



**Association of
Licensed Architects**

National Board Meeting – April 19, 2016
ALA Office
One E. Northwest Hwy.
Palatine, IL 60067 847-382-0630
Time: 5:30 pm CST 6:00 pm CST Remote

**BOARD MEETING AGENDA
Tuesday, April 19, 2016**

1. Call to Order, Roll Call & presentation of Agenda – Jeff Budgell (10 min. 1 – 3)
2. Minutes – Mark Spann, Secretary
 - A. Approval – Minutes from February 16, 2016 Board meeting
3. Financial Report – Pat Harris, Treasurer
 - A. Approval – Financial reports February and March, 2016; First Quarter
4. President's Report – Jeff Budgell (20 min.)
 - A. General Comments
 - B. Naylor sales
 - C. Membership Dues
5. Discussion: Where Will Future Architects Come From? (20 min.)
6. 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. 2016 Membership
 - C. Programs/Conference
7. Chapter Reports (40 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, June 21, 2016



**Association of
Licensed Architects**

ALA NATIONAL BOARD OF DIRECTORS MEETING MINUTES:

DATE: February 16, 2016
TIME: 6:00 pm
LOCATION: ALA's National Office
One E. Northwest Hwy
Palatine, Illinois 60067

The Secretary called the roll of the Board Members present:

PRESENT: James Belli Rick Gilmore Mark V. Spann
Jeffrey Budgell Tom Harkins Joanne Sullivan
Michael Coan Pat Harris (phone) Bill Watkins (phone)
Bob Davidson (phone) Kurt Hezner Jeff Whyte

GUEST: Lew Wilson

ABSENT: Russell Peterson
David "Koz" Koscielniak Jeff Stoner
Steve Pate

1. Jeffrey Budgell called the meeting to order at 6:05 pm and presented the Agenda.
2. A. Meeting Minutes: Jeffrey Budgell called for a motion to approve the minutes for ALA's November 10, 2015 National Board of Directors Meeting:

MOTION 02-16-2016-A: "To approve the ALA National Board of Directors Meeting Minutes of November 10, 2015."

MADE BY: James Belli
SECONDED BY: Michael Coan
DISCUSSION: General – minor correction noted
VOICE VOTE: Yes (unanimous)
ACTION: Motion Passed

- B. Meeting Minutes: Jeffrey Budgell called for a motion to approve the minutes for ALA's Board of Directors Annual Meeting of December 8, 2015:

MOTION 02-16-2016-B: "To approve the ALA National Board of Directors Annual Meeting Minutes of December 8, 2015."

MADE BY: James Belli
SECONDED BY: Michael Coan
DISCUSSION: General
VOICE VOTE: Yes (unanimous)
ACTION: Motion Passed

3. A. Treasurer's Report: Jeffrey Budgell called for a motion to approve the financial reports for October, November, December, and Year End for 2015 as well as January 2016 for ALA National:

MOTION 11-11-2015-C: "To to approve the financial reports for October, November, December, and Year End for 2015 as well as January 2016 for ALA National."

MADE BY: James Belli
SECONDED BY: Michael Coan
DISCUSSION: General
VOICE VOTE: Yes (unanimous)
ACTION: Motion Passed

4. President's Report: Jeffrey Budgell

A. General Comments:

We need to develop a five year plan with goals, but first we must "free-up" or increase our finances for same.

B. Naylor Sales:

Year End issue of Licensed Architect is the first one published in the new format by Naylor. Ad sales for the winter issue were not as great due to year end limited budgets from advertisers contacted. There will be four issues of the magazine published this year. The hope is that we can go "net zero" on the magazine, and maybe actually make money. The magazine was costing us about \$90,000 per year, and we are hoping we can get that down to \$60,000, via advertising sales through Naylor.

C. Committee for Consideration of an ALA Scholarship or Foundation entity.

We need to establish a committee to develop a Scholarship / Foundation Program, to examine and answer such questions as: How will it be financed? Will it be for kids in college or young professional doing their IDP? How will the program/Foundation be funded? and so forth. Letter from Joe Carroll expressing interest in helping.

5. Committee Report:

A. Education – Lew Wilson

- 75 people attended our program in Glenview. Looking to do more in a similar format (see Marketing section below concerning ¾ programs)... Also looking closer at Ed technology – on demand, live stream, webinars.

B. Finance – Pat Harris

Noted that we need to have Naylor come on strong with their marketing / ad sales.

