



MEETING AGENDA | Board of Directors

FRI 11 APRIL 2025 | 9:00 AM – 12:00 PM

Admin Office | Cowgill Hall, RM 201

1325 Perry Street | Virginia Tech, Blacksburg, VA

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)

9'00 Convene meeting [Jancy]

- welcome; conflict of interest, etc

Consent Agenda [Jancy][1]

Minutes [Conkey][2]

Financials [Hall][3]

Various Updates [Jancy]

- MSAC and OAC Appointments [4]
- AIA National Candidates [5]
- BOD Communications
- AIAVA Strategic Plan/BOD Retreat [6]

Various Updates [Battaglia]

- Reports [7]
- DRAFT Budget [8]
- Partnerships/Fundraising [9]

New Business [Jancy]

12'00 Adjournment [Jancy]

LUNCH: Discussion with Jim Bassett, Director of the School of Architecture and School of Design

1'00 PM Tour of the School of Architecture and School of Design

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 2025 Board of Directors:

Meagan Jancy, AIA | President
Bill Hopkins, AIA | President-Elect
Karen Conkey, AIA | Secretary
Amber Hall, AIA | Treasurer
Kelly Callahan, AIA | Past President
Phoebe Crisman, AIA | Director
Michael Ermann, AIA | Director
Jonathan Hiser, AIA | Director
Sonia Jarboe, AIA | Director
Derek McCalla, AIA | Director
TJ Meehan, AIA | Director
Shawn Mulligan, AIA | Director
Kendall A. Nicholson, Ed.D., Assoc AIA | At-large Director
Daya Irene Taylor, Ph.D., RA | Director
Nicholas A. Wade, AIA | Director
Ashleigh Walker, Assoc AIA | Director
Paul R. Battaglia, AIA | Executive Vice President

AIAVA Staff Members:

Cathy Guske, Hon. AIAVA | Member Services Director



Consent Agenda

AIA Virginia | 11 APRIL 2025 Board of Directors MTG

Membership

AIA Virginia membership as of April 1, 2025:

1,726 Architects

625 Associates

286 Emeritus

2,637 Total

+6 over last month

+2.49% over the same time last year

18 allied members

383 left to renew for 2025

We are participating in the AIA MVO program statewide; they call all non-renewals to update info/renew 2024 Membership Summary Report (included)

AIA Virginia Foundation 501(c)3

The Foundation will continue to be funded by AIA Virginia 501c6 until solvent.

Amber Book

Please promote this program to any associates seeking a jump start on studying for the ARE and consider supporting this effort with your tax-deductible donation to the AIA Virginia Foundation.

<https://www.aiava.org/amber-book-discount-subscriptions/>

Design Awards

Entries will be accepted starting April 16, 2025 with the announcement in the April member newsletter. For member convenience, our submission requirements have been updated to align with all other local Virginia AIA chapters.

Entries close Friday, June 27, 2025 at 5 p.m.

AIA Virginia Honors

Nominations will open April 16, 2025 announcement in the April member newsletter. A reminder that current AIA Virginia Board members and Honors Committee members are not eligible for any *individual* award. Members of the Honors Committee may not be used as a reference or advisor on *any* award or be solicited by the candidate or the candidate's advisor. But they can and should encourage others to nominate and/or submit. Nominations close June 13, 2025 at 5 p.m.

Leaders in Architecture & Business (L.A.B.)

We have opened applications for our new mid-career professionals program called Leaders in Architecture & Business (LAB). Applications will close on Friday, April 18. We are currently organizing a steering committee for this program (one person from each local component) and will have a kickoff meeting the week of April 7. We have two supporting level sponsors and are looking for more sponsors to help offset any expenses.

Council and Committee Updates

Advocacy Advisory Council

Developing Advocacy Framework to coordinate with local components. Developing SME Portal to solicit interests and expertise of members.

Advocacy/Joint Legislative Committee

Bills pertaining to Alternate Path to Education Requirements pursuant to architectural registration passed. Colley, Dreiling, Bootsma, Vasquez, and Battaglia have been appointed to a workgroup established by APELSCIDLA Board to develop specifics of process and requirements.

Design Committee (Design Forum)

A theme has been selected, title and summary are still being refined but it centered around the idea of highlighting iconoclasts in the field who have unconventional practices, currently called "Against the Grain". Blacksburg, Va has been selected as the site and the architecture school at Virginia Tech is on board to collaborate in putting on the event. We are exploring weekends in April 2026 to schedule the event, pending location availability, and have narrowed our venues down to a few options.

Disaster Assistance Committee

Searching for new chair/leadership.

Education Advisory Council

The council has not been able to successfully meet this year yet due to scheduling conflicts. A doodle poll has been sent out to secure a new monthly meeting date and time that should work better for everyone to start meeting consistently. The EAC needs a Chair ASAP.

ArchEx 2025 + Visions for Architecture Update

ArchEx is scheduled for Wednesday, November 5 through Friday, November 7 at the Richmond Marriott in Richmond, VA, and our theme this year is **Design the Future: Advancing Technology, Community & Business**. Our program will continue to be a 2.5-day event and Visions for Architecture on Thursday evening. The EAC will be exploring different keynote speakers for the event next month. The call for presentations is now open and will close on April 30.

Fellows

Fellows Fete was held in Virginia Beach SAT 29 and SUN 30 March 2025.

Finance Committee

Met to review and discuss proposed BUDGET on WED 2 April 2025.

Honors Committee

Honors Committee has been briefed through an Orientation. A reminder that current AIA Virginia Board members and Honors Committee members are not eligible for any *individual* award. Members of the Honors Committee may not be used as a reference or advisor on *any* award or be solicited by the candidate or the candidate's advisor. But they can and should encourage others to nominate and/or submit. Awaiting submissions to review.

J.E.D.I. Committee

From Committee Co-Chair Hayley Owens, "The committee is very much aware of the tension between bending language as is needed so that folks aren't derailed from doing their important work (i.e. safe word: "broaden participation"), but also not losing sight of our values and the progress on equity and inclusion that our profession still needs to make. With so much under attack, it is hard to know what the right steps to take are (and they are certainly subject to change). Individual firms need to do what is right to manage their risk, but they can look to the state and

national chapter for support. AIA National has a clear stance supporting equity and inclusion that our committee supports, and we encourage firms to read this on our resources page <https://www.aiava.org/edi-resources/> and learn about how they can continue to support EDI efforts from this lens.” This resources page on aiava.org will be added to and highlighted in every issue of the member newsletter this year.

Member Services Advisory Council

Has finalized the member feedback survey and will launch to the membership on April 30th and stay open through May 30th. We anticipate being able to share key takeaways with the board in the August meeting. Also working on creating a design contest for member birthday postcard art.

Outreach Advisory Council

The OAC is meeting regularly. They will be hosting a virtual lunchtime Architecture Month Trivia on Wednesday, April 23rd. Resiliency Week has been moved back to May 19th – May 23rd and they are brainstorming how to increase the pot of money awarded for the 2026 Virginia Prize. The OAC is contributing to the monthly newsletter by creating articles to highlight architects and projects. Topics will try to compliment current themes or happenings for that month. April will feature the Eastern Shore VIMS building by VIA Design.

PAC Board of Trustees

Working towards fundraising goal of \$45K.

Secretary’s Advisory Council

No update.

Knowledge Communities

Historic Resources Committee

The HRC has a wonderful historic tour of the Bloomsbury house and retreat on 2/22 in Orange, VA. The committee added 6 new members this year and is meeting regularly. The following educational programs are in development:

- 3-4 web series collaboration with VA COTE on Embodied Carbon – targeting summer time
- Historic tour in Waterford, VA: 4/12 at The Old Mill of Waterford
- Craftsperson’s Crawl at ArchEx: Places TBD
- Holiday Trivia Mixer: Date TBD

VA Committee on the Environment: VA COTE

Continues to meet monthly and is planning to send a survey to members interested in VA COTE to ask about topics programming they are interested in for this year. VA COTE will also be collaborating with the HRC on the Embodied Carbon web series this summer.

