

Cindy M., Treasurer

The following update is based on the unaudited financial statements for the period that ended September 30, 2021.

Revenues (Income)

Revenue consists mainly of literature sales and contributions. Other revenue includes magazine sales and investment gains or losses. Literature sales for September were \$227,190. Contributions for September were \$172,624. See the table below for YTD Actuals vs YTD Budget, and Revised Budget.

Expenses

The largest categories of expenses consist of WSO Staff salaries and benefits, PSAs (public service announcements), technology support, and postage. Expenses for September were \$443,571. See the table below for YTD Actuals vs. YTD Budget, and Revised Budget. We continue to monitor all expenses and reduce them wherever possible.

Net Increase/(Decrease)

Change in net assets resulted in a net decrease of (\$110,391) which reflects the decrease in total income.

Year to Date (YTD) September 2021

	YTD Actuals	YTD Budget	Revised Budget
Revenue			
Literature Sales- net	\$1,409,369	\$1,477,270	\$1,993,000
Contributions	\$1,806,064	\$1,793,535	\$2,543,535
Other income	\$473,610	\$422,700	\$563,600
Total Revenue	\$3,689,043	\$3,693,505	\$5,100,135
Total Expenses	\$3,799,434	\$4,000,425	\$5,333,888
Net Increase/(Decrease)	\$(110,391)	\$(306,920)	\$(233,753)

Investments

Our ample reserve is contained mostly in the Reserve Fund under the careful watch of our investment managers. Market conditions in September were unfavorable as the market experienced some losses. To date, we have an unrealized gain of \$1,268,221 in the Reserve Fund. Our investment accounts continue to be sensitive to market conditions.

Reflections and Insight

While this report reflects three-quarters of the year, and it may appear that we are on track to meet our revised year-end budget, we do know that literature sales are lagging, and we could possibly end the year with a higher deficit than expected. The continuing impact of out-of-stock literature—occurring due to printing industry challenges with paper shortages, nationwide staffing issues, and shipping delays—could also have a larger effect as we return to a normal level of literature purchases. It is worthy to note that contributions continue to exceed net literature sales. This is due to your consistent, continuous contributions. We can't express our gratitude enough to everyone—individuals, groups, Districts, AIS/LDCs, Areas, and GSOs!

The World Service Office (WSO) continues to monitor and reduce expenses wherever they can, but it is the fellowship who can increase our income. As we continue to attract new members and grow our fellowship, it will take more resources to support the fellowship. So, as we begin the budgeting process for 2022, we would like to remind you of a few items of importance. We will be planning for full staffing; holding our annual World Service Conference (WSC) in New York and visiting Stepping Stones; and holding the International Al-Anon General Services Meeting (IAGSM) in London, England. Therefore, labor, Conference, and travel costs will be higher than 2021. If we think abundantly and share this information openly throughout the fellowship, all members will have the information needed to continue to support the WSO, so that the WSO can continue to support the fellowship! Remember, let's focus on "Enhancing Our Recovery through Abundance, Unity, and Understanding!"