

2019 Year in Review



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.

VISION

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

2019 REFLECTIONS

Reflecting on what might stand out as particularly satisfying from my year as AIA Virginia President, a series of moments come to mind. First, is having overseen the transition of AIA Virginia and The Branch Museum of Architecture and Design into two more clearly independent but mutually supportive organizations. Next, is seeing the growing presence and relevance of the Young Architects Forum, racing to the forefront across the state at AIA events, chapter meetings, and as a bold voice in our communities! And finally, having had the opportunity to be a part of the organization's leadership as the profession explores, discovers, and embraces the many facets of equity, diversity, and inclusion. I'm grateful to have been present as important steps were being taken, leaders emerging, and historic moments made. I feel lucky to have served at this time with the support of my fellow Board colleagues and staff.

With gratitude, _



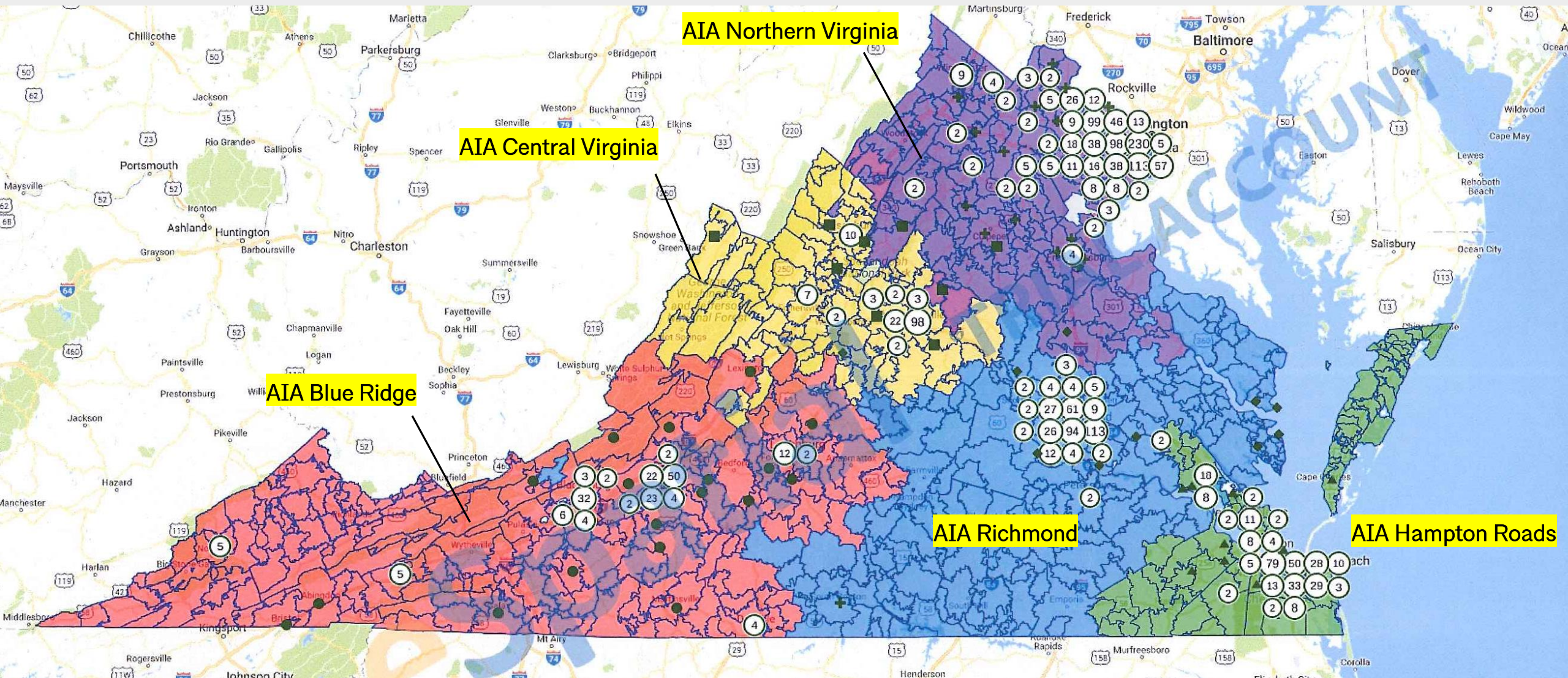
Rob V. Reis, AIA
2019 AIA Virginia President



Membership by the Numbers

WHERE ARE OUR MEMBERS?

AIA Virginia works in partnership with five local components to achieve its mission and pursue its vision. The five local components are AIA Blue Ridge, AIA Central Virginia, AIA Hampton Roads, AIA Northern Virginia and AIA Richmond. The below map illustrates where our members practice in Virginia.

