



June 16, 2024

TREASURER'S REPORT

4th Quarter 2024 to the period ending May 31, 2024

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Respectfully submitted,
Bill Hopkins, AIA
AIA Virginia Treasurer

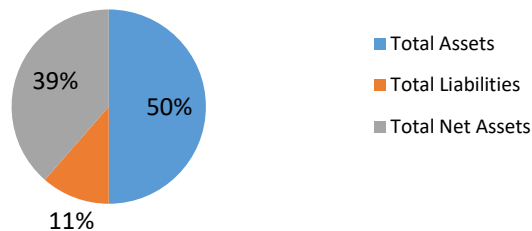
A handwritten signature in black ink that reads "William G. Hopkins".

AIA VIRGINIA

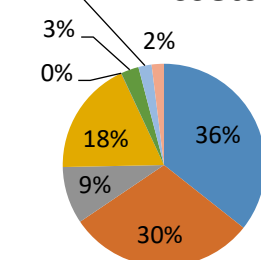
BALANCE SHEET as of May 31, 2024 4th Qtr,

(UNREVIEWED)	2023	2024
ASSETS		
Cash and cash equiv	\$ 326,463	\$ 291,138
Financial Contingency Fund (Long-term Putnam	\$ 192,931	\$ 244,276
Saving (Short-term Putnam)	\$ 74,685	\$ 74,685
EIDL Loan (Putnam)	\$ 149,900	\$ 149,900
Accounts receivable	\$ 341	\$ 341
Inventory	\$ 15,743	\$ 23,284
Prepaid Expenses	\$ 18,454	\$ 17,253
Total Current Assets	\$ 778,517	\$ 800,876
Fixed Assets (net)	\$ 26,683	\$ 16,033
Security Deposit	\$ 5,088	\$ (612)
Total Assets	\$ 810,289	\$ 816,298
LIABILITIES		
EIDL Loan	\$ 144,231	\$ 135,898
Note payable, line of credit	\$ -	\$ -
Accounts payable	\$ 10,174	\$ 11,324
Other accrued expenses	\$ 7,143	\$ 7,348
Deferred revenue	\$ 32,125	\$ 31,750
Total Liabilities	\$ 193,673	\$ 186,321
NET ASSETS		
Fund balances	\$ 572,861	\$ 546,818
Financial contingency fund	\$ -	\$ -
Current year earnings	\$ 43,754	\$ 83,159
Total Net Assets	\$ 616,615	\$ 629,977
Total Liabilities and Net Assets	\$ 810,289	\$ 816,298

