

Intergroup Representatives (IR) Meeting Minutes

February 2, 2023

The meeting was held via Zoom at 7PM and chaired by Blake R. - Board President. Other Board members present were: Barry R.-Treasurer, Linda W. AIS Office Liaison, Barb BS - Secretary, and Jan McD, Board Member. Susan C., AIS office staff, was also in attendance.

- 1) **Opening:** Blake opened the meeting with a cleansing breath/moment of silence, followed by the Serenity Prayer and a short reading of Tradition 2.
- 2) **Introductions:** Guests and New members only - There were 25 members present including 5 board members, one AIS staff member, 17 IR's including one new IR from the Fresh Start Sunday AM meeting, 1 substitute IR and 2 guests.
- 3) **Secretary Report-** Minutes from January, 2023 IR Meeting were provided in the email sent to the IR's before the meeting and were unanimously approved.
- 4) **Treasurer Report -** The following treasurer report was provided to the IR's in an email sent before the meeting, and was unanimously approved.

TREASURER'S REPORT – AFG OF STL

As of December 31, 2022

Submitted by Barry Russell, Treasurer

For January 26, 2023 Board of Directors' Meeting

Month of December 2022

1. Overall, the month of December delivered a Net Operating Deficit of [\$671]. YTD, through 12/31/22 was a Deficit of \$[3,573].

2. On a cash flow basis, Literature Sales were \$1,927 [versus budgeted average of \$1,416]. Group Contributions were \$2,367 versus the average at \$2,041. Miscellaneous Contributions of \$330 were below our average monthly expectations of \$750. Fundraising Revenue and the Sustaining Support Campaign were below what has been budgeted on average.
3. Total Revenue was \$5,602 versus a budgeted average of \$5,325.
4. Monthly Expenses, at \$6,273, were \$776 above the budgeted average of \$5,497. Literature expenditures of \$2,262 were substantially above the budgeted average of \$917.
5. Total cash in checking and on hand was \$1,724. Total Cash and Reserves were \$58,837.
6. The previously approved drawdown of \$5,000 has \$2,000 left undrawn.
7. Our Cash & Equivalent at the beginning of the year was \$66,066. The year-end Cash & Equivalent was \$58,837. The difference of \$7,229 was due to the remaining Billboard Payment, and a change in our Investment Value. Help came from a reduction in Payroll Liabilities.

Comments on 2022

1. Total Revenue in 2022 was \$68,014 versus \$63,900 that was budgeted. Examining columns 1 and 5 shows the areas of strength and weakness. The best results were from Group Contributions, Misc. Contributions and Literature Sales.
2. Operating Deficit was \$1,510 over projected deficit. [\$3,573 versus \$2,063].
3. If we had achieved our revenue projections for the Annual Appeal and for Fundraising – Journal, we would have had a modest surplus.

Further Perspective

We do have a prepaid asset in the literature and books on hand. According to the AIS Office, this amounts to:

Books and workbooks [selling price]	\$5,509.	
Value of pamphlets	<u>\$1,105.52</u>	
Total		\$6,614.52
Journals [at cost]	\$1,584.00	
Other pens	\$ 150.25	

Of course, we always have to have a supply of the basics.

1. My discussions with our CPA and former Treasurer, Annette K, yielded the information that since 2016 there have only been small fundraisers with the amounts raised amounting to less than \$2,500.
2. Back in 2016, we had about \$99,000 on hand and then gave money away to other Al-Anon entities to get closer to our reserve of having one year's budget available.

2023 Budget

Annette and I will work on this budget together. Our goal is to have it ready for discussion by our next Board Meeting.

Respectfully submitted,

M. Barry Russell, Treasurer

Barry also reported that in prior years we made quite a bit more profit on literature sales than we have lately. He's going to do some research into why that's the case. Barry emphasized how important it is for the St. Louis Metro region to have an AIS office. We have enough money that we wouldn't run out at the current rate for 12 years or so, but we need to at least start breaking even to maintain the recommended prudent reserve of one year's expenses.

5) **Public Outreach** - In John Y's absence, Barb reported that the school outreach program was still underway and that members had contacted and sent out literature to a number of schools and were also working on sober living houses and treatment centers. The committee is working on an incentive program to generate ideas for public outreach from groups and had a draft document prepared but decided to send it to Heather S at the WSO office to make sure it was in line with Al-Anon Traditions. Heather thought it a good idea but was checking with others at WSO and will get back to the Committee.