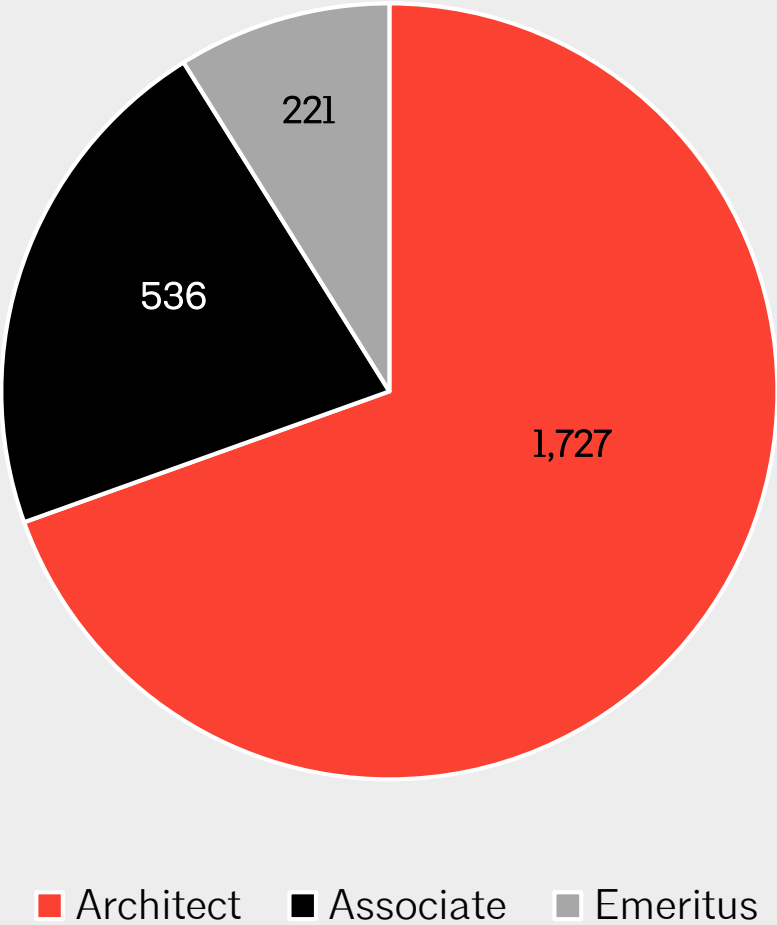


2019 TOTALS

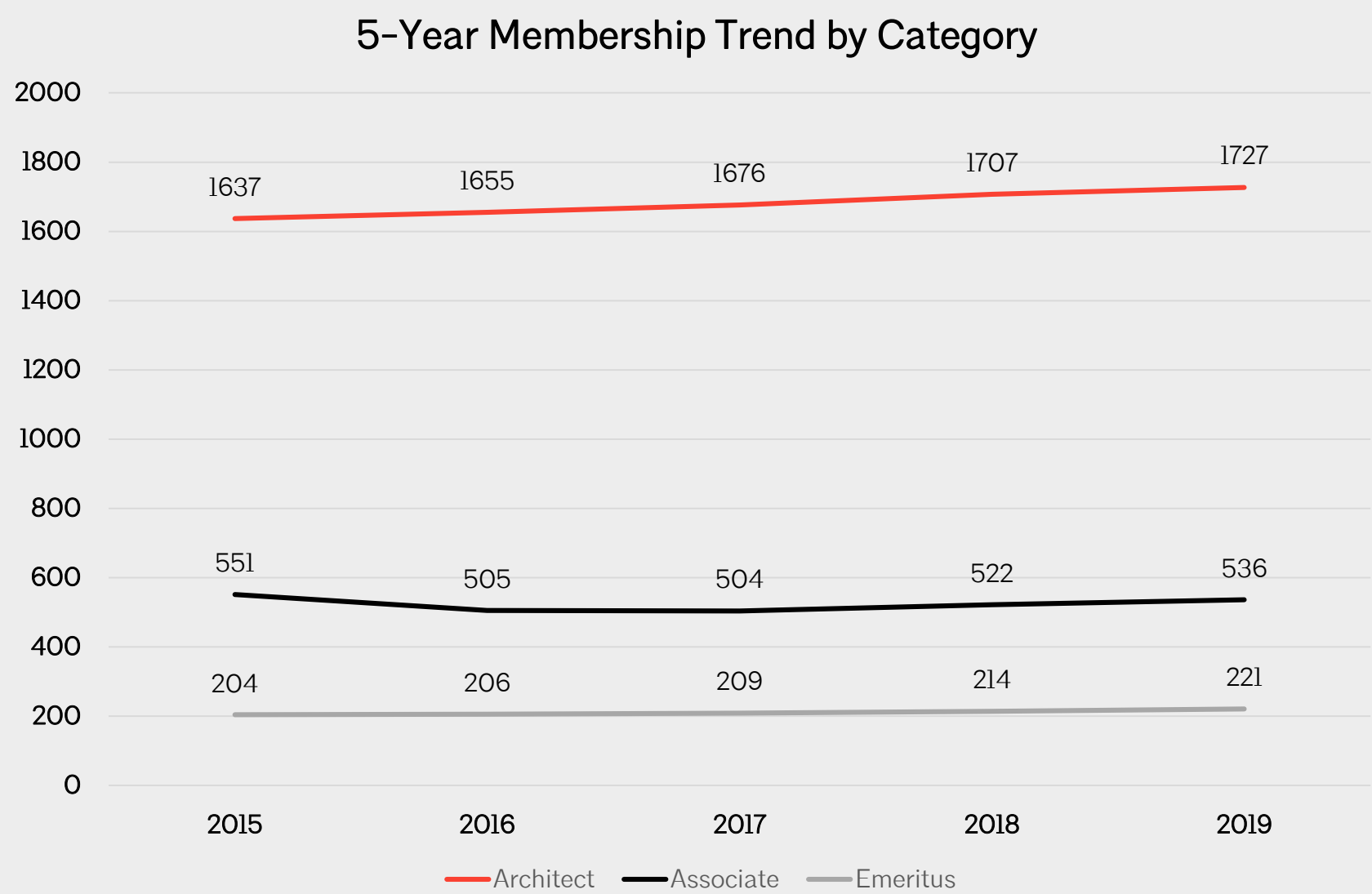
AIA Virginia’s membership in 2019 consisted of 2,484 members. This is the highest total in the last five years and a 1.7% increase in growth over 2018. The membership renewal rate for 2019 was 93.6% which is 1.2% higher than that of AIA National. Out of 2,965 resident licensed architects in Virginia, 65% are AIA Virginia members. This is slightly higher than the national average.

