



April 19, 2024

TREASURER'S REPORT

3rd Quarter 2024 to the period ending March 31, 2024

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Respectfully submitted,
Bill Hopkins, AIA
AIA Virginia Treasurer

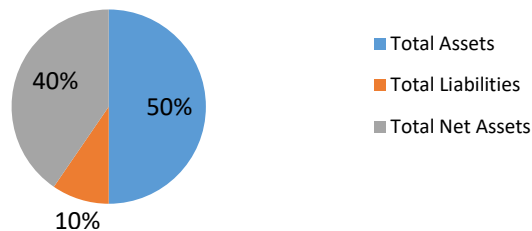
A handwritten signature in black ink that reads "William G. Hopkins".

AIA VIRGINIA

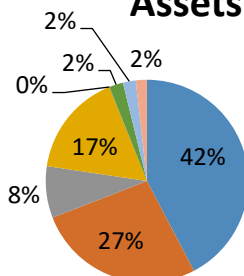
BALANCE SHEET as of March 31, 2024 3rd Qtr,

(UNREVIEWED)	2023	2024
ASSETS		
Cash and cash equiv	\$ 406,412	\$ 383,107
Financial Contingency Fund (Long-term Putnam	\$ 191,543	\$ 242,259
Saving (Short-term Putnam)	\$ 74,685	\$ 74,685
EIDL Loan (Putnam)	\$ 149,900	\$ 149,900
Accounts receivable	\$ 341	\$ 341
Inventory	\$ 16,743	\$ 20,000
Prepaid Expenses	\$ 17,809	\$ 18,613
Total Current Assets	\$ 857,433	\$ 888,905
Fixed Assets (net)	\$ 26,683	\$ 16,033
Security Deposit	\$ 5,088	\$ (612)
Total Assets	\$ 889,205	\$ 904,327
LIABILITIES		
EIDL Loan	\$ 144,231	\$ 136,539
Note payable, line of credit	\$ -	\$ -
Accounts payable	\$ 13,746	\$ 20,328
Other accrued expenses	\$ 7,150	\$ 7,282
Deferred revenue	\$ 14,700	\$ 8,750
Total Liabilities	\$ 179,826	\$ 172,899
NET ASSETS		
Fund balances	\$ 572,861	\$ 546,818
Financial contingency fund	\$ -	\$ -
Current year earnings	\$ 136,518	\$ 184,609
Total Net Assets	\$ 709,379	\$ 731,427
Total Liabilities and Net Assets	\$ 889,205	\$ 904,327