*****END OF CONSENT AGENDA*****



As of 12/31/2024

Membership Summary Report

AIA Virginia	Architects	Associates	Emeritus	Total	Growth
2018	1707	522	214	2443	2.26%
2019	1727	536	221	2484	1.7%
2020	1699	522	233	2454	-1.4%
2021	1680	514	239	2433	-.86%
2022	1703	504	255	2462	1.28%
2023	1691	567	266	2524	2.52%
2024	1706	599	279	2584	2.38%

Renewal Rates:

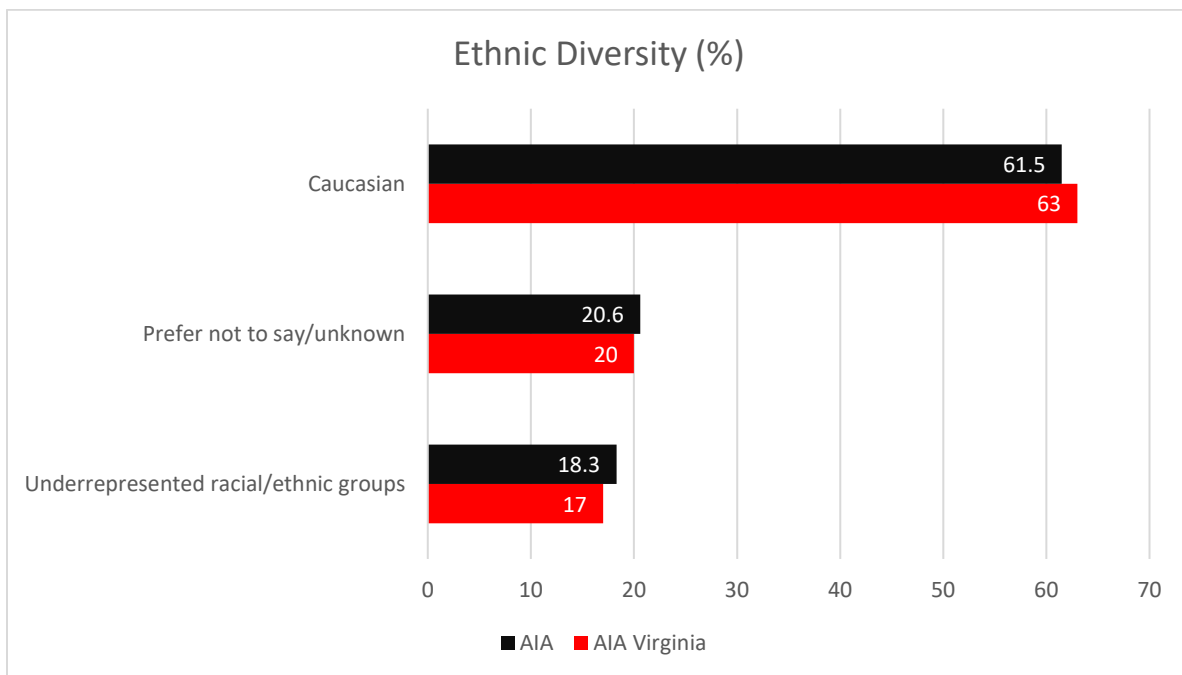
2024: 93% renewal rate for AIA Virginia (91% AIA)

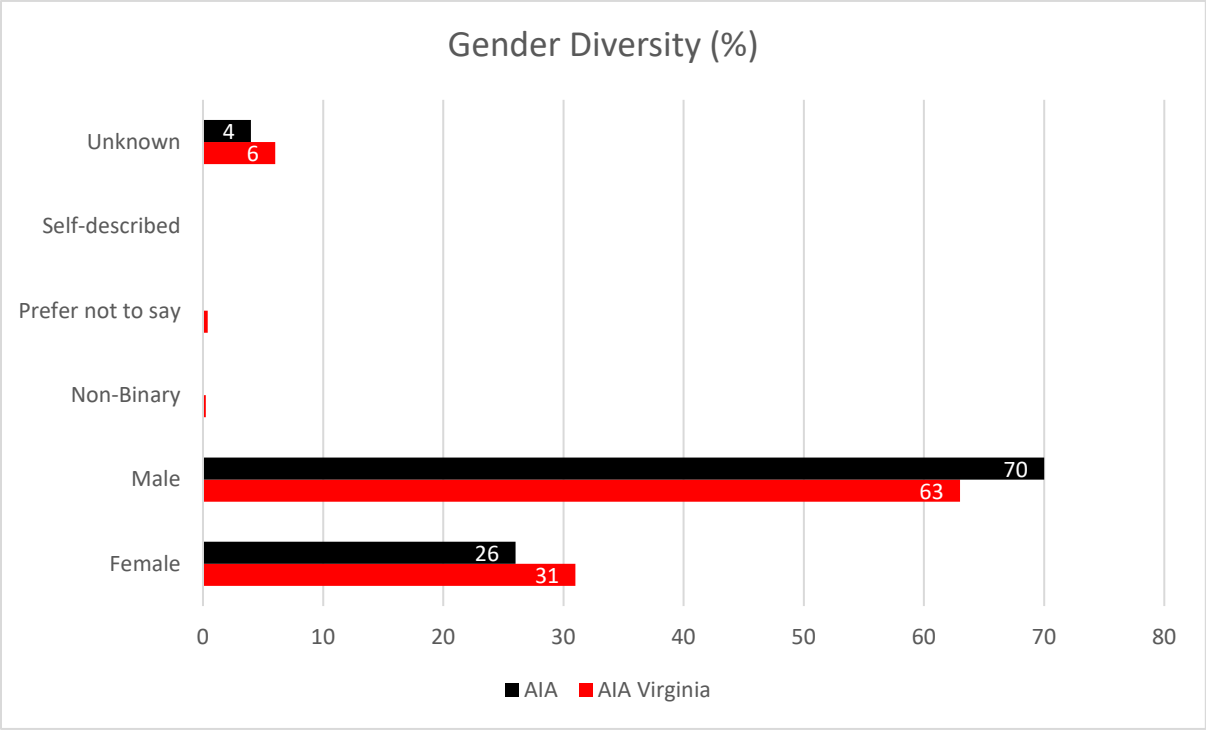
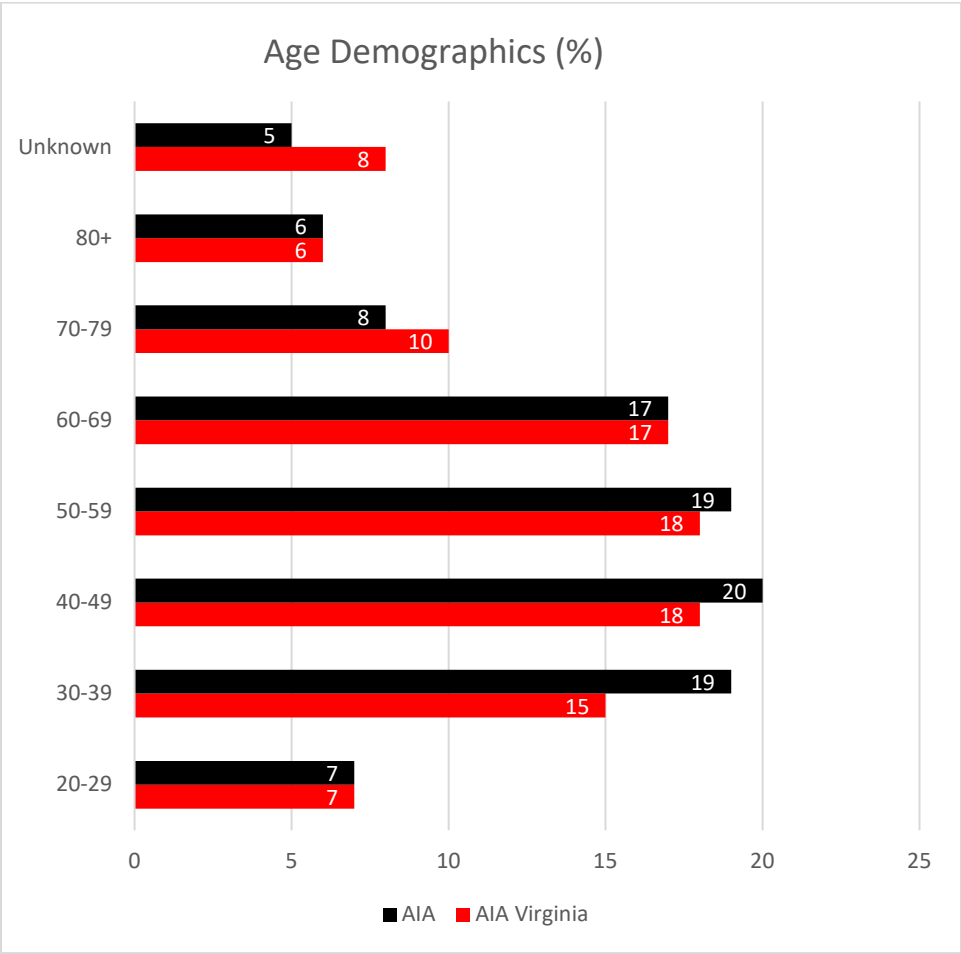
2025 renewal rate (as of 4/1/2025): 85.2%