C. Marketing – Jeff Whyte

The Marketing committee is exploring ways to get more members, and promote ALA better, including but not limited to: ¾ programs (3 hours each, four times a year); emphasizing our Oct 4th conference; and increasing our membership dues next year by 5%? (open to discussion).

One suggestion: we should explore expanding our program certification to include other professions (LEED, landscape architects, ICC Building Code people, etc).

6. Executive Director's Report: Joanne Sullivan

A. Financial:

Income Highlights:	Over Budget:	Trade Show	107.43%
		Design Awards	123.3%
		Membership	117.22%
		PAC	381.67%
		Student Fund	458.33%
	Under Budget	CE Programs	80.42%
		Mag Ad Sales	68.57%
Expenses:	Over Budget:	CE Programs	111.56%
		Trade Show	117.61%
		Credit Card Fees	136.21%
		Mag Prod and Print	120.21%
	Under Budget	Design Awards	76.47%
		Marketing	75.97%
		Office	93.97%
	Student Merit	69.42%	

We are 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 the budget, but we need to increase revenue to build awareness/membership sponsorships, introduce education technology, and/or chapter development staff and for reserve funds.

B. 2015 Membership:

- Total for 2015: 1130 + 6% over 2014 (1071)
- 12 new members to date 2016 (14 in 2015)
- Non-renewed members: 307

C. Programs/Conference:

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
Webinar prep
Lunch and Learns: March 8 – Limestone: Created by Nature, Crafted by Man;
March 23 - Commercial Technology, Netrix, Chicago

We are planning on starting early with promoting the October 4th conference. Trade Show Renewal and payments (40 committed; 30 registered)

Golf Outing to be announced soon ...

D. New Advertisers: Moen – Winter Spring
Atlas Restoration – Spring
Graphisoft – Winter, Spring
Andersen - Winter

E. Looking forward:

- No print, just using e-blasts, and calendar posts + social media. Like us on Face Book, as well, to get updates.
- Careful on spending, watching 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
- Ed technology – on demand, live stream, webinars
- Update and new contracts
- Houzz and other value services to members
- Philanthropy

8. Chapter Reports:

- A. Wisconsin Chapter - The WI Chapter will be presenting a Panel Discussion on February 25: Best Practices of Architecture.
- B. Illinois Chapter – Michael Coan: Working with ALA National on regional initiatives. French Market Tour on February 20, Chicago, Ogilvie Station. Energy Code Update on April 14, Maggiano's, Schaumburg.
- C. Indianapolis, Indiana: no report.
- D. Minnesota Chapter: April program: Ethics 101 for Practicing Architects.
- E. St Louis, Missouri Chapter – Bill Watkins: still in the process of rebuilding the Board.
- F. Ohio Chapters: Columbus - no report; Cleveland - Bob Davidson: anticipate activity in the near future.
- G. Michigan: no report.

9. Old Business: none.

10. New Business: none.

11. Next Meeting: will be on Tuesday, April 19, 2016, 6:00 p.m. at ALA's National's Office in Palatine, IL.

12. There being no further business before the ALA Board, there was a call for a motion to adjourn:

MOTION 02-16-2016-D: "To adjourn the ALA National Board of Directors Meeting
of February 16, 2016."
MADE BY: James Belli
SECONDED BY: Mark Spann
VOICE VOTE: Yes (unanimous)
ACTION: Meeting adjourned at 8:47 pm.