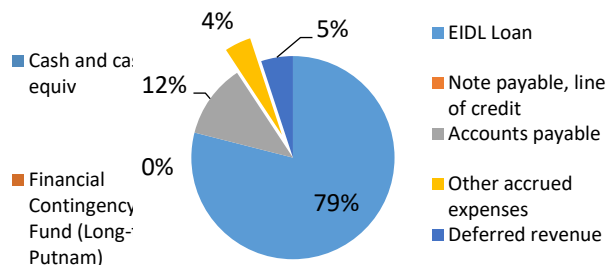
Balance Sheet - 2024



Assets - 2024



Liabilities - 2024

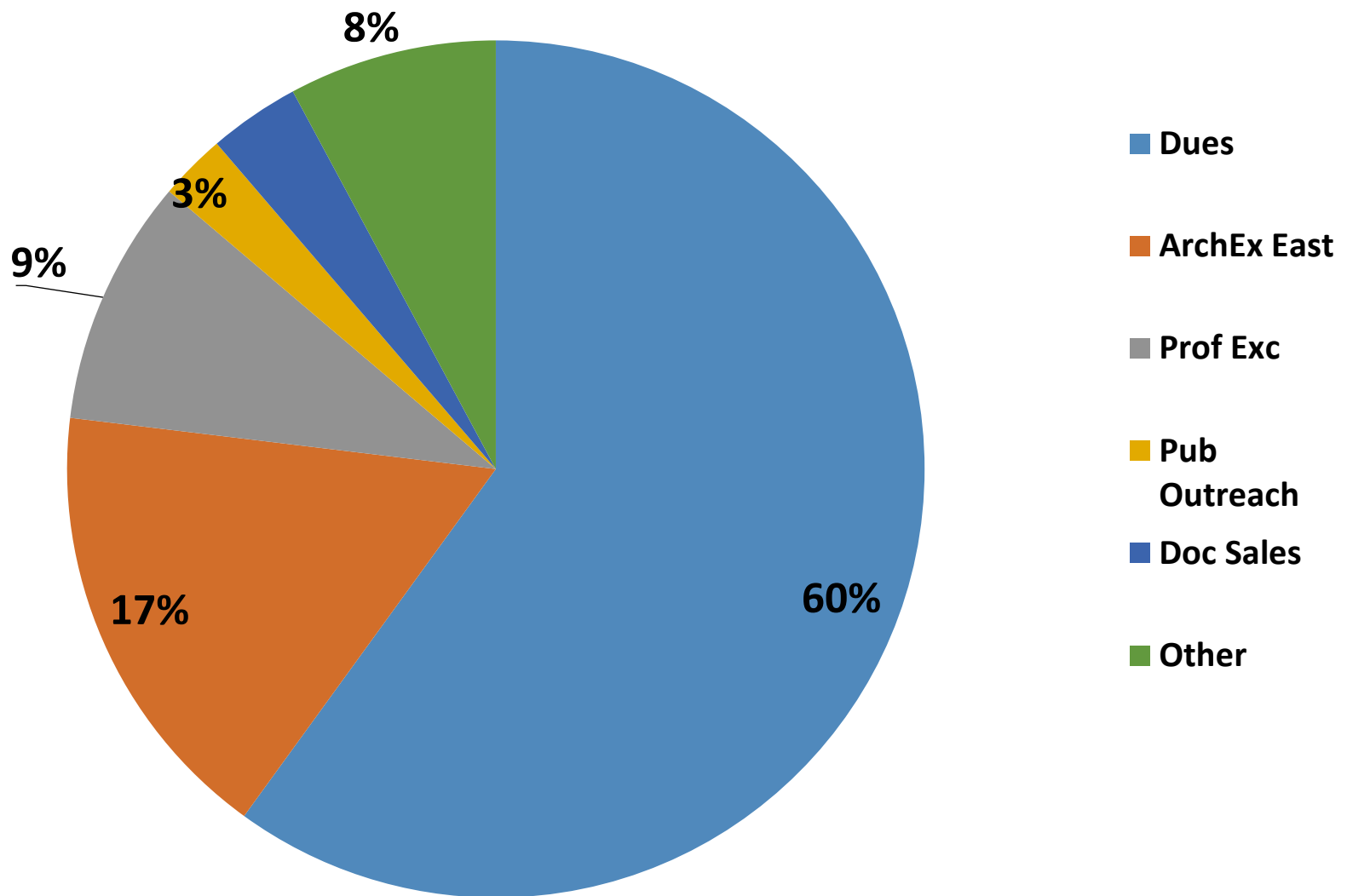


AIA VIRGINIA

INCOME STATEMENT YTD through the Third Quarter ending March 31, 2024

REVENUES	2023		2024	Budget 2024
DUES	\$ 603,072	\$	601,437	\$ 660,190
PROFESSIONAL EXCELLENCE				
CONTINUING EDUCATION				
Architecture Exchange East	\$ 159,356	\$	169,653	\$ 160,843
ACE Conference				\$ -
Professional Development Series	\$ 3,030	\$	4,044	\$ 14,250
MEMBER COMMUNITIES				
Design Forum		\$	65,055	\$ 42,000
Art of Practice	\$ 3,000			\$ -
IFRAA	\$ 200	\$	400	\$ -
Historic Resources		\$	-	\$ -
AIA Fellows	\$ 5,650	\$	6,550	\$ 6,800
Women in Design				\$ -
EMERGING PROFESSIONALS				
ELA 2.0				\$ -
Emerging Leaders in Architecture	\$ 17,884	\$	16,513	\$ 18,844
VA Society / AIA (Univ) Prize				\$ -
Intern Development Program				\$ -
OTHER				\$ -
Prize for Design Res & Schol				\$ -
Design Awards	\$ 200	\$	750	\$ 26,580
GOV'T ADVOCACY				\$ -
PUBLIC OUTREACH				
Inform Magazine	\$ 575	\$	435	\$ -
Electronic Communications	\$ 4,059	\$	5,442	\$ 5,000
Architecture Advocacy (VCA)				\$ -
Honors	\$ 32,855	\$	19,250	\$ 33,255
Centennial				\$ -
DOCUMENTS SALES	\$ 33,527	\$	34,390	\$ 59,200
Capital Partners				\$ -
MEMBER SERVICES / GOVERNANCE				
Services	\$ 750	\$	1,986	\$ -
Organizational liaison	\$ 2,000	\$	1,000	\$ 3,500
SOCIETY OPERATIONS				
Admin services/ Office Ops/ Facilites	\$ 14,177	\$	44,210	\$ -
Financial activity	\$ 13,046	\$	31,504	\$ 2,500
TOTAL REVENUES	\$ 893,381	\$	1,002,618	\$ 1,032,962

