



**Association of  
Licensed Architects**

**National Board Meeting – February 16, 2016**

ALA Office

One E. Northwest Hwy.

Palatine, IL 60067 847-382-0630

Time: 5:30 pm CST

**BOARD MEETING AGENDA  
Tuesday, February 16, 2016**

1. Call to Order, Roll Call & presentation of Agenda – Jeff Budgell
2. Minutes – Mark Spann, Secretary
  - A. Approval – Minutes from November 10<sup>th</sup>, 2015 Board meeting
  - B. Approval – Minutes from Annual Meeting December 8<sup>th</sup>, 2015
3. Financial Report – Pat Harris, Treasurer
  - A. Approval – Financial reports October, November, December and Year End, 2015, January 2016
4. President's Report – Jeff Budgell (20 min.)
  - A. General Comments 2015/2016
  - B. Naylor sales
  - C. Committee for Consideration of an ALA Scholarship or Foundation entity
  - D. General Finances
5. Committee Reports (20 min)
  - A. Education – Lew Wilson
  - B. Finance – Pat Harris
  - C. Marketing – Jeff Whyte
6. Executive Director's Report – Joanne Sullivan (10 min.)
  - A. Financial Highlights
  - B. 2015 Membership
  - C. Programs/Conference
7. Chapter Reports (35 min.)
  - A. Minnesota –Russell Peterson
  - B. Wisconsin – Koz
  - C. Indiana – Jeffery Stoner
  - D. Illinois – Michael Coan
  - E. Missouri – Bill Watkins
  - F. Ohio – Bob Davidson

Adjourn: 7:30 PM CST

Next Board Mtg. – Tuesday, April 19th

**\*\*\*Association of Licensed Architects - National  
Balance Sheet Detail  
As of October 31, 2015**

Type	Date	Num	Name	Original Amount	Balance
<b>ASSETS</b>					90,585.18
<b>Current Assets</b>					90,585.18
<b>Checking/Savings</b>					90,585.18
<b>American Chartered Bank</b>					90,585.18
Deposit	10/01/2015			905.00	91,490.18
Deposit	10/01/2015			545.00	92,035.18
Deposit	10/04/2015			2,531.00	94,566.18
Deposit	10/04/2015			2,041.00	96,607.18
Deposit	10/05/2015			2,913.00	99,520.18
Deposit	10/06/2015			56.00	99,576.18
Deposit	10/07/2015			1,519.00	101,095.18
Deposit	10/07/2015			289.00	101,384.18
Deposit	10/08/2015			1,391.00	102,775.18
Deposit	10/08/2015			28.00	102,803.18
Deposit	10/08/2015			2,930.67	105,733.85
Deposit	10/08/2015			550.00	106,283.85
Deposit	10/08/2015			80.00	106,363.85
Deposit	10/09/2015			1,520.00	107,883.85
Deposit	10/09/2015			80.00	107,963.85
Deposit	10/15/2015			4,700.00	112,663.85
Deposit	10/15/2015			1,405.00	114,068.85
Check	10/16/2015	2735	Katherine D Johnson	-330.00	113,738.85
Check	10/16/2015	2736	Brittney Kitchen	-550.00	113,188.85
Check	10/16/2015	2737	Golf Club of Illinois	-300.00	112,888.85
Check	10/16/2015	2738	Excalibur Technology	-295.20	112,593.65
Check	10/16/2015	2739	Purchase Power	-32.22	112,561.43
Check	10/16/2015	2740	Barrington Print & Copy, Inc.	-47.00	112,514.43
Check	10/16/2015	2741	Linda Hamann	-183.99	112,330.44
Check	10/16/2015	2742	Royle Printing	-6,920.86	105,409.58
Check	10/16/2015	2743	TelePro Managed Services, Inc.	-661.51	104,748.07
Check	10/16/2015	2744	The Garlands of Barrington	-241.31	104,506.76
Check	10/16/2015	2745	East-Teck Office Solutions, Inc.	-281.39	104,225.37
Check	10/16/2015	2746	The Bank of Holland	-789.35	103,436.02
Check	10/16/2015	2747	MCS	-13,611.77	89,824.25
Check	10/16/2015	2748	Timberlake Association Solutions, Inc.	-129.00	89,695.25
Check	10/16/2015	2749	Palatine Properties Ltd. Partnership	-1,175.00	88,520.25
Check	10/16/2015	2750	Nataliya Kuguk	-60.00	88,460.25
Check	10/16/2015	2751	The Hanover Insurance Group	-126.50	88,333.75
Check	10/16/2015	2752	Sabo and Zahn	-13.00	88,320.75
Check	10/16/2015	2753	J. Sullivan and Associates	-25,812.92	62,507.83
Deposit	10/17/2015			285.00	62,792.83
Deposit	10/17/2015			40.00	62,832.83
Deposit	10/20/2015			250.00	63,082.83
Deposit	10/22/2015			1,395.00	64,477.83
Deposit	10/22/2015			975.00	65,452.83
Deposit	10/22/2015			155.00	65,607.83
Deposit	10/23/2015			2,050.00	67,657.83
Deposit	10/23/2015			2,610.00	70,267.83
Deposit	10/28/2015			275.00	70,542.83
Deposit	10/30/2015			125.00	70,667.83
Deposit	10/31/2015			180.00	70,847.83
Deposit	10/31/2015			765.00	71,612.83
Check	10/31/2015			-879.75	70,733.08
Deposit	10/31/2015			8.71	70,741.79
<b>Total American Chartered Bank</b>					<b>70,741.79</b>
<b>Total Checking/Savings</b>					<b>70,741.79</b>
<b>Total Current Assets</b>					<b>70,741.79</b>
<b>TOTAL ASSETS</b>					<b>70,741.79</b>
<b>LIABILITIES &amp; EQUITY</b>					<b>0.00</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>					<b>0.00</b>

**\*\*\* Association of Licensed Architects - National  
Balance Sheet Detail  
As of November 30, 2015**

Type	Date	Num	Name	Original Amount	Balance
<b>ASSETS</b>					70,985.65
<b>Current Assets</b>					70,985.65
<b>Checking/Savings</b>					70,985.65
<b>American Chartered Bank</b>					70,985.65
Deposit	11/02/2015			2,555.00	73,540.65
Check	11/03/2015	2754	Drury Lane - Oakbrook	-36,880.21	36,660.44
Check	11/03/2015	2755	Drury Lane - Oakbrook	-500.00	36,160.44
Check	11/03/2015	2756	Geoffrey Baer	-2,000.00	34,160.44
Deposit	11/04/2015			1,025.00	35,185.44
Deposit	11/04/2015			255.00	35,440.44
Deposit	11/08/2015			760.00	36,200.44
Deposit	11/08/2015			186.80	36,387.24
Deposit	11/11/2015			330.00	36,717.24
Deposit	11/13/2015			1,310.00	38,027.24
Deposit	11/13/2015			165.00	38,192.24
Deposit	11/19/2015			4,876.75	43,068.99
Deposit	11/19/2015			5,466.80	48,535.79
Deposit	11/19/2015			850.00	49,385.79
Deposit	11/21/2015			350.00	49,735.79
Deposit	11/21/2015			245.00	49,980.79
Check	11/23/2015	2757	Purchase Power	-59.97	49,920.82
Check	11/23/2015	2758	Image Grill	-500.00	49,420.82
Check	11/23/2015	2759	The Hanover Insurance Group	-132.50	49,288.32
Check	11/23/2015	2760	Medinah Country Club	-10,793.76	38,494.56
Check	11/23/2015	2761	Chemical Bank	-789.35	37,705.21
Check	11/23/2015	2762	Linda Hamann	-193.15	37,512.06
Check	11/23/2015	2763	Masonry Contractors Assoc. of St. Louis	-314.00	37,198.06
Check	11/23/2015	2764	Timberlake Association Solutions, Inc.	-129.00	37,069.06
Check	11/23/2015	2765	East-Teck Office Solutions, Inc.	-173.48	36,895.58
Check	11/23/2015	2766	Barrington Print & Copy, Inc.	-331.95	36,563.63
Check	11/23/2015	2767	Midwest Type & Imaging	-1,056.50	35,507.13
Check	11/23/2015	2768	Nataliya Kuguk	-60.00	35,447.13
Check	11/23/2015	2769	Frank J. Pavlica	-375.00	35,072.13
Check	11/23/2015	2770	Awards Plus	-471.90	34,600.23
Check	11/23/2015	2771	J. Sullivan and Associates	-13,822.02	20,778.21
Deposit	11/25/2015			1,030.00	21,808.21
Deposit	11/25/2015			1,815.00	23,623.21
Deposit	11/25/2015			2,941.25	26,564.46
Deposit	11/25/2015			838.75	27,403.21
Check	11/30/2015			-843.95	26,559.26
Deposit	11/30/2015			2.61	26,561.87
Total American Chartered Bank					26,561.87
Total Checking/Savings					26,561.87
Total Current Assets					26,561.87
<b>TOTAL ASSETS</b>					<b>26,561.87</b>
<b>LIABILITIES &amp; EQUITY</b>					<b>0.00</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>					<b>0.00</b>

