

A.R.T.S. Anonymous Inc.
Conference Reports
2014

Minutes 2014 A.R.T.S. World Service Business Conference

Conference Attendees

<u>Trustees</u>	<u>WSMRs (World Service Meeting Representatives)</u>	<u>World Service Office Manager</u>
Frank Lagerstedt (Chair)	David S (NY, Saturday)	Cori F
David P (Finance/Treasurer)	Jane G (NY, Friday)	
Don T (World Wide Fellowship Liaison)	David H (OR, Eugene)	<u>World Service Consultant</u>
Ed S (Conference)	Allen M (MI, Grosse Pointe)	Mei C
Abigail B (literature)		

Opening Remarks (Frank L) about the A.R.T.S. Office Accomplishments:

A.R.T.S. has gotten out of the woods and joined the modern business world -- the office has been made more efficient with the application of modern technology. We needed to be able to use all the now accurate data from our website and we can also now interface with our bank through Quick Books and do direct bill payment. Big improvement – single biggest achievement of 2013.

Serenity Prayer

Conference Check-in:

Delegates each shared about how their respective meetings were faring and whether or not they were passing the second bucket for contributions to the ARTS World Service Organization (WSO). The World Service Office Manager reported on the status of the office. The newly appointed World Service Consultant introduced herself to the Conference.

2013 Minutes Approved

It was noted that the minutes were late in getting out to the delegates. Even with the conference date being moved from March 8th to April 26th there was very little time for the meeting reps to inform their constituents and get their feedback.¹ The attachment containing a list of literature without royalty was missing and will be included in the 2014 Conference minutes.² Minutes approved with revisions.

Trustee Reports

Treasure's Reports. Trustee David P (T-Finance): David passed out hard copies of the A.R.T.S. Annual 2013 Income and Expense Report³ and World Service Income Expense Totals from 2007 to

¹ The minutes were sent out in time for the March 8th Conference date but it was later discovered that Delegate David S. did not receive them. The Board decided that maybe there were others who had not received them as well and that the conference date should be moved to April 26 and a second mailing of the minutes be sent out. The meetings had 4 weeks to review the minutes after the second mailing.

² Addendum: the 2014 royalty breakout.

³ Addendum: A.R.T.S. Annual 2013 Income and Expense Report

2013.⁴ He read the net amount for those seven years: a loss in four of those seven years and three of seven showed a profit. Read aloud his revised cover letter.⁵ If we continue dipping into the Prudent Reserve on an almost yearly basis A.R.T.S. will soon be broke.

Treasury Report Q & A and Discussion

Question: David S. How much does A.R.T.S. have in the Prudent Reserve?

Collective Answer: TD Bank Prudent Reserve currently has \$1,500. Chase Bank Reserve Account \$500. A.R.T.S. is changing banks from TD to Chase.

Question : David S. Why is literature losing money?

Collective Answer: Income loss appears to be because of the high cost of postage. The postage issue will be looked into.

The remainder of this discussion focused on the merits of royalty payments based 20% of the retail price versus 20% of net profit.⁶

Special Events: Convention 2013 and 2014 – Abigail B (T-LIT) The 2013 Convention earned a profit of \$2,000. Without this fundraiser in the Spring operating funds for ARTS over the coming months will be lean. The goal of the upcoming celebration of A.R.T.S. 30th Anniversary is to attract more people and earn more money. The 2014 Convention will be October 10, 11, and 12. The planning for the upcoming anniversary convention is well underway.

Conference – Ed S (T-Conference): He reported this year he was on a steep learning curve regarding his duties as Conference Trustee and that some events in his personal life were major distractions. However over the past 45 days a lot was done. The minutes were completed with help from Abigail. Four emails with attachments were sent to all meeting contacts regarding this conference. He investigated a new conference call technology which gives the monitor greater control over members' share, with the ability to mute those who are disruptive. He also said that his service of time, energy and skills are frequently called on by the Board to help with many other projects where and when needed.

Worldwide Fellowship – Don T (T-WWF Liaison) He is the main contact person for A.R.T.S. via the A.R.T.S. website. He gets only few phone calls a month and most contacts come in as emails. Lately he has been handling a crisis with the phone meetings concerning a disruptive participant.