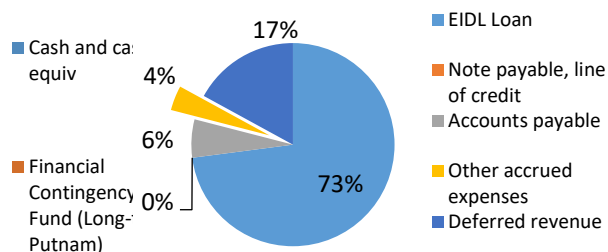
Balance Sheet - 2024



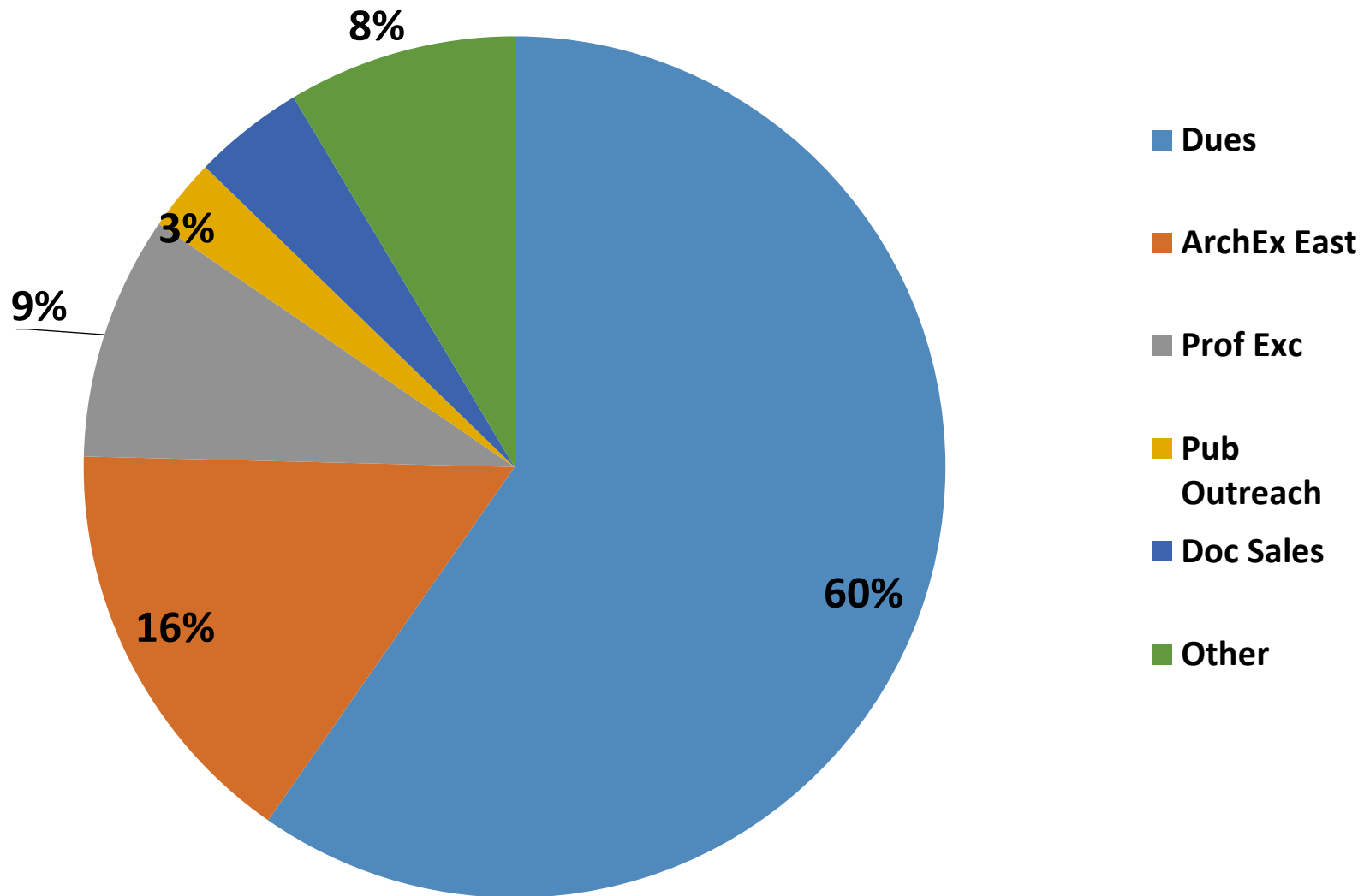
Assets - 2024



Liabilities - 2024



Revenue - 2024 \$1,080,689

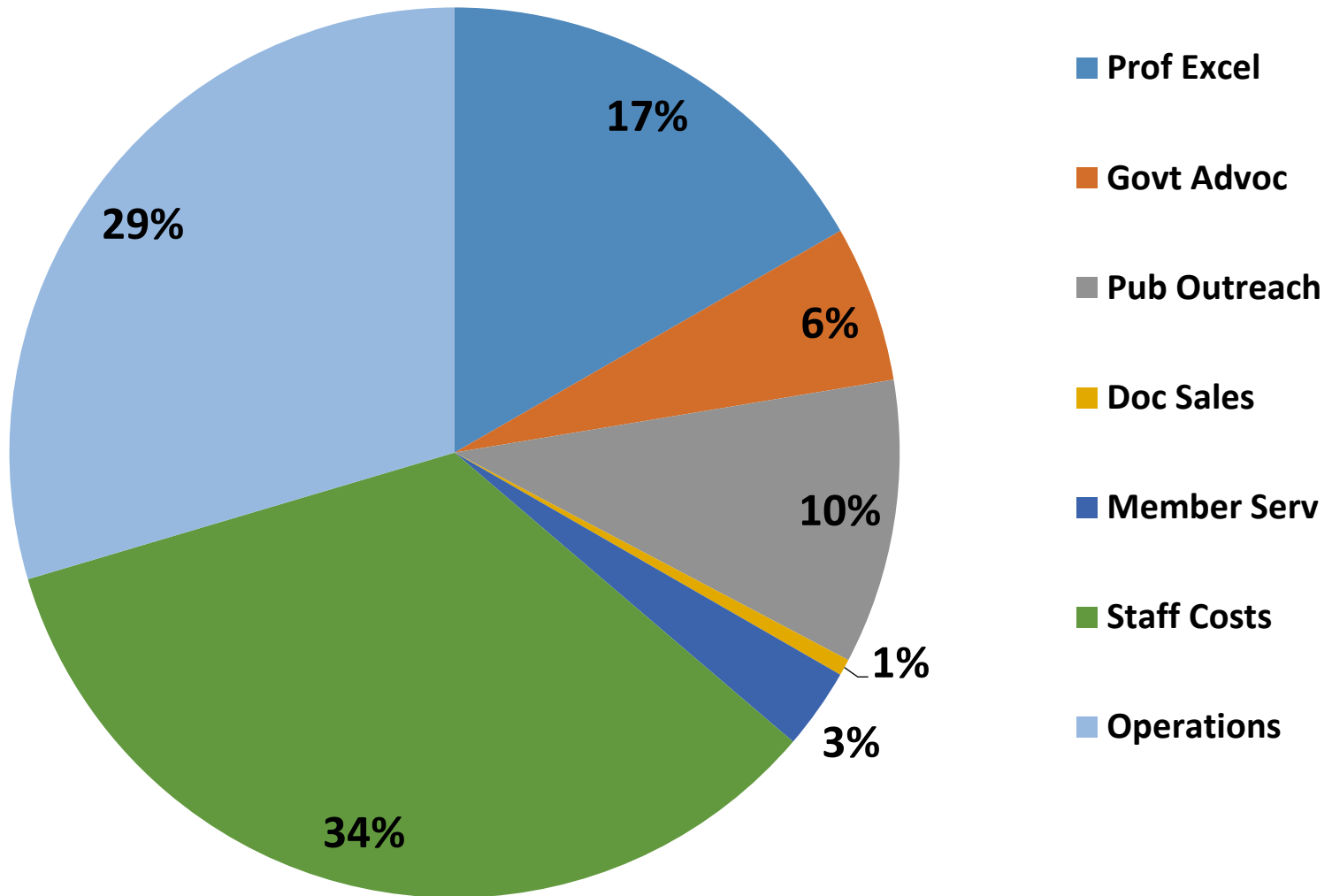


AIA VIRGINIA

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

REVENUES	2023		2024	Budget 2024
DUES	\$ 614,733	\$	645,074	\$ 660,190
PROFESSIONAL EXCELLENCE				
CONTINUING EDUCATION				
Architecture Exchange East	\$ 159,356	\$	169,653	\$ 160,843
ACE Conference				\$ -
Professional Development Series	\$ 3,030	\$	6,784	\$ 14,250
MEMBER COMMUNITIES				
Design Forum		\$	66,605	\$ 42,000
Art of Practice	\$ 5,233			\$ -
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	\$ 18,234	\$	17,463	\$ 18,844
VA Society / AIA (Univ) Prize				\$ -
Intern Development Program				\$ -
OTHER				\$ -
Prize for Design Res & Schol				\$ -
Design Awards	\$ 645	\$	1,140	\$ 26,580
GOV'T ADVOCACY				\$ -
PUBLIC OUTREACH				
Inform Magazine	\$ 575	\$	435	\$ -
Electronic Communications	\$ 4,559	\$	9,641	\$ 5,000
Architecture Advocacy (VCA)				\$ -
Honors	\$ 32,855	\$	19,250	\$ 33,255
Centennial				\$ -
DOCUMENTS SALES	\$ 48,339	\$	45,072	\$ 59,200
Capital Partners				\$ -
MEMBER SERVICES / GOVERNANCE				
Services	\$ 1,000	\$	2,283	\$ -
Organizational liaison	\$ 5,486	\$	2,150	\$ 3,500
SOCIETY OPERATIONS				
Admin services/ Office Ops/ Facilites	\$ 19,246	\$	55,664	\$ -
Financial activity	\$ 13,857	\$	32,525	\$ 2,500
TOTAL REVENUES	\$ 932,995	\$	1,080,689	\$ 1,032,962