**\*\*\*Association of Licensed Architects - National  
Balance Sheet Detail  
As of December 31, 2015**

Type	Date	Num	Name	Original Amount	Balance
<b>ASSETS</b>					26,561.87
<b>Current Assets</b>					26,561.87
<b>Checking/Savings</b>					26,561.87
<b>American Chartered Bank</b>					26,561.87
Check	12/01/2015	2772	Palatine Properties Ltd. Partnership	-1,175.00	25,386.87
Deposit	12/01/2015			2,568.75	27,955.62
Deposit	12/01/2015			990.00	28,945.62
Check	12/04/2015	2773	Willis of Illinois	-2,898.00	26,047.62
Check	12/04/2015	2774	Midwest Type & Imaging	-4,010.50	22,037.12
Check	12/04/2015	2775	J. Sullivan and Associates	-5,175.00	16,862.12
Deposit	12/04/2015			850.00	17,712.12
Deposit	12/04/2015			5,508.00	23,220.12
Deposit	12/04/2015			415.00	23,635.12
Deposit	12/07/2015			3,130.00	26,765.12
Deposit	12/09/2015			3,273.60	30,038.72
Deposit	12/09/2015			450.00	30,488.72
Deposit	12/09/2015			9,760.00	40,248.72
Deposit	12/10/2015			3,531.25	43,779.97
Deposit	12/10/2015			2,765.00	46,544.97
Deposit	12/10/2015			45.00	46,589.97
Deposit	12/11/2015			1,050.00	47,639.97
Deposit	12/11/2015			85.00	47,724.97
Deposit	12/12/2015			160.00	47,884.97
Deposit	12/12/2015			515.00	48,399.97
Check	12/15/2015	2776	J. Sullivan and Associates	-14,097.95	34,302.02
Check	12/15/2015	2777	PR Chicago	-1,000.00	33,302.02
Check	12/15/2015	2778	Purchase Power	-419.46	32,882.56
Check	12/15/2015	2779	Barrington Print & Copy, Inc.	-78.50	32,804.06
Check	12/15/2015	2780	Timberlake Association Solutions, Inc.	-129.00	32,675.06
Check	12/15/2015	2781	Nataliya Kuguk	-60.00	32,615.06
Check	12/15/2015	2782	Excalibur Technology	-223.00	32,392.06
Check	12/15/2015	2783	Awards Plus	-184.45	32,207.61
Check	12/15/2015	2784	Palatine Properties Ltd. Partnership	-1,175.00	31,032.61
Check	12/15/2015	2785	Bureau Spectacular, LLC	-1,050.00	29,982.61
Check	12/15/2015	2786	Image Grill	-250.00	29,732.61
Check	12/15/2015	2787	Chemical Bank	-789.35	28,943.26
Check	12/15/2015	2788	Linda Hamann	-141.98	28,801.28
Deposit	12/16/2015			165.00	28,966.28
Deposit	12/16/2015			6,483.75	35,450.03
Deposit	12/16/2015			495.00	35,945.03
Deposit	12/18/2015			7,960.00	43,905.03
Deposit	12/18/2015			505.00	44,410.03
Deposit	12/21/2015			1,770.00	46,180.03
Deposit	12/21/2015			3,235.00	49,415.03
Deposit	12/23/2015			2,047.00	51,462.03
Deposit	12/23/2015			3,420.00	54,882.03
Deposit	12/23/2015			1,385.00	56,267.03
Deposit	12/23/2015			1,125.00	57,392.03
Deposit	12/28/2015			2,565.00	59,957.03
Deposit	12/28/2015			5,385.00	65,342.03
Deposit	12/30/2015			700.00	66,042.03
Deposit	12/31/2015			1,920.00	67,962.03
Deposit	12/31/2015			915.00	68,877.03
Deposit	12/31/2015			115.00	68,992.03
Deposit	12/31/2015			85.00	69,077.03
Check	12/31/2015			-927.56	68,149.47
Deposit	12/31/2015			2.48	68,151.95
Total American Chartered Bank					68,151.95
Total Checking/Savings					68,151.95
Total Current Assets					68,151.95
<b>TOTAL ASSETS</b>					<b>68,151.95</b>
<b>LIABILITIES &amp; EQUITY</b>					<b>0.00</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>					<b>0.00</b>

**\*\*\*Association of Licensed Architects - National  
Balance Sheet Detail  
As of January 31, 2016**

Type	Date	Num	Name	Original Amount	Balance
<b>ASSETS</b>					68,151.95
Current Assets					68,151.95
Checking/Savings					68,151.95
American Chartered Bank					68,151.95
Check	01/02/2016	2789	J. Sullivan and Associates	-2,680.50	65,471.45
Deposit	01/06/2016			3,945.00	69,416.45
Deposit	01/06/2016			1,180.00	70,596.45
Deposit	01/06/2016			6,145.00	76,741.45
Deposit	01/08/2016			618.75	77,360.20
Deposit	01/11/2016			2,180.00	79,540.20
Deposit	01/12/2016			4,746.80	84,287.00
Deposit	01/12/2016			1,065.00	85,352.00
Check	01/20/2016	2790	Village of Palatine	-79.00	85,273.00
Check	01/20/2016	2791	Chemical Bank	-789.35	84,483.65
Check	01/20/2016	2792	Palatine Properties Ltd. Partnership	-1,175.00	83,308.65
Check	01/20/2016	2793	David Koscielniak	-104.89	83,203.76
Check	01/20/2016	2794	Megan Downey	-175.00	83,028.76
Check	01/20/2016	2795	Midwest Type & Imaging	-1,082.54	81,946.22
Check	01/20/2016	2796	Nataliya Kuguk	-60.00	81,886.22
Check	01/20/2016	2797	CRG	-170.00	81,716.22
Check	01/20/2016	2798	Masonry Contractors Assoc. of St. Louis	-314.00	81,402.22
Check	01/20/2016	2799	PR Chicago	-500.00	80,902.22
Check	01/20/2016	2800	Nicole Hagedstedt	-400.00	80,502.22
Check	01/20/2016	2801	Linda Hamann	-171.45	80,330.77
Check	01/20/2016	2802	Timberlake Association Solutions, Inc.	-129.00	80,201.77
Check	01/20/2016	2803	The Hanover Insurance Group	-290.00	79,911.77
Check	01/20/2016	2804	East-Teck Office Solutions, Inc.	-225.98	79,685.79
Check	01/20/2016	2805	Excalibur Technology	-320.31	79,365.48
Check	01/20/2016	2806	J. Sullivan and Associates	-14,959.96	64,405.52
Check	01/20/2016	2808	Frank J. Pavlica	-400.00	64,005.52
Deposit	01/20/2016			4,240.00	68,245.52
Deposit	01/20/2016			4,550.00	72,795.52
Deposit	01/20/2016			3,065.00	75,860.52
Deposit	01/26/2016			10,500.55	86,361.07
Deposit	01/26/2016			515.00	86,876.07
Deposit	01/26/2016			440.00	87,316.07
Deposit	01/27/2016			2,521.25	89,837.32
Check	01/31/2016			-2,990.32	86,847.00
Deposit	01/31/2016			7.42	86,854.42
Total American Chartered Bank					86,854.42
Total Checking/Savings					86,854.42
Total Current Assets					86,854.42
<b>TOTAL ASSETS</b>					<b>86,854.42</b>
<b>LIABILITIES &amp; EQUITY</b>					<b>0.00</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>					<b>0.00</b>

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January through December 2015**

	<u>Jan - Dec 15</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Income</b>			
<b>Annual Conf &amp; Product Shows</b>			
Attendees	41,487.95	45,000.00	92.2%
Exhibitors/Sponsors	100,314.46	87,000.00	115.3%
<b>Total Annual Conf &amp; Product Shows</b>	<b>141,802.41</b>	<b>132,000.00</b>	<b>107.43%</b>
Annual Meeting (National)	1,610.00	1,600.00	100.63%
CE Articles	2,340.00	3,000.00	78.0%
CE Providers (CEP)	2,510.00	5,000.00	50.2%
CE Webinars	0.00	1,500.00	0.0%
<b>Chapter CE Programs</b>			
Chapter CE Prog Lunch/Learn IL	6,060.00	8,000.00	75.75%
Chapter CE Progra Young Arch IL	0.00	2,500.00	0.0%
Chapter CE Programs (IL)	37,787.00	43,000.00	87.88%
Chapter CE Programs (MN)	1,670.00	500.00	334.0%
Chapter CE Programs (MO)	2,230.00	5,500.00	40.55%
Chapter CE Programs (New Chapt)	4,710.00	3,000.00	157.0%
Chapter CE Programs (OH)	1,635.00	2,500.00	65.4%
Chapter CE Programs (WI)	2,975.00	5,000.00	59.5%
Trip April 17-18 Columbus, IN	2,440.00	4,000.00	61.0%
Chapter CE Programs - Other	0.00		
<b>Total Chapter CE Programs</b>	<b>59,507.00</b>	<b>74,000.00</b>	<b>80.42%</b>
<b>Contracts</b>			
Contracts - Electronic	500.30	500.00	100.06%
<b>Total Contracts</b>	<b>500.30</b>	<b>500.00</b>	<b>100.06%</b>
Design Awards	28,358.31	23,000.00	123.3%
Directory	225.00		
Golf Outing	21,196.28	20,000.00	105.98%
Interest on Bank Account	100.35	200.00	50.18%
Job Posting	1,296.00	1,500.00	86.4%
Magazine Ad Sales	41,144.30	60,000.00	68.57%
Mediation	0.00	500.00	0.0%
Membership	158,248.86	135,000.00	117.22%
PAC	572.50	150.00	381.67%
Student Funds	687.50	150.00	458.33%
Tax Refund	0.00	175.00	0.0%
Web Ad Sales	850.00	1,500.00	56.67%
<b>Total Income</b>	<b>460,948.81</b>	<b>459,775.00</b>	<b>100.26%</b>
<b>Expense</b>			
Accounting Expenses	2,210.57	3,000.00	73.69%
Annual Conf & Product Show			

\*\*\*Association of Licensed Architects - National

**Budget Overview**

January through December 2015

	<u>Jan - Dec 15</u>	<u>Budget</u>	<u>% of Budget</u>
Management Time	9,901.50	8,601.00	115.12%
Show Direct Expense	67,347.55	59,000.00	114.15%
Staff Time	37,541.75	30,000.00	125.14%
<b>Total Annual Conf &amp; Product Show</b>	<b>114,790.80</b>	<b>97,601.00</b>	<b>117.61%</b>
Annual Meeting National	1,931.50	1,500.00	128.77%
Assoc. Management Chapter	3,738.00	4,000.00	93.45%
Assoc.Mgmt Interns (3@550.00)	1,650.00	1,650.00	100.0%
Association Management National	18,940.50	19,000.00	99.69%
Association Management Staff	597.00	2,980.00	20.03%
CE Article			
CE Article Staff Time	1,214.75	1,100.00	110.43%
CE Article - Other	-15.00		
<b>Total CE Article</b>	<b>1,199.75</b>	<b>1,100.00</b>	<b>109.07%</b>
CEP			
CEP Management Time	69.00	500.00	13.8%
CEP Staff Time	2,262.00	2,640.00	85.68%
<b>Total CEP</b>	<b>2,331.00</b>	<b>3,140.00</b>	<b>74.24%</b>
Credit Card Charges	10,215.63	7,500.00	136.21%
Design Award Program			
Design Awards Direct Expense	16,760.72	23,000.00	72.87%
Management Time	2,070.00	1,500.00	138.0%
Staff Time	4,605.75	5,600.00	82.25%
Design Award Program - Other	-420.00		
<b>Total Design Award Program</b>	<b>23,016.47</b>	<b>30,100.00</b>	<b>76.47%</b>
Golf Outings			
Golf Outing Direct Expense	10,409.92	10,000.00	104.1%
Management Time Golf	299.00	500.00	59.8%
Staff Time Golf	2,065.25	1,500.00	137.68%
<b>Total Golf Outings</b>	<b>12,774.17</b>	<b>12,000.00</b>	<b>106.45%</b>
Insurance Expenses	3,951.06	4,000.00	98.78%
Legal	1,364.00	2,500.00	54.56%
Magazines (Printing & Sales)			
Add Promo Pieces	13.50	500.00	2.7%
Management Time Ad Sales	1,621.50	750.00	216.2%
Management Time Production	2,104.50	1,875.00	112.24%
Production Design/Print	54,092.87	45,000.00	120.21%
Sales Commission	150.00	5,000.00	3.0%
Staff Time Ad Sales	1,623.25	500.00	324.65%
Staff Time Production	4,415.50	6,000.00	73.59%

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January through December 2015**