*****Association of Licensed Architects - National
Balance Sheet Detail
As of February 29, 2016**

Type	Date	Num	Name	Original Amo...	Balance
ASSETS					86,854.42
Current Assets					86,854.42
Checking/Savings					86,854.42
American Chartered Bank					86,854.42
Dep...	02/03/20			8,701.80	95,556.22
Dep...	02/03/20			2,610.00	98,166.22
Dep...	02/04/20			5,255.00	103,421.22
Dep...	02/11/20			5,995.00	109,416.22
Check	02/13/20	2808	SMT Events	-200.00	109,216.22
Check	02/13/20	2809	Nataliya Kuguk	-60.00	109,156.22
Check	02/13/20	2810	PR Chicago	-275.00	108,881.22
Check	02/13/20	2811	East-Teck Office Solutions, Inc.	-109.10	108,772.12
Check	02/13/20	2812	Barrington Print & Copy, Inc.	-69.25	108,702.87
Check	02/13/20	2813	Midwest Type & Imaging	-75.50	108,627.37
Check	02/13/20	2814	David Koscielniak	-117.64	108,509.73
Check	02/13/20	2815	Purchase Power	-59.97	108,449.76
Check	02/13/20	2816	Linda Hamann	-194.80	108,254.96
Check	02/13/20	2817	Megan Downey	-532.29	107,722.67
Check	02/13/20	2818	Palatine Properties Ltd. Partners...	-1,175.00	106,547.67
Check	02/13/20	2819	Chemical Bank	-789.35	105,758.32
Check	02/13/20	2820	J. Sullivan and Associates	-21,867.43	83,890.89
Dep...	02/17/20			3,765.00	87,655.89
Dep...	02/17/20			4,986.80	92,642.69
Dep...	02/17/20			679.10	93,321.79
Dep...	02/17/20			2,593.00	95,914.79
Dep...	02/17/20			415.00	96,329.79
Dep...	02/17/20			105.00	96,434.79
Dep...	02/18/20			10.00	96,444.79
Dep...	02/22/20			8,735.00	105,179.79
Dep...	02/23/20			875.00	106,054.79
Dep...	02/23/20			2,278.00	108,332.79
Dep...	02/29/20			80.00	108,412.79
Dep...	02/29/20			535.00	108,947.79
Dep...	02/29/20			3,065.00	112,012.79
Check	02/29/20		Credit Card Charges	-1,561.99	110,450.80
Dep...	02/29/20			9.26	110,460.06
Total American Chartered Bank					110,460.06
Total Checking/Savings					110,460.06
Total Current Assets					110,460.06
TOTAL ASSETS					110,460.06
LIABILITIES & EQUITY					0.00
TOTAL LIABILITIES & EQUITY					0.00

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

Type	Date	Num	Name	Original Amo...	Balance
ASSETS					110,460.06
Current Assets					110,460.06
Checking/Savings					110,460.06
American Chartered Bank					110,460.06
Dep...	03/08/20			155.00	110,615.06
Dep...	03/08/20			80.00	110,695.06
Dep...	03/15/20			6,100.00	116,795.06
Dep...	03/15/20			1,611.80	118,406.86
Check	03/16/20	2821	Timberlake Association Solution...	-387.00	118,019.86
Check	03/16/20	2822	Megan Downey	-250.00	117,769.86
Check	03/16/20	2823	Nataliya Kuguk	-60.00	117,709.86
Check	03/16/20	2824	Palatine Properties Ltd. Partners...	-1,175.00	116,534.86
Check	03/16/20	2825	Jeffrey Stoner	-50.74	116,484.12
Check	03/16/20	2826	Midwest Type & Imaging	-165.00	116,319.12
Check	03/16/20	2827	Linda Hamann	-161.90	116,157.22
Check	03/16/20	2828	Chemical Bank	-789.35	115,367.87
Check	03/16/20	2829	Purchase Power	-150.00	115,217.87
Check	03/16/20	2830	PR Chicago	-264.00	114,953.87
Check	03/16/20	2831	Barrington Print & Copy, Inc.	-491.00	114,462.87
Check	03/16/20	2832	J. Sullivan and Associates	-17,553.25	96,909.62
Dep...	03/16/20			20.00	96,929.62
Dep...	03/16/20			1,795.00	98,724.62
Dep...	03/22/20			791.25	99,515.87
Dep...	03/22/20			515.00	100,030.87
Dep...	03/28/20			2,083.75	102,114.62
Dep...	03/28/20			715.00	102,829.62
Dep...	03/30/20			275.00	103,104.62
Dep...	03/30/20			150.00	103,254.62
Dep...	03/30/20			515.00	103,769.62
Dep...	03/30/20			1,280.00	105,049.62
Check	03/31/20			-1,634.16	103,415.46
Dep...	03/31/20			13.97	103,429.43
Total American Chartered Bank					103,429.43
Total Checking/Savings					103,429.43
Total Current Assets					103,429.43
TOTAL ASSETS					103,429.43
LIABILITIES & EQUITY					0.00
TOTAL LIABILITIES & EQUITY					0.00