Revenue - 2024 \$1,002,618

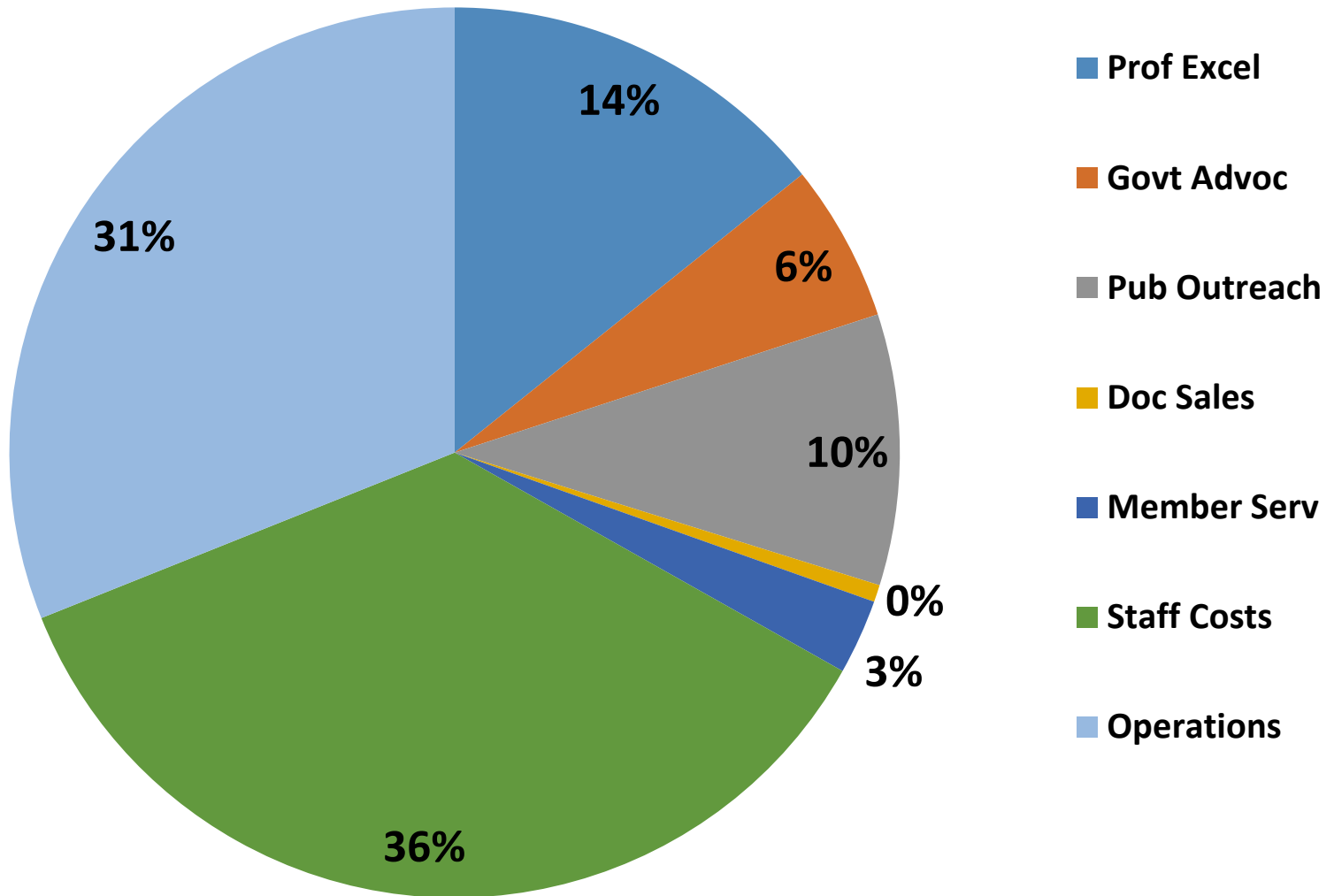


AIA VIRGINIA

INCOME STATEMENT YTD through the Third Quarter ending March 31, 2024

Members @ Year End	2023	2024	Budget 2024
Architects	1,721	1,553	1,700
Associates	538	341	500
Supplemental	-	-	-
Emeritus (total)	-	-	-
Allied	29	22	30
EXPENSES	2023	2024	Budget 2024
PROFESSIONAL EXCELLENCE			
CONTINUING EDUCATION			
Architecture Exchange East	\$ 102,831	\$ 96,395	\$ 100,000
ACE Conference			\$ -
Professional Development Series	\$ 762	\$ 1,227	\$ 3,700
MEMBER COMMUNITIES			
Design Forum	\$ 578	\$ 10,093	\$ 31,315
Art of Practice	\$ 2,302		\$ -
IFRAA		\$ 19	\$ -
Historic Resources	\$ 345	\$ 1,371	\$ -
AIA Fellows	\$ 717	\$ 855	\$ 6,800
Women in Design	\$ 134		\$ -
EMERGING PROFESSIONALS			
ELA 2.0			\$ 1,500
Emerging Leaders in Architecture	\$ 4,589	\$ 6,088	\$ 10,735
VA Society / AIA (Univ) Prize			\$ 5,000
Intern Development Program			\$ -
OTHER			
Prize for Design Res & Schol			\$ -