Expenses - 2024 - \$997,530



AIA VIRGINIA

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

Members @ Year End	2023	2024	Budget 2024
Architects	1,721	1,642	1,700
Associates	538	380	500
Supplemental	-	-	-
Emeritus (total)	-	-	-
Allied	29	19	30
EXPENSES	2023	2024	Budget 2024
PROFESSIONAL EXCELLENCE			
CONTINUING EDUCATION			
Architecture Exchange East	\$ 105,418	\$ 100,957	\$ 100,000
ACE Conference	\$ 885		\$ -
Professional Development Series	\$ 873	\$ 2,095	\$ 3,700
MEMBER COMMUNITIES			
Design Forum	\$ 578	\$ 39,212	\$ 31,315
Art of Practice	\$ 2,324		\$ -
IFRAA		\$ 19	\$ -
Historic Resources	\$ 345	\$ 1,371	\$ -
AIA Fellows	\$ 7,587	\$ 8,852	\$ 6,800
Women in Design	\$ 134		\$ -
EMERGING PROFESSIONALS			
ELA 2.0			\$ 1,500
Emerging Leaders in Architecture	\$ 6,563	\$ 11,457	\$ 10,735
VA Society / AIA (Univ) Prize	\$ 3,200	\$ 2,000	\$ 5,000
Intern Development Program			\$ -
OTHER			
Prize for Design Res & Schol		\$ 13	\$ -
Design Awards	\$ 17	\$ 578	\$ 852
GOVERNMENT ADVOCACY	\$ 51,926	\$ 56,673	\$ 65,600
PUBLIC OUTREACH			
Inform Magazine	\$ 31,463	\$ 62,061	\$ 77,000
Newsletter			\$ -
External Commun / Public Relations	\$ 6,600	\$ 10,358	\$ 45,176
Architecture Advocacy (AIA-150 and VCA)	\$ 2,291	\$ 6,419	\$ 15,500
Honors	\$ 22,529	\$ 24,319	\$ 26,500
Centennial			\$ -
DOCUMENTS SALES	\$ 5,224	\$ 5,946	\$ 5,100
Capital Partners			\$ -
MEMBER SERVICES / GOVERNANCE			
Member services	\$ (1,222)	\$ 1,483	\$ 12,360
Organizational liaison	\$ 5,835	\$ 11,639	\$ 18,900
Board / Exec Comm	\$ 8,315	\$ 16,143	\$ 16,875
Planning & Evaluation / Committees			\$ -
SOCIETY OPERATIONS			
Staff costs	\$ 353,311	\$ 340,741	\$ 273,620
Financial Operations	\$ 17,177	\$ 18,287	\$ 23,250
Office Rental	\$ 67,347	\$ 73,516	\$ 75,083
Office Operations/Admin	\$ 190,520	\$ 203,389	\$ 219,596
TOTAL EXPENSES	\$ 889,240	\$ 997,530	\$ 1,034,462
EXCESS OF REVENUE OVER EXPENSES	\$ 43,754	\$ 83,159	\$ (1,500)