World Service Office – Cori F (WS-OM): Reported that the expenses for this year were unusual and that she had a rough start on the job. She also reported that the new bank (Chase) will provide us with a bank balance based on checks written. The old bank, TD, gave only the balance of those checks cashed; outstanding checks were not registered in our bank balance until they were cashed. With Chase, A.R.T.S. will no longer have to keep track of outstanding checks – problematic and time consuming. She also noted that A.R.T.S. has many new meetings that start up but rarely survive. She suggested that a new literature package be created just for new meetings.

⁴ Addendum: Income and Expense comparison 2007 to 2013

⁵ Treasurer's cover letter to delegates

⁶ Addendum Wikipedia comparison 20% royalty based on gross retail amount or based on net income.

Literature: -- Abigail (T-Lit) Reported that the “Big Book” editing project was underway with committees already set up and in operation. She said the “Big Book” will articulate our mission so that more people will understand the A.R.T.S. message and stay as members. There is a section in Wikipedia that lists all 12 Step Programs and that if A.R.T.S. were added it would be the 4th on the list. The group discussed the possibility of the A.R.T.S. program description being compromised by “trolls” because all Wikipedia content can be edited by anyone. A monitor for our Wikipedia listing would be needed. Most 12 Step programs are on it and have profiles which have been edited many times over the years. The group entered a discussion about the A.R.T.S. visibility on Facebook, Abigail was acknowledged for the beautiful way our Facebook page was set up.⁷ Abigail is producing an A.R.T.S. Concert series spread over 5 months that might produce \$1,500 for ARTS over the summer.

Old Business

The issue of posting the Business Conference Minutes on the website, which was voted down last year, came up. As well as one meeting’s email list of 80 plus people, who have come only once or twice to an ARTS meeting being viewed as regular ARTS members. It was pointed out that the business affairs of ARTS are for the regular meeting members, not for the wider public. It was observed that membership retention was a problem.

New Business

Literature Royalty Issue

A request was made to see the motion from the 1999 World Service Business Conference that approved the royalty agreement with Abigail.⁸ The nature of the A.R.T.S. non-profit status was discussed versus that of a publishing company. It was pointed out that all book authors receive a 20% royalty off the retail price whether the book is published by a non-profit or a publishing company.⁹

Question: David S. Why was there not a breakout under literature income between royalty and non-royalty sales?

Collective Answer: With Quick Books the total royalty expense is listed as an expense under Literature. The former breakout was possible with Quicken but not with Quick Books.

Question: David S. When ARTS used the Quicken accounting software the royalty amount for specific literature was automatically tabulated. Is this still the case?

Collective Answer: Quick Books cannot tabulate by items sold.¹⁰

⁷ <https://www.facebook.com/pages/A.R.T.S.-Anonymous/331604186967451>

⁸ 1999 Conference Motion: We elect Abigail, the Founder of A.R.T.S., as ongoing sole head for the coordinating the A.R.T.S. Big Book Project and for her to work with the Board to develop a second corporation that could receive grants and work out a royalty agreement with Abigail that closely follow Bill W’s royalty contract with Alcoholics Anonymous. Passed: Yes 21. No 1. Abstained 3.

⁹ Alcoholics Anonymous is not a publishing company yet from the early 1940’s AA paid Dr. Bob and Bill W. royalties from all book sales. The royalty was based on the retail price of the books and pamphlets as this is the way all royalties are paid, a percentage off the retail price. The AA non-profit business model is the same one most non-profits businesses follow, including A.R.T.S..

¹⁰ When someone purchases literature from our website, an internal processor collects that data in an Excel report. It registers the number of items sold but does not do the math. Further, the price on all ARTS literature listed on the

Question: David S. Why were the royalty payments for 2013 equal to 20% of all sales.¹¹ The breakout of all items sold in 2013 was requested.¹²

Collective Answer: The Board was unaware and acknowledged this was an error – an understandable error based on all the complications involved with the transfer in our accounting software for home businesses (Quicken) to our new accounting software for small businesses, (Quick Books). Abigail said she would pay ARTS back for this overpayment. Abigail was acknowledged for how hard she works for the program and the mistake should be forgiven. One conference member declared: “We are an A.R.T.S. organization and as such we champion artists. 20% is a normal royalty and to try to work the math for a \$100 difference is philosophically against championing artists. That we should cheat our own when there are other ways to bring money into the organization sets a poor example that we would skinflint the one artist who creates our literature, which is the only product the A.R.T.S. program has for sale to help all artists.”