Design Awards	\$ -	\$ 566	\$ 852
GOVERNMENT ADVOCACY	\$ 42,589	\$ 46,783	\$ 65,600
PUBLIC OUTREACH			
Inform Magazine	\$ 21,463	\$ 47,811	\$ 77,000
Newsletter			\$ -
External Commun / Public Relations	\$ 3,746	\$ 4,374	\$ 45,176
Architecture Advocacy (AIA-150 and VCA)	\$ 2,013	\$ 4,009	\$ 15,500
Honors	\$ 22,529	\$ 24,319	\$ 26,500
Centennial			\$ -
DOCUMENTS SALES	\$ 4,140	\$ 5,086	\$ 5,100
Capital Partners			\$ -
MEMBER SERVICES / GOVERNANCE			
Member services	\$ 353	\$ 876	\$ 12,360
Organizational liaison	\$ 4,109	\$ 6,372	\$ 18,900
Board / Exec Comm	\$ 3,844	\$ 15,039	\$ 16,875
Planning & Evaluation / Committees			\$ -
SOCIETY OPERATIONS			
Staff costs	\$ 293,224	\$ 292,640	\$ 273,620
Financial Operations	\$ 15,706	\$ 16,480	\$ 23,250
Office Rental	\$ 56,102	\$ 61,714	\$ 75,083
Office Operations	\$ 174,789	\$ 175,893	\$ 219,596
TOTAL EXPENSES	\$ 756,864	\$ 818,009	\$ 1,034,462
EXCESS OF REVENUE OVER EXPENSES	\$ 136,518	\$ 184,609	\$ (1,500)