First Q Budget Overview 2016
April 19, 2016

				Jan 16	Feb 16	Mar 16	TOTAL		
				Jan 16	Feb 16	Mar 16	Jan - Mar 16	Budget	% of Budget
Income									
Annual Conf & Product Shows									
	Attendees			0.00	0.00	0.00	0.00	49,500.00	0.0%
	Exhibitors/Sponsors			10,910.00	28,878.00	5,620.00	45,408.00	96,000.00	47.3%
Total Annual Conf & Product Shows				10,910.00	28,878.00	5,620.00	45,408.00	145,500.00	31.21%
Annual Meeting (National)				90.00	2,425.00	0.00	2,515.00	1,600.00	157.19%
	CE Articles			270.00	160.00	155.00	585.00	2,000.00	29.25%
	CE Providers (CEP)			0.00	1,400.00	1,110.00	2,510.00	3,000.00	83.67%
	CE Webinars			0.00	0.00	0.00	0.00	1,000.00	0.0%
Chapter CE Programs									
	Chapter CE Prog Lunch/Learn IL			495.00	1,264.10	605.00	2,364.10	8,000.00	29.55%
	Chapter CE Programs (IL)			5,700.00	1,925.00	2,265.00	9,890.00	30,000.00	32.97%
	Chapter CE Programs (IN)			820.00	0.00	0.00	820.00	4,000.00	20.5%
	Chapter CE Programs (MI)			0.00	0.00	0.00	0.00	3,000.00	0.0%
	Chapter CE Programs (MN)			0.00	0.00	480.00	480.00	4,000.00	12.0%
	Chapter CE Programs (MO)			0.00	0.00	0.00	0.00	4,000.00	0.0%
	Chapter CE Programs (OH)			0.00	0.00	0.00	0.00	6,000.00	0.0%
	Chapter CE Programs (WI)			40.00	800.00	230.00	1,070.00	4,000.00	26.75%
	Tours 2016			0.00	0.00	2,055.00	2,055.00	14,000.00	14.68%
	Trip April 17-18 Columbus, IN			0.00	0.00	0.00	0.00	0.00	0.0%
Total Chapter CE Programs				7,055.00	3,989.10	5,635.00	16,679.10	77,000.00	21.66%
Contracts									
	Contracts - Electronic			43.60	43.60	21.80	109.00	500.00	21.8%
Total Contracts				43.60	43.60	21.80	109.00	500.00	21.8%
Design Awards				0.00	0.00	0.00	0.00	25,000.00	0.0%
	Golf Outing			0.00	0.00	0.00	0.00	20,000.00	0.0%
Interest on Bank Account				7.42	9.26	13.97	30.65	100.00	30.65%
	Job Posting			0.00	50.00	150.00	200.00	2,000.00	10.0%
Magazine Ad Sales				0.00	1,683.00	0.00	1,683.00	43,000.00	3.91%
Membership				27,093.75	12,005.00	3,395.00	42,493.75	140,000.00	30.35%
	PAC			100.00	25.00	0.00	125.00	150.00	83.33%
Student Funds				150.00	25.00	0.00	175.00	1,150.00	15.22%
	Tax Refund			0.00	0.00	0.00	0.00	100.00	0.0%
Web Ad Sales				0.00	0.00	0.00	0.00	4,000.00	0.0%
Total Income				45,719.77	50,692.96	16,100.77	112,513.50	466,100.00	24.14%
Expense									
Accounting Expenses				614.81	224.27	207.98	1,047.06	3,500.00	29.92%
Annual Conf & Product Show									
	Management Time			235.00	846.00	1,081.00	2,162.00	8,600.00	25.14%
	Show Direct Expense			205.00	1,430.00	435.00	2,070.00	66,000.00	3.14%
	Staff Time			2,227.56	3,086.50	3,574.81	8,888.87	37,000.00	24.02%