AIA VIRGINIA
2024 Budget vs. Actual
YTD through May 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	100,957	0	0	100,957	68,696
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	2,525	4,259	6,784	2,095	0	0	2,095	4,689
MEMBER COMMUNITIES									
Design Forum	Budget		42,000	42,000	31,315	0	0	31,315	10,685
	Actual	42,675	23,930	66,605	39,212	0	0	39,212	27,393
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	8,852	0	0	8,852	(2,302)
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	3,674	13,789	17,463	11,457	0	0	11,457	6,006
VA Society / AIA (Univ) Prize	Budget	0	0	0	5,000	0	0	5,000	(5,000)
	Actual	0	0	0	2,000	0	0	2,000	(2,000)
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	13	0	0	13	(13)
Design Awards	Budget	0	26,580	26,580	852	0	0	852	25,728
	Actual	750	390	1,140	578	0	0	578	562
GOVERNMENT ADVOCACY									
	Budget			0	65,600	0	0	65,600	(65,600)
	Actual		0	0	56,673	0	0	56,673	(56,673)
PUBLIC OUTREACH									
Inform Magazine	Budget	0	0	0	77,000	0	0	77,000	(77,000)
	Actual	0	435	435	62,061	0	0	62,061	(61,626)
External Commun / Public Relations	Budget		5,000	5,000	45,176	0	0	45,176	(40,176)
	Actual		9,641	9,641	10,358	0	0	10,358	(717)
Architecture Advocacy	Budget		0	0	15,500	0	0	15,500	(15,500)
	Actual		0	0	6,419	0	0	6,419	(6,419)

AIA VIRGINIA
2024 Budget vs. Actual
YTD through May 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		45,072	45,072	5,946	0	0	5,946	39,126

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	645,074	500	647,357	1,483	0	0	1,483	645,873
Organizational Liaison	Budget	0	3,500	3,500	18,900	0	0	18,900	(15,400)
	Actual	0	2,150	2,150	11,639	0	0	11,639	(9,489)
Board / Exec Comm	Budget	0	0	16,875	0	0	0	16,875	(16,875)
	Actual	0	0	16,143	0	0	0	16,143	(16,143)
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	0
	Actual	0	0	1,275	0	0	1,275	(1,275)	
Financial Operations	Budget	2,500	2,500	23,250	0	0	23,250	(20,750)	
	Actual	32,525	32,525	18,287	0	0	18,287	14,239	
Office Rental	Budget	0	75,083	0	0	0	75,083	(75,083)	
	Actual	54,664	54,664	73,516	0	0	73,516	(18,853)	
Office Operations	Budget	0	219,596	273,620	0	0	493,216	(493,216)	
	Actual	1,000	1,000	202,114	340,741	0	542,855	(541,855)	

BUDGET TOTALS	660,190	84,998	287,774	1,032,962	760,842	273,620	0	1,034,462	(1,500)
ACTUAL TOTALS	645,074	137,702	297,913	1,080,689	656,789	340,741	0	997,530	83,159

AIA VIRGINIA

2024 DUES COLLECTION REPORT

through May 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		
April	75	27,963.77	25	5,346.99					2	750.00		
May	14	6,297.20	14	2,528.82					2	750.00		
Total - CALCULATED	1,642	563,477.91	380	66,257.11	0	0.00	0	0.00	18	6,750.00	8,588.80	2,319
(Over) Under Budget	58	5,554.09	121	13,650.89		0.00	0	0.00	12	4,500.00	(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

278 **TOTAL Emeritus at 5/31/24** (88)