- Architects: 69.5%
- Associates: 21.5%
- Emeritus: 9%

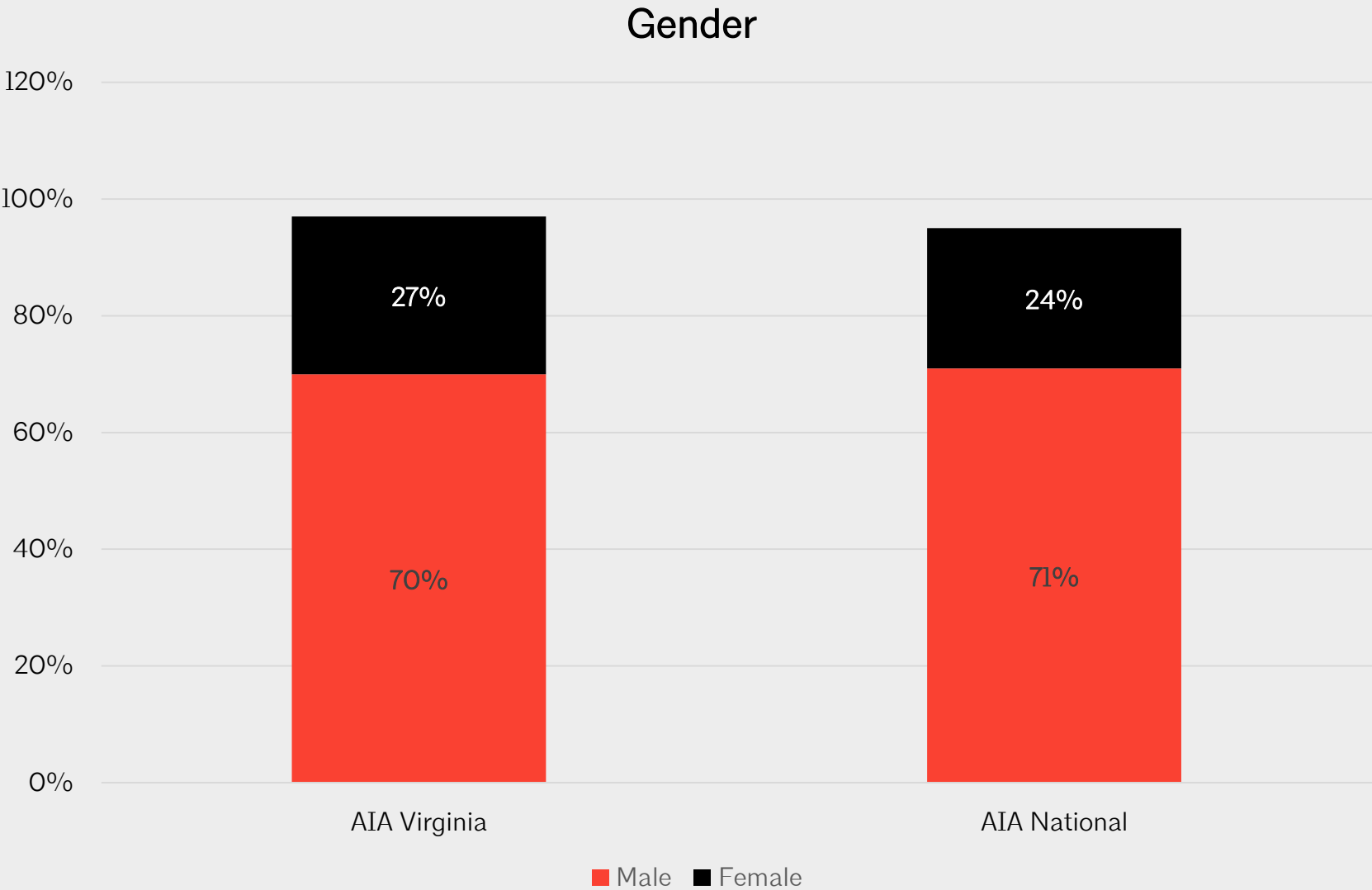
Membership by Category



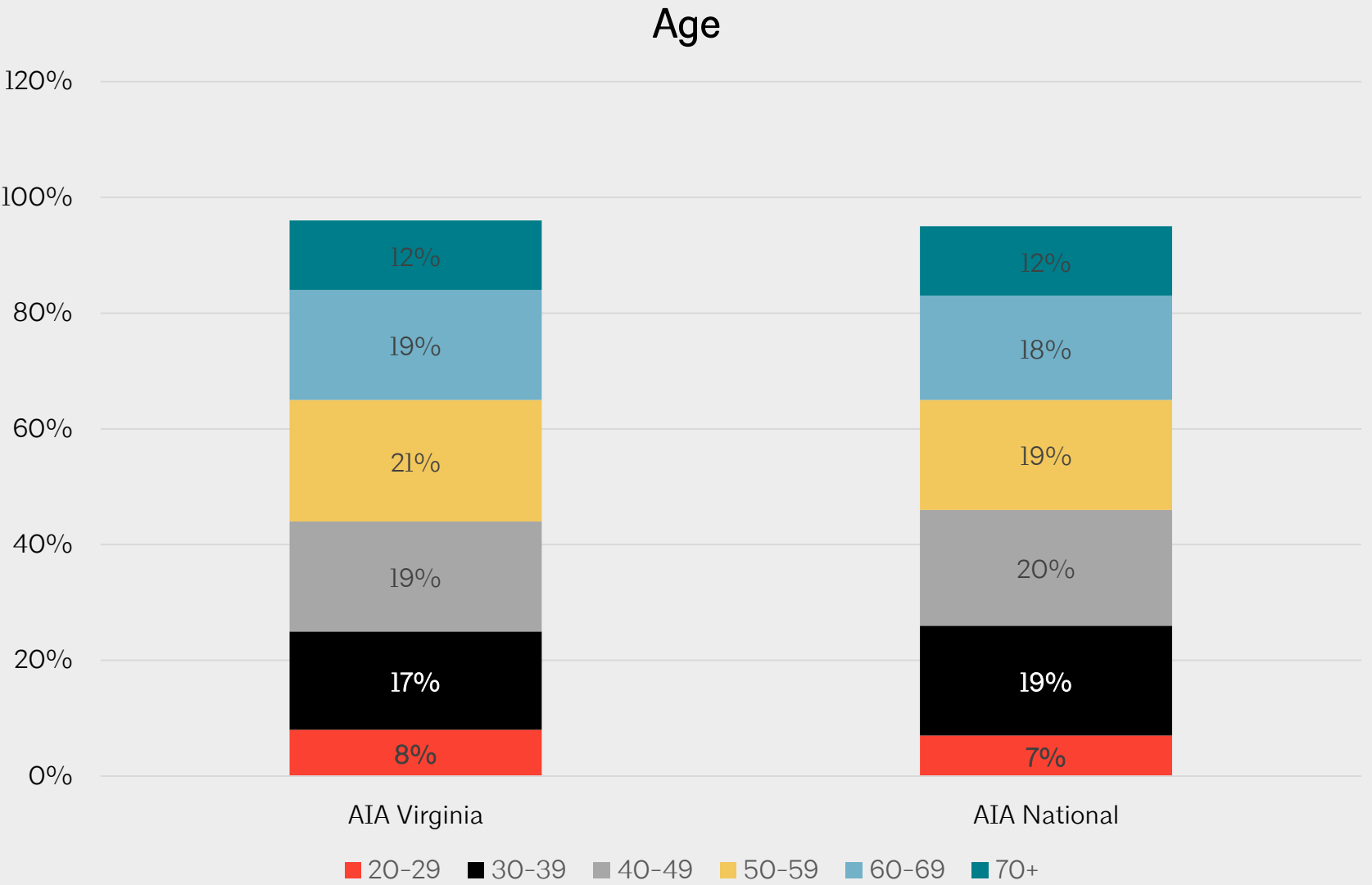
MEMBERSHIP TRENDS



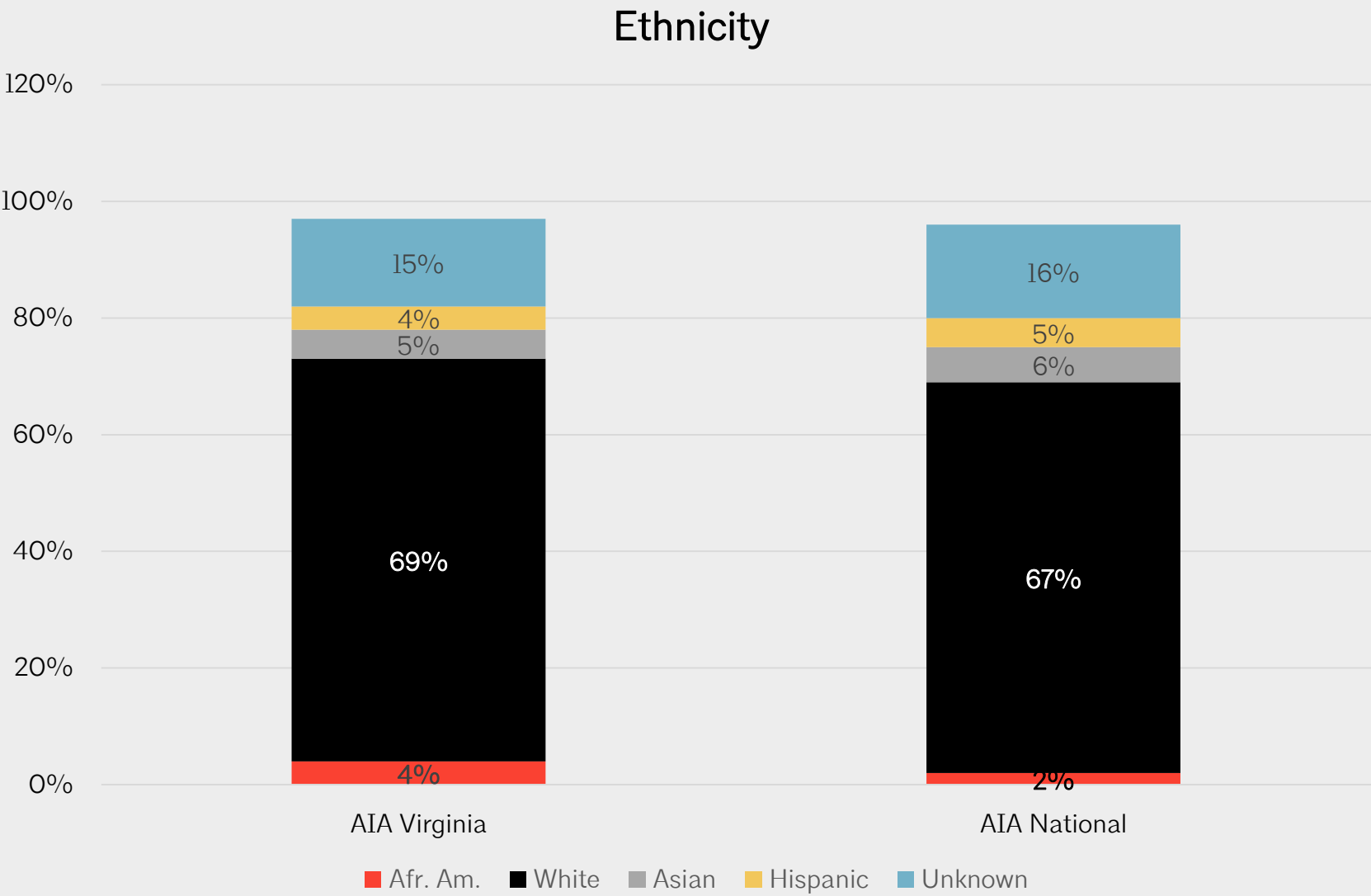
MEMBERSHIP DEMOGRAPHICS



MEMBERSHIP DEMOGRAPHICS



MEMBERSHIP DEMOGRAPHICS



Government Advocacy

AIA GRASSROOTS

AIA National's annual Grassroots conference was held during the first week of March in Washington, DC. Centered on the theme *People. Purpose. Partnership.*, the event brought together architects and chapter leaders from across the country for engaging discussions about the value of architecture in society.