First Q Budget Overview 2016

April 19, 2016

Total Annual Conf & Product Show		2,667.56	5,362.50	5,090.81	13,120.87	111,600.00	11.76%
Annual Meeting National		1,544.50	0.00	700.00	2,244.50	2,000.00	112.23%
Association Management							
	Assoc Management Chapter Staff	121.69	309.75	33.19	464.63	2,500.00	18.59%
	Assoc Management Staff (Assist)	320.44	88.31	121.69	530.44	2,500.00	21.22%
	Assoc.Mgmnt Interns (3@550.00)	0.00	0.00	0.00	0.00	1,650.00	0.0%
	Association Management National	2,444.00	1,574.50	2,279.50	6,298.00	22,000.00	28.63%
Total Association Management		2,886.13	1,972.56	2,434.38	7,293.07	28,650.00	25.46%
CE Article							
	CE Article Staff Time	0.00	0.00	231.00	231.00	1,000.00	23.1%
Total CE Article		0.00	0.00	231.00	231.00	1,000.00	23.1%
CEP							
	CEP Management Time	0.00	0.00	0.00	0.00	500.00	0.0%
	CEP Staff Time	11.06	55.31	110.63	177.00	2,500.00	7.08%
Total CEP		11.06	55.31	110.63	177.00	3,000.00	5.9%
Credit Card Charges		2,990.32	1,561.99	1,634.16	6,186.47	8,000.00	77.33%
Design Award Program							
	Design Awards Direct Expense	0.00	0.00	115.00	115.00	12,500.00	0.92%
	Management Time	23.50	199.75	141.00	364.25	1,500.00	24.28%
	Staff Time	44.25	22.13	320.81	387.19	4,600.00	8.42%
Total Design Award Program		67.75	221.88	576.81	866.44	18,600.00	4.66%
Golf Outings							
	Golf Outing Direct Expense	0.00	200.00	0.00	200.00	10,000.00	2.0%
	Management Time Golf	0.00	0.00	0.00	0.00	500.00	0.0%
	Staff Time Golf	0.00	0.00	88.50	88.50	2,000.00	4.43%
Total Golf Outings		0.00	200.00	88.50	288.50	12,500.00	2.31%
Insurance Expenses		290.00	290.00	0.00	580.00	4,000.00	14.5%
Legal		79.00	0.00	0.00	79.00	2,000.00	3.95%
Magazines (Printing & Sales)							
	Management Time Ad Sales	188.00	94.00	70.50	352.50	1,000.00	35.25%
	Management Time Production	94.00	70.50	23.50	188.00	1,000.00	18.8%
	Production Design/Print	0.00	0.00	50.00	50.00	78,700.00	0.06%
	Staff Time Ad Sales	11.06	44.25	22.13	77.44	1,500.00	5.16%
	Staff Time Production	376.13	309.75	486.75	1,172.63	4,000.00	29.32%
Total Magazines (Printing & Sales)		669.19	518.50	652.88	1,840.57	86,200.00	2.14%
Marketing							
	Chapter Developments						
	Mgmnt Time Chapter Dev	211.50	176.25	0.00	387.75	1,000.00	38.78%
Total Chapter Developments		211.50	176.25	0.00	387.75	1,000.00	38.78%

First Q Budget Overview 2016
April 19, 2016

	Marketing General							
		Management Time Marketing	235.00	141.00	270.25	646.25	5,000.00	12.93%
		Marketing PR Direct Expense	1,166.00	657.29	385.16	2,208.45	14,000.00	15.78%
		Staff Time Marketing	502.25	1,137.25	753.13	2,392.63	5,000.00	47.85%
		Total Marketing General	1,903.25	1,935.54	1,408.54	5,247.33	24,000.00	21.86%
	Marketing Sponsorship							
		Management Time Sponsor	188.00	246.75	188.00	622.75	2,000.00	31.14%
		Staff Time Sponsorship	55.31	143.81	0.00	199.12	6,000.00	3.32%
		Total Marketing Sponsorship	243.31	390.56	188.00	821.87	8,000.00	10.27%
	Young Architects Development							
		Management Time Young Architect	0.00	23.50	0.00	23.50	1,500.00	1.57%
		Staff Time Young Architects	0.00	0.00	22.13	22.13	1,500.00	1.48%
		Total Young Architects Development	0.00	23.50	22.13	45.63	3,000.00	1.52%
	Total Marketing		2,358.06	2,525.85	1,618.67	6,502.58	36,000.00	18.06%
	Mediation Expense							
		Mediation Mgmt Time	0.00	0.00	0.00	0.00	500.00	0.0%
		Mediation Staff Time	0.00	0.00	0.00	0.00	300.00	0.0%
		Total Mediation Expense	0.00	0.00	0.00	0.00	800.00	0.0%
	Memberships							
		Management Time Memberships	1,457.00	293.75	105.75	1,856.50	3,000.00	61.88%
		Membership Materials	915.54	69.25	491.00	1,475.79	3,000.00	49.19%
		Staff Time Membership	2,452.69	2,278.13	831.19	5,562.01	16,000.00	34.76%
		Total Memberships	4,825.23	2,641.13	1,427.94	8,894.30	22,000.00	40.43%
	Misc.							
		Misc.-Boards	100.00	81.67	285.47	467.14	2,500.00	18.69%
		Total Misc.	100.00	81.67	285.47	467.14	2,500.00	18.69%
	Office							
		Maintenance	60.00	60.00	60.00	180.00	750.00	24.0%
		Office Admin Staff Time	143.82	33.00	341.06	517.88	2,500.00	20.72%
		Office Equipment	1,185.33	958.42	789.35	2,933.10	10,000.00	29.33%
		Office Furniture	0.00	0.00	54.15	54.15	800.00	6.77%
		Phone/Fax/Internet	194.37	195.03	195.03	584.43	2,700.00	21.65%
		Postage	11.50	0.00	150.00	161.50	600.00	26.92%
		Rent	1,175.00	1,175.00	1,175.00	3,525.00	14,500.00	24.31%
		Supplies/Petty Cash	162.21	133.18	100.72	396.11	2,000.00	19.81%
		Total Office	2,932.23	2,554.63	2,865.31	8,352.17	33,850.00	24.67%
		Printing (Stationary, Brochure)	0.00	0.00	0.00	0.00	1,200.00	0.0%
		Student Merit Awards						