Questions: Cori. Why are we not taking a closer look at the other expenses under literature, like the cost of postage? Would anyone volunteer to analyze the postage costs?

Collective Answer: Everyone agreed to have a breakout committee to calculate literature printing and postage costs.

Regarding literature income, it was reported that the Board recently voted to increase the price of literature from \$1.50 a pamphlet to \$2.

Improving the financial base of the A.R.T.S. Program

The group agreed that our fundraising appeals (personal, meeting, and annual appeal) have not been very effective. The new Quick Book breakout reports reveal the same people and meetings donate every year and that the pool of those giving to A.R.T.S. is small. A.R.T.S. is a unique program where people get good recovery and leave the program... and then forget about A.R.T.S. If an A.R.T.S. member is successful they should give back to the program – this concept should be a given. There is very little money coming in from phone meetings. We need to raise the consciousness of everyone that A.R.T.S. is there for them and that everyone needs to support the program. People come in, get value and leave. We should outreach to “former” A.R.T.S. members who have the misconception that A.R.T.S. doesn’t need money. It would financially benefit A.R.T.S. to keep track of former A.R.T.S. members who are now successful and ask for their support. We could find their contact information from old convention rosters. Former members do show up at conventions; we could host some kind of

website includes both the domestic and international postage based on the number of pages in each piece of literature. Only the final dollar amounts and credit card information are “read” by another server who processes the credit card and deposits the amount to our bank. The office accounting software, Quick Books, only picks up the total dollar figure -- It does not receive a record of the items sold. To get the list of what was sold, one has to go back to the website Excel and import it to the office Excel. Then delete extraneous data including the additional postage amounts. Only then can the office Excel do the math -- a long and arduous process.

¹¹ Abigail’s royalty is usually between 92% and 97% of all literature sold.

¹² Addendum: the November and December 2012 through December 2013 Excel data broken out by total dollars for items sold. Those items where Abigail does not receive a royalty are highlighted in grey. The excessive royalty payment to Abigail in 2013 was \$124 and will be deducted from her 2014 royalty check. The error came about because the postage was not deleted from the unit price of each sale.

“old timers” meeting at the convention to make them feel important such as an invitation to record their recovery experience with the program and current success. Due to the constraints of the 7th Tradition, A.R.T.S. has no latitude to ask people who are not in A.R.T.S. for money nor can A.R.T.S. go after grant support. It was suggested we create a fundraising position on the Board. What you get you give back. A tithing of 10% given back to the source of recovery. Integrate the concept of “giving back” as part of a meeting’s format. Giving service can be time as well as money. Financial responsibility is a part of recovery.

Committee to create a pamphlet for the meetings about their donations go.

David P. Treasurer suggested a piece of literature be created based on an AA pamphlet model. This AA pamphlet was passed around the conference room. A committee was formed by the members of this conference to meet once a month and write a pamphlet based the ideas given today. It was decided to use Treasurer David P’s AA pamphlet, as a guide. The group was reminded of the urgency of a pamphlet regarding the passing of the second basket for A.R.T.S. Members who volunteered to be on the pamphlet committee were: Out of town members Allen M. and David H. (both via conference call). David P., Ed S. Jane, Mei, Cori, Abigail. The new pamphlet could be the basis of this year’s annual appeal.

Timeliness of the Conference Minutes

It was agreed that this year’s minutes be sent out in 90 days to the delegates while the business discussions were still fresh in their minds. It was suggested that the minutes should go on the Web to get more feedback. The Chair asserted that minutes are for business purposes, available to the meetings and meeting members. They are not meant to be seen and commented on by everyone who views our website.

Slate of Trustees

The same slate as last year’s with the exception of one trustee who resigned recently was presented for the conference vote of confidence.

Question: David S. How many Trustees is the Board supposed to have? Which Trustees were in regular attendance at A.R.T.S. Board meetings? Why were some voting Trustees not at the conference?