On opening day, AIA Virginia representatives from all five local components were among the 605 architects that met with their Senators and Congressional Representatives on Capitol Hill. We emphasized supporting two related federal issues: first, a tax deduction that will increase energy efficiency in the built environment, and second, federal funding for school design and a clearinghouse to help officials design safer schools. In total, architects conducted meetings with 137 members of Congress and 337 Congressional staff representing 50 states.

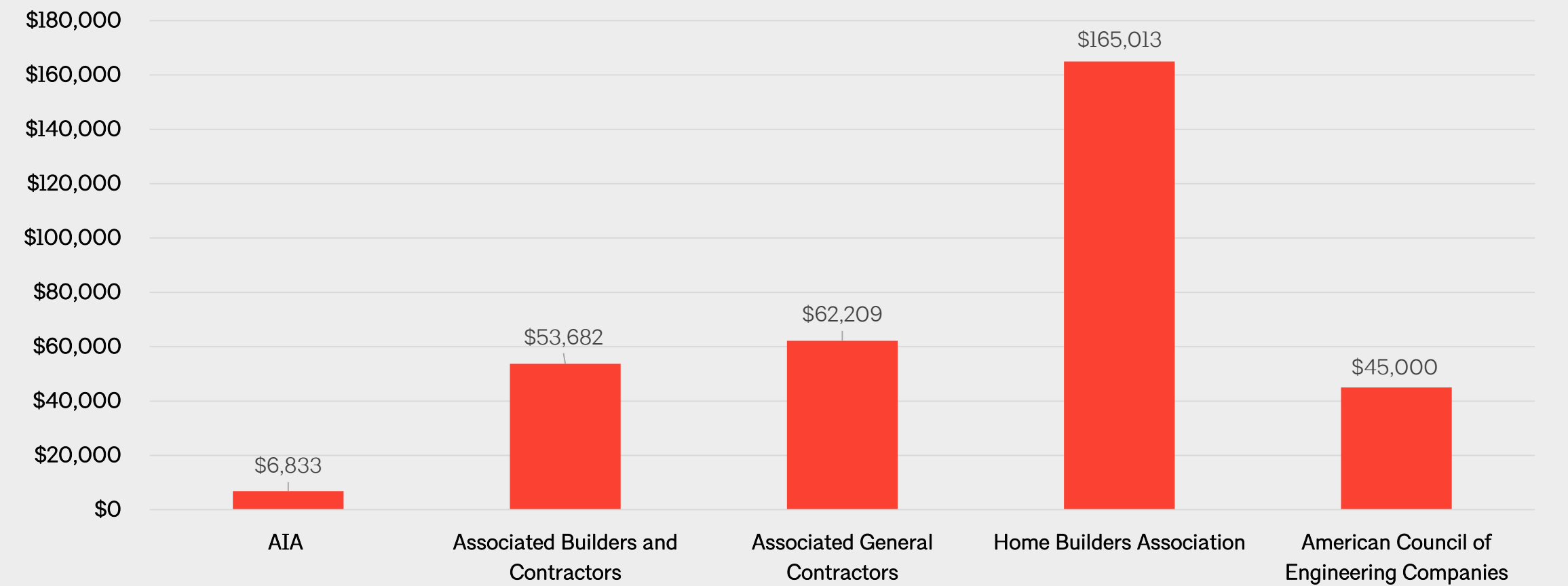
The conference was crowned by Pulitzer Prize-winning author, presidential historian, and Keynote Doris Kearns Goodwin delivering *Leadership: In Turbulent Times*.



SHIFTING THE PAC CULTURE

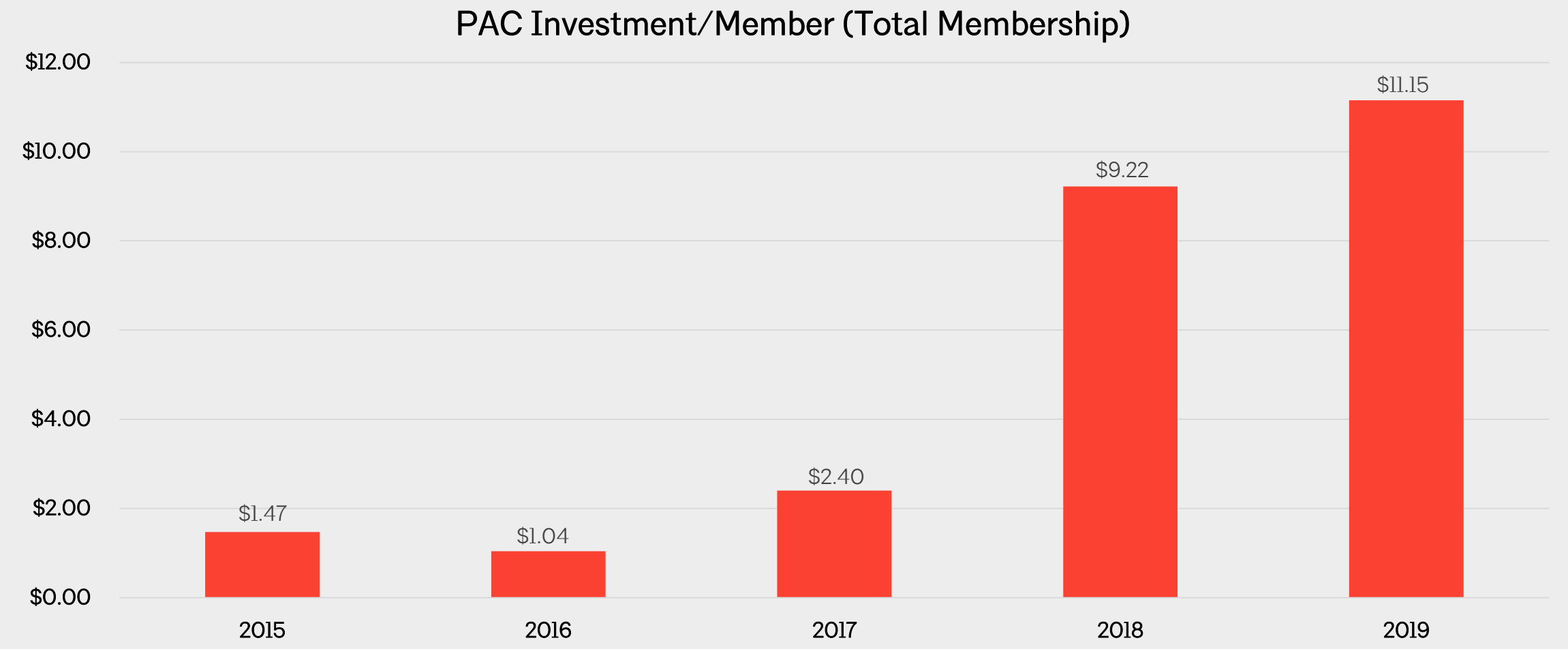
Like many professions and occupations, architects have interests that specifically impact our profession, practice, and our community. The legislative and regulatory environment is arguably the most important arena that impacts how we provide our professional services. We cannot have an influential voice without having relationships. As such, the Political Action Committee (PAC) allows us to build these necessary relationships. In 2017, the AIA Virginia membership contributed \$6,833 to the organization’s PAC. This was equivalent to **less than \$2.50 per member**. Our profession fell woefully below that of any other stakeholder organization with interests in the built environment.