First Q Budget Overview 2016

April 19, 2016

	Student Merit Direct Expenses	0.00	0.00	0.00	0.00	1,800.00	0.0%
	Student Merit Management Time	0.00	0.00	152.75	152.75	700.00	21.82%
	Student Merit Staff Time	0.00	0.00	291.75	291.75	700.00	41.68%
	Total Student Merit Awards	0.00	0.00	444.50	444.50	3,200.00	13.89%
	Taxes	0.00	44.24	0.00	44.24		
	Total Chapter CE Programs						
	Chapter CE Program						
	Chapter CE Program IL						
	Lunch and Learn IL						
	IL Lunch and Learning	126.23	267.04	284.73	678.00	2,200.00	30.82%
	Mgmnt Time L/L Programs IL	47.00	164.50	11.75	223.25	1,200.00	18.6%
	Staff Time L/L Programs IL	392.44	669.56	154.88	1,216.88	5,000.00	24.34%
	Total Lunch and Learn IL	565.67	1,101.10	451.36	2,118.13	8,400.00	25.22%
	Total Chapter CE Program IL	565.67	1,101.10	451.36	2,118.13	8,400.00	25.22%
	IL Chapter CE Program						
	Illinois - Chapter CE Program	112.50	2,913.54	385.00	3,411.04	20,000.00	17.06%
	Mgmnt Time CE Gen Programs IL	0.00	1,128.00	387.75	1,515.75	3,000.00	50.53%
	Staff Time CE General Prog IL	497.81	1,429.38	582.94	2,510.13	8,500.00	29.53%
	Total IL Chapter CE Program	610.31	5,470.92	1,355.69	7,436.92	31,500.00	23.61%
	Total Chapter CE Program	1,175.98	6,572.02	1,807.05	9,555.05	39,900.00	23.95%
	Chapter CE Program (IN)						
	Indiana General Programs	112.50	234.69	50.74	397.93	2,500.00	15.92%
	Mgment Time CE Progra (IN)	11.75	152.75	35.25	199.75	500.00	39.95%
	Staff Time Chapter (IN)	44.25	391.87	22.13	458.25	1,000.00	45.83%
	Total Chapter CE Program (IN)	168.50	779.31	108.12	1,055.93	4,000.00	26.4%
	Chapter CE Program (MI)						
	Mgmnt Time MI chapter	23.50	0.00	0.00	23.50	500.00	4.7%
	Michigan General Programs	112.50	0.00	0.00	112.50	1,500.00	7.5%
	Staff Time MI Chapter	0.00	0.00	0.00	0.00	800.00	0.0%
	Total Chapter CE Program (MI)	136.00	0.00	0.00	136.00	2,800.00	4.86%
	Chapter CE Programs (MN)						
	Mgmnt time CE Programs MN	11.75	105.75	58.75	176.25	500.00	35.25%
	MN General Programs	426.66	0.00	0.00	426.66	2,500.00	17.07%
	Staff Time Gen Programs MN	185.06	0.00	132.75	317.81	1,000.00	31.78%
	Total Chapter CE Programs (MN)	623.47	105.75	191.50	920.72	4,000.00	23.02%
	Chapter CE Programs (MO) 6/year						
	Mgmt time CE Gen Programs (MO)	11.75	94.00	94.00	199.75	500.00	39.95%
	MO General Programs	710.50	0.00	0.00	710.50	2,500.00	28.42%
	Staff Time CE Gen. Programs (MO)	96.56	55.31	11.06	162.93	1,000.00	16.29%

