



MEETING AGENDA | Board of Directors

FRI 26 JAN 2024 | exact date and time TBD; Meeting will occur during AIA Virginia BOD Retreat

AIA Virginia Mission: AIA Virginia is the voice of the architecture profession in the Commonwealth, dedicated to serving its members, advancing their value, and improving the quality of the built environment.

AIA Virginia Vision: Through a culture of innovation, AIA Virginia empowers its members and inspires the creation of a better built-environment.

TIME TOPIC (SPEAKER/LEAD)

TBD	Convene meeting [Callahan] • welcome; conflict of interest, etc • remarks
	Minutes of 15 DEC 2023 Meetings [Conkey] 15 DEC 2023 Meeting of 2023 Board [1a] 15 DEC 2023 Meeting of 2024 Board [1b] <i>motion: approve appointments</i> [1c]
	Appointment(s) - AIA Virginia StAR Candidate [2a] <i>motion: approve appointment(s)</i> [2b] - Finance Committee <i>motion: approve appointment(s)</i> [2c]
	Financial Update [Hopkins] December 2024 Financial Statement [3]
	Various Updates [Callahan] • AIAs in Virginia Leadership Summit • AIA Component Allocation MOU
	Various Updates [Battaglia] • Membership Renewals • AIA Virginia Foundation 501(c)3 • Advocacy/Joint Legislative Committee • Physical Presence for AIA Virginia • AIA Virginia Prize
	New Business [Callahan]
TBD	Adjournment [Callahan]

MEETING AGENDA
AIA Virginia | Board of Directors

Anti-Trust Compliance Statement: It is the practice of The American Institute of Architects and its members to comply strictly with all laws, including federal and state antitrust laws that apply to AIA operations and activities. Accordingly, this meeting will be conducted in full compliance with those laws.

Diversity Statement: The American Institute of Architects, as part of the global community, champions a culture of equity, diversity, and inclusion within the profession of architecture to create a better environment for all. Achieving this vision has a direct impact on the relevance of our profession and the world's prosperity, health, and future.

EXPECTED ATTENDEES

AIA Virginia 2024 Board of Directors:

Kelly Callahan, AIA | President
Meagan Jancy, AIA | President-elect
Bill Hopkins, AIA | Treasurer
Karen Conkey, AIA | Secretary
J. Mitchell Rowland, III, AIA | Past President
Phoebe Crisman, AIA | Director
Robert J. Dunay, FAIA | Director
Amber Hall, AIA | Director
TJ Meehan, AIA | Director
Shawn Mulligan, AIA | Director
Nea Poole, AIA | Director
Amanda Schlichting, AIA | Director
Michael Schwartz, AIA | Director
Warees Smith, AIA | At-large Director
Daya Irene Taylor, Ph.D., RA | Director
Ashleigh Walker, Assoc AIA | Director
Paul R. Battaglia, AIA | Executive Vice President

AIAVA Staff Members:

Cathy Guske, Hon. AIAVA | Member Services Director
Delaney Ogden | Director of Education



MEETING MINUTES | Board of Directors

FRI 15 DEC 2023 | Williams Mullen, Richmond, VA

Rowland convened meeting at 9'31 AM

Attendees offered introductions

Rowland invited conflicts of interest; none declared

Rowland expressed appreciation to Williams Mullen for the use of the space

Rowland shared comments and expressed appreciation to the Board

Consent Agenda approved

Revision: Fellows Fete scheduled for SAT 16 MAR 2024 in Barboursville, VA

Minutes of 13 OCT 2023 BOD MTG presented by Conkey and approved

Financials presented by Hopkins and approved

Investment Update presented by Price and Daugherty

Reported on current investments

Presented potential additional long-term investment opportunity: Blackstone BCRED

ArchEx and Visions Debrief presented by Battaglia

Battaglia reported on AIA Virginia Foundation 501(c)3

Rowland acknowledged departing Directors

Rowland invited New Business

Battaglia offered comment and appreciation for accomplishments of Board and President Rowland

Rowland adjourned meeting at 10'50 AM

ATTENDEES

J. Mitchell Rowland, III, AIA | President

Kelly Callahan, AIA | President-elect

Bill Hopkins, AIA | Treasurer

Karen Conkey, AIA | Secretary

Robert J. Dunay, FAIA | Director

Jori L. Erdman, AIA | Director

Amber Hall, AIA | Director

Meagan Jancy, AIA | Director

Caitlin Morgan, Assoc. AIA | Director

Michael Poole, AIA | Director

Warees Smith, AIA | At-large Director

Paul R. Battaglia, AIA | Executive Vice President

Cathy Guske, Hon. AIAVA | Member Services Director

Delaney Ogden | Director of Education

Irem Sezer, Assoc AIA | Resiliency Fellow

TJ Meehan, AIA

Shawn Mulligan, AIA

Nea Poole, AIA

Daya Irene Taylor, Ph.D., RA

Ashleigh Walker, Assoc AIA

Kate Nosbisch, Hon. AIAVA | APELSCIDLA

Ashby Price | Ashwood Financial Partners

Kelsey Daugherty | Ashwood Financial Partners



MEETING MINUTES | Board of Directors

FRI 15 DEC 2023 | Williams Mullen, Richmond, VA

Callahan convened meeting at 11'10 AM

Callahan invited conflicts of interest; none declared

Callahan offered remarks and welcomed guests, new directors, attendees

Consent Agenda approved

Revision: Fellows Fete scheduled for SAT 16 MAR 2024 in Barboursville, VA

Callahan announced three appointments to JEDI Committee

Battaglia presented AIA Component Allocation MOU

Board approved proposed AIA Component Allocation MOU

Proposed AIA Component Allocation MOU will be presented to the local chapters

Board discussed Governance Calendar

Board referred Blackstone BCRED to Finance Committee for further study/recommendation