	<u>Jan - Dec 15</u>	<u>Budget</u>	<u>% of Budget</u>
Total Magazines (Printing & Sales)	64,021.12	59,625.00	107.37%
<b>Marketing</b>			
<b>Chapter Developments</b>			
Development New Chapters	149.50		
Mgmt Time Chapter Dev	2,415.00	3,000.00	80.5%
Staff Time Chapter Dev	1,168.00	4,000.00	29.2%
<b>Total Chapter Developments</b>	<u>3,732.50</u>	<u>7,000.00</u>	<u>53.32%</u>
<b>Marketing General</b>			
Management Time Marketing	3,070.50	3,000.00	102.35%
Marketing PR Direct Expense	9,194.96	10,000.00	91.95%
Staff Time Marketing	6,093.75	7,900.00	77.14%
<b>Total Marketing General</b>	<u>18,359.21</u>	<u>20,900.00</u>	<u>87.84%</u>
<b>Marketing Sponsorship</b>			
Management Time Sponsor	1,253.50	2,000.00	62.68%
Staff Time Sponsorship	3,093.75	3,000.00	103.13%
<b>Total Marketing Sponsorship</b>	<u>4,347.25</u>	<u>5,000.00</u>	<u>86.95%</u>
<b>Young Architects Development</b>			
Development Programs/Events	0.00	1,000.00	0.0%
Management Time Young Architect	1,460.50	1,400.00	104.32%
Staff Time Young Architects	57.00	1,500.00	3.8%
<b>Total Young Architects Development</b>	<u>1,517.50</u>	<u>3,900.00</u>	<u>38.91%</u>
<b>Total Marketing</b>	<u>27,956.46</u>	<u>36,800.00</u>	<u>75.97%</u>
<b>Mediation Expense</b>			
Mediation Mgmt Time	0.00	500.00	0.0%
Mediation Staff Time	0.00	300.00	0.0%
<b>Total Mediation Expense</b>	<u>0.00</u>	<u>800.00</u>	<u>0.0%</u>
<b>Memberships</b>			
Management Time Memberships	8,119.00	3,200.00	253.72%
Membership Materials	3,953.19	4,500.00	87.85%
Staff Time Membership	18,757.50	20,000.00	93.79%
<b>Total Memberships</b>	<u>30,829.69</u>	<u>27,700.00</u>	<u>111.3%</u>
<b>Misc.</b>			
Misc.-Boards	3,101.10	2,000.00	155.06%
<b>Total Misc.</b>	<u>3,101.10</u>	<u>2,000.00</u>	<u>155.06%</u>
<b>Office</b>			



**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January through December 2015**

	<u>Jan - Dec 15</u>	<u>Budget</u>	<u>% of Budget</u>
Maintenance	720.00	750.00	96.0%
Office Admin Staff Time	2,499.25	1,300.00	192.25%
Office Equipment	10,703.61	12,000.00	89.2%
Office Furniture	0.00	800.00	0.0%
Phone/Fax/Internet	2,307.42	3,500.00	65.93%
Post Office Box	59.38		
Postage	516.18	200.00	258.09%
Rent	13,410.00	13,500.00	99.33%
Supplies/Petty Cash	2,719.12	3,000.00	90.64%
<b>Total Office</b>	<u>32,934.96</u>	<u>35,050.00</u>	<u>93.97%</u>
Printing (Stationary, Brochure)	0.00	1,200.00	0.0%
<b>Student Merit Awards</b>			
Student Merit Direct Expenses	1,281.78	1,800.00	71.21%
Student Merit Management Time	529.00	500.00	105.8%
Student Merit Staff Time	480.00	1,000.00	48.0%
<b>Total Student Merit Awards</b>	<u>2,290.78</u>	<u>3,300.00</u>	<u>69.42%</u>
Taxes	2,478.40		
<b>Total Chapter CE Programs</b>			
<b>Chapter CE Program</b>			
<b>Chapter CE Program IL</b>			
<b>Lunch and Learn IL</b>			
IL Lunch and Learning	1,900.61	2,200.00	86.39%
Mgmnt Time L/L Programs IL	1,485.25	1,200.00	123.77%
Staff Time L/L Programs IL	7,922.25	4,100.00	193.23%
Lunch and Learn IL - Other	173.38		
<b>Total Lunch and Learn IL</b>	<u>11,481.49</u>	<u>7,500.00</u>	<u>153.09%</u>
<b>Young Architects IL Programs</b>			
IL Young Architects	535.00	3,500.00	15.29%
Mgmnt Time YA (IL)	322.00	1,300.00	24.77%
Staff Time YA (IL)	656.75	1,500.00	43.78%
<b>Total Young Architects IL Programs</b>	<u>1,513.75</u>	<u>6,300.00</u>	<u>24.03%</u>
<b>Chapter CE Program IL - Other</b>	<u>3,153.53</u>		
<b>Total Chapter CE Program IL</b>	<u>16,148.77</u>	<u>13,800.00</u>	<u>117.02%</u>
<b>IL Chapter CE Program</b>			
Illinois - Chapter CE Program	27,868.61	25,000.00	111.47%
Mgmnt Time CE Gen Programs IL	3,082.00	7,000.00	44.03%
Staff Time CE General Prog IL	11,777.98	11,400.00	103.32%
<b>Total IL Chapter CE Program</b>	<u>42,728.59</u>	<u>43,400.00</u>	<u>98.45%</u>

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January through December 2015**

	<u>Jan - Dec 15</u>	<u>Budget</u>	<u>% of Budget</u>
Total Chapter CE Program	58,877.36	57,200.00	102.93%
<b>Chapter CE Program (New Chapt)</b>			
Development New Chapters	7,646.30	2,000.00	382.32%
Mgmt time chapter	2,249.20	1,000.00	224.92%
Staff Time Chapter	2,216.50	3,320.00	66.76%
Total Chapter CE Program (New Chapt)	12,112.00	6,320.00	191.65%
<b>Chapter CE Programs (MN)</b>			
Mgmt time CE Programs MN	1,000.50	500.00	200.1%
MN General Programs	1,305.36	1,000.00	130.54%
Staff Time Gen Programs MN	1,566.25	500.00	313.25%
Total Chapter CE Programs (MN)	3,872.11	2,000.00	193.61%
<b>Chapter CE Programs (MO) 6/year</b>			
Mgmt time CE Gen Programs (MO)	1,989.50	500.00	397.9%
MO General Programs	4,248.48	1,700.00	249.91%
Staff Time CE Gen. Programs (MO)	1,586.50	2,000.00	79.33%
Total Chapter CE Programs (MO) 6/year	7,824.48	4,200.00	186.3%
<b>Chapter CE Programs (OH) 2/yr</b>			
Mgmt time CE Programs (OH)	1,610.00	500.00	322.0%
Ohio General Programs	3,293.73	1,500.00	219.58%
Staff Time CE Programs (OH)	1,401.75	1,000.00	140.18%
Total Chapter CE Programs (OH) 2/yr	6,305.48	3,000.00	210.18%
<b>Chapter CE Programs (WI) 6/yr</b>			
Mgmt time CE Programs (WI)	1,219.00	3,000.00	40.63%
Staff Time CE Programs (WI)	1,641.00	2,500.00	65.64%
Wisconsin General Programs	2,835.23	6,700.00	42.32%
Total Chapter CE Programs (WI) 6/yr	5,695.23	12,200.00	46.68%
<b>Trip Columbus, IN April 17-18</b>			
Columbus Program	50.00		
Total Trip Columbus, IN April 17-18	50.00		
<b>Total Total Chapter CE Programs</b>	<b>94,736.66</b>	<b>84,920.00</b>	<b>111.56%</b>
<b>Travel</b>	<b>2,312.52</b>	<b>2,000.00</b>	<b>115.63%</b>
<b>Web Design/Update/Tech</b>			
Web Design/Update/Tech	1,916.08	5,000.00	38.32%
Web Management Time	2,139.00	2,500.00	85.56%
Web Staff Time	2,222.00	2,200.00	101.0%

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January through December 2015**

	<u>Jan - Dec 15</u>	<u>Budget</u>	<u>% of Budget</u>
Web Design/Update/Tech - Other	536.00		
<b>Total Web Design/Update/Tech</b>	<u>6,813.08</u>	<u>9,700.00</u>	<u>70.24%</u>
<b>Web Hosting Fees</b>			
Web Hosting and Software	1,696.45	2,000.00	84.82%
Web Hosting Fees - Other	50.85		
<b>Total Web Hosting Fees</b>	<u>1,747.30</u>	<u>2,000.00</u>	<u>87.37%</u>
<b>Webinar</b>			
Webinar Direct Expenses	0.00	1,000.00	0.0%
Webinar Mgmt Time	104.85	300.00	34.95%
Webinar Staff Time	0.00	1,000.00	0.0%
<b>Total Webinar</b>	<u>104.85</u>	<u>2,300.00</u>	<u>4.56%</u>
<b>Total Expense</b>	<u>468,037.37</u>	<u>457,466.00</u>	<u>102.31%</u>
<b>Net Income</b>	<u><u>-7,088.56</u></u>	<u><u>2,309.00</u></u>	<u><u>-307.0%</u></u>

\*\*\*Association of Licensed Architects - National  
Profit/Loss YTD Comparison  
January through December 2015