Total Dues	645,073.82
(Over) Under Budget	15,116.18
Total Dues Budget	660,190.00

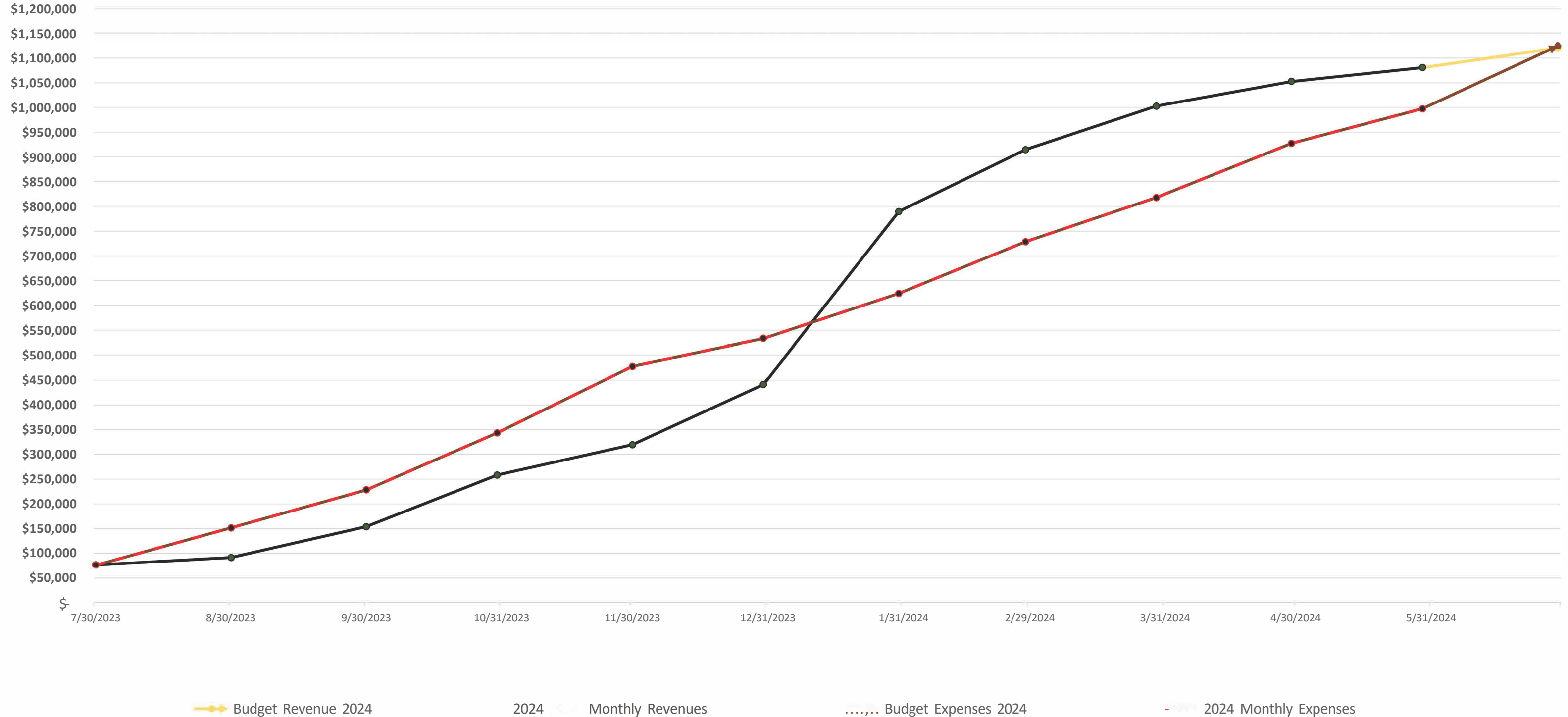
19 **TOTAL Allied at 5/31/24**

2023 Totals by Category	Architects		Associates		Supplemental		Emeritus		Allied		Pr Yr
FY 2023 May Totals											
Actual	1,721	531,587.00	538	67,059.37	0	0.00	0	0.00	19	7,500.00	8,586.94
(Over) Under Budget	(21)	22,687.00	(37)	12,848.63		0.00	0	0.00	11	3,750.00	(8,586.94)
Budget	1,700	554,274.00	501	79,908.00		0.00	0	0.00	30	11,250.00	0.00
							<u>264</u>	TOTAL Emeritus st 5/31/2023			
2023 GRAND TOTALS									<u>25</u>	TOTAL Allied at 5/31/23	
Actual		614,733.31									
(Over) Under Budget		30,698.69									
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