Battaglia provided various updates

- AIA Virginia Foundation 501(c)3
- Resiliency Fellow
- Mid-Career Professionals Program
- Advocacy/Joint Legislative Committee

Cushing provided Legislative Update

Nosbisch addressed Board and offered comment on APELSCIDLA

Battaglia offered initial comment on Considering Alternate Paths to Examination

Dunay offered thoughts on a physical presence for AIA Virginia

Possibility of a billboard referred to OAC for further study/recommendation

Callahan invited New Business; none proposed

Callahan adjourned meeting at 12'45 PM

ATTENDEES

Kelly Callahan, AIA | President

Meagan Jancy, AIA | President-elect

Bill Hopkins, AIA | Treasurer

Karen Conkey, AIA | Secretary

J. Mitchell Rowland, III, AIA | Past President

Robert J. Dunay, FAIA | Director

Amber Hall, AIA | Director

TJ Meehan, AIA | Director

Shawn Mulligan, AIA | Director

Nea Poole, AIA | Director

Warees Smith, AIA | At-large Director

Daya Irene Taylor, Ph.D., RA | Director

Ashleigh Walker, Assoc AIA | Director

Paul R. Battaglia, AIA | Executive Vice President

Cathy Guske, Hon. AIAVA | Member Services Director

Delaney Ogden | Director of Education

Irem Sezer, Assoc AIA | Resiliency Fellow

Patrick Cushing, Hon. AIAVA | Fall Line Strategies

Kate Nosbisch, Hon. AIAVA | APELSCIDLA

Ashby Price | Ashwood Financial Partners

Kelsey Daugherty | Ashwood Financial Partners

**AIA Virginia
Board of Directors
Meeting Agenda Item**

26 JAN 2024

Submitted by:
Secretary Conkey

Speaker at Meeting:
Secretary Conkey

Action at Meeting:
For vote

Item:

- Minutes of 15 DEC 2023 Meeting of the 2023 Board of Directors
- Minutes of 15 DEC 2023 Meeting of the 2024 Board of Directors

History/Background Information:

At each meeting of the AIA Virginia Board of Directors, the Secretary records the proceedings in the Minutes.

Motion:

The AIA Virginia Board of Directors approves the Minutes as presented.

Please consider this statement as my Letter of Intent to serve Virginia Associate AIA members on the National Associates Council. My experience serving as the Associates Director on the AIA Virginia Board has allowed many opportunities to connect with Associate members across the Commonwealth and opened my eyes to how critical these roles are to our profession, specifically because of the wide range of members that the Associate title represents. To bring our viewpoints to the National Level as the State Associates Representative of Virginia (StAR) would be an honor, and to conversely bring new viewpoints back to Virginia to strengthen our future is a responsibility I do not take lightly. Thank you for your consideration in allowing me to bring my passion and enthusiasm to this role.

Sincerely,
Caitlin Morgan
Associate AIA, CSI-EP, CDT

Caitlin Morgan

Assoc. AIA, CSI-EP, CDT | Harrisonburg, VA | caitlinmorgan3474@gmail.com

EDUCATION + WORK EXPERIENCE

Moseley Architects

January 2023 - Present

Project Designer

Gaines Group Architects

May 2018 - January 2023

Architectural Designer

James Madison University

September 2016 - May 2020

B.F.A. Architectural Design

James Madison University

Fall 2018

Teacher Assistant, Computer-Aided Design

PROFESSIONAL ACHIEVEMENTS + INVOLVEMENTS

American Institute of Architects, Virginia (AIA VA)

AIA Virginia Board of Directors, Associates Director (2022-2023)

Emerging Leaders in Architecture (2023)

Executive Vice President Search Committee (2022)

Construction Specifications Institute (CSI)

National Inaugural Outstanding Emerging Professional Award recipient (2022)

Central Virginia CSI Board of Directors, Communications Chair and Membership Chair (2022-2023)

Emerge AEC *Co-Founder*

Virtual networking platform and resource hub for architecture, engineering, and construction emerging professionals (EmergeAEC.com)

Harrisonburg Business Journal *"10 Under 40" Business Leaders Recognition*

Recognized as Harrisonburg's youngest, most prominent business leader, specifically highlighting my work with emerging professionals through EmergeAEC (2021)

NOTABLE SPEAKING ENGAGEMENTS

Architecture Exchange East

Session co-presenter, "Emerging Leaders in Architecture: Climate Resilience Hubs in Albemarle County" (2023)

CSI National Conference

Workshop co-presenter, "Cultivating Collaboration in a Changing Industry" (2023)

Workshop co-presenter, "Crossing Paths: Cultivating Industry Collaboration" (2022)

Young Architect Conference

Workshop presenter, "Goal-Setting for the Busy Professional (in 3 Simple Steps!)" (2022)

Young Architect Podcast

Interview, "How to Keep a Growth Mindset" (2022)

AIA Central Virginia

Panelist, "Accredited Professionals Panel Discussion" (2021)

CSI Portland - Emerging Professionals Committee

Panelist, "Bridging the Gap: The Building Industry's Intergenerational Workforce" (2021)

American Institute of Architecture Students (AIAS) National Conference

Workshop co-presenter, "From Ordinary to Extraordinary Mentoring" (2020)

**AIA Virginia
Board of Directors
Meeting Agenda Item**

26 JAN 2024

Submitted by:
Pres Callahan

Item:

Appointments as State Associate Representative (StAR)

History/Background Information:

State Associate Representatives (StARs) serve on the [National Associates Committee](#) (the NAC). The NAC is the voice of Associate members of AIA. It represents and advocates for both mainstream and non-traditional associates - who constitute 19% of national AIA membership - at all components of the AIA. By promoting excellence, providing information and leadership, fostering inclusiveness, and encouraging individual, community and professional development, the NAC strives to integrate the growing associates community of the profession into a strong voice within the AIA.