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	TOTAL
Income													
Annual Conf & Product Shows													
Attendees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,541.80	30,882.23	6,063.92	0.00	0.00	41,487.95
Exhibitors/Sponsors	12,302.70	22,429.65	8,743.60	5,458.30	6,463.00	3,575.00	12,902.02	5,578.84	12,118.60	6,042.75	1,550.00	3,150.00	100,314.46
Total Annual Conf & Product Shows	12,302.70	22,429.65	8,743.60	5,458.30	6,463.00	3,575.00	12,902.02	10,120.64	43,000.83	12,106.67	1,550.00	3,150.00	141,802.41
Annual Meeting (National)	0.00	0.00	35.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	945.00	630.00	1,610.00
CE Articles	450.00	185.00	230.00	55.00	35.00	150.00	225.00	55.00	80.00	570.00	75.00	230.00	2,340.00
CE Providers (CEP)	0.00	1,100.00	810.00	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	2,510.00
Chapter CE Programs													
Chapter CE Prog Lunch/Learn IL	515.00	870.00	375.00	100.00	350.00	1,470.00	835.00	305.00	80.00	585.00	160.00	415.00	6,060.00
Chapter CE Programs (IL)	4,370.00	4,865.00	5,535.00	10,725.00	7,322.00	3,125.00	340.00	215.00	990.00	0.00	0.00	300.00	37,787.00
Chapter CE Programs (MN)	0.00	0.00	0.00	530.00	360.00	120.00	90.00	0.00	310.00	80.00	0.00	180.00	1,670.00
Chapter CE Programs (MO)	0.00	390.00	195.00	585.00	0.00	620.00	20.00	40.00	140.00	90.00	50.00	100.00	2,230.00
Chapter CE Programs (New Chapt)	1,600.00	900.00	1,380.00	0.00	0.00	85.00	75.00	370.00	300.00	0.00	0.00	0.00	4,710.00
Chapter CE Programs (OH)	0.00	0.00	0.00	430.00	1,160.00	45.00	0.00	0.00	0.00	0.00	0.00	0.00	1,635.00
Chapter CE Programs (WI)	305.00	700.00	540.00	70.00	630.00	90.00	190.00	420.00	30.00	0.00	0.00	0.00	2,975.00
Trip April 17-18 Columbus, IN	0.00	600.00	320.00	1,520.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,440.00
Chapter CE Programs - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Chapter CE Programs	6,790.00	8,325.00	8,345.00	13,960.00	9,822.00	5,555.00	1,550.00	1,350.00	1,850.00	755.00	210.00	995.00	59,507.00
Contracts													
Contracts - Electronic	65.40	65.60	65.60	0.00	41.80	21.80	21.80	109.30	21.80	0.00	43.60	43.60	500.30
Total Contracts	65.40	65.60	65.60	0.00	41.80	21.80	21.80	109.30	21.80	0.00	43.60	43.60	500.30
Design Awards	977.83	0.00	0.00	0.00	0.00	900.00	11,189.08	4,285.33	121.07	7,485.00	3,400.00	0.00	28,358.31
Directory	150.00	0.00	0.00	0.00	0.00	0.00	75.00	0.00	0.00	0.00	0.00	0.00	225.00
Golf Outing	0.00	0.00	0.00	0.00	0.00	1,903.00	7,990.62	10,002.66	600.00	0.00	0.00	700.00	21,196.28
Interest on Bank Account	6.33	9.71	13.82	13.76	11.74	10.04	7.84	5.20	8.11	8.71	2.61	2.48	100.35
Job Posting	0.00	75.00	0.00	75.00	75.00	71.00	200.00	300.00	50.00	0.00	50.00	400.00	1,296.00
Magazine Ad Sales	10,379.15	3,450.00	1,767.15	1,245.00	2,900.00	0.00	6,427.00	6,084.00	0.00	5,652.00	1,473.00	1,767.00	41,144.30
Membership	33,671.60	12,651.25	6,222.00	2,981.25	1,890.00	1,580.00	5,230.00	2,382.26	3,030.00	4,770.00	17,078.75	66,761.75	189,248.86
PAC	190.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00	282.50	572.50
Student Funds	145.00	5.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	125.00	412.50	687.50
Web Ad Sales	350.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	850.00
Total income	65,478.01	48,796.21	26,282.17	23,788.31	21,238.54	13,765.84	45,818.36	34,694.39	49,361.81	31,347.38	25,002.96	75,374.83	460,948.81
Expense													
Accounting Expenses	0.00	200.00	0.00	0.00	0.00	0.00	328.36	228.02	387.75	249.08	623.55	193.81	2,210.57
Annual Conf & Product Show													
Management Time	207.00	241.50	276.00	425.50	138.00	460.00	690.00	862.50	1,345.50	2,748.50	0.00	2,507.00	9,901.50
Show Direct Expense	88.86	1,250.00	1,250.00	45.00	30.00	305.20	30.00	1,019.00	2,461.43	17,337.35	37,980.21	5,540.50	67,347.55
Staff Time	43.00	1,520.00	2,989.50	3,837.50	3,078.50	2,380.25	3,690.00	3,450.75	2,880.00	6,872.00	5,448.25	1,347.00	37,541.75
Total Annual Conf & Product Show	338.86	3,016.50	4,515.50	4,308.00	3,246.50	3,145.45	4,410.00	5,332.25	6,686.93	26,957.85	43,438.46	9,394.50	114,790.80
Annual Meeting National	1,781.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	1,931.50
Assoc. Management Chapter	365.50	419.25	43.00	419.00	112.00	331.25	733.50	784.75	46.00	43.00	279.50	161.25	3,738.00
Assoc.Mgmt Interns (3@550.00)	0.00	0.00	550.00	0.00	0.00	0.00	0.00	550.00	0.00	550.00	0.00	0.00	1,650.00
Association Management National	1,759.50	1,736.50	1,529.50	1,472.00	989.00	1,794.00	1,564.00	1,909.00	1,863.00	1,299.50	0.00	3,024.50	18,940.50
Association Management Staff	0.00	0.00	0.00	0.00	0.00	177.75	64.50	0.00	0.00	247.25	107.50	0.00	597.00
CE Article													
CE Article Staff Time	49.50	133.50	123.75	33.00	110.50	33.00	107.25	41.25	21.50	64.50	185.00	297.00	1,199.75

\*\*\*Association of Licensed Architects - National  
Profit/Loss YTD Comparison  
January through December 2015

1:17 PM  
02/02/16  
Cash Basis

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	TOTAL
Total CE Article	49.50	133.50	123.75	33.00	110.50	33.00	107.25	41.25	21.50	64.50	185.00	297.00	1,199.75
CEP													
CEP Management Time	0.00	0.00	0.00	69.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	69.00
CEP Staff Time	43.00	59.50	309.75	203.00	445.50	508.25	67.75	38.00	204.25	86.00	0.00	297.00	2,262.00
Total CEP	43.00	59.50	309.75	272.00	445.50	508.25	67.75	38.00	204.25	86.00	0.00	297.00	2,331.00
Credit Card Charges	1,342.80	1,231.72	937.09	758.99	789.88	693.84	384.21	957.61	468.23	879.75	843.95	927.56	10,215.63
Design Award Program													
Design Awards Direct Expense	1.40	870.75	0.00	0.00	0.00	0.00	948.16	299.00	223.05	-813.58	14,609.49	202.45	16,340.72
Management Time	115.00	23.00	0.00	0.00	23.00	0.00	230.00	322.00	184.00	276.00	0.00	897.00	2,070.00
Staff Time	10.75	32.25	129.00	10.75	53.75	83.50	322.50	651.50	591.25	1,097.25	935.25	688.00	4,605.75
Total Design Award Program	127.15	926.00	129.00	10.75	76.75	83.50	1,500.66	1,272.50	998.30	559.67	15,544.74	1,787.45	23,016.47
Golf Outings													
Golf Outing Direct Expense	0.00	500.00	0.00	0.00	548.26	0.00	0.00	9,036.28	25.38	300.00	0.00	0.00	10,409.92
Management Time Golf	34.50	11.50	0.00	69.00	0.00	0.00	0.00	46.00	138.00	0.00	0.00	0.00	299.00
Staff Time Golf	0.00	0.00	16.50	82.50	611.50	294.75	267.00	288.00	505.00	0.00	0.00	0.00	2,065.25
Total Golf Outings	34.50	511.50	16.50	151.50	1,159.76	294.75	267.00	9,370.28	668.38	300.00	0.00	0.00	12,774.17
Insurance Expenses	109.87	109.87	114.87	114.87	114.86	114.86	0.00	0.00	114.86	126.50	132.50	2,898.00	3,951.06
Legal	1,214.00	10.00	0.00	40.00	0.00	82.00	0.00	0.00	0.00	13.00	5.00	0.00	1,364.00
Magazines (Printing & Sales)													
Add Promo Pieces	0.00	13.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	13.50
Management Time Ad Sales	0.00	34.50	34.50	0.00	276.00	0.00	138.00	529.00	184.00	161.00	0.00	264.50	1,621.50
Management Time Production	276.00	0.00	0.00	0.00	115.00	92.00	0.00	46.00	184.00	575.00	0.00	816.50	2,104.50
Production Design/Print	13,635.26	4,780.00	0.00	0.00	0.00	448.45	18,173.65	20.70	9,922.95	6,955.36	156.50	0.00	54,092.87
Sales Commission	150.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00
Staff Time Ad Sales	312.00	93.25	0.00	10.75	410.00	233.00	43.00	107.50	10.75	129.00	274.00	0.00	1,623.25
Staff Time Production	666.50	21.50	54.50	107.50	216.50	1,053.50	279.50	129.00	580.50	322.50	483.75	500.25	4,415.50
Total Magazines (Printing & Sales)	15,039.76	4,942.75	89.00	118.25	1,017.50	1,826.95	18,634.15	832.20	10,882.20	8,142.86	914.25	1,581.25	64,021.12
Marketing													
Chapter Developments													
Development New Chapters	0.00	0.00	0.00	149.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	149.50
Mgmt Time Chapter Dev	57.50	253.00	851.00	0.00	230.00	92.00	230.00	207.00	80.50	184.00	0.00	230.00	2,415.00
Staff Time Chapter Dev	21.50	0.00	0.00	959.00	27.25	8.25	0.00	0.00	0.00	0.00	152.00	0.00	1,168.00
Total Chapter Developments	79.00	253.00	851.00	1,108.50	257.25	100.25	230.00	207.00	80.50	184.00	152.00	230.00	3,732.50
Marketing General													
Management Time Marketing	460.00	402.50	241.50	391.00	195.50	414.00	92.00	310.50	126.50	0.00	0.00	437.00	3,070.50
Marketing PR Direct Expense	344.25	958.00	286.50	703.79	864.31	1,548.27	510.82	329.00	1,831.06	491.00	321.46	1,006.50	9,194.96
Staff Time Marketing	258.00	0.00	776.50	467.00	355.25	492.50	215.00	525.00	580.50	311.75	1,492.00	620.25	6,093.75
Total Marketing General	1,062.25	1,360.50	1,304.50	1,561.79	1,415.06	2,454.77	817.82	1,164.50	2,538.06	802.75	1,813.46	2,063.75	18,359.21
Marketing Sponsorship													
Management Time Sponsor	230.00	471.50	448.50	11.50	0.00	0.00	0.00	0.00	0.00	46.00	0.00	46.00	1,253.50
Staff Time Sponsorship	1,928.50	1,111.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	21.50	0.00	32.25	3,093.75
Total Marketing Sponsorship	2,158.50	1,583.00	448.50	11.50	0.00	0.00	0.00	0.00	0.00	67.50	0.00	78.25	4,347.25
Young Architects Development													

\*\*\*Association of Licensed Architects - National  
Profit/Loss YTD Comparison  
January through December 2015