Market Penetration:

AIA Virginia – 1,985 (Architect+Emeritus)/2,924 resident licensed architects (NCARB)
= **68%** (+2% over 2023)

AIA – 75,619 (Architect and Emeritus members)/127,300 total architects = 59.4%







MEETING MINUTES | Board of Directors

FRI 7 FEB 2025 | Warrenton, VA

Jancy convened meeting at 2'47 PM

Jancy invited conflicts of interest; none were declared

Consent Agenda was approved

Minutes of the 20 DEC 2024 BOD Meeting were approved

Jancy announced Appointments to the Audit, Finance, Honors, and J.E.D.I. Committees

Jancy provided an update of the AIAs in VA Leadership Summit (WED 22 JAN 2025)

Battaglia provided various updates

- Bookbindery Lease; concluded 31 Jan 2025

- Communications update; will require workgroup

- fundraising/annual partnerships efforts; making connections to Jody

Jancy led a discussion on the proposed Governance Resolution

Jancy called for New Business

- Battaglia proposed process for BOD approval of Audit and Form 990; BOD consented to process

- Battaglia provided an overview of the Art of Practice; FRI 14 MAR 2025, Vienna, VA

- Battaglia provided an update on ArchEx/Visions planning; in RIC for 2025 and 2026

- Battaglia suggested appointing workgroup/steering committee to support MCP Program

- AIAVA BOD acknowledged that AIA Nationals will lead communications regarding PRES Executive Orders

Meeting adjourned at 3'31 PM

MEETING MINUTES

AIA Virginia | Board of Directors

ATTENDEES

Meagan Jancy, AIA | President

Bill Hopkins, AIA | President-Elect

Karen Conkey, AIA | Secretary

Amber Hall, AIA | Treasurer

Kelly Callahan, AIA | Past President

Phoebe Crisman, AIA | Director

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Ashleigh Walker, Assoc AIA | Director

Paul R. Battaglia, AIA | Executive Vice President

Cathy Guske, Hon. AIAVA | Member Services Director

MOTION | AIA Virginia Board of Directors
FRI 11 APRIL 2025

Item

Minutes of 7 February 2025 Meeting of the Board of Directors

Background

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

Motion

That the Minutes be approved as presented.

MOTION | AIA Virginia Board of Directors
FRI 11 APRIL 2025

Item

Treasurer's Report

Background

At each meeting of the AIA Virginia Board of Directors, the Treasurer presents the financial report for the most recent month.

Motion

That the Treasurer's Report be approved as presented.

APPOINTMENTS | AIA Virginia Board of Directors

FRI 11 APR 2025

effective 14 FEB 2025

Item

Appointment of 2025 Members Services Advisory Council

Background

Rules of the Organization 4.18 – Member Services Advisory Council

The Council is responsible for the delivery of exceptional services to the membership, which in return, influences membership growth. Goals and strategic planning are executed to increase diversity and inclusion within the profession, engage state universities, and ensure that the AIA Virginia membership pipeline is consistently being nurtured.

Report:

President Jancy appointed the following members to the Member Services Advisory Council for a two-year term expiring Feb 2027:

Karen Conkey, AIA (appointed as CHAIR)

Kendall A. Nicholson, Ed.D., Assoc. AIA

Nicholas A. Wade, AIA

Cathy Guske, Hon AIAVA serves as liaison

APPOINTMENTS | AIA Virginia Board of Directors

FRI 11 APR 2025

effective 14 FEB 2025

Item

Appointments to 2025 Outreach Advisory Council

Background

Rules of the Organization 4.16.1 Council Purpose. The Council is responsible for reviewing and advising in program areas that include all AIA Virginia publications, press relations, website presence, as well as outreach programs.

Action

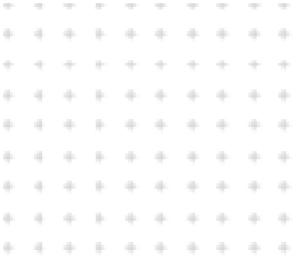
The following members are hereby appointed to the Outreach Advisory Council:

Claude Breithaupt, AIA

[Home](#) | Candidates for el...

CANDIDATES FOR ELECTIVE OFFICE 2026

Meet the candidates
running for AIA's elective
offices in 2026.



Candidates for President-elect



**Timothy Hawk,
FAIA**

DECLARING CANDIDACY FOR: 2026
PRESIDENT-ELECT



**Yiselle Santos
Rivera, AIA**

DECLARING CANDIDACY FOR: 2026
PRESIDENT-ELECT

Candidates for At-large Director



**Stephanie
Leedom, AIA**

DECLARING CANDIDACY FOR: 2026–2028
AT-LARGE DIRECTOR



**Adam Viorel
Pantelimon-
Negrut, Intl.
Assoc. AIA**

DECLARING CANDIDACY FOR: 2026–2028
AT-LARGE DIRECTOR



**Jeff Pastva,
FAIA**

DECLARING CANDIDACY FOR: 2026–2028
AT-LARGE DIRECTOR



**Jason Takeuchi,
AIA**

DECLARING CANDIDACY FOR: 2026–2028
AT-LARGE DIRECTOR

Candidates for Treasurer



**Brad Benjamin,
AIA**

DECLARING CANDIDACY FOR: 2026–2027
TREASURER



**Lisa L. Kennedy,
FAIA**

DECLARING CANDIDACY FOR: 2026–2027
TREASURER

MOTION | AIA Virginia Board of Directors
FRI 11 APRIL 2025

Item

AIA'2025 Elections

Background

The following candidates are running for elected office:

President-elect

Timothy Hawk, FAIA
Yiselle Santos Rivera, AIA

At-large Director

Stephanie Leedom, AIA
Adam Viorel Pantelimon-Negrut, Intl. Assoc. AIA
Jeff Pastva, FAIA
Jason Takeuchi, AIA

Treasurer

Brad Benjamin, AIA
Lisa L. Kennedy, FAIA

Two At-Large Directors are elected annually to serve on the AIA Board. One Director At-Large position is elected by the delegates at the Conference, as part of the Board of Directors slate that will be voted on at Conference. The other Director At-Large position is elected through separate action by the Strategic Council in late summer.

Elections will occur at the 2025 AIA Annual Meeting, scheduled for 1'30 PM on WED 4 June 2025. President Jancy will serve as delegate during the Conference and will cast votes on behalf of AIA Virginia. As the state-level component, AIA Virginia is entitled to one vote.

Action:

The Board will need to determine which candidate it prefers for each office.

The Board may provide additional direction to be considered in the case of a withdrawal/disqualification and/or a run-off.

Motion:

That the AIA Virginia Board of Directors appoint President Jancy as delegate, and direct the delegate to vote for the following candidates [list candidates and office, including any conditional direction].

AIA Virginia 2025 Board of Directors Retreat

Meeting Minutes

Date: February 7th & 8th

Location: Warrenton, Virginia

Day 1: Strategic Planning & Board Engagement

I. Welcome & Opening Remarks

- Presenter: Jancy
- Summary:
 - Introductions and overview of retreat goals, emphasizing strategic planning and reinforcing AIA Virginia's value proposition.
 - Connection exercise to align on aspirations, expectations, and organizational objectives.

II. Strategic Plan Review: Where Are We Now?

- Presenter: Callahan
- Summary:
 - Presentation on the current Strategic Plan and achievements.
 - Discussion on contemporary challenges, including climate change, public awareness, and industry shifts.
 - SWOT Analysis (Breakout Groups):
 - Strengths: Legislative advocacy, education initiatives, fiscal transparency, and partnerships.
 - Weaknesses: Communication gaps, lack of clear voice, resource allocation challenges.
 - Opportunities: Expansion of EDI, sustainability efforts, new partnerships, diversified revenue streams.
 - Threats: Industry disruptions, generational divides, declining trust in institutions.