Collective Answer: The Board of Trustees is supposed to have 7 Trustees. Current Trustees members are Frank, Abby, Don, David, and Ed. Trustee Eva just took a leave of absence In March. Non-A.R.T.S. Trustee Margi resigned in January and has not yet been replaced. The Board was asked to bring the number of Trustees up to 7 members. The Board is on the look out for new Trustees. It was suggested the A.R.T.S. Trustees who represent the program be viable A.R.T.S. members who regularly attend meetings.

Question: David S. At what conference were the Term Limits for the Board of Trustees removed? What was the motion?

Collective Answer: In 2009 Conference Trustee David reported that most Boards do not have limits on the length of time a Trustee can serve. Chairperson Frank made the presentation that term limits be removed since it is hard to replace Trustees in ARTS, hard to train them, hard to

know if they will fulfill the job requirements. He pointed out that in the next year, both Don and he would have to leave the Board. In the following year, David and Eva would come off the Board. The 2009 Conference delegates voted to do away with term limits.¹³

Motion: Vote of Confidence on the 2014 Slate of Trustees:

The vote was taken by the 4 WSMRs in attendance. Yes: 3 No: 1 PASSED

Conference Check Out

- Allen M (MI): Thought the meeting went well.
- David H (OR): Grateful that he felt less disconnected. Said he will call other groups regarding the seriousness of the A.R.T.S. World Service solvency situation.
- Ed S (T-Conference): Said he thought the meeting went well and was pleased with the introduction of the new conference call technology.
- Cori F (WS-OM): Said A.R.T.S. will prevail!
- David S (NY): Stated he said enough and that his questioning and probing was coming from a good place.
- Jane G (NY): Said she got more interested in A.R.T.S.'s business as time went on.
- David P (T-Finance): Felt it was a good meeting – a good team with constructive ideas. The proof will be in the pudding.
- Don T (T-WWF Liaison): Said he was grateful and that a lot got accomplished.
- Abigail B (T-LIT): Grateful to all who attended today and was looking forward to working with David H and Allen M on the Big Book. Acknowledged that NYC World Service was a fine crew.
- Frank L (T-Chair): Said a special thank you to Allen M and David H for their participation over the phone. He thanked the group for their support of the program with ideas and actions

Serenity Prayer

ADJOURNED

Conference Recorder

Ed S

A.R.T.S. Conference Trustee

Approved by the A.R.T.S. Board of Trustees

¹³ The 2009 vote: Motion: (Trustee) David proposed that the Board consider revising the By-Laws concerning trustee term limits to allow trustees in good standing to stay on the Board past their terms of office (a maximum nine years). Passed

Addendums

2013 Royalty list. Non royalty items are highlighted in grey	
1	A.R.T.S. Basics <u>for You</u>
2	Anorexia of Avoidance
3	Facing Avoidance
4	Creative Block and A.R.T.S.
5	Creative Proces <u>Z</u>
6	Process vs. Product
7	The Wide Circle of A.R.T.S.
8	Art & Our Spiritual Awakening
9	From Envy to Appreciation
10	When Your Work Is Your Worth
11	“Powerless Over” and “Unmanageable”
12	100 Things That I Love
13	12 Traits of the Avoidant Artist – 12 Talents for a Good Life
14	F.A.Q.: Frequently Asked Question
15	Giving Feedback in A.R.T.S.
16	New Meeting Pamphlet discount
17	Closing Prayer
18	The <u>Meeting</u> Basics
19	How A.R.T.S. Works
20	The Inspired Life
21	How A.R.T.S. Began
22	A Letter About Step One
23	Therapist Guide
24	Master Plan Commitment Sheets
25	Starting a ARTS Meeting
26	Personal Stories – From Shadow to Spotlight
27	A.R.T.S. Step Essays – <i>Steps 1 through 11</i>
28	Step One Workbook
29	Step Two Workbook
	Convention Keynote Speaker 2013 <i>Victoria New York City</i>