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	TOTAL
Management Time Young Architects	46.00	184.00	322.00	368.00	34.50	69.00	46.00	46.00	115.00	184.00	0.00	46.00	1,460.50
Staff Time Young Architects	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	38.00	19.00	0.00	0.00	57.00
Total Young Architects Development	46.00	184.00	322.00	368.00	34.50	69.00	46.00	46.00	153.00	203.00	0.00	46.00	1,517.50
Total Marketing	3,345.75	3,380.50	2,926.00	3,049.79	1,706.81	2,624.02	1,093.82	1,417.50	2,771.56	1,257.25	1,965.46	2,418.00	27,956.46
Memberships													
Management Time Memberships	920.00	241.50	264.50	253.00	276.00	552.00	851.00	1,426.00	1,207.50	644.00	0.00	1,483.50	8,119.00
Membership Materials	355.26	529.94	196.97	325.00	97.48	677.75	647.08	173.94	702.92	47.00	112.75	87.10	3,953.19
Staff Time Membership	2,178.25	2,292.50	2,440.00	1,391.50	1,999.00	850.50	1,110.50	420.75	301.00	1,635.50	1,755.25	2,382.75	18,757.50
Total Memberships	3,453.51	3,063.94	2,901.47	1,969.50	2,372.48	2,080.25	2,608.58	2,020.69	2,211.42	2,326.50	1,868.00	3,953.35	30,829.69
Misc.													
Misc.-Boards	137.92	871.17	202.94	175.62	109.94	284.10	227.18	207.03	147.36	287.31	355.31	95.22	3,101.10
Total Misc.	137.92	871.17	202.94	175.62	109.94	284.10	227.18	207.03	147.36	287.31	355.31	95.22	3,101.10
Office													
Maintenance	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	720.00
Office Admin Staff Time	126.25	126.25	185.00	135.50	351.25	261.00	357.75	268.75	387.00	142.00	0.00	158.50	2,499.25
Office Equipment	524.28	537.36	521.53	537.13	1,300.17	420.10	660.00	1,102.93	1,864.15	1,483.78	962.83	789.35	10,703.61
Phone/Fax/Internet	192.10	192.18	192.18	192.18	192.31	192.31	192.28	192.38	192.38	192.38	192.37	192.37	2,307.42
Post Office Box	0.00	0.00	0.00	0.00	0.00	0.00	0.00	59.38	0.00	0.00	0.00	0.00	59.38
Postage	0.00	0.00	36.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	59.97	419.46	516.18
Rent	1,060.00	1,060.00	1,060.00	1,060.00	1,060.00	1,060.00	1,175.00	1,175.00	1,175.00	1,175.00	0.00	2,350.00	13,410.00
Supplies/Petty Cash	451.86	61.66	93.93	243.50	50.00	108.21	285.22	162.95	184.78	548.24	528.77	0.00	2,719.12
Total Office	2,414.49	2,037.45	2,149.39	2,228.31	3,013.73	2,101.62	2,730.25	3,021.39	3,863.31	3,601.40	1,803.94	3,969.68	32,934.96
Student Merit Awards													
Student Merit Direct Expenses	0.00	0.00	0.00	0.00	1,281.78	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,281.78
Student Merit Management Time	0.00	0.00	34.50	57.50	46.00	161.00	230.00	0.00	0.00	0.00	0.00	0.00	529.00
Student Merit Staff Time	0.00	0.00	115.50	198.00	99.00	0.00	21.50	0.00	0.00	0.00	46.00	0.00	480.00
Total Student Merit Awards	0.00	0.00	150.00	255.50	1,426.78	161.00	251.50	0.00	0.00	0.00	46.00	0.00	2,290.78
Taxes													
Taxes	28.40	0.00	0.00	0.00	0.00	0.00	0.00	2,450.00	0.00	0.00	0.00	0.00	2,478.40
Total Chapter CE Programs													
Chapter CE Program													
Chapter CE Program IL													
Lunch and Learn IL													
IL Lunch and Learning	275.29	158.84	30.03	188.38	28.00	0.00	303.48	341.92	445.04	0.00	23.63	279.38	2,073.99
Mgmt Time L/L Programs IL	151.25	23.00	23.00	69.00	264.50	126.50	230.00	138.00	0.00	161.00	0.00	299.00	1,485.25
Staff Time L/L Programs IL	0.00	394.25	721.50	810.25	2,514.50	722.75	766.50	1,201.50	197.50	139.75	249.50	204.25	7,922.25
Total Lunch and Learn IL	426.54	576.09	774.53	1,067.63	2,807.00	849.25	1,299.98	1,681.42	642.54	300.75	273.13	782.63	11,481.49
Young Architects IL Programs													
IL Young Architects	0.00	0.00	220.00	0.00	100.00	215.00	0.00	0.00	0.00	0.00	0.00	0.00	535.00
Mgmt Time YA (IL)	23.00	46.00	46.00	0.00	69.00	0.00	92.00	0.00	0.00	46.00	0.00	0.00	322.00
Staff Time YA (IL)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.75	0.00	589.00	57.00	0.00	656.75
Total Young Architects IL Progr	23.00	46.00	266.00	0.00	169.00	215.00	92.00	10.75	0.00	635.00	57.00	0.00	1,513.75
Total Chapter CE Program IL	449.54	622.09	1,040.53	1,067.63	2,976.00	1,064.25	1,391.98	1,692.17	642.54	935.75	330.13	782.63	12,995.24

\*\*\*Association of Licensed Architects - National  
 Profit/Loss YTD Comparison  
 January through December 2015

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 Cash Basis

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	TOTAL Jan - Dec 15
<b>IL Chapter CE Program</b>													
Illinois - Chapter CE Program	2,254.80	4,823.69	3,613.71	7,164.89	7,308.55	2,291.82	3,115.53	0.00	0.00	449.15	0.00	0.00	31,022.14
Mgmt Time CE Gen Programs	264.50	414.00	0.00	736.00	437.00	0.00	724.50	23.00	161.00	299.00	0.00	23.00	3,082.00
Staff Time CE General Prog IL	1,074.50	2,363.25	1,726.75	2,230.00	1,398.73	1,380.75	808.50	172.00	215.00	193.50	32.25	182.75	11,777.98
Total IL Chapter CE Program	3,593.80	7,600.94	5,340.46	10,130.89	9,144.28	3,672.57	4,648.53	195.00	376.00	941.65	32.25	205.75	45,882.12
Total Chapter CE Program	4,043.34	8,223.03	6,380.99	11,198.52	12,120.28	4,736.82	6,040.51	1,887.17	1,018.54	1,877.40	362.38	988.38	58,877.36
<b>Chapter CE Program (New Chapt)</b>													
Development New Chapters	0.00	218.00	1,059.31	3,493.00	1,147.19	787.45	302.00	0.00	639.35	0.00	0.00	0.00	7,646.30
Mgmt time chapter	138.00	264.50	581.70	0.00	759.00	46.00	115.00	23.00	253.00	69.00	0.00	0.00	2,249.20
Staff Time Chapter	247.25	344.75	669.25	0.00	196.50	145.25	172.75	161.25	172.00	43.00	21.50	43.00	2,216.50
Total Chapter CE Program (New Chapt)	385.25	827.25	2,310.26	3,493.00	2,102.69	978.70	589.75	184.25	1,064.35	112.00	21.50	43.00	12,112.00
<b>Chapter CE Programs (MN)</b>													
Mgmt time CE Programs MN	23.00	92.00	138.00	80.50	184.00	103.50	69.00	161.00	23.00	103.50	0.00	23.00	1,000.50
MN General Programs	0.00	132.37	0.00	265.00	585.33	31.47	59.00	0.00	0.00	186.19	46.00	0.00	1,305.36
Staff Time Gen Programs MN	21.50	0.00	301.75	140.50	219.00	21.50	158.75	107.50	21.50	456.00	21.50	96.75	1,566.25
Total Chapter CE Programs (MN)	44.50	224.37	439.75	486.00	988.33	156.47	286.75	268.50	44.50	745.69	67.50	119.75	3,872.11
<b>Chapter CE Programs (MO) 6/yr</b>													
Mgmt time CE Gen Programs (MO)	23.00	80.50	138.00	264.50	805.00	138.00	92.00	57.50	207.00	103.50	0.00	80.50	1,989.50
MO General Programs	211.97	0.00	243.20	233.75	874.20	918.85	268.23	0.00	596.15	239.73	494.85	167.55	4,248.48
Staff Time CE Gen. Programs (MO)	142.00	48.75	142.00	291.00	180.75	126.50	118.25	87.50	107.50	105.75	118.25	118.25	1,586.50
Total Chapter CE Programs (MO) 6/yr	376.97	129.25	523.20	789.25	1,859.95	1,183.35	478.48	145.00	910.65	448.98	613.10	366.30	7,824.48
<b>Chapter CE Programs (OH) 2/yr</b>													
Mgmt time CE Programs (OH)	103.50	0.00	46.00	69.00	379.50	851.00	115.00	0.00	23.00	0.00	0.00	23.00	1,610.00
Ohio General Programs	0.00	0.00	0.00	0.00	0.00	3,293.73	0.00	0.00	0.00	0.00	0.00	0.00	3,293.73
Staff Time CE Programs (OH)	53.75	486.75	161.25	107.50	206.50	291.00	0.00	0.00	0.00	41.25	21.50	32.25	1,401.75
Total Chapter CE Programs (OH) 2/yr	157.25	486.75	207.25	176.50	586.00	4,435.73	115.00	0.00	23.00	41.25	21.50	55.25	6,305.48
<b>Chapter CE Programs (WI) 6/yr</b>													
Mgmt time CE Programs (WI)	161.00	402.50	195.50	11.50	287.50	46.00	0.00	57.50	23.00	0.00	0.00	34.50	1,219.00
Staff Time CE Programs (WI)	64.50	0.00	231.50	270.25	229.75	216.00	151.25	162.00	172.00	90.00	21.50	32.25	1,641.00
Wisconsin General Programs	0.00	1,163.17	0.00	464.97	0.00	1,010.98	120.00	0.00	76.11	0.00	0.00	0.00	2,835.23
Total Chapter CE Programs (WI) 6/yr	225.50	1,565.67	427.00	746.72	517.25	1,272.98	271.11	219.50	271.11	90.00	21.50	66.75	5,695.23
<b>Trip Columbus, IN April 17-18</b>													
Columbus Program	0.00	0.00	0.00	10.00	40.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
Total Trip Columbus, IN April 17-18	0.00	0.00	0.00	10.00	40.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
<b>Total Total Chapter CE Programs</b>	5,232.81	11,456.32	10,288.45	16,899.99	18,214.50	12,764.05	7,781.74	2,704.42	3,332.15	3,315.32	1,107.48	1,639.43	94,736.66
<b>Travel</b>	0.00	0.00	0.00	0.00	679.26	1,433.08	0.00	0.00	0.00	166.08	34.10	0.00	2,312.52
<b>Web Design/Update/Tech</b>													
Web Design/Update/Tech	425.00	212.17	652.33	352.00	220.33	208.75	10.00	74.25	74.25	0.00	0.00	223.00	2,452.08
Web Management Time	69.00	46.00	92.00	310.50	46.00	0.00	230.00	322.00	287.50	253.00	0.00	483.00	2,139.00
Web Staff Time	162.75	130.50	0.00	161.25	236.50	175.25	471.00	239.75	150.50	139.75	43.00	311.75	2,222.00
Total Web Design/Update/Tech	656.75	388.67	744.33	823.75	502.83	384.00	711.00	636.00	512.25	392.75	43.00	1,017.75	6,813.08

\*\*\* Association of Licensed Architects - National  
**Profit/Loss YTD Comparison**  
 January through December 2015

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 Cash Basis

	Jan 15	Feb 15	Mar 15	Apr 15	May 15	Jun 15	Jul 15	Aug 15	Sep 15	Oct 15	Nov 15	Dec 15	TOTAL
<b>Web Hosting Fees</b>													
Web Hosting and Software	0.00	258.00	0.00	129.00	0.00	258.00	236.95	258.00	129.00	220.35	129.00	129.00	1,747.30
Total Web Hosting Fees	0.00	258.00	0.00	129.00	0.00	258.00	236.95	258.00	129.00	220.35	129.00	129.00	1,747.30
<b>Webinar</b>													
Webinar Mgmt Time	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	104.85	0.00	0.00	104.85
Total Webinar	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	104.85	0.00	0.00	104.85
<b>Total Expense</b>	37,475.57	34,753.14	27,720.54	33,229.82	36,088.58	31,175.72	43,702.40	34,030.89	35,458.45	51,190.77	69,426.74	33,784.75	468,037.37
<b>Net Income</b>	28,002.44	14,043.07	-1,438.37	-9,441.51	-14,850.04	-17,409.88	2,115.96	663.50	13,903.36	-19,843.39	-44,423.78	41,590.08	-7,088.56