StARs typically serve two-year terms. Efforts include monthly workgroup calls, quarterly full committee calls, and one required in-person (travel paid) annual meeting in Q1. Expect to dedicate 10 hours per month to this role.

Action:

The following member is hereby appointed as the StAR, to serve the remainder of the term being vacated, so as to be eligible to serve a full term thereafter:

Caitlin Morgan, Assoc. AIA

**AIA Virginia
Board of Directors
Meeting Agenda Item**

26 JAN 2024

Submitted by:
Pres Callahan

Item:

Appointment of 2024 Finance Committee

History/Background Information:

Rules of the Organization 4.13 – Finance Committee

The committee provides counsel regarding financial matters such as budgeting, financial planning, and addressing unforeseen circumstances that may arise of which may have a financial impact. The Committee is composed of five members for a one-year term and is Chaired by the Treasurer. The term for all members of the committee is one year.

Action:

The following members are hereby appointed to the Finance Committee:

Kelly Callahan, AIA

Meagan Jancy, AIA

TJ Meehan, AIA

Amanda Schlichting, AIA

Note:

Bill Hopkins, AIA will chair the Finance Committee as Treasurer



January 9, 2024

TREASURER'S REPORT

2nd Quarter 2024 to the period ending December 31, 2023

CONTENTS

Balance Sheet – For the period ending December 31, 2023
Revenue Graph -- For the period ending December 31, 2023
Revenue Income Statement – – For the period ending December 31, 2023
Expense Graph – For the period ending December 31, 2023
Expense Income Statement – For the period ending December 31, 2023
2024 Actual vs. Budget – – For the period ending December 31, 2023
Dues Collection Report – – For the period ending December 31, 2023

Respectfully submitted,
Bill Hopkins, AIA
AIA Virginia Treasurer

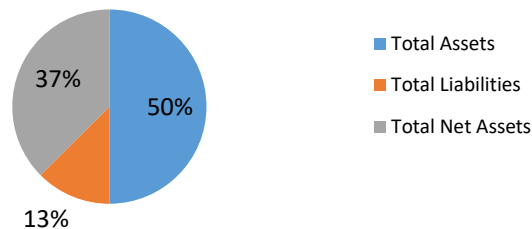
A handwritten signature in black ink that reads "William G. Hopkins".

AIA VIRGINIA

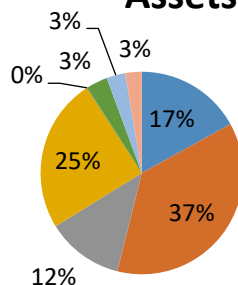
BALANCE SHEET as of December 31, 2023 2nd Qtr,

(UNREVIEWED)	2023	2024
ASSETS		
Cash and cash equiv	\$ 133,239	\$ 103,078
Financial Contingency Fund (Long-term Putnam	\$ 178,950	\$ 224,438
Saving (Short-term Putnam)	\$ 74,685	\$ 74,685
EIDL Loan (Putnam)	\$ 149,900	\$ 149,900
Accounts receivable	\$ 341	\$ 341
Inventory	\$ 17,966	\$ 20,850
Prepaid Expenses	\$ 15,425	\$ 18,200
Total Current Assets	\$ 570,506	\$ 591,492
Fixed Assets (net)	\$ 26,683	\$ 16,033
Security Deposit	\$ 5,088	\$ (612)
Total Assets	\$ 602,278	\$ 606,914
LIABILITIES		
EIDL Loan	\$ 146,795	\$ 138,462
Note payable, line of credit	\$ -	\$ -
Accounts payable	\$ 14,039	\$ 6,450
Other accrued expenses	\$ 7,332	\$ 7,369
Deferred revenue	\$ -	\$ -
Total Liabilities	\$ 168,166	\$ 152,281
NET ASSETS		
Fund balances	\$ 572,861	\$ 546,818
Financial contingency fund	\$ -	\$ -
Current year earnings	\$ (138,749)	\$ (92,186)
Total Net Assets	\$ 434,112	\$ 454,632
Total Liabilities and Net Assets	\$ 602,278	\$ 606,914

