



# Small Firm Exchange

## AIA Member Group

Regional Representative Report / 2018 Q2

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### SFx Mission & Objectives

Advancing the mutual interests of architects practicing in small firms:

- Advocate for small firms within the AIA and in outside organizations and agencies
- Promote leadership in small firm professional development and practice
- Facilitate and support the local component round tables and small firm networks.

### Ohio Valley Region – Specific Notes

I am moving to a leadership role on the Small Firm Exchange. SFx is looking for a new regional representative for 2019-2021 from OVR. Please share this invitation with your chapters. Please email me your nominees.

### Advocacy

At SGN this year, SFx invited state components to participate in a SFx Lien Rights Awareness initiative. With lien rights different in each state, SFx asked states for local legal help in order to create a state-customized lien rights presentation. This presentation would be given by a SFx representative (or some other local leader) and that attorney. SFx is developing an initiative (specifically on behalf of small-firms members) to ask state components to consider working with a local broker to create a component “healthcare group.” Firms are struggling to afford healthcare; state AIA could help. AIA Portland is our current model. The AIA Trust is considering but running into state-specific differences. If you have small firm advocacy issues, reach out to the SFx Advocacy Workgroup.

### Leadership Development

SFx is supportive of the AIA GA Christopher Kelley Program expansion. For others interested in looking at a grassroots leadership development program for your chapter, check out the summaries of chapter programs at the SFx website. SFx is working on a curriculum for a possible national leadership program, as discussed at A'18 and 2018 Grassroots.

### A'18 / A'19 National Conference

SFx supported successful Professional Practice / ProSeries and Leadership Development oriented sessions at A'18. We are currently developing small-firm supportive sessions for A'19. We will publish sessions and activities being offered at A'19 of interest to small firm practitioners. The SFx Lounge will likely return near the A'19 Exhibit Hall; this lounge hosts various activities and serves as a central gathering place for attendees. We are also discussing possible A'19 tours of local architecture and/or areas of interest with the local AIA chapter.

### Small-Firm Outreach

Follow us using the links above. Sign up for our e-newsletter.

### Chapter Roundtables

Many components have created roundtables as a forum to discuss small firm administrative issues.

### Small-Firm Practice

SFx is seeking feedback on its [Business Plan Beta Template for Small Architectural Firms](#). The results of the SFx / SPP / CRAN survey can be found here: [Business Models for Small Architectural Firms](#).