\*\*\*Association of Licensed Architects - National

## Budget Overview

January 2016

	<u>Jan 16</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Income</b>			
<b>Annual Conf &amp; Product Shows</b>			
Attendees	0.00	49,500.00	0.0%
Exhibitors/Sponsors	10,910.00	96,000.00	11.37%
<b>Total Annual Conf &amp; Product Shows</b>	<b>10,910.00</b>	<b>145,500.00</b>	<b>7.5%</b>
<b>Annual Meeting (National)</b>	<b>90.00</b>	<b>1,600.00</b>	<b>5.63%</b>
<b>CE Articles</b>	<b>270.00</b>	<b>2,000.00</b>	<b>13.5%</b>
<b>CE Providers (CEP)</b>	<b>0.00</b>	<b>3,000.00</b>	<b>0.0%</b>
<b>CE Webinars</b>	<b>0.00</b>	<b>1,000.00</b>	<b>0.0%</b>
<b>Chapter CE Programs</b>			
Chapter CE Prog Lunch/Learn IL	495.00	8,000.00	6.19%
Chapter CE Programs (IL)	5,700.00	30,000.00	19.0%
Chapter CE Programs (IN)	820.00	4,000.00	20.5%
Chapter CE Programs (MI)	0.00	3,000.00	0.0%
Chapter CE Programs (MN)	0.00	4,000.00	0.0%
Chapter CE Programs (MO)	0.00	4,000.00	0.0%
Chapter CE Programs (OH)	0.00	6,000.00	0.0%
Chapter CE Programs (WI)	40.00	4,000.00	1.0%
Tours 2016	0.00	14,000.00	0.0%
Trip April 17-18 Columbus, IN	0.00	0.00	0.0%
<b>Total Chapter CE Programs</b>	<b>7,055.00</b>	<b>77,000.00</b>	<b>9.16%</b>
<b>Contracts</b>			
Contracts - Electronic	43.60	500.00	8.72%
<b>Total Contracts</b>	<b>43.60</b>	<b>500.00</b>	<b>8.72%</b>
<b>Design Awards</b>	<b>0.00</b>	<b>25,000.00</b>	<b>0.0%</b>
<b>Golf Outing</b>	<b>0.00</b>	<b>20,000.00</b>	<b>0.0%</b>
<b>Interest on Bank Account</b>	<b>7.42</b>	<b>100.00</b>	<b>7.42%</b>
<b>Job Posting</b>	<b>0.00</b>	<b>2,000.00</b>	<b>0.0%</b>
<b>Magazine Ad Sales</b>	<b>0.00</b>	<b>43,000.00</b>	<b>0.0%</b>
<b>Membership</b>	<b>27,093.75</b>	<b>140,000.00</b>	<b>19.35%</b>
<b>PAC</b>	<b>100.00</b>	<b>150.00</b>	<b>66.67%</b>
<b>Student Funds</b>	<b>150.00</b>	<b>1,150.00</b>	<b>13.04%</b>
<b>Tax Refund</b>	<b>0.00</b>	<b>100.00</b>	<b>0.0%</b>
<b>Web Ad Sales</b>	<b>0.00</b>	<b>4,000.00</b>	<b>0.0%</b>
<b>Total Income</b>	<b>45,719.77</b>	<b>466,100.00</b>	<b>9.81%</b>
<b>Expense</b>			
Accounting Expenses	614.81	3,500.00	17.57%
<b>Annual Conf &amp; Product Show</b>			
Management Time	235.00	8,600.00	2.73%
Show Direct Expense	205.00	66,000.00	0.31%

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January 2016**

	<u>Jan 16</u>	<u>Budget</u>	<u>% of Budget</u>
Staff Time	2,227.56	37,000.00	6.02%
<b>Total Annual Conf &amp; Product Show</b>	<b>2,667.56</b>	<b>111,600.00</b>	<b>2.39%</b>
Annual Meeting National	1,544.50	2,000.00	77.23%
Assoc. Management Chapter	121.69	2,500.00	4.87%
Assoc.Mgmnt Interns (3@550.00)	0.00	1,650.00	0.0%
Association Management National	2,444.00	22,000.00	11.11%
Association Management Staff	320.44	2,500.00	12.82%
<b>CE Article</b>			
CE Article Staff Time	0.00	1,000.00	0.0%
<b>Total CE Article</b>	<b>0.00</b>	<b>1,000.00</b>	<b>0.0%</b>
<b>CEP</b>			
CEP Management Time	0.00	500.00	0.0%
CEP Staff Time	11.06	2,500.00	0.44%
<b>Total CEP</b>	<b>11.06</b>	<b>3,000.00</b>	<b>0.37%</b>
Credit Card Charges	2,990.32	8,000.00	37.38%
<b>Design Award Program</b>			
Design Awards Direct Expense	0.00	12,500.00	0.0%
Management Time	23.50	1,500.00	1.57%
Staff Time	44.25	4,600.00	0.96%
<b>Total Design Award Program</b>	<b>67.75</b>	<b>18,600.00</b>	<b>0.36%</b>
<b>Golf Outings</b>			
Golf Outing Direct Expense	0.00	10,000.00	0.0%
Management Time Golf	0.00	500.00	0.0%
Staff Time Golf	0.00	2,000.00	0.0%
<b>Total Golf Outings</b>	<b>0.00</b>	<b>12,500.00</b>	<b>0.0%</b>
Insurance Expenses	290.00	4,000.00	7.25%
Legal	79.00	2,000.00	3.95%
<b>Magazines (Printing &amp; Sales)</b>			
Management Time Ad Sales	188.00	1,000.00	18.8%
Management Time Production	94.00	1,000.00	9.4%
Production Design/Print	0.00	78,700.00	0.0%
Staff Time Ad Sales	11.06	1,500.00	0.74%
Staff Time Production	376.13	4,000.00	9.4%
<b>Total Magazines (Printing &amp; Sales)</b>	<b>669.19</b>	<b>86,200.00</b>	<b>0.78%</b>
<b>Marketing</b>			
Chapter Developments			
Mgmnt Time Chapter Dev	211.50	1,000.00	21.15%
<b>Total Chapter Developments</b>	<b>211.50</b>	<b>1,000.00</b>	<b>21.15%</b>

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January 2016**

	<u>Jan 16</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Marketing General</b>			
Management Time Marketing	235.00	5,000.00	4.7%
Marketing PR Direct Expense	1,166.00	14,000.00	8.33%
Staff Time Marketing	502.25	5,000.00	10.05%
<b>Total Marketing General</b>	<u>1,903.25</u>	<u>24,000.00</u>	<u>7.93%</u>
<b>Marketing Sponsorship</b>			
Management Time Sponsor	188.00	2,000.00	9.4%
Staff Time Sponsorship	55.31	6,000.00	0.92%
<b>Total Marketing Sponsorship</b>	<u>243.31</u>	<u>8,000.00</u>	<u>3.04%</u>
<b>Young Architects Development</b>			
Management Time Young Architect	0.00	1,500.00	0.0%
Staff Time Young Architects	0.00	1,500.00	0.0%
<b>Total Young Architects Development</b>	<u>0.00</u>	<u>3,000.00</u>	<u>0.0%</u>
<b>Total Marketing</b>	2,358.06	36,000.00	6.55%
<b>Mediation Expense</b>			
Mediation Mgmt Time	0.00	500.00	0.0%
Mediation Staff Time	2,452.69	300.00	817.56%
<b>Total Mediation Expense</b>	<u>2,452.69</u>	<u>800.00</u>	<u>306.59%</u>
<b>Memberships</b>			
Management Time Memberships	1,457.00	3,000.00	48.57%
Membership Materials	915.54	3,000.00	30.52%
Staff Time Membership	0.00	16,000.00	0.0%
<b>Total Memberships</b>	<u>2,372.54</u>	<u>22,000.00</u>	<u>10.78%</u>
<b>Misc.</b>			
Misc.-Boards	100.00	2,500.00	4.0%
<b>Total Misc.</b>	<u>100.00</u>	<u>2,500.00</u>	<u>4.0%</u>
<b>Office</b>			
Maintenance	60.00	750.00	8.0%
Office Admin Staff Time	143.82	2,500.00	5.75%
Office Equipment	1,185.33	10,000.00	11.85%
Office Furniture	0.00	800.00	0.0%
Phone/Fax/Internet	194.37	2,700.00	7.2%
Postage	11.50	600.00	1.92%
Rent	1,175.00	14,500.00	8.1%
Supplies/Petty Cash	162.21	2,000.00	8.11%
<b>Total Office</b>	<u>2,932.23</u>	<u>33,850.00</u>	<u>8.66%</u>

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January 2016**

	<u>Jan 16</u>	<u>Budget</u>	<u>% of Budget</u>
Printing (Stationary, Brochure)	0.00	1,200.00	0.0%
<b>Student Merit Awards</b>			
Student Merit Direct Expenses	0.00	1,800.00	0.0%
Student Merit Management Time	0.00	700.00	0.0%
Student Merit Staff Time	0.00	700.00	0.0%
<b>Total Student Merit Awards</b>	<u>0.00</u>	<u>3,200.00</u>	<u>0.0%</u>
<b>Total Chapter CE Programs</b>			
<b>Chapter CE Program</b>			
<b>Chapter CE Program IL</b>			
<b>Lunch and Learn IL</b>			
IL Lunch and Learning	126.23	2,200.00	5.74%
Mgmnt Time L/L Programs IL	47.00	1,200.00	3.92%
Staff Time L/L Programs IL	392.44	5,000.00	7.85%
<b>Total Lunch and Learn IL</b>	<u>565.67</u>	<u>8,400.00</u>	<u>6.73%</u>
<b>Total Chapter CE Program IL</b>	565.67	8,400.00	6.73%
<b>IL Chapter CE Program</b>			
Illinois - Chapter CE Program	112.50	20,000.00	0.56%
Mgmnt Time CE Gen Programs IL	0.00	3,000.00	0.0%
Staff Time CE General Prog IL	497.81	8,500.00	5.86%
<b>Total IL Chapter CE Program</b>	<u>610.31</u>	<u>31,500.00</u>	<u>1.94%</u>
<b>Total Chapter CE Program</b>	1,175.98	39,900.00	2.95%
<b>Chapter CE Program (IN)</b>			
Indiana General Programs	112.50	2,500.00	4.5%
Mgment Time CE Progra (IN)	11.75	500.00	2.35%
Staff Time Chapter (IN)	44.25	1,000.00	4.43%
<b>Total Chapter CE Program (IN)</b>	<u>168.50</u>	<u>4,000.00</u>	<u>4.21%</u>
<b>Chapter CE Program (MI)</b>			
Mgmnt Time MI chapter	23.50	500.00	4.7%
Michigan General Programs	112.50	1,500.00	7.5%
Staff Time MI Chapter	0.00	800.00	0.0%
<b>Total Chapter CE Program (MI)</b>	<u>136.00</u>	<u>2,800.00</u>	<u>4.86%</u>
<b>Chapter CE Programs (MN)</b>			
Mgmnt time CE Programs MN	11.75	500.00	2.35%
MN General Programs	426.66	2,500.00	17.07%
Staff Time Gen Programs MN	185.06	1,000.00	18.51%
<b>Total Chapter CE Programs (MN)</b>	<u>623.47</u>	<u>4,000.00</u>	<u>15.59%</u>

