,452	19,042,755	1,224,064	2,037,944	(1,828,500)	20,476,263
Total assets	21,059,694	3,972,821	2,787,757	(1,928,500)	25,891,772	19,892,889	4,928,122	2,520,474	(1,828,500)	25,512,985
Percentage	96.0076%	10.2860%	80.1863%		80.8537%	95.7264%	24.8383%	80.8556%		80.2582%
Accrued post-retirement/pension benefits	16,306,717	0	0		16,306,717	15,817,880	0	0		15,817,880
Total liabilities & fund balances	21,059,694	3,972,821	2,787,757	(1,928,500)	25,891,772	19,892,889	4,928,122	2,520,474	(1,778,500)	25,562,985
Percentage	77.4309%	0.0000%	0.0000%		62.9803%	79.5152%	0.0000%	0.0000%		61.8781%
Accrued post-retirement/pension benefits	16,306,717	0	0		16,306,717	15,817,880	0	0		15,817,880
Total assets	21,059,694	3,972,821	2,787,757	(1,928,500)	25,891,772	19,892,889	4,928,122	2,520,474	(1,828,500)	25,512,985
Percentage	77.4309%	0.0000%	0.0000%		62.9803%	79.5152%	0.0000%	0.0000%		61.9993%
Wages/pension & post-retirements expense for year	5,344,512	3,195,127	1,127,781		9,667,420	5,023,009	3,198,006	1,204,695		9,425,710
Total expenses	9,487,315	10,274,833	2,863,473	(3,820,464)	18,805,157	8,906,235	11,318,708	3,043,153	(5,121,966)	18,146,130
Percentage	56.3332%	31.0966%	39.3851%		51.4083%	56.3988%	28.2542%	39.5871%		51.9434%
Total pension/post-retirement expense	1,695,157	1,076,319	267,740		3,039,216	1,581,899	1,064,011	274,697		2,920,607
Total wages	3,649,355	2,118,808	860,041		6,628,204	3,441,110	2,133,995	929,998		6,505,103
Percentage	46.4509%	50.7983%	31.1311%		45.8528%	45.9706%	49.8601%	29.5374%		44.8972%
Investment income	168,100	392	14,800		183,292	227,218	486	24,300		252,004
Total income	10,430,352	9,419,084	3,120,476		19,149,448	11,543,913	9,566,932	3,065,991		19,054,870
Percentage	1.6116%	0.0042%	0.4743%		0.9572%	1.9683%	0.0051%	0.7926%		1.3225%
Exempt function income	6,557,608	9,418,692	2,989,856			6,264,454	9,566,446	2,971,966		
Total income	10,430,352	9,419,084	3,120,476			11,543,913	9,566,932	3,065,991		
Percentage	62.8704%	99.9958%	95.8141%			54.2663%	99.9949%	96.9333%		
Program service expenses	5,733,634	8,114,882	2,285,017			5,373,328	9,368,087	2,424,129		
Total expenses	9,487,315	10,274,833	2,863,473			8,906,235	11,318,708	3,043,153		
Percentage	60.4347%	78.9782%	79.7988%			60.3322%	82.7664%	79.6585%		
Total number of employees	0	86	17			0	86	23		