30	Step Three Workbook
30	Step Four Workbook
30	Step Five Workbook
30	Step Six Workbook
30	Step Seven Workbook
30	Step Eight Workbook
30	Step Nine Workbook
31	Step Ten Workbook
32	Step Eleven Workbook
34	1989 Keynote CD: How ARTS Began
35	1988 Remembrance of ARTS Beginning
36	2010 Keynote CD ARTS 20 th Anniversary
37	Keynote Annette, Jay M, Gary N., Abigail B.
	Convention Keynote Speaker 1994 <i>Phyllis Boulder, CO</i>
	Convention Keynote Speaker 1997 <i>Veronica, Philadelphia, PA</i>
	Convention Keynote Speaker 2001
	Convention Keynote Speaker 2002
	Convention Keynote Speaker 2003
	Convention Keynote Speaker 2004 <i>Thanasi Bloomington, IN.</i>
	Convention Keynote Speaker 2005 <i>Don T., New York City</i>
	Convention Keynote Speaker 2006
	Convention Keynote Speaker 2007
	Convention Keynote Speaker 2008
	Convention Keynote Speaker 2009
	Convention Keynote Speaker 2010
	Convention Keynote Speaker 2011
	Convention Keynote Speaker 2012

¹ **2007 through 2013 A.R.T.S. Annual Income and Expense (rounded off)**

	2007	2008	2009	2010	2011	2012	2013
A.R.T.S. Income	14,894	15,950	19,429	15,974	16,309	17,962	19,811
A.R.T.S. Expense	17,537	14,834	18,631	17,739	19,178	17,668	23,174
A.R.T.S. Net Total	-2,643	1,116	798	-1,765	-2,869	294	-3,363

Financial Trustee David's Cover Letter

Fellow A.R.T.S. Members:

The annual financial report for the year 2013 is attached. As you will notice, there is a deficit of \$3,362.24.

2013 was a very expensive year for A.R.T.S. Among other unusual expenses, it was necessary to buy a new computer and printer and to upgrade the accounting system. Upgrading the accounting system involved buying QuickBooks software and hiring a consultant to install the new program, merge old data into it, and teach Cori, Abigail, and myself how to use it. We are working to reduce costs for next year and we expect that the expenses will not be as great. However, even though we expect that we will be able to reduce expenses, A.R.T.S. is not in good financial condition. A separate attachment lists A.R.T.S. annual income and expenses since 2007. There was a profit (only one of which was substantial) in only three of the seven years. In the other four years there were significant deficits. If we continue on this downward track we are headed for a serious financial crisis. The World Service Office—which is now pretty much bare bones—will no longer be able to function effectively, if at all.

Previous to 2007 A.R.T.S. was able to build a financial reserve. As far as I can determine, the main reasons for this were a much larger attendance at the Conventions and a larger income resulting from member contributions (both meeting contributions and individual donations). Another factor is that during that period the work in the office was being done by Abigail for a very small salary. We have had to dip into the financial reserve to cover the various yearly deficits. If we continue dipping into the reserve on an almost-yearly basis, A.R.T.S. will soon go broke.

According to the 7th Tradition, A.R.T.S. is fully self-supporting through the contributions of its members. If A.R.T.S. is to be financially solvent, and if the World Service Office is to function effectively, we will need greater financial support from the membership.

Yours in service,, David P., Treasurer

Wikipedia. Document.

Book publishing royalties

All book-publishing royalties are paid by the publisher, who determines an author's royalty rate, except in rare cases in which the author can demand high advances and royalties.

For most cases, the publishers advance an amount (part of the royalty) which can constitute the bulk of the author's total income plus whatever little flows from the "running royalty" stream. Some costs may be attributed to the advance paid, which depletes further advances to be paid or from the running royalty paid. The author and the publisher can independently draw up the agreement that binds them or alongside an agent representing the author. There are many risks for the author—definition of cover price, the retail price, "net price", the discounts on the sale, the bulk sales on the POD ([publish on demand](#)) platform, the term of the agreement, audit of the publishers accounts in case of impropriety, etc. which an agent can provide.

- The following illustrates the income to an author on the basis chosen for royalty, particularly in POD, which minimizes losses from [inventory](#) and is based on computer technologies.

Book-publishing Royalties - "Net" and "Retail" Compared		
	Retail Basis	Net Basis
Cover Price	15.00	15.00
Discount to Booksellers	50%	50%
Wholesale Price, \$	7.50	7.50
Printing Cost,\$ (200 pp Book)	3.50	3.50
Net Income,\$	4.00	4.00
Royalty Rate	20%	20%
Royalty Calcn.	0.20 x 15.00	0.20 x 4.00
Royalty,\$	3.00	0.80