**\*\*\*Association of Licensed Architects - National  
Budget Overview  
January 2016**

	<u>Jan 16</u>	<u>Budget</u>	<u>% of Budget</u>
<b>Chapter CE Programs (MO) 6/year</b>			
Mgmt time CE Gen Programs (MO)	11.75	500.00	2.35%
MO General Programs	710.50	2,500.00	28.42%
Staff Time CE Gen. Programs (MO)	96.56	1,000.00	9.66%
<b>Total Chapter CE Programs (MO) 6/year</b>	<b>818.81</b>	<b>4,000.00</b>	<b>20.47%</b>
<b>Chapter CE Programs (OH) 2/yr</b>			
Mgmnt time CE Programs (OH)	11.75	1,000.00	1.18%
Ohio General Programs	396.50	2,500.00	15.86%
Staff Time CE Programs (OH)	0.00	1,000.00	0.0%
<b>Total Chapter CE Programs (OH) 2/yr</b>	<b>408.25</b>	<b>4,500.00</b>	<b>9.07%</b>
<b>Chapter CE Programs (WI) 6/yr</b>			
Mgmnt time CE Programs (WI)	23.50	800.00	2.94%
Staff Time CE Programs (WI)	55.31	1,500.00	3.69%
Wisconsin General Programs	501.39	2,500.00	20.06%
<b>Total Chapter CE Programs (WI) 6/yr</b>	<b>580.20</b>	<b>4,800.00</b>	<b>12.09%</b>
<b>Total Total Chapter CE Programs</b>	<b>3,911.21</b>	<b>64,000.00</b>	<b>6.11%</b>
<b>Tours 2016</b>			
2016 Tours	0.00	6,000.00	0.0%
Management Time tours	0.00	2,000.00	0.0%
Staff Time Tours	0.00	3,000.00	0.0%
Tours 2016 - Other	112.50		
<b>Total Tours 2016</b>	<b>112.50</b>	<b>11,000.00</b>	<b>1.02%</b>
<b>Web Design/Update/Tech</b>			
Web Design/Update/Tech	124.11	3,000.00	4.14%
Web Management Time	188.00	2,000.00	9.4%
Web Staff Time	320.44	2,200.00	14.57%
<b>Total Web Design/Update/Tech</b>	<b>632.55</b>	<b>7,200.00</b>	<b>8.79%</b>
<b>Web Hosting Fees</b>			
Web Hosting and Software	325.20	2,000.00	16.26%
<b>Total Web Hosting Fees</b>	<b>325.20</b>	<b>2,000.00</b>	<b>16.26%</b>
<b>Webinar</b>			
Webinar Mgmnt Time	0.00	300.00	0.0%
Webinar Staff Time	0.00	1,000.00	0.0%
<b>Total Webinar</b>	<b>0.00</b>	<b>1,300.00</b>	<b>0.0%</b>
<b>Total Expense</b>	<b>27,017.30</b>	<b>466,100.00</b>	<b>5.8%</b>

**\*\*\* Association of Licensed Architects - National  
Budget Overview  
January 2016**

	<u>Jan 16</u>	<u>Budget</u>	<u>% of Budget</u>
Net Income	<u>18,702.47</u>	<u>0.00</u>	<u>100.0%</u>

## Joanne Sullivan

---

**From:** jcarroll@cmmrdevelopment.com  
**Sent:** Sunday, January 31, 2016 9:39 PM  
**To:** joanne@alatoday.org  
**Subject:** ALA scholarship

Hi Joanne:

Good talking to you about this last week.

As mentioned, our son is a freshman at UIUC, started as physics major and is now transferring to Architecture. Scary and great at the same time.

You mentioned that the ALA, currently does not offer any scholarship (need/merit/application based).

I would like to help start this going, not sure how, but with your help and the board.

Please let me know what I need to do for this matter at this time.

Thanks and take care.

Joe Carroll, ALA  
CMMR, LLC  
10215 South Western Avenue  
Chicago, IL 60643  
773 239 1762 office  
773 339 1344 cell

## Board Meeting February 15, 2016

### I. Year Ending December 31, 2015 Budget/Membership Overview

	<u>Actual 2015</u>	<u>Budget 2015</u>	
Income	\$460,948.81	\$459,775.00	+100.26%
Expense	\$468,037.37	\$457,466.00	+102.31%
P/L	\$ -7,088.56	\$ 2,309.00	

### % of Budget Actual v. Budget 2015

#### Income Highlights:

##### **Over Budget**

107.43% Trade Show  
123.3% Design Awards  
117.22% Membership  
381.67% PAC  
458.33% Student Fund

##### **Under Budget**

80.42% CE Programs  
68.57% Mag Ad Sales

#### Expense:

##### **Over Budget**

111.56% CE Programs  
117.61% Trade Show  
136.21% Credit Card Fees  
120.21% Mag Prod and Print

##### **Under Budget**

76.47% Design Awards  
75.97% Marketing  
93.97% Office  
69.42% Student Merit



**Membership :**

**Total for 2015:** 1130 + 6% over 2014 (1071) (see separate report)

12 new members to date 2016 (14 in 2015)

Non-renewed members: 307

**Summary Highlights:**

Still close on budget despite major under-performing areas Ad Sales and CE Programs. Other income and reduced expenses brought the budget in line. We are meeting budget but we need to increase revenue to build awareness/membership/sponsorships, introduce education technology, org/chapter development staff and for reserve funds.

We made a strong effort in 2015 to support chapters thus expenses are higher than in past years. Chapters need the support from staff or we cannot serve the members with local programs.

Design Awards \$5K profit 2015

Trade Show \$27K profit 2015

Magazine bottom line incl production and time over budget 107.37%  
Actual \$64,021.12 Budget \$59,625.00 so improving (2014 \$93,554.89)

Membership up 6%.

Naylor is on board and they are doing a reasonably good job. It was a slower start for Winter Issue due to year end limited budgets from advertisers contacted. Starting to pick up. Usually the Spring Issue is lighter than others so we are coming into the more popular issues...June, September and December.

**Looking Forward:**

Naylor is on board to build ad sales.

Winter Sales = \$10,430 but ALA had prepaid \$2,800 ALA 65% = \$6,779.50

Spring Est'd. = \$12,336 (final not in) ALA 65% = \$8,018.00

Web/Digital = \$3,050 ALA 40% = \$1,220.00

**New Advertisers**

Moen – Winter, Spring

Atlas Restoration - Spring

Graphisoft – Winter, Spring

Andersen – Winter

## Looking Forward continued

Careful on spending... Holding print promos. Just email blasts and calendar posts + social media.  
Watchful of program income and chapter performance  
Evaluate Naylor performance  
Increase sponsorships  
Identify opportunities and excel at income generation.  
Membership growth strategies/incentives (more members/more sponsors/chapter engagement)  
New Ed direction (4) 3 hour programs  
Ed technology – on demand, live stream, webinars  
New contracts  
Houzz and other value services to members  
Webinars  
Philanthropy (foundation)

## II. January 2016

### Balance Sheet

January Balance:	\$86,854.82
February Estimated Income:	\$35,000.00 (exhibitors; membership; programs)
February Estimated Expense:	\$25,000.00 * does not include Naylor December bill
<b>February Estimated Balance:</b>	<b>\$98,854.82</b>

### NAYLOR Cost Situation/Licensed Architect

Naylor for December magazine: \$19,000 estimated  
We do not have an invoice as yet...pay in March

Estimated:

Naylor cost for March issue:	\$16,000
Naylor cost for September issue:	\$12,000
Naylor cost for December issue:	\$10,000

### January/February Highlights

Programs: IL and Indiana; MN April; WI Feb; IL April  
Chapter programs for MO, OH, MN 3 hour program masonry, steel, precast speakers  
Sponsor sales  
Webinar prep  
Lunch and Learns schedule  
Membership renewals  
Design Awards prep to announce

Golf prep to announce  
Trade Show renewals and payments (40 committed; 30 registered)  
Web pages developed for show  
Call for presenters set up  
Student Merit letters  
Welcome brochure finalized  
Updated contracts soon

ALA Programs All Chapters  
2016

Date	Chapter	Program Name	Speakers	Location	Time	Sponsors
1/14/2016	IL	L&L: Managing Moisture in Residential	Matt Reed	ALA Office	11:30 - 1:00	
1/20/2016	IL	Illinois Chapter Board Meeting		ALA Office	5:30 PM	Parksite / Tyvek
1/27/2016	IN	Accessibility & Visitability	Kim Paarlberg	Indiana Design Center	7:30 - 11:00 AM	
1/29/2016	IL	Beauty is Skin Deep - Panel Discussion	Cheryl Ciecko, Scott Con	The Glen Club, Glevnew.	7:30 - 11:30 AM	Northfield, AISC, Stone, Adv Bldg Prod., Rauch Clay
2/9/2016		Committee Meetings		ALA Office	Finance 7:30: Marketing 5:30	
2/15/2016	Conf.	Call for Speakers Opens				
2/15/2016	Conf.	Exhibitor Early Bird Ends				
2/16/2016		National Board Meeting		ALA Office	5:30 PM	
2/17/2016		L&L:		ALA Office	11:30 - 1:00	
2/20/2016	IL	French Market Tour	Mike Berns, ALA	Chicago, Ogilvie Station	11:00 - 1:00	
2/25/2016	WI	Panel Discussion - Best Practices	Jim Belli, Moderator, Koz,	Rock Bottom Brewery, Mil	5:30 - 8:00 PM	
3/8/2016		L&L: Created by Nature, Crafted by Man	Craig Alwine	ALA Office	11:30 - 1:00	Indiana Limestone
3/23/2016		L&L: Commercial Technology	John Brisk	Netrix, Chicago	11:30 - 1:00	
3/31/2016	Conf.	Call for Speakers Closes				
4/12/2016		Committee Meetings		ALA Office	Finance 7:30: Marketing 5:30	
4/14/2016		IL: Energy Code Update	Darren Meyers	Magliano's, Schaumburg	8:00 - 11:30	
4/19/2016		National Board Meeting		ALA Office	5:30 PM	
4/26/2016		After 5:		ALA Office	11:30 - 1:00	
4/27/2016		MN: Ethics 101 for the Practicing Archite	Eric Heigerg + Mark Heley	The All American Confere	11:30- 2:00	
5/4/2016		Illinois Board Meeting		ALA Office	5:30 PM	
5/11/2016		L&L: Insurance	Melissa Roberts	Daltille, Chicago	11:30 - 1:00	USI
5/24/2016		L&L: Title TBD	Luke Kisielewski	ALA Office	11:30 - 1:00	SpecMix
6/1/2016	Conf.	Conference Registration Opens				
6/7/2016		After 5		Netrix, Chicago	4:30 - 6:30 PM	
6/13/2016	DA	Declarations of Intent Due				
6/14/2016		Committee Meetings		ALA Office	Finance 7:30: Marketing 5:30	
6/21/2016		National Board Meeting		ALA Office	5:30 PM	
6/23/2016		L&L:		ALA Office	11:30 - 1:00	
7/12/2016		L&L:		Chicago	11:30 - 1:00	
7/15/2016	DA	Design Awards Boards Due				
7/27/2016		After 5: Created by Nature, Crafted by Man		ALA	11:30 - 1:00	Indiana Limestone
8/5/2016	DA	Design Awards Judging		The Garlands, Barrington,	9:30 AM - 4:00 PM	
8/9/2016		Committee Meetings		ALA Office	Finance 7:30: Marketing 5:30	
8/10/2016		L&L:		ALA Office	11:30 - 1:00	
8/16/2016		National Board Meeting		ALA Office	5:30 PM	
8/19/2016		ALA Golf Outing		Golf Club of Illinois, Algonquin, IL		
9/14/2016		L&L:		ALA		