III. Extending the Strategic Plan: Setting New Priorities

- Presenter: Hopkins
- Summary:
 - Facilitated brainstorming session to identify two-year extension priorities.

- Priorities categorized into:
 1. Communication (Internal & External)
 2. Synergy (Alignment with Local Components & Advocacy)
 3. Expanding Access (Member Engagement & Diversity Initiatives)
 4. Leveraging Technology (Integration of AI & Digital Platforms)
- Action Items:
 - Develop a comprehensive outreach strategy.
 - Explore the role of emerging technologies.

IV. Strategic Plan Alignment with AIA's Value

- Presenter: Jancy
- Summary:
 - Developed clear messaging for Members, Partners, and the Public regarding AIA's impact.
 - Identified the need for increased outreach efforts to promote design awards and non-traditional architecture careers.
- Action Items:
 - Public Awareness Task Force (New) to launch a storytelling initiative showcasing architects' contributions.
 - Honors & Awards Committee to expand award visibility beyond AIA members.

V. Engaging Members in Strategic Goals

- Presenter: Hopkins
- Summary:
 - Discussion on improving member engagement and feedback loops.
 - Ideas included member surveys, informal networking events, and targeted communication strategies.
- Action Items:
 - Membership Committee to implement member engagement surveys – perhaps more frequently than every 3 years.
 - Local Components to host casual networking events (coffee meetups, happy hours, family-oriented programs).

Day 2: Action Planning & Leadership Development

VI. Building Board Leadership & Communication

- Presenter: Battaglia
- Summary:
 - Workshop focused on effective board governance, decision-making, and communication.
 - Reviewed the role of board meetings and informal discussions for idea-sharing.
- Action Items:
 - Executive Committee & Governance Committee to establish quarterly informal board discussions.
 - Board of Directors to participate in at least one committee or council.

VII. Action Plan Development (9:18 AM – 10:55 AM)

- Presenter: Jancy
- Summary:
 - Identified five priority areas for action and established Key Performance Indicators (KPIs) for each:
 1. Public Awareness – Strengthen outreach and visibility beyond the AIA community.
 2. Leadership Culture – Expand mentorship and leadership pipelines.
 3. Member Engagement – Align programs with member needs and expectations.
 4. Flagship Programs – Evaluate and refine AIAVA's major initiatives.
 5. Community Connections – Improve collaboration with local components.
- Action Items:
 - Public Awareness: Develop a Speakers Bureau with subject matter experts.
 - Technology & AI: Explore AI-driven content and event curation.
 - Local Components: Create a shared calendar for coordinated programming.

VIII. Communicating the Strategic Plan

- Presenter: Hopkins
- Summary:
 - Discussed how to effectively share the strategic plan with members, partners, and the public.

- Explored digital tools and event-based strategies for outreach.
- Action Items:
 - Communications Committee & Board of Directors: Develop one-pagers and visual summaries of the strategic plan.
 - Board of Directors: Assign a rotating member to author a quarterly leadership message.

IX. Closing Session: Commitments & Next Steps

- Facilitators: Jancy & Hopkins
- Summary:
 - Each board member shared one commitment to take forward from the retreat.
 - Key themes: "Pre-Action" and "Unity."
- Action Items:
 - Executive Committee to track progress on retreat action items.
 - Staff Team to integrate KPIs into a Strategic Plan Dashboard.

X. Adjournment & Departure

Key Next Steps

1. **Finalize & Distribute Strategic Plan Summary**
 - Develop and share with board members; develop strategy to communicate with partners and key stakeholders.
2. **Implement Board Engagement Plan**
 - Establish informal discussion opportunities.
3. **Launch Member Outreach Initiatives**
 - Conduct engagement surveys and host informal networking events.
4. **Kick off Public Awareness Efforts**
 - Develop storytelling initiatives and a Speakers Bureau.

AIAVA Program Schedule

Design Forum, Art of Practice + ELA

	Design Forum	Art of Practice	ELA
2020	Virtual		CoVA
2021		Virtual	RIC
2022	NoVA		BR
2023		CVA	CVA
2024	RIC		NoVA
2025		NoVA	CoVA
2026	BR		RIC
2027		CVA	BR
2028	CoVA		CVA
2029		RIC	NoVA
2030	NoVA		CoVA
2031		BR	RIC
2032	CV		BR
2033		CoVA	CVA
2034	NoVA		NoVA
2035		BR	CoVA

Key:

NoVA: Northern Virginia

CoVA: Coastal Virginia

CVA: Central Virginia

RIC: Richmond

BR: Blue Ridge

Criteria:

The Design Forum and Art of Practice should not occur in the same region in back to back years.

No program should take place in the same region two times in a row

No region should go more than 6 years without either program

No region should go more than 12 years without having both programs

Exception:

The Design Committee may propose a change to the program schedule should outside events call for a timely discussion at the proposed new location.

Should a change occur, the previously scheduled location will be moved back in the cycle and should be considered 1st choice for the next occurrence of the program.



Art of Practice 2025

When: March 14, 2025

Where: Tower Club Tysons Corner in Vienna, VA

BOD Update: 4.11.25

Purpose

To convene a diverse cadre of decision-makers, seasoned and emerging leaders of traditional firms, sole proprietors, allied organizations, educators, etc. for a one-day forum intended to cultivate strong leaders, identify solutions to common business challenges, advance business practices, fuel collaboration across the profession, with a focus on creating and fostering a healthy firm and team culture.

Program Goals

- Attract and increase Emerging Professionals' participation
- Increase participation from 2023: 50-75ppl in attendance
- Sponsorships: \$4500 or more
- Contribute \$3000 or more to the budget

Program

The agenda featured:

- Winning Work: Storytelling and the Value in Architecture presented by Kelly O'Keefe
- Rethinking the Future of Work: Neurodiversity in Design presented by Corrie Cohen, Assoc. AIA and Alison Allred, CID, IIDA
- Broad Perspectives: Macroeconomics presented by Dr. Keith Waters
- Moderated Peer Panel Discussion: Strategic Planning for Strong Firm Culture featuring Donna Phaneuf, FAIA; Scott Campbell, AIA; Susan Pryor, AIA; Mel Price, FAIA
- Firm Size Roundtable Discussions
- Roundtables Report-Out
- Cocktails and Networking

Attendee Experience

43% of attendees (18 ppl) completed the survey. Results indicate that 100% of these attendees agree or strongly agree that the program and presenters met their expectations. Overall, attendees liked the venue and expressed how inspiring the content was. Recommendations for improvement included a desire for a few more people in the room, more bathroom breaks, and presenters staying for the day to have follow-up conversations.

Post-Event Content Dissemination

An article and photo gallery will be included in the next issue of the newsletter on 4/16/25.

Registration

45 people registered
3 no shows (one architect and two program sponsors)
44 people in attendance (including Delaney + Cathy)

Preliminary Financial Performance

Budgeted

Total Ticket Revenue: \$5,000
Total Sponsorship Revenue: \$2,500
Direct Expenses: \$4,500
Attendance goal: 50-75 ppl

Actual (Preliminary)

Total Ticket Revenue: \$5,302.50
Total Sponsorship Revenue: \$6,000
Direct Expenses: \$8,520.20
Attendance: 44

ACTION | AIA Virginia Board of Directors
issued for ACTION MON 10 FEB 2025
results documented WED 12 MAR 2025
included in Board Packet 11 April 2025

Item

Acceptance of the 2024 Financial Audit Report and IRS Form 990

Background

Pilc & Moseley, LLC was engaged to conduct the annual Audit and prepare IRS Form 990. The documents were reviewed by the Audit and Finance Committees during a meeting held on Wednesday 5 FEB 2025. The documents must be accepted by the Board of Directors. The Audit and Finance Committees recommend that the Board accept the documents.

Action

The documents are presented to the Board of Directors herewith for their review and approval, along with MOTIONS to accept the documents as presented.