First Q Budget Overview 2016
April 19, 2016

	Total Chapter CE Programs (MO) 6/year	818.81	149.31	105.06	1,073.18	4,000.00	26.83%
	Chapter CE Programs (OH) 2/yr						
	Mgmnt time CE Programs (OH)	11.75	141.00	82.25	235.00	1,000.00	23.5%
	Ohio General Programs	396.50	0.00	0.00	396.50	2,500.00	15.86%
	Staff Time CE Programs (OH)	0.00	44.25	0.00	44.25	1,000.00	4.43%
	Total Chapter CE Programs (OH) 2/yr	408.25	185.25	82.25	675.75	4,500.00	15.02%
	Chapter CE Programs (WI) 6/yr						
	Mgmnt time CE Programs (WI)	23.50	23.50	141.00	188.00	800.00	23.5%
	Staff Time CE Programs (WI)	55.31	154.88	287.25	497.44	1,500.00	33.16%
	Wisconsin General Programs	501.39	117.64	634.84	1,253.87	2,500.00	50.16%
	Total Chapter CE Programs (WI) 6/yr	580.20	296.02	1,063.09	1,939.31	4,800.00	40.4%
	Total Total Chapter CE Programs	3,911.21	8,087.66	3,357.07	15,355.94	64,000.00	23.99%
	Tours 2016						
	2016 Tours	112.50	141.00	0.00	253.50	6,000.00	4.23%
	Management Time tours	0.00	0.00	129.25	129.25	2,000.00	6.46%
	Staff Time Tours	0.00	22.13	0.00	22.13	3,000.00	0.74%
	Total Tours 2016	112.50	163.13	129.25	404.88	11,000.00	3.68%
	Web Design/Update/Tech						
	Web Design/Update/Tech	124.11	0.00	0.00	124.11	3,000.00	4.14%
	Web Management Time	188.00	211.50	188.00	587.50	2,000.00	29.38%
	Web Staff Time	320.44	370.50	630.54	1,321.48	2,200.00	60.07%
	Total Web Design/Update/Tech	632.55	582.00	818.54	2,033.09	7,200.00	28.24%
	Web Hosting Fees						
	Web Hosting and Software	325.20	0.00	387.00	712.20	2,000.00	35.61%
	Total Web Hosting Fees	325.20	0.00	387.00	712.20	2,000.00	35.61%
	Webinar						
	Webinar Mgmnt Time	0.00	0.00	70.50	70.50	300.00	23.5%
	Webinar Staff Time	0.00	0.00	0.00	0.00	1,000.00	0.0%
	Total Webinar	0.00	0.00	70.50	70.50	1,300.00	5.42%
	Total Expense	27,017.30	27,087.32	23,131.40	77,236.02	466,100.00	16.57%
		18,702.47	23,605.64	-7,030.63	35,277.48	0.00	100.0%

Joanne Sullivan

From: Joanne Sullivan <joanne@alatoday.org>
Sent: Thursday, March 03, 2016 1:40 PM
To: 'JB Architects Studio'; gilmorearch@gmail.com; Pat Harris (pharris@harrisarchitects.com); 'Mark Spann - 5P2CCA'; 'micasa60004@yahoo.com'; 'Michael Coan' (mgcoanarchitect@yahoo.com); Bob.Davidson@TheAustin.com; 'David "Koz" Koscielniak'; Kurt Hezner (kurth@hezner.biz); 'russ@cleverarchitecture.com'; 'jstoner@redapd.com'; wmhwt@sbcglobal.net; Jeff Whyte (jeff@jeffwhyte.com); 'Iwilson@sgwarch.com'; 'Harkins, Tom'; Steve Pate (spate@ruckpate.com)
Cc: 'Jim Belli'
Subject: FW: Where Will Future Architects Come From?

Good Afternoon,

Jim Belli received the email below from Norm Lach, FALA and Assistant Professor of Architectural Studies at SIU. Norm is a 1966 graduate of Lane Tech High School in Chicago. Also, Norm has served on the Illinois Architectural Licensing Board.

Jim wanted the Board to receive a copy of the email so the issue at hand may be discussed at the next Board meeting (April 19th).

Norm is voicing a concern over Chicago Public Schools' Fine Arts Programs budget cuts (Lane Tech for example) resulting in the elimination of architecture education. He questions...*If the public schools in Chicago are not teaching courses to even explore this profession, where are the future architects going to come from? Norm says, This is very disturbing, especially in Chicago, which many people will tell you is the greatest architecture city in the United States.*

Please read the email below. If you have any comments or questions please "reply all". I will put this topic on the agenda for April's meeting.

Thank you.

Joanne

SAVE THE DATE FOR... 2016 ALA Midwest Architecture Conference

October 4th at Drury Lane, Oakbrook Terrace, IL

Joanne Sullivan, Executive Director
Association of Licensed Architects
One East Northwest Hwy., Suite 200
Palatine, IL 60067

W: 847-382-0630
F: 847-382-8380
C: 847-226-2519
Website: www.alatoday.org

From: Jim Belli [mailto:jim@belli-belli.com]
Sent: Sunday, February 28, 2016 2:14 PM
To: Joanne Sullivan <joanne@alatoday.org>
Cc: Norman L Lach <nlach@siu.edu>; Connie Kleven <cmkleven@siu.edu>
Subject: RE: Where Will Future Architects Come From?