2015 v. 2014/2013 Membership Report  
February 4, 2016

Chapter	Membership Type	Final 2013	Final 2014	Year End 2015	% of Final 2014			
IL	Affiliate	60	54	53				
	Associate	22	28	28				
	Professional	527	531	548				
	Senior	71	70	69				
	Emeritus	21	22	18				
	Honorarium	12	10	11				
	New Graduate	4	16	4				
	Student	14	24	24				
<b>Total IL</b>		<b>731</b>	<b>755</b>	<b>755</b>	<b>100%</b>			
IN	Affiliate	2	3	2				
	Professional	27	30	36				
	Senior	5	6	9				
	Associate	0	0	1				
	New Graduate	0	0	1				
	Student	1	0	1				
	Honorarium	2	2	2				
	<b>Total IN</b>		<b>37</b>	<b>41</b>	<b>52</b>	<b>127%</b>		
MI	Affiliate	3	4	3				
	Associate	2	3	1				
	Professional	22	28	34				
	Senior	3	5	8				
	Emeritus	0	0	0				
	Honorarium	0	0	0				
	New Graduate	0	1	2				
	Student	1	0	0				
<b>Total MI</b>		<b>31</b>	<b>41</b>	<b>48</b>	<b>117%</b>			
OH	Affiliate	0	0	1				
	Associate	0	0	0				
	Professional	21	21	33				
	Senior	6	6	7				
	Emeritus	0	0	0				
	Honorarium	0	0	0				
	New Graduate	0	2	0				
	Student	1	0	0				
<b>Total OH</b>		<b>28</b>	<b>29</b>	<b>41</b>	<b>141%</b>			
WI	Affiliate	10	8	11				
	Associate	1	1	4				
	Professional	67	69	62				
	Senior	10	10	12				
	Emeritus	0	1	2				
	Honorarium	0	0	0				
	New Graduate	0	1	2				
	Student	0	0	0				
<b>Total WI</b>		<b>88</b>	<b>90</b>	<b>93</b>	<b>103%</b>			
MO	Affiliate	0	0	0				
	Associate	0	0	0				
	Professional	27	25	26				
	Senior	7	6	6				
	Emeritus	1	1	1				
	Honorarium	1	1	1				
	New Graduate	0	1	2				
Student	1	0	0					
<b>Total MO</b>		<b>37</b>	<b>34</b>	<b>36</b>	<b>106%</b>			

2015 v. 2014/2013 Membership Report  
February 4, 2016

<b>MN</b>	Affiliate	0	0	1				
	Associate	2	3	5				
	Professional	11	13	16				
	Senior	9	11	12				
	Emeritus	0	0	0				
	Honorarium	1	1	1				
	New Graduate	0	0	1				
	Student	0	0	0				
<b>Total MN</b>		<b>23</b>	<b>28</b>	<b>36</b>	<b>128%</b>			

2015 v. 2014/2013 Membership Report  
February 4, 2016

Chapter	Membership Type	Final 2013	Final 2014	Final 2015	% of Final 2014			
<b>CHAPTERS</b>	Affiliate			71				
	Associate			39				
	Professional			755				
	Senior			123				
	Emeritus			21				
	Honorarium			15				
	New Graduate			12				
	Student			25				
<b>Total Chapters</b>				<b>1061</b>	<b>***</b>			
***	No comparative data. IN, MI moved to Chapters							
<b>Nat/Non-chapter</b>	Affiliate			15				
	Associate			1				
	Professional			38				
	Senior			9				
	Emeritus			0				
	Honorarium			0				
	New Graduate			5				
	Student			1				
<b>Total Nat/Non-chapter</b>				<b>69</b>	<b>***</b>			
***	No comparative data. IN, MI moved to Chapters							
<b>ALA Total Membership</b>		<b>1015</b>	<b>1071</b>	<b>1130</b>	<b>106%</b>			



2015 v. 2014/2013 Membership Report  
February 4, 2016

Non-chapter States	Membership Type	Final 2013	Final 2014	Final 2015	% of Final 2014			
AL	Professional	0	0	1				
<b>Total AL</b>				<b>1</b>	<b>new</b>			
AR	Professional	1	1	1				
<b>Total AR</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>100%</b>			
AZ	Affiliate	2	1	1				
	Professional	1	2	2				
	Senior	1	1	1				
<b>Total AZ</b>		<b>4</b>	<b>4</b>	<b>4</b>	<b>100%</b>			
CA	Affiliate	1	1	1				
	Professional	3	3	2				
	Senior	0	1	1				
	Student	0	0	0				
	New Graduate	0	2	0				
<b>Total CA</b>		<b>4</b>	<b>7</b>	<b>4</b>	<b>-43%</b>			
CO	Affiliate	0	0	0				
	Professional	2	2	2				
	Senior	0	1	1				
	New Graduate	0	1	0				
<b>Total CO</b>		<b>2</b>	<b>4</b>	<b>3</b>	<b>-25%</b>			
DE	Affiliate	1	1	1				
<b>Total DE</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>100%</b>			
FL	Emeritus	0	1	0				
	Professional	6	4	5				
	Affiliate	0	2	2				
	Senior	3	3	3				
<b>Total FL</b>		<b>9</b>	<b>10</b>	<b>10</b>	<b>100%</b>			
GA	Affiliate	1	1	1				
	Professional	1	1	1				
<b>Total GA</b>		<b>2</b>	<b>2</b>	<b>2</b>	<b>100%</b>			
HI	Associate	1	1	0				
<b>Total HI</b>		<b>1</b>	<b>1</b>	<b>0</b>	<b>lost member</b>			
IA	Professional	4	7	8				
	Senior	0	0	1				
<b>Total IA</b>		<b>4</b>	<b>7</b>	<b>9</b>	<b>128%</b>			
ID	Professional	1	1	1				
<b>Total ID</b>		<b>1</b>	<b>1</b>		<b>100%</b>			
KS	Senior	0	1	1				
	Affiliate	0	0	1				
<b>Total KS</b>		<b>0</b>	<b>1</b>	<b>2</b>	<b>200%</b>			
MA	Affiliate	0	0	2				
	New Graduate	0	0	1				
<b>Total MA</b>		<b>0</b>	<b>0</b>	<b>3</b>	<b>300%</b>			
MD	Affiliate	0	0	0				
	Professional	1	1	2				
<b>Total MD</b>		<b>1</b>	<b>1</b>	<b>2</b>	<b>200%</b>			
ME	Professional	1	1	1				
<b>Total ME</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>100%</b>			
NC	Affiliate	0	0	1				
<b>Total NC</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>new</b>			
NE	Professional	1	0	0				
<b>Total NE</b>		<b>1</b>	<b>0</b>	<b>0</b>	<b>lost member</b>			
NH	Affiliate	0	1	0				

2015 v. 2014/2013 Membership Report  
February 4, 2016

<b>Total NH</b>		<b>0</b>	<b>1</b>	<b>0</b>	<b>lost member</b>			
NJ	Professional	0	2	2				
<b>Total NJ</b>		<b>0</b>	<b>2</b>	<b>2</b>	<b>100%</b>			
<b>Non-chapter States</b>	<b>Membership Type</b>	<b>Final 2013</b>	<b>Final 2014</b>		<b>% of Final 2014</b>			
NM	Professional	1	1	1				
<b>Total NM</b>		<b>1</b>	<b>1</b>	<b>1</b>	<b>100%</b>			
NV	Affiliate	0	0	1				
<b>Total NV</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>new</b>			
NY	Professional	1	1	1				
	New Graduate	0	1	0				
<b>Total NY</b>		<b>1</b>	<b>2</b>	<b>1</b>	<b>50%</b>			
OK	Affiliate			1				
<b>Total OK</b>				<b>1</b>				
	Affiliate			1				
OR	Professional	0	0	1				
<b>Total OR</b>		<b>0</b>	<b>0</b>	<b>2</b>	<b>new</b>			
PA	Affiliate	0	0	0				
	Professional	1	1	2				
	Senior	0	1	1				
	New Graduate	0	0	0				
<b>Total PA</b>		<b>1</b>	<b>2</b>	<b>3</b>	<b>150%</b>			
RI	Professional	0	0	1				
<b>Total RI</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>new</b>			
SC	New Graduate	0	0	1				
<b>Total SC</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>new</b>			
SD	New Graduate	0	0	1				
<b>Total SD</b>		<b>0</b>	<b>0</b>	<b>1</b>	<b>new</b>			
TN	Affiliate	1	1	1				
	New Graduate	0	0	1				
<b>Total TN</b>		<b>1</b>	<b>1</b>	<b>2</b>	<b>200%</b>			
TX	Professional	2	1	1				
	New Graduate	0	1	0				
	Student	1	0	0				
	Associate	0	0	1				
<b>Total TX</b>		<b>3</b>	<b>2</b>	<b>2</b>	<b>100%</b>			
UT	Professional	0	1	1				
	New Graduate	0	0	1				
<b>Total UT</b>		<b>0</b>	<b>1</b>	<b>2</b>	<b>200%</b>			

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<b>VA</b>	Affiliate	1	1	1				
	Professional	0	1	0				
<b>Total VA</b>		<b>1</b>	<b>2</b>	<b>1</b>	<b>50%</b>			
<b>WA</b>	Affiliate	0	0	0				
	Professional	0	0	1				
<b>Total WA</b>		<b>0</b>	<b>0</b>	<b>1</b>	new			
<b>WY</b>	Student			1				
<b>Total WY</b>				1				
<b>International</b>								
<b>India</b>	Professional	0	0	1	new			
				1				
<b>Total Nat/Non-chapter/New Chap</b>				1				