2017 Virginia PACs by Industry



SHIFTING THE PAC CULTURE

In 2018, AIA Virginia implemented a multi-pronged strategy to communicate the value and importance of the PAC to members. As a result, member and firm investments grew significantly. This increased participation has allowed the organization to be proactive in legislative areas that will shape healthy vibrant communities including resiliency, mass transit, environmental responsibility, broadband access, and affordable housing to name a few. Last year, the PAC funds raised was equivalent to **over \$11 per member!**



GENERAL ASSEMBLY KEY ACCOMPLISHMENTS

The key legislative priority in 2019 was successfully passing HB 2198 which closed the Qualifications Based Selection “loophole” that was being exploited in the statute. In addition, AIA Virginia served as a key resource on design to the Select Committee on School Safety that was organized by House Speaker, Kirk Cox (R – Colonial Heights). Due to your support, AIA Virginia was able to increase its exposure to legislators and claim the following key accomplishments during the 2019 General Assembly :

- **HB 2198 – Del. Gilbert (R – Shenandoah)**
Closed the Qualifications Based Selection “loophole” in the Virginia Public Procurement Act that allowed local governments to select design professionals based on fees
- **HB 1738 – Del. Rush (R – Christiansburg)**
Added language to bill that requires all school projects to be reviewed for security and crime prevention through building design techniques
- **HB 2804 – Del. LaRock (R – Loudoun)**
Defeated a bill that would have required design professionals working for state agencies to install software to track the number of hours worked on a project using a computer
- **HB 1796 Del. Cole (R – Stafford) and HB 2072 Del. Bell (D – Loudoun)**
Defeated bills that would have allowed public bodies to conduct negotiations simultaneously with top two ranked offerors and ask for fee during the RFP phase
- **SJ 277 – Sen. Sturtevant (R – Chesterfield)**
Endorsed making the first week in September “Resiliency Week” each year
- **Virginia Telecommunications Initiative – Commonwealth Connect**
Signed onto Commonwealth Connect which advocated for increased funding for broadband in rural Virginia; the budget item increased from \$4M to \$20M



LOOKING AHEAD

AIA Virginia will continue to work on important issues like school safety, sustainability, and affordable housing. In addition, we will have two key priority issues in the 2020 General Assembly:

Statute of Limitations

Advocate in partnership with ACEC and AGC in passing legislation that will place a finite statute of limitations for design and construction contracts performed for the Commonwealth of Virginia including institutes of higher education.

Duty to Defend

We will co-lead this bill with ACEC to make the “duty to defend” requirement in indemnification clauses void and not permitted in public contracts for design services. Often, this language is uninsurable for design professionals.



Professional Excellence

ART OF PRACTICE

Current and future firm leaders from across the Commonwealth converged on March 22nd at the Winery at Bull Run for the second biennial Art of Practice summit. The event allowed participants to cultivate leadership skills, identify solutions to common business problems, and make connections that fuel collaboration across the profession. The program consisted of the following sessions in a relaxed setting:

- Advanced Communication Training
- 2019 Economic Forecast
- Lunchtime Roundtable Discussions
- Employee Recruitment and Retention
- Moderated Leadership Transition Panel Discussion



ARCHITECTURE EXCHANGE EAST

Architecture Exchange East was held on Nov. 6-8 at the Greater Richmond Convention Center. The conference continues to be the mid-Atlantic's largest annual educational event and expo with more than 60 educational sessions, behind-the-scenes architectural tours, engaging special events, and cutting-edge vendors. This year's program was curated to bring together the brightest minds and most engaging speakers to explore the theme of Culture.

To reinforce this theme, the General Session was anchored by three dynamic keynote speakers:

- Dwayne Oyler of Oyler Wu Collaborative (Los Angeles, CA)
- Pascale Sablan, AIA of S9ARCHITECTURE and Beyond the Built Environment (New York, NY)
- Patricia Gruits, AIA of MASS Design Group (Boston, MA)



VISIONS FOR ARCHITECTURE

Architecture Exchange East culminated with Visions for Architecture, AIA Virginia's annual Honors and Awards Gala. Visions celebrates the achievements of those whose work makes especially strong contributions to society and celebrates the recipients of AIA Virginia's Honors Awards and the Awards for Excellence in Architecture. This year, the special event was held in the River City Ballroom at the historic Hilton Downtown Richmond.



AIA VIRGINIA PRIZE COMPETITION

Held annually near the start of the school year, students from Hampton University, Virginia Tech, The Washington-Alexandria Architecture Center, and the University of Virginia spend the weekend designing a response to a problem created by faculty from one of Virginia's architecture schools. Students convened on January 25 to begin the competition. The brief challenged students to design a Pop-Up Café with a small kitchen, short-term supply storage, and a dining counter for standing and sitting customers. Students were asked to consider the energy, water, and waste flows in their solutions.

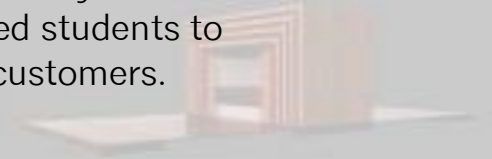
The 2019 Honorees were as follows:

- **Winner:** Jackson Reed of Virginia Tech (Award: \$3,000)
- **Best of School Award for Hampton University:** Julian Washington (Special Jury Award: \$500)
- **Best of School Award for the University of Virginia:** Taha Suhrawardy
- **Best of School Award for Washington-Alexandria Architecture Center:** Meredith Sattler
- **Honorable Mention:** Mengzhe Ye and Weiran Jing (UVA), Gary Garner (HU), Juan Urey Fernandez (WAAC), Andy Merida (VT), Kirt Hilker (VT), and Anna Fletcher (VT)



MOBILITY

The structure is designed to be easily moved and reconfigured. It is made of modular units that can be stacked and rearranged to create different shapes and sizes. The structure is designed to be easily moved and reconfigured. It is made of modular units that can be stacked and rearranged to create different shapes and sizes.



ADAPTABILITY

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SHELTER

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STRUCTURE

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EMERGING LEADERS IN ARCHITECTURE

Launched in 2009, the Emerging Leaders in Architecture is an intensive, year-long program intended to accelerate the careers of Virginia's emerging professionals. A small cadre of 16 participants are selected annually for their potential to be outstanding contributors to the profession and the community.

The 2019 class project was based in Northern Virginia and examined the amount of office space in the region. With a total inventory of nearly 120 million square feet, Fairfax County is the second-largest suburban office market in the United States. In addition, much of this stock is over 20 years old. In Arlington County, every percentage point increase in commercial vacancy equates to \$3.4M less in county tax revenue. Demolition may be justified in many cases, but the prompt to the class project was:

“are there more creative approaches to repurpose the existing building stock?”



ACE JOINT OWNER FORUMS

ACE (Architects | Contractors | Engineers) Joint Owner Forums are a partnership with the Virginia components of the American Council of Engineering Companies and the Associated General Contractors. Created in 2018, the forums focus on connecting members with those that hire them (Owners) to engage in dialogue around industry best practices. In 2019, we focused on engaging local government stakeholders and held these events in Richmond, Norfolk, Arlington, and Roanoke. It is anticipated that the forums in 2020 will be centered around health care.





SAFETY ASSESSMENT PROGRAM (SAP)

The Safety Assessment Program (SAP) is managed by the California Office of Emergency Services and serves as the AIA's all-hazards post-disaster training. In 2019, AIA Virginia held two SAP trainings bringing the total number of program participants to 137 in the last two years. Through a Memorandum of Understanding with Virginia's Department of Emergency Management and Department of Professional and Occupational Regulation, AIA Virginia is positioned as a resource to communities that can send trained professionals to perform rapid building assessments after a natural disaster.

In addition, the Disaster Assistance Committee, created as a standing committee in the Bylaws in 2018, focused its efforts on the development of draft Policies and Procedures for Deployment after a natural disaster.