Directors will review the documents and communicate any questions or concerns to Battaglia by or before NOON TUES 18 FEB 2025. If warranted, the Directors will convene in a virtual meeting to address any issues or concerns and vote on the Motions. If a meeting is not warranted, an electronic ballot will be issued to allow the Directors to vote on the Motions.

Result

The MOTIONS to approve the 2024 Financial Audit Report and the IRS Form 990 as presented PASSED by email ballot on WED 12 MAR 2025. The documents were thereby approved, and FINAL versions of those documents were prepared for filing.

PROGRAMS		REVENUES				less	EXPENSES				equals	NET
		Dues	Sponsorships	Other	TOTAL		Direct	Staff Costs	Overhead	TOTAL		REVENUE
PROFESSIONAL EXCELLENCE												
CONTINUING EDUCATION												
	Architecture Exchange East	2026 Budget - Draft #1	117,000	109,000	226,000	150,556			150,556		75,444	
		2025 Budget	90,191	76,164	166,355	121,500	0	0	121,500		44,855	
		2025 Actual thru Feb 2025	110,650	103,004	213,654	141,244	0	0	141,244		72,410	
		2024 Budget	93,497	81,794	175,291	114,448	0	0	114,448		60,843	
		2024 Actual	78,928	90,725	169,653	101,002	0	0	101,002		68,651	
	Professional Development Series	2026 Budget - Draft #1	0	1,100	1,100	2,850	0	0	2,850		(1,750)	
		2025 Budget	0	7,300	7,300	4,700	0	0	4,700		2,600	
		2025 Actual thru Feb 2025	0	1,975	1,975	3,031	0	0	3,031		(1,056)	
		2024 Budget	0	14,250	14,250	3,700	0	0	3,700		10,550	
		2024 Actual	5,632	4,879	10,511	6,801	0	0	6,801		3,710	
	Design Forum	2026 Budget - Draft #1	45,000	25,000	70,000	34,050	0	0	34,050		35,950	
		2025 Budget	0		0		0	0	0		0	
		2025 Actual thru Feb 2025			0	101	0	0	101		(101)	
		2024 Budget	0	42,000	42,000	31,315	0	0	31,315		10,685	
		2024 Actual	42,675	23,930	66,605	40,105	0	0	40,105		26,500	
	Art of Practice	2026 Budget - Draft #1			0		0	0	0		0	
		2025 Budget	2,500	5,000	7,500	4,500	0	0	4,500		3,000	
		2025 Actual thru Feb 2025	5,000	3,875	8,875	121	0	0	121		8,754	
		2024 Budget			0		0	0	0		0	
		2024 Actual			0		0	0	0		0	
MEMBER COMMUNITIES												
	AIA Fellows	2026 Budget - Draft #1	4,500	5,250	9,750	9,000	0	0	9,000		750	
		2025 Budget	0		0	500	0	0	500		(500)	
		2025 Actual thru Feb 2025	3,000	3,450	6,450	3,192	0	0	3,192		3,258	
		2024 Budget		6,800	6,800	6,800	0	0	6,800		0	
		2024 Actual	5,239	5,550	10,789	8,999	0	0	8,999		1,790	
EMERGING PROFESSIONALS												
	LAB	2026 Budget - Draft #1	5,000	22,500	27,500	25,600	0	0	25,600		1,900	
		2025 Budget	5,000	81,000	86,000	38,000	0	0	38,000		48,000	
		2025 Actual thru Feb 2025			0		0	0	0		0	
		2024 Budget			0	1,500	0	0	1,500		(1,500)	
		2024 Actual			0		0	0	0		0	
	Emerging Leaders in Architecture	2026 Budget - Draft #1	6,400	23,088	29,488	10,765	0	0	10,765		18,723	

AIA Virginia
2025-2026 Budget Year (Draft)
Template

PROGRAMS	REVENUES				less	EXPENSES				equals	NET REVENUE
	Dues	Sponsorships	Other	TOTAL		Direct	Staff Costs	Overhead	TOTAL		
AIA VA / AIA (Univ) Prize	2025 Budget	3,500	15,844	19,344		10,650	0	0	10,650		8,694
	2025 Actual thru Feb 2025	2,592	13,878	16,470		5,272	0	0	5,272		11,198
	2024 Budget		18,844	18,844		10,735	0	0	10,735		8,109
	2024 Actual	3,674	14,474	18,148		12,772	0	0	12,772		5,376
	2026 Budget - Draft #1			0		5,500	0	0	5,500		(5,500)
	2025 Budget	1,000		1,000		6,500	0	0	6,500		(5,500)
	2025 Actual thru Feb 2025	0	0	0		0	0		0		0
	2024 Budget	0		0		5,000	0	0	5,000		(5,000)
	2024 Actual	0	0	0		2,000	0		2,000		(2,000)
	OTHER										
Design Awards	2026 Budget - Draft #1	0	28,000	28,000		2,325	0	0	2,325		25,675
	2025 Budget	0	27,000	27,000		825	0	0	825		26,175
	2025 Actual thru Feb 2025		(210)	(210)		3,027	0	0	3,027		(3,237)
	2024 Budget	0	26,580	26,580		852	0	0	852		25,728
	2024 Actual	750	28,339	29,089		1,545	0	0	1,545		27,544
GOVERNMENT ADVOCACY											
	2026 Budget - Draft #1	0	0	0		60,350	0	0	60,350		(60,350)
	2025 Budget	0		0		61,350	0	0	61,350		(61,350)
	2025 Actual thru Feb 2025	0		0		41,165	0	0	41,165		(41,165)
	2024 Budget	0		0		65,600	0	0	65,600		(65,600)
	2024 Actual	0		0		61,374	0	0	61,374		(61,374)
PUBLIC OUTREACH											
Commun / Public Relations	2026 Budget - Draft #1	0	5,000	5,000		40,550	0	0	40,550		(35,550)
	2025 Budget	0	5,000	5,000		22,700	0	0	22,700		(17,700)
	2025 Actual thru Feb 2025		4,492	4,492		4,588	0	0	4,588		(96)
	2024 Budget	0	5,000	5,000		45,176	0	0	45,176		(40,176)
	2024 Actual		10,990	10,990		10,723	0	0	10,723		267
Architecture Advocacy	2026 Budget - Draft #1	0		0		10,150	0	0	10,150		(10,150)
	2025 Budget	0		0		10,500	0	0	10,500		(10,500)
	2025 Actual thru Feb 2025			0		562	0	0	562		(562)
	2024 Budget	0		0		15,500	0	0	15,500		(15,500)
	2024 Actual			0		7,044	0	0	7,044		(7,044)

DOCUMENTS SALES

PROGRAMS	REVENUES				less	EXPENSES				equals	NET
	Dues	Sponsorships	Other	TOTAL		Direct	Staff Costs	Overhead	TOTAL		REVENUE
	2026 Budget - Draft #1		40,200	40,200		3,700	0	0	3,700		36,500
	2025 Budget	0	36,200	36,200		5,600	0	0	5,600		30,600
	2025 Actual thru Feb 2025		39,079	39,079		8,011	0	0	8,011		31,068
	2024 Budget	0	59,200	59,200		5,100	0	0	5,100		54,100
	2024 Actual		61,181	61,181		26,707	0	0	26,707		34,474
MEMBER SERVICES / GOVERNANCE											
Services	2026 Budget - Draft #1	664,231	0	0	664,231	9,550	0	0	9,550		654,681
	2025 Budget	667,606	0	0	667,606	11,600	0	0	11,600		656,006
	2025 Actual thru Feb 2025	529,951			529,951	8,332	0	0	8,332		521,619
	2024 Budget	660,190	0	0	660,190	12,360	0	0	12,360		647,830
	2024 Actual	635,221	500	1,882	637,603	1,631	0	0	1,631		635,972
Organizational Liaison	2026 Budget - Draft #1		0	0	0	27,500	0	0	27,500		(27,500)
	2025 Budget		0		0	33,500	0	0	33,500		(33,500)
	2025 Actual thru Feb 2025		0	1,002	1,002	23,702	0	0	23,702		(22,700)
	2024 Budget		0	3,500	3,500	18,900	0	0	18,900		(15,400)
	2024 Actual			2,150	2,150	24,346	0	0	24,346		(22,196)
Board / Exec Comm	2026 Budget - Draft #1				0	30,000	0	0	30,000		(30,000)
	2025 Budget		0		0	18,500	0	0	18,500		(18,500)
	2025 Actual thru Feb 2025		0		0	11,013	0	0	11,013		(11,013)
	2024 Budget				0	16,875	0	0	16,875		(16,875)
	2024 Actual		0		0	20,250	0	0	20,250		(20,250)
OPERATIONS											
Administrative Services	2026 Budget - Draft #1		0	0	0	5,000	0	0	5,000		(5,000)
	2025 Budget			0	0	5,000	0	0	5,000		(5,000)
	2025 Actual thru Feb 2025			0	0	0	0	0	0		0
	2024 Budget				0	0	0	0	0		0
	2024 Actual				0	2,432	0	0	2,432		(2,432)
Financial Operations	2026 Budget - Draft #1		0	15,000	15,000	20,000	0	0	20,000		(5,000)
	2025 Budget		0	15,000	15,000	20,000	0	0	20,000		(5,000)
	2025 Actual thru Feb 2025		0	20,628	20,628	18,364	0	0	18,364		2,264
	2024 Budget		0	2,500	2,500	23,250	0	0	23,250		(20,750)
	2024 Actual			35,356	35,356	19,346	0	0	19,346		16,010
Office Rental	2026 Budget - Draft #1		0		0		0	0	0		0
	2025 Budget		0	34,200	34,200	43,393	0	0	43,393		(9,193)
	2025 Actual thru Feb 2025			40,261	40,261	52,248	0	0	52,248		(11,987)

