

## **MEETING MINUTES**

**AIA Virginia | Meeting of the Membership**

**November 8, 2018**

**Room B15a | Greater Richmond Convention Center; Richmond, Virginia**

### **Motions Made and Approved:**

The Membership voted as follows:

- Approval of Minutes from June 2018 Meeting
- Approval of Minutes from November 2017 Meeting
- Approval of the 2019 AIA Virginia Slate of Officers
- Approval of the proposed amendment to the AIA Virginia Bylaws regarding the formation of a Disaster Assistance Committee as a standing committee.

### **Call to Order:**

At 1:00 p.m., President Keplinger called to order a meeting of the Membership. He stated AIA Virginia's organizational mission and vision in addition to welcoming meeting attendees.

### **President's Report:**

Mr. Keplinger recognized the service of the 2018 AIA Virginia Board of Directors and acknowledged the 2018 Honor Award recipients. A Resolution of Appreciation to Exhibitors and Sponsors of Architecture Exchange East was read to publicly thank these conference participants. In addition, Mr. Keplinger reported on three key initiatives as follows: Making the AIA Relevant to the Academy; Improved Member Value Through Collaboration; and the Relocation of AIA Virginia Offices.

### **Treasurer's Report:**

Mr. Rowland presented the 2017 audited financials which indicated the organization ended the fiscal year with a \$6,879 deficit. The unaudited 2018 financials were reviewed which showed that AIA Virginia ended the fiscal year with a surplus of \$107,323. The organization paid off its line of credit debt and was able to make a contribution to the Financial Contingency Fund. The surplus is attributed to increased sponsorships and membership while decreasing staff and operational expenses. The financials associated with the first quarter of fiscal year 2019 were presented and currently shows that the organization has a net income of \$78,681.

### **Secretary's Report:**

Ms. LeFever presented a Bylaws Motion to the membership regarding the formation of a Disaster Assistance Committee as a standing committee.

### **Presentation of 2017-2020 Strategic Plan:**

Mr. Brown presented the progress made for the 2017-2020 Strategic Plan in its respective focus areas:

1. Position Architects as Vital Contributors to our Built Environment
2. Advance Knowledge and Expertise of Members
3. Advocate for the Profession
4. Implement a Communication Program that Informs and Facilitates Connections
5. Become a Model of a Strong Nonprofit and Vibrant Membership Organization

Items accomplished to date included re-energizing the Disaster Assistance Recovery Memorandum of Understanding with the Virginia Department of Emergency Management, presenting to the Virginia General Assembly on the architects role in school safety, formation of

successfully partnerships with various organizations, transitioning the leadership structure of the Emerging Leaders in Architecture program, strengthening the government advocacy position of the organization, improving the digital footprint, and the development of plans to improve the sustainability and viability of AIA Virginia.

**Government Advocacy:**

Mr. Reilly reported on the 2018 legislative highlights which included removing architects from Senate Bill 188 which would have had negative impacts on the procurement of design services, the organization's work with the House Select Committee on School Safety, and reinvigorating the partnership with the Virginia Department of Emergency Management for disaster assistance efforts after a natural disaster.

A major legislative goal of 2019 is the proposal and passage of a bill to close an administrative "loophole" in the Virginia Public Procurement Act that currently allows the selection of architectural services based on price.

Members and firms have increased their investments in the Political Action Committee (PAC). Investments in 2018 tripled the annual norm for AIA Virginia.

**Professional Excellence:**

Mr. Garland stated that the Emerging Leaders in Architecture program completed its first year under the new leadership model.

The Architecture Exchange East Task Force continues its work in considering the evolution of the conference and ensuring its longevity. It is anticipated that recommendations will be presented to the Board in early 2019.

In addition, the Council developed a plan for educational content delivery and post-event dissemination.

The engagement of diverse audiences remains a goal of the Council and demographic data will be collected from signature events to begin creating a benchmark.

**Communications and Outreach:**

Ms. Reader stated that the AIA Virginia website has been revamped to align more closely with the Institute's template.

The Council is working with branding and design experts regarding a digital publication for the membership.

A public outreach plan was created to provide clear goals and a defined strategy on how to engage targeted audiences such as educators, policy-makers, procurement officials, and other pertinent groups.

**Member Services:**

Mr. Zimmerman presented that as of October 31, 2018, the organization has experienced a 2.76% increase in membership over the same point in time last year.

The phased elimination of supplemental dues continues with the completion of the phase out occurring by 2020.

Mr. Zimmerman shared that a non-AIA Virginia member architect survey was conducted which demonstrated there is a non-alignment of perceived value and cost.

**Regional Representative Report:**

Mr. Frickie provided an update from the Strategic Council which included the roles and responsibilities this body has to the Institute's Board of Directors. He encouraged AIA Virginia members to consider and apply for service roles at the national level.

**Executive Vice President Report:**

Mr. Clayborne shared a tribute to the membership for Bruce Justice, FAIA who recently passed away. In addition, Mr. Clayborne publicly recognized the staff of AIA Virginia.

**Words of Inspiration:**

Mr. Reis indicated that under his leadership, he would like to reinforce the following key points: Work Hard, Be Positive, and Share All that You Have. It was noted that he would like to engage the Emerging Leaders in Architecture and emerging professionals more as well as build stronger relationships with various stakeholders (ex: the Commonwealth of Virginia's Bureau of Capital Outlay Management) that have a direct impact on project success.

**Adjournment:**

There being no further business to come before the membership, Mr. Keplinger adjourned the meeting at 1:58 p.m. The next meeting of the Membership will be held in June of 2019.

Minutes prepared by: R. Corey Clayborne, AIA, Executive Vice President

Minutes Reviewed by: S. Jeanne LeFever, AIA, Secretary