Outreach

COMMUNITY DINNERS

In September of 2019, AIA Virginia hosted its first Community Dinner in Richmond. Each dinner, which will take place in cities around Virginia, is intended to forge relationships between architects and community-influencers by bringing them together over dinner for conversations around community. Throughout dinner, everyone shared their individual perspective on the meaning of community and what challenges needed to be overcome. When asked how architects at the table could be a resource to the community, a truly meaningful conversation took place.

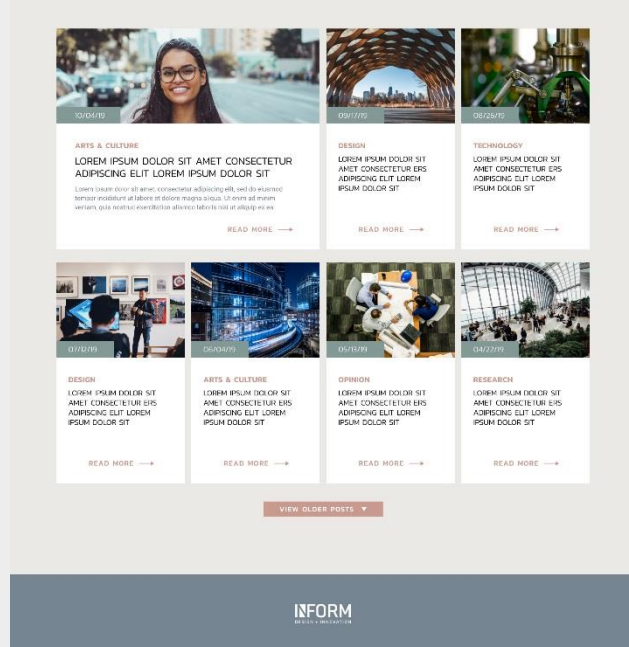
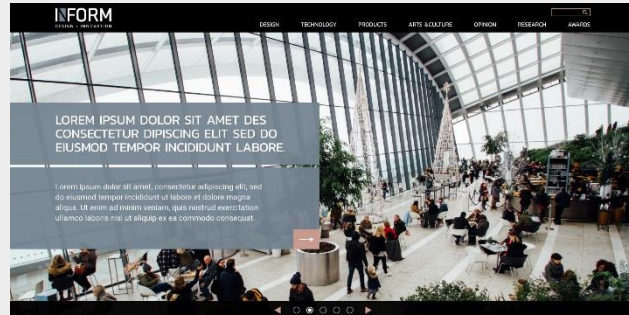
The following community-influencers joined area Architects for dinner:

- Mayor's Chief of Staff
- Director of Economic Development
- A Member from City Council
- Director of Planning
- Vice President of Real Estate of Better Housing Coalition
- Deputy Chief of Police
- Assistant Director of the Virginia Department of Housing and Community Development
- Virginia Commonwealth University Associate VP of Facilities



INFORM

DESIGN + INNOVATION



INFORM DIGITAL PUBLICATION

In 2019, we spent a considerable amount of time re-imagining *Inform Magazine* as a digital publication that celebrates Virginia's rich culture of design and the diverse individuals who shape it. *Inform* will live at the intersection of designers and clients, serving as a nexus for idea-exchange and relationship cultivation. We will profile projects and designers, as well as the research and products that help them realize their vision.

The rebranding of *Inform* was completed by 903 Creative. Web development is complete and content curation is in its initial stages. The first issue of *Inform* is anticipated for a Spring 2020 release.

FIRM DIRECTORY

The AIA Virginia Firm Directory was launched in April 2019. It is designed to connect clients with architecture firms that meets their needs. Users can search by firm name, ZIP code, distance, and areas of practice. This resource is free to firms with an office in Virginia and an AIA Virginia member Principal.

<https://www.aiava.org/firms>

Member Services

ONBOARDING NEW MEMBERS

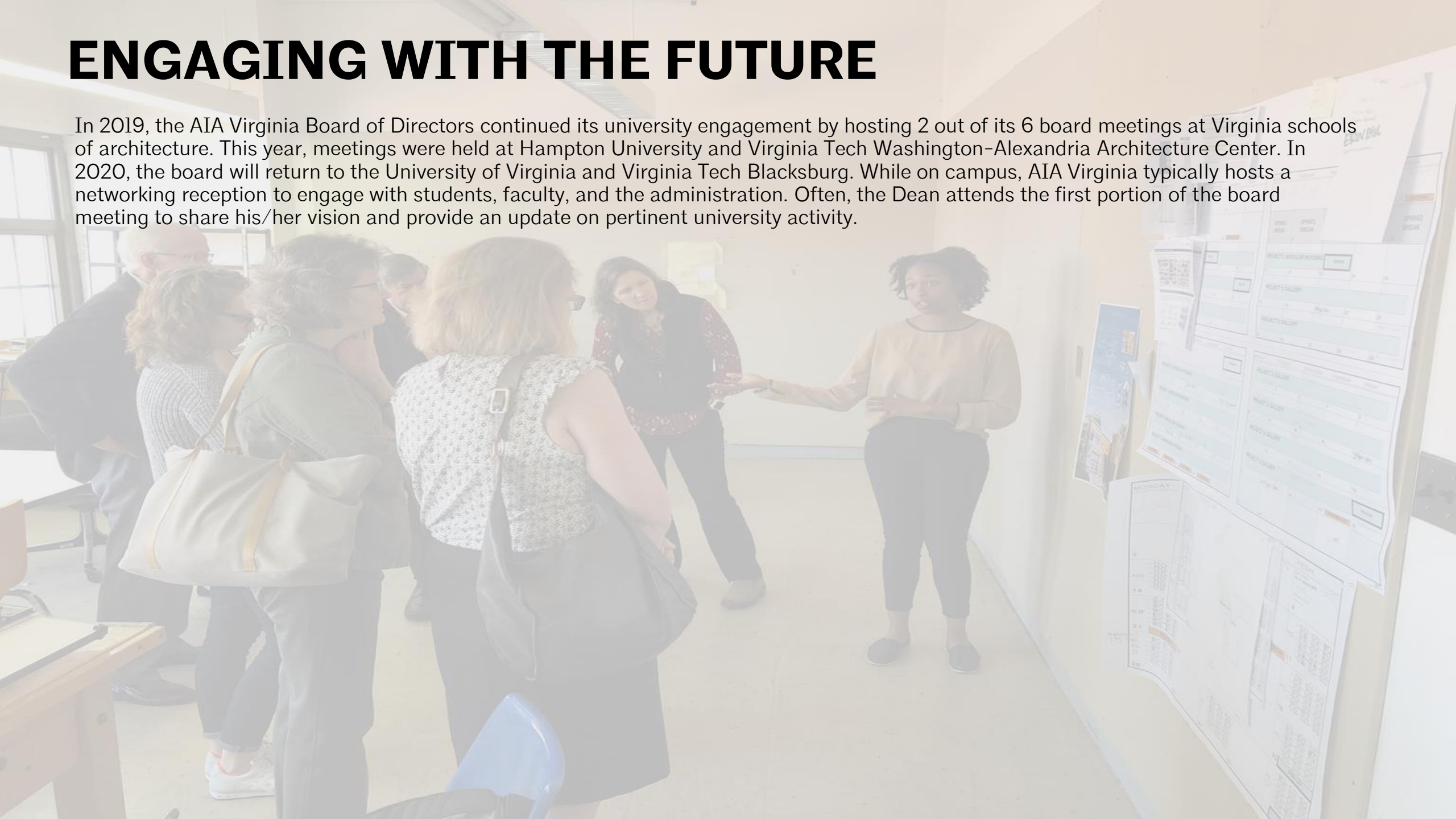
Upon becoming a member of AIA Virginia, one's first experience is with our Director of Member Services. It is our goal to make sure you have the resources you need to be great at what you do. Welcome packets and onboarding resources were sent to all new members and new transfers.