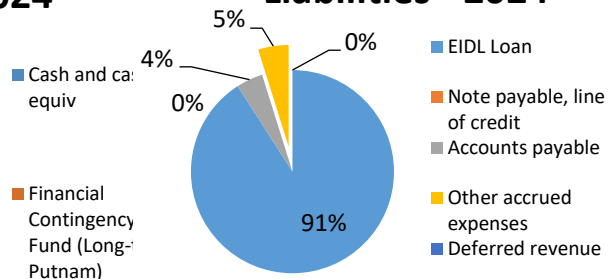
Balance Sheet - 2024



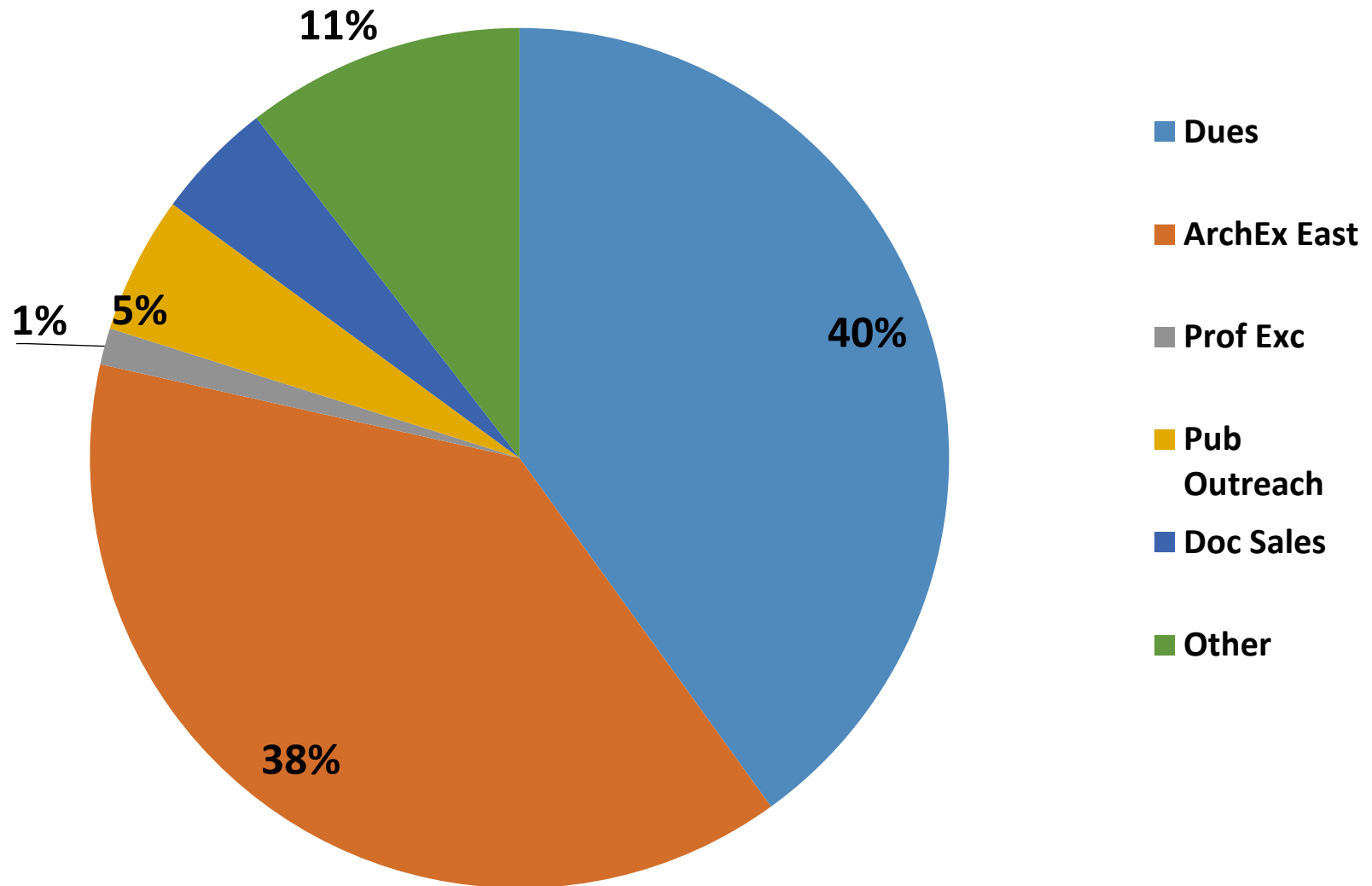
Assets - 2024



Liabilities - 2024



Revenue - 2024 \$441,178

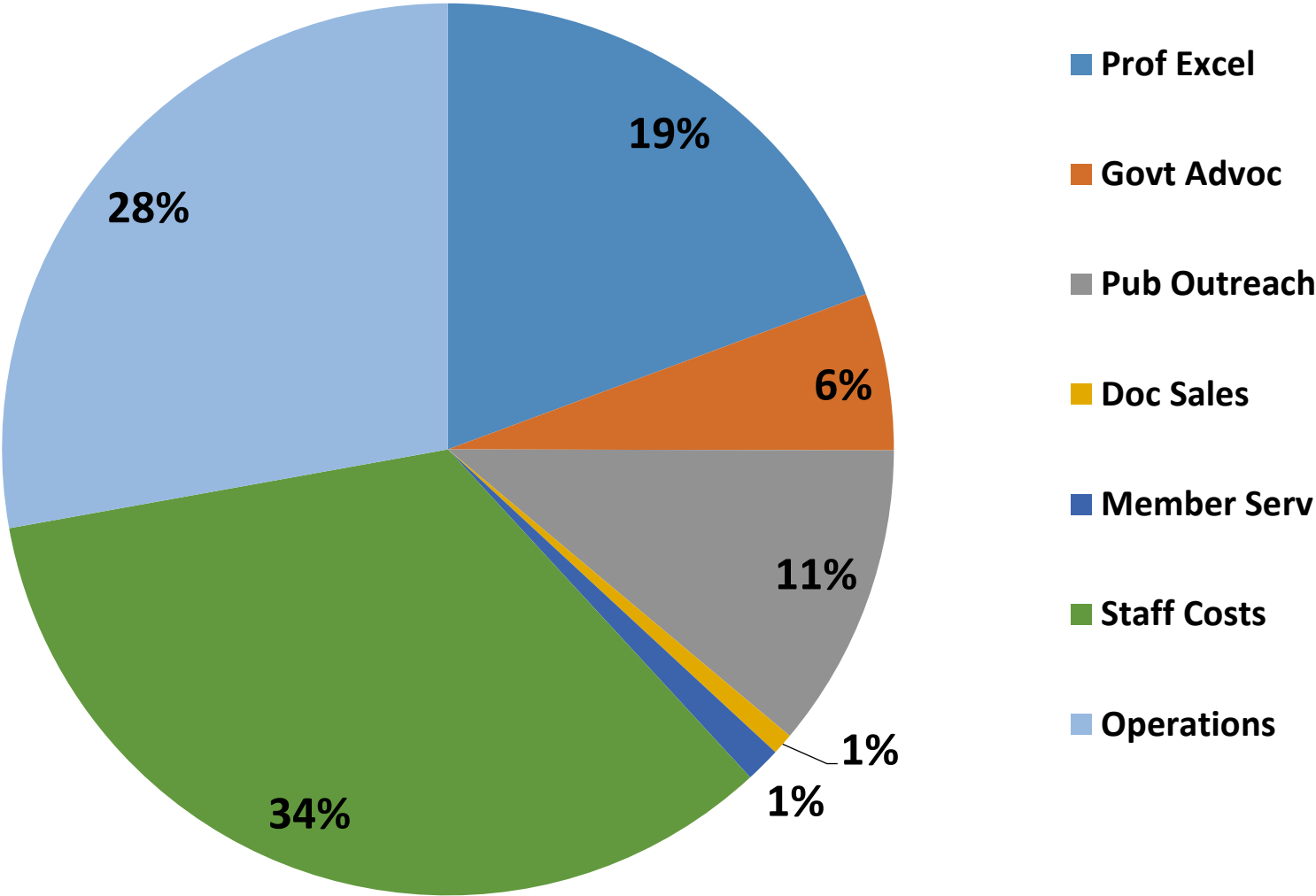


AIA VIRGINIA

INCOME STATEMENT YTD through the Second Quarter ending December 31, 2023

REVENUES	2023		2024	Budget 2024
DUES	\$ 173,130	\$	176,664	\$ 660,190
PROFESSIONAL EXCELLENCE				
CONTINUING EDUCATION				
Architecture Exchange East	\$ 159,356	\$	169,653	\$ 160,843
ACE Conference				\$ -
Professional Development Series	\$ 1,010	\$	2,004	\$ 14,250
MEMBER COMMUNITIES				
Design Forum		\$	-	\$ 42,000
Art of Practice				\$ -
IFRAA				\$ -
Historic Resources		\$	-	\$ -
AIA Fellows				\$ 6,800
Women in Design				\$ -
EMERGING PROFESSIONALS				
ELA 2.0				\$ -
Emerging Leaders in Architecture	\$ 11,405	\$	4,054	\$ 18,844
VA Society / AIA (Univ) Prize				\$ -
Intern Development Program				\$ -
OTHER				\$ -
Prize for Design Res & Schol				\$ -
Design Awards	\$ -	\$	-	\$ 26,580
GOV'T ADVOCACY				\$ -
PUBLIC OUTREACH				
Inform Magazine	\$ 475	\$	435	\$ -
Electronic Communications	\$ 3,759	\$	3,150	\$ 5,000
Architecture Advocacy (VCA)				\$ -
Honors	\$ 32,855	\$	19,250	\$ 33,255
Centennial				\$ -
DOCUMENTS SALES	\$ 17,907	\$	19,692	\$ 59,200
Capital Partners				\$ -
MEMBER SERVICES / GOVERNANCE				
Services	\$ 450	\$	1,491	\$ -
Organizational liaison	\$ 2,000			\$ 3,500
SOCIETY OPERATIONS				
Admin services/ Office Ops/ Facilites	\$ 14,177	\$	27,110	\$ -
Financial activity	\$ 3,446	\$	17,675	\$ 2,500
TOTAL REVENUES	\$ 419,970	\$	441,178	\$ 1,032,962