PROGRAMS	REVENUES				less	EXPENSES				equals	NET
	Dues	Sponsorships	Other	TOTAL		Direct	Staff Costs	Overhead	TOTAL		REVENUE
	2024 Budget	0		0		75,083	0	0	75,083		(75,083)
	2024 Actual		60,391	60,391		79,418	0	0	79,418		(19,027)
Office Operations	2026 Budget - Draft #1		3,000	3,000		261,507	414,832	0	676,339		(673,339)
	2025 Budget	0		0		283,144	380,828	0	663,972		(663,972)
	2025 Actual thru Feb 2025	0	2,646	2,646		161,485	274,417	0	435,902		(433,256)
	2024 Budget	0		0		219,596	273,620	0	493,216		(493,216)
	2024 Actual	0	3,486	3,486		249,559	360,001	0	609,560		(606,073)
Net assets Contribution											
	2026 Budget - Draft #1	664,231	177,900	277,138	1,119,269	708,953	414,832	0	1,123,785		(4,516)
	2025 Budget	667,606	109,876	310,208	1,087,690	706,862	380,828	0	1,087,690		0
	2025 Actual	529,951	125,242	235,824	891,017	485,893	274,417	0	760,310		130,708
	2024 Budget	660,190	93,497	293,723	1,047,410	775,290	273,620	0	1,048,910		(1,500)
	2024 Actual	635,221	145,048	355,768	1,136,037	768,842	360,001	0	1,128,843		7,195



2025-2026 DRAFT Budget Notes

() denotes FY 2024-2025 actual figures where applicable

Purpose of Budget items:

1. Invest in future generations and develop visionary leaders for service
2. Advance initiatives that promote resilient, sustainable, and equitable design excellence
3. Advance initiatives that support equity, diversity, and inclusion
4. Expand our influence by investing in strategic partnerships
5. Promote the value of membership
6. Be a model of a strong and growing non-profit organization

- **Architecture Exchange East (In-Person)**

Visions for Architecture included in this Architecture Exchange East Budget. There will be a 6% increase budgeted revenue from 2025. Expense covers the switch to Marriott, JEMS, Audio/Visual contractors.

Budgeted Revenue: \$226,000 (\$213,654)

Budgeted Expenses: \$150,556 (\$141,244)

- **Professional Development**

Professional Development execute tours, SAP training and other small educational programs for a minimal cost. Most events were previously free now they range from \$10-to \$20pp for each event.

Budgeted Revenue: \$1,100

Budgeted Expenses: \$2,850

- **Design Forum (In-Person)**

The Design Forum is held in even numbered years. (Art of Practice is held in odd numbered years.)

Budgeted Revenue: \$70,000

Budgeted Expenses: \$34,050

- **Mid-Career Professionals Leadership Program (LAB) (15 participants 8-month program)**

This program is an Executive Leadership Program for Mid-Career Professionals. Delivered through a combination of focused retreats, virtual courses, and independent study, this intensive leadership development program blends experiential learning, case studies, and individualized coaching to accelerate the development of the next generation of influential firm leaders.

Budgeted Revenue: \$27,500

Budgeted Expenses: \$25,600

- **Patrick Cushing (Fall Strategies) Lobbying Efforts (Government Advocacy)**

Fall Strategies will continue to maintain their fee of \$54,000 for the fiscal year.

- **Communication / Public Outreach**

Communication this year has a 1 time \$30k communications/website redesign cost.

Budgeted Revenue: \$5,000

Budgeted Expenses: \$40,550

Architectural Advocacy

- **Virginia NOMA**

This proposed budget provides an allocation of \$3,000 to help the new organization's trajectory. This item is in the Architectural Advocacy budget.

- **NCARB Regional Summit**

This proposed budget sponsors the NCARB Region 2 Summit at \$1,000. The summit brings together practitioners, educators, and regulators from Virginia, West Virginia, Pennsylvania, New York, New Jersey, Maryland, and Washington D.C. for a collaborative educational event.

- **Public Outreach Community Dinners**

This proposed budget provides an allocation of \$3,400 to cover two Community Dinners around the state which includes the cost of food and beverages. In addition, the host may require rentals for tables, chairs, and dinnerware.

Budgeted Expenses: \$10,150

- **Document Sales**

AIA Virginia currently only sale 4 physical documents. Upon leaving the physical office space AIA Virginia wrote off most of the inventory on hand in 2024. The money received in this department mostly comes from AIA National Revenue share that is received quarterly.

Budgeted Revenue: \$40,200

Budgeted Expenses: \$3,700

- **Membership Dues**

In FY 2024-2025 we anticipated the business climate improving for the fiscal year. As such, we budgeted \$667,606 in anticipation of meeting the goal and continuing to see business conditions normalize. Given the uncertainty in the current climate, we included a moderate 1% decrease for 2025-2026 to \$664,231.

- **Amber Book Subscription for 25 Licenses (Member Services)**

The approximate cost for Amber Book is \$6,900. This item is in the Member Services Budget. In the long term we would like to transfer this program to the AIAVA Foundation.

- **AIA Leadership Summit (Organization Liaison)**

This proposed budget supports a flat stipend of \$1,500 each for the President, President-Elect and Executive Vice President to attend AIA Leadership Summit – our national leadership development event.

- **AIA Conference on Architecture (Organization Liaison)**

This proposed budget supports a flat stipend of \$2,000 each for the President, President-Elect, and Executive Vice President to attend the Conference on Architecture.

- **Regional Associate Director, Young Architects Regional Director Funding, and Licensing Advisor (Organization Liaison)**

This proposed budget provides an allocation of \$4,500 (\$1,500) to be split evenly between the two positions as travel stipends to assist them in attending AIA National events such as Grassroots and the Conference on Architecture and Commonwealth events. This item is located within the Organization Liaison Budget.

- **2025 Board Retreat**

The Board will consist of 16 members. An allocation of \$10,000 has been budgeted for this annual planning meeting and relationship building experience. A \$15,000 allowance has been included for a Facilitator to assist with the development of the next Strategic Plan.

- **Board Giving**

Having the Board facilitate our sponsorship efforts has become increasingly important, particularly with our reduced revenues and the need to continue to make contributions to the Financial Contingency Fund. This budget does not assign any responsibility to the Board but encourages efforts to make sure the budget is a success.

- **Communications and Marketing Manager Position**

This budget allocates money for the position of Communications and Marketing in the form of 1099 employee to invest in improving our communications to our members and the public. This is added to the operations budget.