AIA VIRGINIA

INCOME STATEMENT YTD June 2024 Projection

REVENUES	2024	Budget 2024
DUES	\$ 634,629	\$ 660,190
PROFESSIONAL EXCELLENCE		
CONTINUING EDUCATION		
Architecture Exchange East	\$ 169,653	\$ 160,843
ACE Conference		\$ -
Professional Development Series	\$ 7,789	\$ 14,250
MEMBER COMMUNITIES		
Design Forum	\$ 66,605	\$ 42,000
Art of Practice		\$ -
IFRAA	\$ 400	\$ -
Historic Resources	\$ -	\$ -
AIA Fellows	\$ 6,550	\$ 6,800
Women in Design		\$ -
EMERGING PROFESSIONALS		
ELA 2.0		\$ -
Emerging Leaders in Architecture	\$ 18,138	\$ 18,844
VA Society / AIA (Univ) Prize		\$ -
Intern Development Program		\$ -
OTHER		\$ -
Prize for Design Res & Schol		\$ -
Design Awards	\$ 26,000	\$ 26,580
GOV'T ADVOCACY		\$ -
PUBLIC OUTREACH		
Inform Magazine	\$ 435	\$ -
Electronic Communications	\$ 10,841	\$ 5,000
Architecture Advocacy (VCA)		\$ -
Honors	\$ 19,250	\$ 33,255
Centennial		\$ -
DOCUMENTS SALES	\$ 54,609	\$ 59,200
Capital Partners		\$ -
MEMBER SERVICES / GOVERNANCE		
Services	\$ 2,283	\$ -
Organizational liaison	\$ 2,150	\$ 3,500
SOCIETY OPERATIONS		
Admin services/ Office Ops/ Facilites	\$ 61,389	\$ -
Financial activity	\$ 32,525	\$ 2,500
TOTAL REVENUES	\$ 1,113,246	\$ 1,032,962

AIA VIRGINIA

INCOME STATEMENT YTD June 2024 Projection

Members @ Year End	2024	Budget 2024
Architects	1,628	1,700
Associates	366	500
Supplemental	-	-
Emeritus (total)	-	-
Allied	19	30
EXPENSES	2024	Budget 2024
PROFESSIONAL EXCELLENCE		
CONTINUING EDUCATION		
Architecture Exchange East	\$ 101,000	\$ 100,000
ACE Conference		\$ -
Professional Development Series	\$ 6,264	\$ 3,700
MEMBER COMMUNITIES		
Design Forum	\$ 39,212	\$ 31,315
Art of Practice		\$ -
IFRAA	\$ 19	\$ -
Historic Resources	\$ 1,371	\$ -
AIA Fellows	\$ 8,852	\$ 6,800
Women in Design		\$ -
EMERGING PROFESSIONALS		
ELA 2.0		\$ 1,500
Emerging Leaders in Architecture	\$ 15,296	\$ 10,735
VA Society / AIA (Univ) Prize	\$ 2,000	\$ 5,000
Intern Development Program		\$ -
OTHER		
Prize for Design Res & Schol	\$ 13	\$ -
Design Awards	\$ 600	\$ 852
GOVERNMENT ADVOCACY	\$ 61,347	\$ 65,600
PUBLIC OUTREACH		
Inform Magazine	\$ 68,000	\$ 77,000
Newsletter		\$ -
External Commun / Public Relations	\$ 15,035	\$ 45,176
Architecture Advocacy (AIA-150 and VCA)	\$ 10,117	\$ 15,500
Honors	\$ 24,319	\$ 26,500
Centennial		\$ -
DOCUMENTS SALES	\$ 8,500	\$ 5,100
Capital Partners		\$ -
MEMBER SERVICES / GOVERNANCE		
Member services	\$ 1,603	\$ 12,360
Organizational liaison	\$ 13,500	\$ 18,900
Board / Exec Comm	\$ 17,500	\$ 16,875
Planning & Evaluation / Committees		\$ -
SOCIETY OPERATIONS		
Staff costs	\$ 353,419	\$ 273,620
Financial Operations	\$ 20,532	\$ 23,250
Office Rental	\$ 79,415	\$ 75,083
Office Operations/Admin	\$ 282,481	\$ 219,596
TOTAL EXPENSES	\$ 1,130,394	\$ 1,034,462
EXCESS OF REVENUE OVER EXPENSES	\$ (17,148)	\$ (1,500)