6) **After Hours and Office Reports** - These reports were sent out via email to IR's before the meeting as follows:

AIS IR Office Report February 2023

Newcomer Packets

The Office has now a Welcome to Al-Anon Email. When Newcomers call we first offer to send them The Newcomers Email. If the Newcomer wants to have a packet sent to them, we are still able to provide them with that request. Please let your groups know of our new guidelines.

Starting in January 2023 we are tracking the Newcomer emails we had 8 for the month.

New Website

The new website will go live sometime in February. We will keep you posted.

Al-Anon/AA Pot-Luck

March 4th Al-Anon/AA Pot-Luck event has been postponed until **Sunday June the 4th** at Deer Creek Park-Maplewood, MO. 63143. We will be selling jewelry at the event. The office is seeking used and unwanted jewelry. We will also take broken or missing pieces to sell for crafting.

Please drop off at the office M-F 9-5 pm

My Journey Journals

Journals are \$12.00 each. These make great presents and are easy to mail.

Meeting Updates

Please let the office know of any change to your meetings by emailing the new information to asioffice@stl-Al-Anon.org

Sincerely Al-Anon

If members would like to write an article or include an event in the Sincerely Al-Anon please send to the AIS Office by the 20th of each month. Please ask your group members to sign-up for our newsletter at www.stl-al-anon.org.

Events

Please left the office of your upcoming events. We will post your flyers on our website. If you want to write a small article about your event for the Sincerely Al-Anon. We will add a link to your flyer from our website.

In Service,
Susan C.

AIS Office January Sales and Website Report.

Web Activity

1. 3,311 views from 1,569 people (up 25%)
2. Page Views: Meetings 1,236 and 247 events.
3. \$248.75 web sales from 9 orders (-22%)

Total AIS Sales

1. 77 Total Orders and Contributions \$6,214.17
2. Top Book Sales: 59 How Al-Anon Works, 22 Courage to Change.
3. 115 Newcomer Packets, 33 Just for Tonight.
4. December: \$80.00 Sustaining Support, \$2,431 Group Contributions, Member Contribution \$1,407.00

Joe O AIS Staff Member

Answering Service Report

The answering service had 1 call for January. A woman looking for meetings near Brentwood. The volunteer called her back and left a message to call back before 9 or could call the office on Friday.

Thank you,
Peggy B.
Answering Service

6) Old Business:

- **Police Precinct Update** - Blake picked up the business cards and will be distributing them to three police precincts - two in South City and one in Afton. He is going to gauge how the program goes before deciding whether he will make a presentation to larger precincts such as St, Louis County. It will help if he can share success from other precincts.
- **St. Louis Al-Anon - Goals and Objectives for 2023** - Blake presented the following proposed goals to the IR's. IR's felt that these goals were appropriate.
 - a) Al-Anon Education - differentiating between Al-Anon and AA.
 - b) Break even Financials to be able to maintain appropriate reserves.
 - c) Increased Meeting Attendance (via outreach, not in a tactical way).
 - d) Still discussing use of Venmo for AIS office but researching restrictions for non-profits' use of Venmo.

7) New Business:

Discussed potential fundraiser ideas for 2023. Ideas were online auctions, 50/50's, raffles such as raffle of board of lottery tickets, continued sale of Journals. Pros and cons of these types of fundraisers were discussed. Some members expressed that they didn't feel that this type of fundraising was in line with our Al-Anon traditions. They shared that they wouldn't feel comfortable asking their groups for money for these. Others expressed that the best path would be focusing our efforts on raising individual and group contributions or perhaps having a fundraiser at an Al-Anon focused in person group event. Planning these types of events is very labor intensive though. Barry R said that an additional \$4,000-\$5,000 a year would enable us to break even. He stressed getting more information on the need to the groups to try to raise contributions to the AIS office. One member mentioned that perhaps we could solicit funds for the AIS office from the districts.

8) **Open Sharing:** (No open sharing due to time constraints)

9) **Close** - cleansing breath, Serenity Prayer and Al-Anon declaration.

- **Next meeting is Thursday, March 2, 2023 at 7:00 PM on Zoom**