Expenses - 2024 - \$533,364



AIA VIRGINIA

INCOME STATEMENT YTD through the Second Quarter ending December 31, 2023

Members @ Year End	2023	2024	Budget 2024
Architects	1,096	445	1,700
Associates	236	80	500
Supplemental	-	-	-
Emeritus (total)	-	-	-
Allied	27	20	30
EXPENSES	2023	2024	Budget 2024
PROFESSIONAL EXCELLENCE			
CONTINUING EDUCATION			
Architecture Exchange East	\$ 102,576	\$ 93,624	\$ 100,000
ACE Conference			\$ -
Professional Development Series	\$ 680	\$ 1,114	\$ 3,700
MEMBER COMMUNITIES			
Design Forum	\$ 300	\$ 4,500	\$ 31,315
Art of Practice			\$ -
IFRAA		\$ 19	\$ -
Historic Resources	\$ 345	\$ 1,000	\$ -
AIA Fellows			\$ 6,800
Women in Design	\$ 134		\$ -
EMERGING PROFESSIONALS			
ELA 2.0			\$ 1,500
Emerging Leaders in Architecture	\$ 2,838	\$ 2,352	\$ 10,735
VA Society / AIA (Univ) Prize			\$ 5,000
Intern Development Program			\$ -
OTHER			
Prize for Design Res & Schol			\$ -
Design Awards	\$ -	\$ 555	\$ 852
GOVERNMENT ADVOCACY	\$ 28,524	\$ 30,356	\$ 65,600
PUBLIC OUTREACH			
Inform Magazine	\$ 6,863	\$ 28,512	\$ 77,000
Newsletter			\$ -
External Commun / Public Relations	\$ 2,592	\$ 3,196	\$ 45,176
Architecture Advocacy (AIA-150 and VCA)	\$ 708	\$ 3,000	\$ 15,500
Honors	\$ 22,529	\$ 24,319	\$ 26,500
Centennial			\$ -
DOCUMENTS SALES	\$ 2,804	\$ 4,140	\$ 5,100
Capital Partners			\$ -
MEMBER SERVICES / GOVERNANCE			
Member services	\$ 253	\$ 401	\$ 12,360
Organizational liaison	\$ 1,602	\$ 5,755	\$ 18,900
Board / Exec Comm	\$ 795	\$ 615	\$ 16,875
Planning & Evaluation / Committees			\$ -
SOCIETY OPERATIONS			
Staff costs	\$ 185,275	\$ 181,469	\$ 273,620
Financial Operations	\$ 12,202	\$ 5,805	\$ 23,250
Office Rental	\$ 33,361	\$ 35,342	\$ 75,083
Office Operations	\$ 154,339	\$ 107,291	\$ 219,596
TOTAL EXPENSES	\$ 558,719	\$ 533,364	\$ 1,034,462
EXCESS OF REVENUE OVER EXPENSES	\$ (138,749)	\$ (92,186)	\$ (1,500)

	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	93,624	0	0	93,624	76,029
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	0	2,004	2,004	1,114	0	0	1,114	890
MEMBER COMMUNITIES									
Design Forum	Budget		42,000	42,000	31,315	0	0	31,315	10,685
	Actual	0	0	0	4,500	0	0	4,500	(4,500)
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	0	0	0	19	0	0	19	(19)
Historic Resources	Budget	0	0	0	0	0	0	0	0
	Actual	0	0	0	1,000	0	0	1,000	(1,000)
AIA Fellows	Budget		6,800	6,800	6,800	0	0	6,800	0
	Actual	0	0	0	0	0	0	0	0
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	1,324	2,730	4,054	2,352	0	0	2,352	1,702
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	0	0	0	555	0	0	555	(555)
GOVERNMENT ADVOCACY									
	Budget			0	65,600	0	0	65,600	(65,600)
	Actual		0	0	30,356	0	0	30,356	(30,356)
PUBLIC OUTREACH									
Inform Magazine	Budget	0	0	0	77,000	0	0	77,000	(77,000)
	Actual	0	435	435	28,512	0	0	28,512	(28,077)
External Commun / Public Relations	Budget		5,000	5,000	45,176	0	0	45,176	(40,176)
	Actual		3,150	3,150	3,196	0	0	3,196	(46)
Architecture Advocacy	Budget		0	0	15,500	0	0	15,500	(15,500)
	Actual		0	0	3,000	0	0	3,000	(3,000)

AIA VIRGINIA
2024 Budget vs. Actual
YTD through December 31, 2023

	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		19,692	19,692	4,140	0	0	4,140	15,552

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	176,664	0	1,491	178,155	401	0	0	401	177,753
Organizational Liaison	Budget		0	3,500	3,500	18,900	0	0	18,900	(15,400)
	Actual		0	0	0	5,755	0	0	5,755	(5,755)
Board / Exec Comm	Budget		0		0	16,875	0	0	16,875	(16,875)
	Actual				0	615	0	0	615	(615)
Planning & Evaluation / Committee:	Budget				0	0	0	0	0	0
	Actual				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	17,675	17,675	5,804	0	0	5,804	11,871
Office Rental	Budget		0	75,083		0	75,083	(75,083)
	Actual	26,110	26,110	35,341		0	35,341	(9,232)
Office Operations	Budget		0	219,596	273,620	0	493,216	(493,216)
	Actual	1,000	1,000	107,291	181,469	0	288,759	(287,759)

BUDGET TOTALS	660,190	84,998	287,774	1,032,962	760,842	273,620	0	1,034,462	(1,500)
ACTUAL TOTALS	176,664	87,502	177,012	441,178	351,895	181,469	0	533,364	(92,186)

AIA VIRGINIA

2024 DUES COLLECTION REPORT

through December 2023

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		
Total - CALCULATED	445	152,095.49	80	13,354.33	0	0.00	0	0.00	7	2,625.00	8,588.80	812
(Over) Under Budget	<u>1,255</u>	<u>416,936.51</u>	<u>421</u>	<u>66,553.67</u>		<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>23</u>	<u>8,625.00</u>	<u>(8,588.80)</u>	
Budget	<u>1,700</u>	<u>569,032.00</u>	<u>501</u>	<u>79,908.00</u>		<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>30</u>	<u>11,250.00</u>	<u>0.00</u>	<u>2,231</u>