Expenses - 2024 - \$818,009



AIA VIRGINIA
2024 Budget vs. Actual
YTD through March 31, 2024

	REVENUES				EXPENSES				NET
	Dues	Sponsor	Other	TOTAL	Direct	Staff	OH	TOTAL	REVENUE
PROFESSIONAL EXCELLENCE									
CONTINUING EDUCATION									
Architecture Exchange East	Budget	84,998	75,845	160,843	100,000	0	0	100,000	60,843
	Actual	78,928	90,725	169,653	96,395	0	0	96,395	73,258
ACE Conference	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	0	0	0	0	0
Professional Development Series	Budget	0	14,250	14,250	3,700	0	0	3,700	10,550
	Actual	1,725	2,319	4,044	1,227	0	0	1,227	2,818
MEMBER COMMUNITIES									
Design Forum	Budget		42,000	42,000	31,315	0	0	31,315	10,685
	Actual	41,175	23,880	65,055	10,093	0	0	10,093	54,962
Art of Practice	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	0	0	0	0	0
IFRAA	Budget	0	0	0	0	0	0	0	0
	Actual	400	0	400	19	0	0	19	381
Historic Resources	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	1,371	0	0	1,371	(1,371)
AIA Fellows	Budget		6,800	6,800	6,800	0	0	6,800	0
	Actual	1,000	5,550	6,550	855	0	0	855	5,695
Women in Design	Budget	0	0	0	0	0	0	0	0
	Actual		0	0	0	0	0	0	0
EMERGING PROFESSIONALS									
ELA 2.0	Budget	0	0	0	1,500	0	0	1,500	(1,500)
	Actual	0	0	0	0	0	0	0	0
Emerging Leaders in Architecture	Budget		18,844	18,844	10,735	0	0	10,735	8,109
	Actual	3,270	13,243	16,513	6,088	0	0	6,088	10,425
VA Society / AIA (Univ) Prize	Budget	0	0	0	5,000	0	0	5,000	(5,000)
	Actual	0	0	0	0	0	0	0	0
Intern Development Program	Budget	0	0	0	0	0	0	0	0
	Actual			0	0	0	0	0	0
OTHER									
Prize for Design Res & Schol	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	0	0	0	0	0
Design Awards	Budget	0	26,580	26,580	852	0	0	852	25,728
	Actual	750		750	566	0	0	566	184
GOVERNMENT ADVOCACY									
	Budget			0	65,600	0	0	65,600	(65,600)
	Actual		0	0	46,783	0	0	46,783	(46,783)
PUBLIC OUTREACH									
Inform Magazine	Budget	0	0	0	77,000	0	0	77,000	(77,000)
	Actual	0	435	435	47,811	0	0	47,811	(47,376)
External Commun / Public Relations	Budget		5,000	5,000	45,176	0	0	45,176	(40,176)
	Actual		5,442	5,442	4,374	0	0	4,374	1,068
Architecture Advocacy	Budget		0	0	15,500	0	0	15,500	(15,500)
	Actual		0	0	4,009	0	0	4,009	(4,009)