In addition, as part of the AIA Virginia family, it is our desire to recognize special accomplishments. We sent congratulatory notes to all new licensees and acknowledge EVERYONE's birthday. Without our members, AIA Virginia would not exist.



ENGAGING WITH THE FUTURE

In 2019, the AIA Virginia Board of Directors continued its university engagement by hosting 2 out of its 6 board meetings at Virginia schools of architecture. This year, meetings were held at Hampton University and Virginia Tech Washington-Alexandria Architecture Center. In 2020, the board will return to the University of Virginia and Virginia Tech Blacksburg. While on campus, AIA Virginia typically hosts a networking reception to engage with students, faculty, and the administration. Often, the Dean attends the first portion of the board meeting to share his/her vision and provide an update on pertinent university activity.



VIRGINIA VALUES VETERANS (V3) PARTNERSHIP

The Virginia Values Veterans (V3) program is a free training and certification program for employers to help them implement nationally recognized best practices in recruiting, hiring, and retaining highly-skilled and dependable veterans. The V3 program is an official Commonwealth of Virginia program that is organized under the Virginia Department of Veterans Services.

This year, AIA Virginia partnered with the Commonwealth with the goal of ensuring every veteran in a Virginia school of architecture has a summer internship. Four firms have agreed to participate. The first cohort of internships will be Summer of 2020.



AIA
Virginia



Virginia Department of Veterans Services

Strategic Plan 2020–2022 Update

THE PROCESS

During the last strategic planning cycle (2017–2020), the Board of Directors developed a series of strategies to become a model of a strong nonprofit and vibrant membership organization. These strategies were anchored by the consequential decision to phase out supplemental dues, to suspend the physical publication of Inform Magazine, and to transition AIA Virginia and The Branch Museum of Architecture and Design toward independence.

The new 2020–2022 Strategic Plan was researched and developed by the Board of Directors and staff throughout 2019. The planning process included the engagement of the following stakeholder groups and resources: Member and Non-Member Surveys, Past Presidents of AIA Virginia, Allied Members, Firm Leaders, Board and Staff, and the AIA National Strategic Plan Update (to be adopted in 2020).

The Strategic Plan is a “living document” that will guide the decisions and allocation of organizational resources for the next three years.



2020-2022 STRATEGIC PLAN GOALS

The following six goals represent the underlying themes that emerged from various stakeholder groups and will guide our organization's resource allocation:

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



REMAINING STEPS

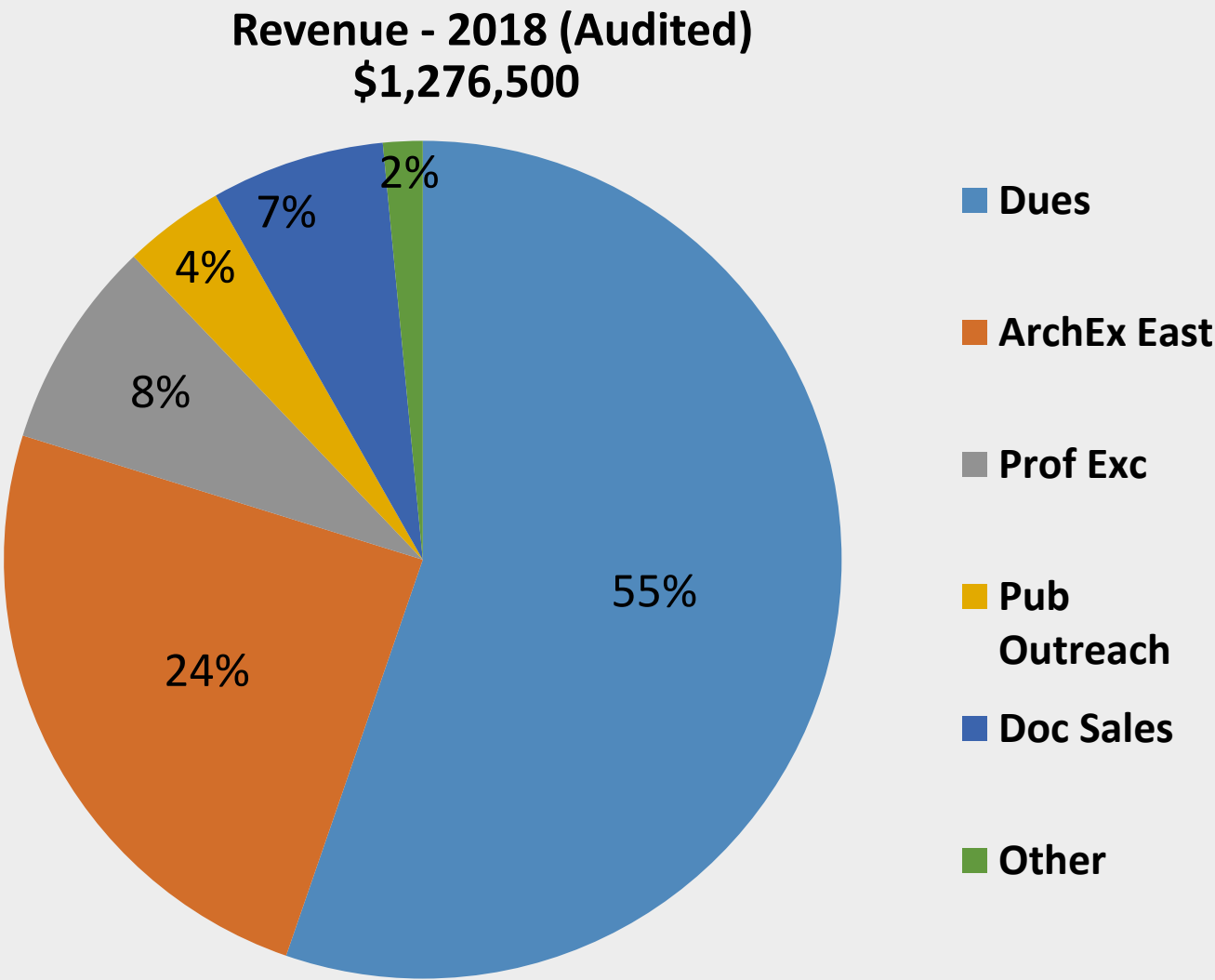
- Board of Directors Reviewed “Near Final” 2020-2022 Strategic Plan at its December Board Meeting
- Obtain Consensus from Incoming 2020 Directors
- Finalize 2020-2022 Strategic Plan in January and February
- Board vote to adopt 2020-2022 Strategic Plan at its first meeting of 2020 (February)