265 TOTAL Emeritus at 12/31/23

1,419

22 TOTAL Allied at 12/31/23

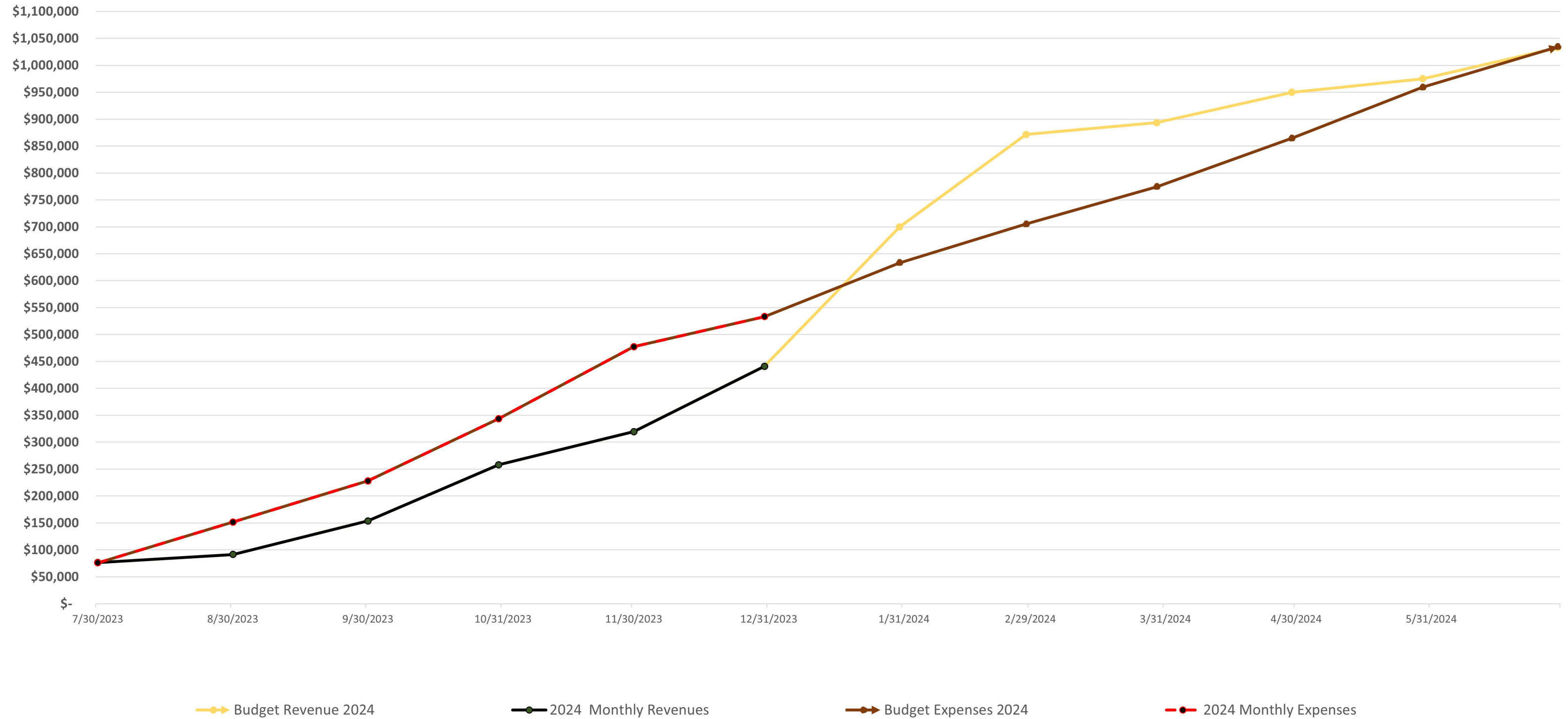
Total Dues	176,663.62
(Over) Under Budget	<u>483,526.38</u>
Total Dues Budget	660,190.00

2022 Totals by Category	Architects		Associates		Supplemental		Emeritus		Allied		Pr Yr
FY 2022 December Totals											
Actual	1,096	145,051.19	236	14,617.00	<u>0</u>	0.00	0	0.00	13	4,875.00	8,586.94
(Over) Under Budget	604	409,222.81	265	65,291.00		0.00	0	0.00	17	6,375.00	(8,586.94)
Budget	<u>1,700</u>	<u>554,274.00</u>	<u>501</u>	<u>79,908.00</u>		<u>0.00</u>	<u>0</u>	<u>0.00</u>	<u>30</u>	<u>11,250.00</u>	<u>0.00</u>
							<u>251</u>	TOTAL Emeritus st 12/31/2022			
2022 GRAND TOTALS									<u>30</u>	TOTAL Allied at 12/31/22	
Actual		173,130.13									
(Over) Under Budget		<u>472,301.87</u>									
budget		<u>645,432.00</u>									