AIA VIRGINIA
2024 Budget vs. Actual
YTD through March 31, 2024

	REVENUES				EXPENSES				NET REVENUE
	Dues	Sponsor	Other	TOTAL	Direct	Staff	OH	TOTAL	
Honors	Budget	0	33,255	33,255	26,500	0	0	26,500	6,755
	Actual	7,250	12,000	19,250	24,319	0	0	24,319	(5,069)

DOCUMENTS SALES

	Budget		59,200	59,200	5,100	0	0	5,100	54,100
	Actual		34,390	34,390	5,086	0	0	5,086	29,304

Capital Partners

	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	0	0	0	0	0

MEMBER SERVICES / GOVERNANCE

Services	Budget	660,190	0	660,190	12,360	0	0	12,360	647,830
	Actual	601,437	0	603,423	876	0	0	876	602,547
Organizational Liaison	Budget	0	3,500	3,500	18,900	0	0	18,900	(15,400)
	Actual	0	1,000	1,000	6,372	0	0	6,372	(5,372)
Board / Exec Comm	Budget	0	0	16,875	0	0	0	16,875	(16,875)
	Actual	0	0	15,039	0	0	0	15,039	(15,039)
Planning & Evaluation / Committee:	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	0	0	0	0	0

SOCIETY OPERATIONS

Administrative Services	Budget	0	0	0	0	0	0	0
	Actual	0	0	0	0	0	0	0
Financial Operations	Budget	2,500	2,500	23,250	0	0	23,250	(20,750)
	Actual	31,504	31,504	16,480	0	0	16,480	15,023
Office Rental	Budget	0	75,083	0	75,083	(75,083)		
	Actual	43,210	43,210	61,714	0	61,714	(18,504)	
Office Operations	Budget	0	219,596	273,620	0	493,216	(493,216)	
	Actual	1,000	1,000	175,893	292,640	0	468,533	(467,533)

BUDGET TOTALS	660,190	84,998	287,774	1,032,962	760,842	273,620	0	1,034,462	(1,500)
ACTUAL TOTALS	601,437	134,498	266,683	1,002,618	525,369	292,640	0	818,009	184,609

AIA VIRGINIA

2024 DUES COLLECTION REPORT

through March 2024

Collection Month	ARCHITECTS		ASSOCIATES		SUPPLEMENTAL		EMERITUS		ALLIED		Prior Years'	Total Members
	QTY	AMOUNT	QTY	AMOUNT	QTY	AMOUNT	QTY	AMOUNT	QTY	AMOUNT	AMOUNT	
July											3,346.40	
August									2	750.00	3,413.22	
September	5	1,760.00							1	375.00	1,739.68	
October	65	23,517.47	15	2,700.00					1	375.00	89.50	
November	101	34,333.85	17	2,950.50								
December	274	92,484.17	48	7,703.83					3	1,125.00		
January	810	270,743.03	169	28,020.66					2	750.00		
February	218	75,087.68	44	7,951.74					1	375.00		
March	80	31,290.74	48	9,054.57					4	1,500.00		
Total - CALCULATED	1,553	529,216.94	341	58,381.30	0	0.00	0	0.00	14	5,250.00	8,588.80	2,181
(Over) Under Budget	147	39,815.06	160	21,526.70		0.00	0	0.00	16	6,000.00	(8,588.80)	
Budget	1,700	569,032.00	501	79,908.00		0.00	0	0.00	30	11,250.00	0.00	2,231

