

[Editorial Note: This letter is obviously a reply to Bob K's letter of 6/25/98, so the date of one of the letters is incorrect. We've placed this file after Bob's letter since it is a reply to that letter.]

GENERAL SERVICE OFFICE OF ALCOHOLICS ANONYMOUS
475 RIVERSIDE DRIVE, NEW YORK, NY 10115 (212) 870-3400
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Please direct all communication to:

GRAND CENTRAL STATION
PO BOX 459
NEW YORK, NY 10163
FAX# 212-870-3003

June 24, 1998

Bob K~~~~~
c/o Los Angeles Central Office
4311 Wilshire Blvd., #104
Los Angeles, CA 90010

Dear Bob:

I received your June 24 fax. Just to clear up a minor point, you addressed it to me at 1112 Park Avenue. That is not my address nor is it the address of the General Service Office. It's a minor point since the fax number is correct.

And speaking of minor points, you are absolutely correct in stating that Gay G~~~~'s Minority Report was not mailed to the board until December 5, 1997. However, Gay G~~~~'s concerns regarding the financial incentives certainly received a great deal of attention from the General Service Board prior to receiving her report in December 1997. It was a careless mis-statement on my part. I'm not clairvoyant and if anyone on the board is, I'm not aware of it.

One point presented in your letter is not minor in my opinion and needs to be clarified. You said, "The vote to suppress discussion was not a 2/3 majority as you state; rather an uninformed 78 to 45." There was never a vote at the Conference to suppress discussion. I don't know where you obtained the figures of 78 to 45 which you referred to as rather uninformed. There was every opportunity to discuss the issue as long as it needed to be discussed.

In the minds of those trusted servants who have no difficulty with the concept of cash incentives, the Seventh Tradition is talking about gifts, voluntary contributions from outside of A.A. In the course of business transactions, that is, purchasing something for A.A., the board and management have always felt a responsibility to avail themselves of discounts or incentives offered to get A.A.'s business and an effort is made to make the best deal possible. In the case of the San Diego Convention, the city and its hospitality community knew that A.A., through upwards of 50,000 members expected to attend, would purchase millions of dollars of accommodations, meals, services, etc., contributing very substantial economic benefit to the city. The incentives were offered to persuade us to come and bring that economic benefit. We try to pass on our direct costs for the Conventions to the attendees through the registration fee, that is, to break even. Incentives, whether in cash or non-cash, enable us to keep the registration fee as low as possible. The board's policy states it clearly. If an incentive is give to us because we are A.A., the offer can never be accepted whether cash or non-cash. However, some of us have trouble with the argument that it is okay to accept the use of stadiums and convention centers worth hundreds of thousands of dollars, free municipal transportation when available, and the use of hundreds of

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hours of the services of Convention Bureau personnel for registration, but in situations in which the city does not own the Convention Center or stadium or have adequate public transportation, it is not okay to accept cash offered for the purpose of covering these expenses. It seems that to take the position that cash inducements are not acceptable, but the equivalent non-cash incentives offered for the same business reason are acceptable, requires a re-interpretation of our Seventh Tradition.

Finally, your statements out of context about soliciting, accepting and depositing money from outside sources which you described as the real issue and delineated as points A, B and C in your June 24 fax is misleading to say the least. We welcome hearing from anyone, anywhere who is interested in hearing what the "cash incentive issue" in San Diego is really about.

Your friends here join me in sending best wishes.

Sincerely yours,
/signed/
Lois Fisher
Assistant Secretary
General Service Board

LF/lis