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





Membership Update

January 24, 2024

1,695 Architects

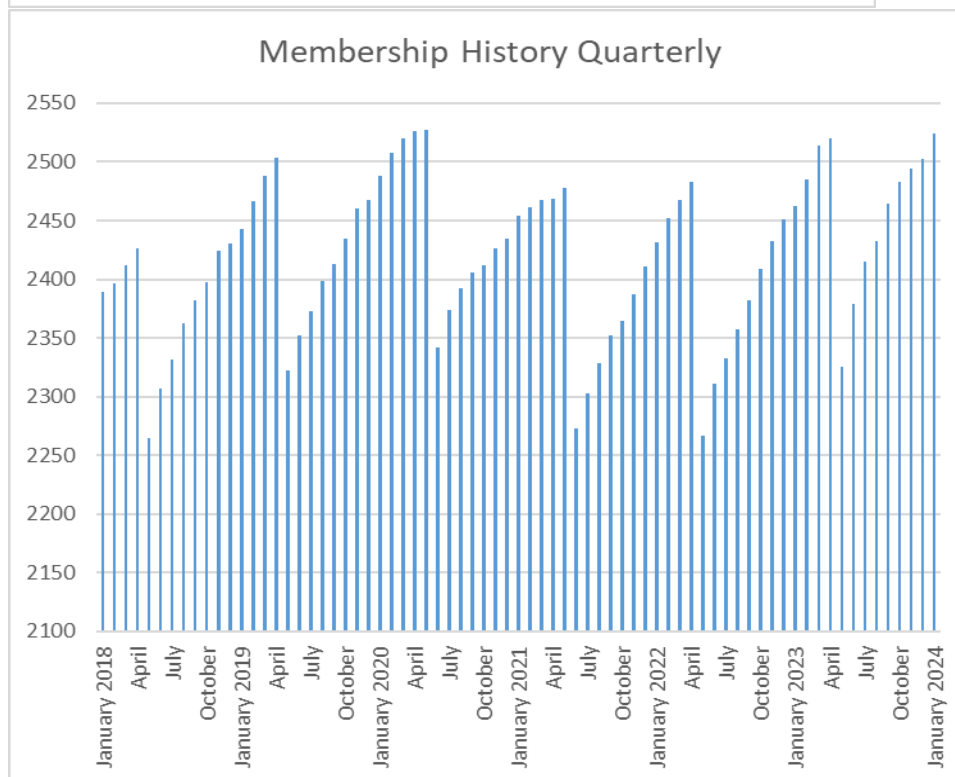
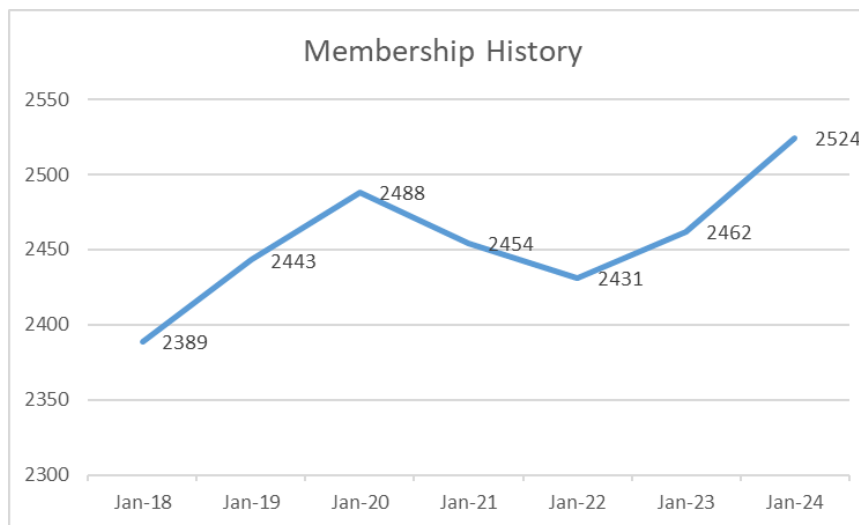
571 Associates

267 Emeritus

2,533 total members

1,661 Renewed so far for 2024 or 65%

Historically, by February 1st we want to be below 800 left to renew. We are 812 today.



2024 Membership Calendar

AIA established dates

AIA Virginia will complete these tasks

Local Chapter – suggested outreach to renewable members

WHO	WHEN	WHAT
AIA	1/8/24	Email #4 Sent to all Renewable Members
AIA	1/15/24	Email #4 Re-Sent to all Renewable Members
	1/15/24	OFFICIAL DEADLINE FOR 2024 DUES RENEWAL
AIA	1/29/24	Email #5 Sent to all Renewable Members
AIA	2/5/24	Email #5 Re-Sent to all Renewable Members
AIA Virginia	2/6/24	AIA Virginia sends email to renewable members
AIA	2/12/24	Email #6 Sent to all Renewable Members
AIA Virginia	2/12/24	AIA Virginia pulls list of renewable members & sends to locals
Local chapter	2/13/24	Local chapter emails/calls renewable members
AIA	2/26/24	Email #6 Re-Sent to all Renewable Members
AIA Virginia	3/6/24	AIA Virginia sends email to renewable members
AIA	3/4/24	Email #7 Sent to all Renewable Members
AIA	3/11/24	Email #7 Re-Sent to all Renewable Members
AIA Virginia	3/14/24	AIA Virginia pulls list of renewable members & sends to locals
Local chapter	3/15/24	Local chapter emails/calls renewable members
AIA	3/18/24	Email #8 Sent to all Renewable Members
AIA	3/25/24	Email #8 Re-Sent to all Renewable Members
	3/31/24	OFFICIAL LAPSING DEADLINE for UNPAID 2024 RENEWAL
AIA	4/8/24	Email #9 Sent to all Renewable Members
	4/31/24	Final Deadline to enroll in the 2024 Dues Installment Program
AIA	5/6/24	Email #9 Re-Sent to all Renewable Members
AIA	6/3/24	Email #9 Re-Sent to all Renewable Members
AIA	7/15/24	Email #9 Re-Sent to all Renewable Members
AIA	8/12/24	Email #9 Re-Sent to all Renewable Members
AIA	9/9/24	Email #10 Sent to all Renewable Members
	9/15/24	Deadline for 2025 Dues Rates to AIA
	10/1/24	15 for 12 begins for new and reinstating members
AIA	10/7/24	Email #10 Re-Sent to all 2024 Renewable Members
	10/15/24	Estimated 2025 Dues Invoices sent (if all VA dues rates are submitted on time)
AIA	11/4/24	Email #10 Re-Sent to all 2024 Renewable Members
AIA	12/9/24	Email #10 Re-Sent to all 2024 Renewable Members
AIA	12/31/24	Final Deadline to renew for 2024