265 TOTAL Emeritus at 3/31/24

50

22 TOTAL Allied at 3/31/24

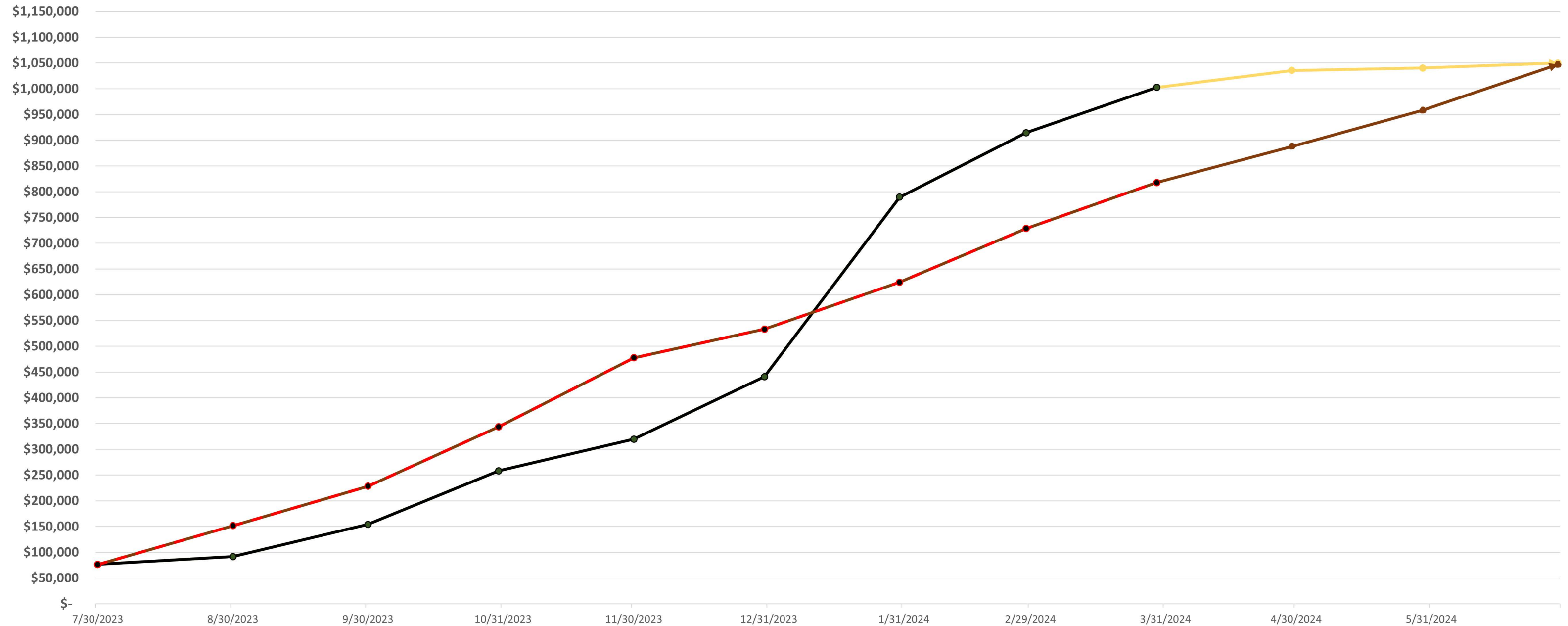
Total Dues	601,437.04
(Over) Under Budget	58,752.96
Total Dues Budget	660,190.00

2023 Totals by Category	Architects		Associates		Supplemental		Emeritus		Allied		Pr Yr
FY 2023 March Totals											
Actual	1,721	525,586.44	538	63,273.54	0	0.00	0	0.00	15	5,625.00	8,586.94
(Over) Under Budget	(21)	28,687.56	(37)	16,634.46		0.00	0	0.00	15	5,625.00	(8,586.94)
Budget	1,700	554,274.00	501	79,908.00		0.00	0	0.00	30	11,250.00	0.00
							260	TOTAL Emeritus st 3/31/2023			
2023 GRAND TOTALS									29	TOTAL Allied at 3/31/23	
Actual		603,071.92									
(Over) Under Budget		42,360.08									
budget		645,432.00									

COMMENTS

The "QTY" amount for the TOTAL supplemental dues amount represents the number of firms reporting and paying the dues based on the worksheet.

AIA Virginia 2024 Projection



—◆— Budget Revenue 2024

—●— 2024 Monthly Revenues

—▲— Budget Expenses 2024

—●— 2024 Monthly Expenses