2019 Financials

REVENUES

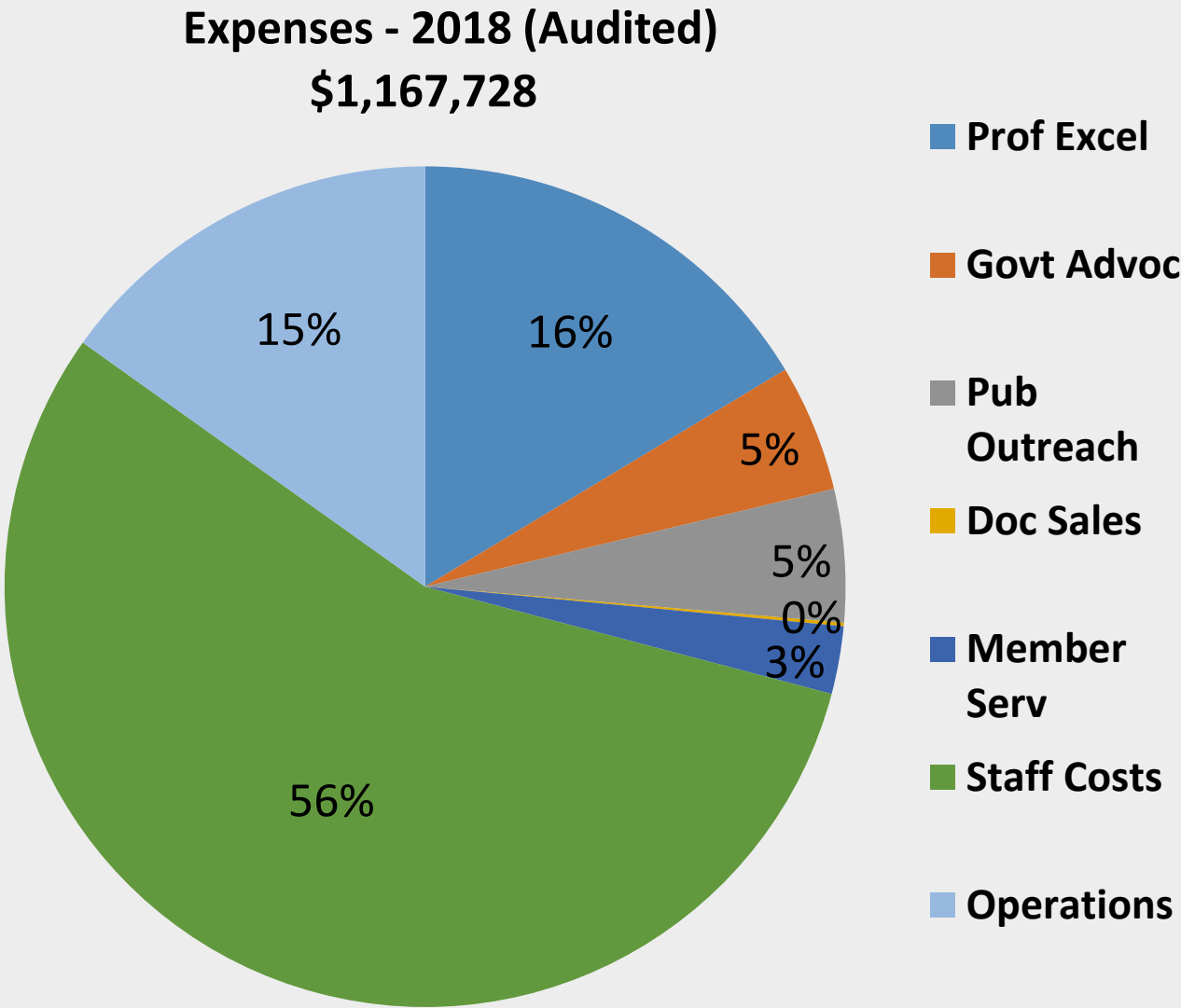
The 2018 audited financials cover the fiscal year that commenced on July 1, 2017 and ended on June 30, 2018.

During this period, AIA Virginia received \$1,276,500 in revenue. Membership dues and Architecture Exchange East consisted of 79% of this figure. The remaining revenue received came from various activities which include education (Professional Excellence), contract document sales, outreach initiatives and so forth.



EXPENSES

The expenses during this period equated to \$1,167,728. As demonstrated on the pie-chart, just over 70% of costs are attributed to staff and operations. The next expense of significance is education (Professional Excellence) of which most of the costs belong to Architecture Exchange East. The cost of purchasing AIA Contract Documents, for resale, is less than 1% of the organizations total budget.



BALANCE SHEET

The financials for the 2019 fiscal year (July 1, 2018 – June 30, 2019) are audited in December of 2019. The Balance Sheet as of September 30, 2019 demonstrates the financial position of AIA Virginia at that date and time.

AIA Virginia				
Balance Sheet at September 30, 2019				
(excluding PAC)				
(unreviewed)				
Description		Amount		%
ASSETS				
Cash		\$ 245,845		67%
Putnam Investments		\$ 56,664		15%
Receivables		\$ 7,001		2%
Inventory		\$ 16,323		4%
Prepaid Expenses		\$ 11,452		3%
	Current Assets	\$ 337,285		92%
Fixed Assets (net)		\$ 30,975		8%
	TOTAL ASSETS	\$ 368,260		100%
LIABILITIES & EQUITY				
Accounts Payable		\$ -		0%
Notes Payable		\$ 15,933		4%
Accrued Expenses		\$ 645		0%
Deferred Revenue		\$ 2,250		1%
	Total Liabilities	\$ 18,828		5%
Fund Balances		\$ 294,624		80%
Year-to-Date Net Earnings		\$ 54,808		15%
	Total Equity	\$ 349,432		95%
	TOTAL LIABILITIES & EQUITY	\$ 368,260		100%

Our State and Regional Leaders

2019 BOARD OF DIRECTORS



President: Rob Reis, AIA | **President-Elect:** Beth Reader, FAIA | **Vice Presidents:** Sean Reilly, AIA | Lynden Garland, AIA | Dan Zimmerman, AIA | Rebecca Edmunds, AIA | **Treasurer:** Mitch Rowland, AIA | **Secretary:** Jeanne LeFever, AIA | **Immediate Past President:** Eric Keplinger, AIA | **Executive Vice President:** Corey Clayborne

Directors: Husain Alam, AIA | Liz Sloan, AIA | Krystal Anderson, AIA | Anca Lipan, AIA | Lou Wolf, AIA | Tee Ellis, AIA | Scott Campbell, AIA | Karen Conkey, AIA | John Burns, AIA | Spencer Lepler, AIA | Eliza Engle, AIA | Maury Saunders, AIA | Stephen Wakeman, AIA | Gina Robinson, Assoc. AIA | Phoebe Crisman, AIA | Robert Dunay, FAIA | Robert Easter, AIA

REGIONAL ASSOCIATE DIRECTOR

Jeffrey Butts, Assoc. AIA of Hanbury (AIA
Hampton Roads)

jbutts@hewv.com

- 2019-2020 term on the AIA National Associates Committee

The National Associates Committee serves Associate members in advancing their careers by promoting mentorship, fellowship, licensure, advocacy, and service.



YOUNG ARCHITECTS REGIONAL DIRECTOR

Allie Ditzel, AIA of HGA (AIA Northern Virginia)

aditzel@hga.com

Elected in November 2019

- 2020-2022 term on the AIA Young Architects Forum

The Young Architects Forum serves Architect members who have been licensed 10 years or less providing resources on leadership, mentorship, and fellowship useful to those launching their careers.



COLLEGE OF FELLOWS REGIONAL REPRESENTATIVE

Valerie Hassett, FAIA of Studio at Valerie
Hassett (AIA Northern Virginia)

studio@valeriehassett.com

- 2018-2020 term representing the region
with the College of Fellows

The College of Fellows seeks to stimulate a sharing of interests among Fellows, promote the purposes of the Institute, advance the profession of architecture, mentor young architects, and be of ever-increasing service to society.



REGIONAL REPRESENTATIVE TO THE STRATEGIC COUNCIL

Brian Frickie, AIA of Kerns Group Architects
(AIA Northern Virginia)
bfrickie@kernsgroup.com

- 2017-2019 term representing the region with the Strategic Council

The Strategic Council serves as AIA's "Think Tank" and focuses entirely on big-picture, futurist-type thinking about the future of architects and architecture and the AIA's opportunities to prepare for that future proactively.



ARCHITECT LICENSING ADVISOR

Michael Hammon, AIA of Glave & Holmes (AIA
Richmond)

mhammon@glaveandholmes.com

The Architect Licensing Advisor (ALA) is appointed by the AIA Virginia Board to represent Virginia nationally at the NCARB Architect Licensing Advisory Summit. This position serves as a resource for those completing the Architect Experience Program (AXP) and taking the Architect Registration Exam (ARE). The ALA is formally trained by NCARB and AIA on the AXP and ARE best practices.



Thank You.