MEDIA KIT 2025

Multiple Channels to Help Your Business Engage and Connect with the AIA Virginia Architectural Community

ENGAGE:

- Annual Partnerships
- Allied Membership
- ArchEx: Annual Conference
- Regional Leadership Lunches
- ELA Alumni Social Events

Major EVENT SPONSORSHIPS:

- Art of Practice
- ArchEx: VA State Annual Conference
- VISIONS: Annual Design & Honors Awards

ADVERTISING:

- AIA Virginia BLAST Newsletter: Monthly Digital
- AIAVA.org Website



Contact: Jody Cranford • jcranford@AIAVA.org • 800-818-0289



AIA Virginia is a state component of the AIA, representing over 2,500 architects and designers. The American Institute of Architects is a professional society with component organizations at the national, state and local levels. AIA Virginia is a state component of the AIA, focused on delivering value to architects with statewide impact. Since 1914, AIA Virginia has represented the professional interests of architects and allied professionals in the Commonwealth of Virginia.

AIA Virginia partners in a variety of ways with companies whose products and services support the work of Virginia architects. This partnership will provide you the competitive edge by improving your visibility and credibility among architects and designers who are loyal to those who support the profession.

OVER**2,500**

Members

OVER**500**

Young Architects

OVER**738**

Women in Design

At Least**4**Leadership Lunch
Opportunities**Average****52**Lunchtime Learning
Attendees**OVER****285**

ArchEx Attendees

BLAST E-News**OVER 2133 Ave release****59.5%**

E-News Open Rate

OVER**12.12%**

E-News Click Rate

AIAVA.org**OVER****39,548**

Web Users / Annually

OVER**117,692**

Web Views/Annually

AIA VirginiaP.O. Box 2626, Chesterfield VA 23823 • www.AIAVA.org

Questions? Ready to connect with Virginia Architects?
Contact: Jody Cranford • jcranford@AIAVA.org • 800-818-0289

AIA Virginia Partnerships provide opportunities for builders, consultants and suppliers to create relationships, network, problem-solve as well as build consistent brand awareness to our members.

Whether you prefer to focus on education, networking, brand exposure, or special events, the AIA Virginia team offers a wide range of customized sponsorship packages that cater to your strategic marketing plans.

Receive year-long exposure and multiple touchpoints with an AIA Virginia Annual Partnership

AIA VA Partner Benefits

Platinum \$10,000	GOLD \$7,500	SILVER \$5,000	BRONZE \$3,000
Package Value \$25,370	Package Value \$16,715	Package Value \$10,862	Package Value \$5,853

SIGNATURE EVENTS: Build relationships with attendees at our signature events

Art of Practice (March 14, 2025) Northern VA	Lunch Sponsor	Reception Sponsor	Coffee Sponsor	
ArchEx (Nov. 5 & 6, 2025) Richmond	Platinum Sponsor (\$3,500 Value)	Gold Sponsor (\$2,500 Value)	Silver One Day (\$1,300 Value)	Silver One Day (\$1,300 Value)
Visions: Design Awards (Nov. 6, 2025) Richmond	Platinum Sponsor	Gold Sponsor	Silver Sponsor	
Invitation to Leadership Lunches (\$1,000 Value)	Invite to All Lunches	Invite to 2 Lunches		

SIGNATURE PROGRAMS: Affiliate yourself with these respected & valued programs

ELA - Emerging Leaders in Architecture (Monthly) MCP - Mid-Career Professionals (Monthly) AIA Virginia Student Prize (Spring) Career Stage & Firm Size Roundtables (Quarterly) Design Awards (Spring-Winter) Honors Awards (Spring-Winter)	Brand Exposure ALL Programs	Brand Exposure Emerging Leaders Firm Roundtables Design & Honor Awards	Brand Exposure Design & Honors Awards	Brand Exposure Design & Honors Awards
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KNOWLEDGE COMMUNITIES & COMMITTEES: Build brand-recognition with regular exposure

Committee on the Environment (Meetings + Events)	Exposure and invitations to each committee social event	Exposure and invitations to each committee social event	Choose 1 Committee. Receive exposure and attend social events.	Choose 1 Committee. Receive exposure and attend social events.
Historic Resources Committee (Meetings + Events)				

ENEWS: Boost visibility with targeted advertising

BLAST Newsletter (500 x 100 banner advertisement)	Banner Ad in 11 Issues	Banner Ad in 6 issues	Banner Ad in 2 Issues	Banner Ad in 1 Issue
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PRESENTATIONS / CEU: Highlight your expertise and position yourself as a resource

Monthly Lunch & Learn (Webinar)	2 CEU's per year	1 CEU per year	1 CEU per year	1 CEU per year
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ADDITIONAL BENEFITS & RECOGNITION

Allied Membership	YES	YES	YES	YES
Recognition at Annual Meeting	YES	YES	YES	YES

ArchEX

Architecture Exchange East
November 5-6, 2025

Richmond Marriott

An Innovative Approach to Connect and Engage with Architects in the state of Virginia

Live engagement is more important than ever.

ArchEx sponsors have many opportunities to connect with Virginia architects through personal engagement during this 2-day event. Our new approach to an annual convention provides gatherings to problem solve side-by-side with architects...immersing your sales team in ongoing facilitated workshop discussions, breakout sessions, tours, group dining, social gatherings, and multiple celebrations.



Images courtesy of
AIA Virginia.
Photos by Jay Paul



The ArchEx event in Richmond was an occasion to remember.

The newly designed format where architects and vendors intermingle, created a laid back, comfortable atmosphere for both. This in turn created very unique opportunities to meet new friends.

~ Walter Lourie, Mafi Flooring

**ArchEx is not your traditional
‘stand-at-a-table’ event,
it’s a REAL opportunity
to engage!**

Schedule of Events:

Day 1 - Engage/Problem-Solve, Networking

- Morning Keynote
- Networking Lunch
- Education and Knowledge Committee Sessions - learn side-by-side your architect-partners.
- Choice of Tours / Workshops / Service Project - Network and make new friends.
- Casual Dinner Meetups / Leadership Dinner

Day 2 - Networking, Exhibit, Educate/Problem-Solve, Celebrate

- Morning Coffee / Speed Networking
- Roundtable Discussions and Continuing Education
- EXPO and Lunch Networking
- Continuing Education and Knowledge Committee events
- “CONNECTIONS” Welcome Reception / EXPO
- VISIONS Design Awards

* schedule subject to change



To Secure your ArchEx Sponsorship:

Contact Jody Cranford • jcranford@AIAVA.org • 800-818-0289



ArchEX

<u>Life of the Party</u> Engage / 2 Day Expo Booth Present 1 CE LIVE + 1 CE Virtual in Dec. \$6,000	<u>PLATINUM</u> Engage / 2 Day Expo Booth Educate Virtual in Dec. \$3,500	<u>GOLD</u> Engage / 2 Day Expo Booth \$2,500	<u>SILVER - Single Day</u> One Day / Hall Table \$1,300 Nov. 6th Only
Up to 4 Event Participants TWO-Three Days Nov 6-8th	Up to 3 Event Participants TWO Days - Nov 6 & 7	Up to 2 Event Participants TWO Days - Nov 6 & 7	1 Event Participant ONE Day Nov. 7th
5 available	5 available	20 available	10 available

Specialty Sponsorships			
Website Sponsor Brand on Registration Pages + 1 Leadership Dinner Ticket	\$3,000	Attendee Bag Sponsor (6 available) Your Logo on Attendee bag.	\$500
Leadership Dinner Sponsor Includes 1 dinner ticket	\$1,000	Food Sponsor (10 available) Brand Visible at Food Stations	\$500
Name Badge Sponsor	\$1,000	Coffee Sponsor (8 available) Brand Visible at Coffee Stations	\$500
Tour Transportation Sponsor (4 available) Brand exposure on Tour Buss to offsite locations	\$700	ArchEx EXPO Passport Card Sponsor Logo on Expo passport	\$250
First Timers Breakfast Sponsor (4 available) Attend Mondays Breakfast and Welcome our New Attendees	\$500		

To Secure your ArchEx Sponsorship
Contact Jody Cranford • jcranford@AIAVA.org • 800-818-0289

Art of Practice

Friday March 14, 2025 / Northern VA

A one-day forum designed to cultivate strong leaders and advance business practices. With a focus on creating and fostering a healthy firm culture, both seasoned and emerging leaders will come together to share and learn best practices, be challenged, and be celebrated by their peers. Roundtable discussions will focus on leadership development, team building, diversity, inclusion and equity, and legal challenges faced by firms.

Program Sponsor\$2,500

- 2 Tickets to the event
- Large screen sponsor slide with logo
- Acknowledgment in all announcements
- Premier exposure on event signage
- Newsletter recognition
- Logo and link on event web page
- 1 Allied Membership

Lunch Sponsor.....\$1,000

- 1 Ticket to the event
- Acknowledgment in all announcements
- Exposure on event signage
- Newsletter recognition
- Logo and link on event web page
- 1 Allied Membership

Reception Sponsor (Thurs evening).....\$1,000

- 1 Ticket to the event
- Acknowledgment in all announcements
- Exposure on event signage
- Newsletter recognition
- Logo and link on event web page
- 1 Allied Membership

Coffee Sponsor\$500

- Exposure on event signage
- Newsletter recognition
- Logo and link on event web page

Visions: Annual Design and Honors Awards

Thursday, November 6th, 2025

Marriott, Richmond VA

An evening to celebrate the achievements of our members and celebrate architecture at its best!

Platinum Sponsor (2 avail).....\$1,500

- 4 Tickets to Event
- Acknowledgement in promotions
- Recognition on event site - logo and link
- Recognition at the event
- 3 Months - banner Ad in BLAST e-news

Gold Sponsor\$1,000

- 2 Tickets to Event
- Acknowledgement in promotions
- Recognition on event site - logo and link
- Recognition at the event
- 1 Month - banner Ad in BLAST e-news

Silver Sponsor.....\$750

- 1 Ticket to Event
- Acknowledgement in promotions
- Recognition on event site
- Recognition at the event

Regional Leadership Lunch Sponsor

Attend a regional leadership lunch hosted by AIA VA. Sponsor provides names of up to 3 architects from the region to invite to lunch.

<u>Lunch Date:</u>	<u>Chapter/Region</u>	<u>Location</u>
May	BLUE RIDGE	Roanoke
May	COASTAL VA	VA Beach/Norfolk
June	RICHMOND	Richmond
September	CENTRAL VA	Charlottesville
October	NORTHERN VA	Alexandria

Single Event Lunch Sponsor \$1,000

Max 3 Sponsors / 10 Architects per lunch

**AIAVA.org: Over 39,500 Users with
Over 117,690 page views each year**

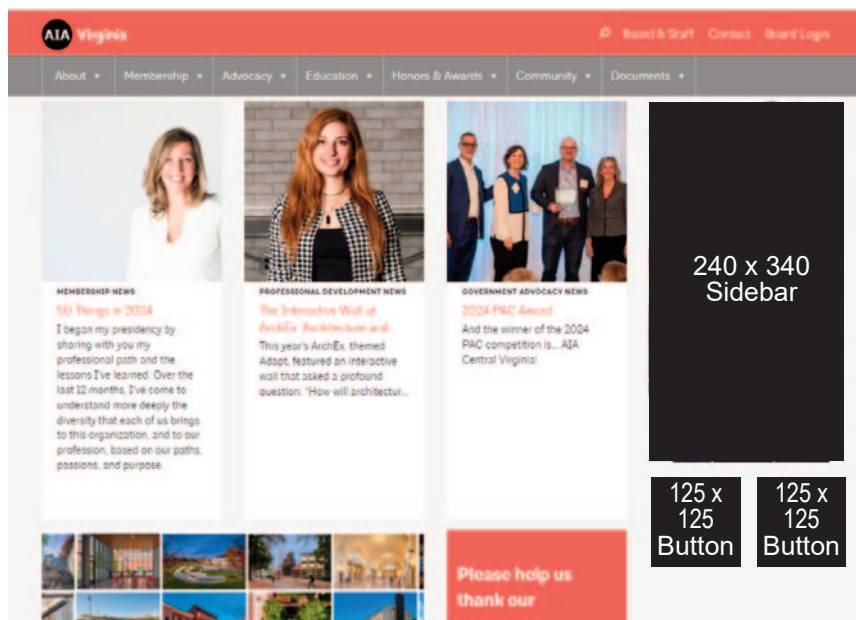
AIAVA.org and Monthly BLAST E-News

aiava.org includes important award announcements, legislative issues/updates, a calendar of events, learning opportunities, and more.

BONUS EMAIL ADS:

12-month online ads include a free ad (500x100 pixels) in 4 of the monthly email blasts to our 2,300+ members.

6-month online ads include a free ad (500x100 pixels) in 2 of the monthly email blasts to our 2,300+ members.



Ads are shown for informational purposes only - see actual ad sizes, and ask about actual page positions

WEBSITE ADVERTISING RATES:

	1 month	6 months	12 months
Sidebar (240x340)	\$400	\$2,000	\$3,000
Button (125x125)	\$200	\$1,000	\$1,500

ARTWORK SPECIFICATIONS:

Acceptable image file formats include: .gif, .jpg, .png or .tif. Animated gifs or Flash files are also accepted for online ads only. File size 100K maximum for static images. Additional design service fees may apply for any ads not web ready. Links to websites external to aiava.org may launch in a new window. Online advertisements are subject to approval by the AIA Virginia.

Push your message out to over over 2,500+ members of AIA Virginia with an advertisement in their monthly email newsletter.

BLAST E-News ADVERTISING RATES:

	1 Blast	6 Blasts	12 Blasts
500x100 px ad (static ads only)	\$400	\$2,000	\$3,000

LINKS:

Your advertisement links to your website or address you request to drive visitors directly to your products and services.

DEADLINES:

ad reservations are due by the 20th of the month prior to start. Ad materials are due by the 25th of each month.

DISCOUNTS/BILLING:

10% discount to AIA VA allied members.

Fundraising – Partnerships

Jody Cranford

Sales Representative/Business Development

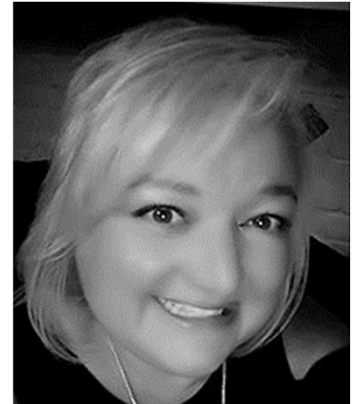
jcranford@aiava.org

Board Members should assist by:

- Identifying potential partners
- Making initial ask/presenting partnership opportunities to potential partners
- Providing contact information to Jody
- Collaborating with Jody on approach/follow up

Other activities include:

- Expressing gratitude to partners
- Soliciting feedback on experience/satisfaction
- Reporting on those comments/observations



Partner Solicitation Template

[xxx Name of Prospective Partner xxx],

[xxx any personal message such as.....Thanks again for your help w/ the (gorgeous!) brick selections for Albemarle's new elementary school – we're wrapping up drawings in September and will bid this fall!
xxx]

As a member of the AIA Virginia Board of Directors, I'm reaching out today to ask for your support and engagement with our architectural community in 2025.

AIA Virginia offers numerous opportunities for you to gain brand exposure and engage live throughout the year with our state members. In addition, we host our Annual three-day Conference, Architecture Exchange East (ArchEx), with options for expo space, continuing education, and lots of networking. ArchEx will be held **NOV 5-7** at the Richmond Marriott in Richmond, VA.

Here is a link to view all AIA Virginia can offer: [2025 AIA Virginia Media Kit / Partnership / Sponsorships](#)

I've copied our Partnership and Event Consultant, Jody Cranford, on this email. She is happy to answer any questions you may have as you plan how best to engage in our community.

Thanks for considering –

[xxx Your Signature xxx]

copy: jcranford@aiava.org

Partner Solicitation Template - ALTERNATE

Dear [XXXXX]

I'm reaching out to encourage [xxx Name of Partner xxx] to participate in Architecture Exchange East as an exhibitor or sponsor.

As you likely know, Architecture Exchange East (ArchEx) is AIA Virginia's annual signature educational event which brings together architects and designers to deliver a highly curated program of educational sessions, research, and case studies. Attendees can earn all or most of the 18 required continuing education credits over the course of the three-day program.

The event features an exhibit hall showcasing the latest products and services from vendors, suppliers, and consultants. It also serves as the largest annual networking event for Virginia-based architects.

This year ArchEx will be held **NOV 5-7** at the Richmond Marriott in Richmond, VA.

I've copied our Event Consultant, Jody Cranford on this email, she is happy to answer any questions you may have as you plan how best to take part in the event.

Thanks for considering –

[xxx Your Signature xxx]

copy: jcranford@aiava.org