Joanne

I received this letter from Norm Lach. Please pass this on to our Board Members. I would like to discuss this at our next meeting. Thanks

Jim

From: Connie Kleven [mailto:cmkleven@siu.edu]
Sent: Thursday, February 25, 2016 10:28 AM
To: Jim Belli <jim@belli-belli.com>
Cc: Norman L Lach <nlach@siu.edu>
Subject: Where Will Future Architects Come From?

Dear James Bell, FALA:

Where Will Future Architects Come From?

As school budgets tighten across the United States, Fine Arts programs are quite often the ones that are cut. As faculty retire, they are not being replaced. Illinois is in a financial crisis, which is compounded with the already high cost of a college education. To become an architect, most states require a professional degree in architecture which will take on average six years of college tuition. The national average of student loan debt is approximately \$30,000.

I'm a 1966 graduate of Lane Tech High School in Chicago. At that time, students had to take a minimum of four drafting classes, one which was an architecture class. Lane also required students to take four shop classes. None of these courses are required at this time. In 1966, I took eight semesters of drafting courses. Five of these were architecture courses, which led me to pursue three college degrees in architecture, become an architect, and I am currently the Director of the Architectural Studies Program at Southern Illinois University. This led to being appointed to the Illinois Architectural Licensing Board by two different governors. I served as chairman of the Board twice, and also served as the Chairman of the Design Complaint Review Board for the State of Illinois. It was Lane Tech that gave me the opportunity and desire to become an architect.

If the public schools in Chicago are not teaching courses to even explore this profession, where are the future architects going to come from? This is very disturbing, especially in Chicago, which many people will tell you is the greatest architecture city in the United States.

The Illinois budget crisis is killing even more of the fine arts programs throughout the states with no end in sight.

The American Institute of Architects and the Association of Licensed Architects, along with the National Council of Architectural Registration Boards, need to take a serious look at where the future architects of America are going to come from.

They are going to have to develop a plan to get architects into the grade, middle or even high schools to promote the exciting, creative profession of architecture.

I propose that in ALA, start by having a panel discussion at the annual meeting and even a chapter meeting. I will be happy to arrange a meeting with the new principal of Lane Tech, along with people from the professional organizations and Lane Tech alumni with the hope of bringing the tech and the architectural awareness back into Lane Technical High School.

Sincerely,

Norm Lach
Proud Lane Tech Graduate of the Class of 1966
nlach@siu.edu

School of Architecture
414 Quigley Hall - Mailcode 4337
Southern Illinois University
875 S. Normal Ave.
Carbondale, IL 62901

phone: 618.453.3734
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Board Meeting April 19, 2016

Executive Director's Report

I. First Quarter Ending March 31, 2016/Membership Overview

	<u>Actual 3 mos</u>	<u>Annual Budget</u>	<u>% of Budget</u>
Income	\$112,513.50	\$466,100.00	24.1 %
Expense	\$ 77,236.02	\$466,100.00	16.6 %
P/L	\$ 35,277.48	\$ 00.00	

2016 Balance Sheet as of March 31st: \$103,429.43

Prior Years

2015 P/L \$ 25,646.65

2014 P/L \$ 31,007.14

2015 Balance Sheet as of March 31st: \$106,247.65

2014 Balance Sheet as of March 31st: \$119,244.71

Income Highlights First Quarter 2016

1. Trade show

Exhibitor/Sponsor revenue 45,408.00 47.3% of budget

Sold 45 booths and \$10,000 in sponsorships (some exhibitors pre-paid in 2015)

Projected among previous exhibitors: 5 (90% likely); 5 (75%) = 10

New sales needed: 27 *Last year we needed about the same so we continue to lose exhibitors for various reasons.*

Attendee registration opens June 15th. We will close the call for presenters on April 13th. A review committee is being sought.

2. CE Programs/Chapters

IL, IN, MN will achieve budgets. We need another IL program by June that will bring in 60-100 attendees. MN IL and IN have scheduled meetings.

Doing well with tabletop sales at IL meetings.

MO, WI have attendance issues. MO needs to build a list of non-members to promote to. The state has 36 members with more around St. Louis, but we are struggling to achieve 20 at meetings. Board is rebuilding.

WI had 18 attendees from WI and 8 from IL (26 total) at *Practice of Architecture Meeting* in February.

Distribution: 6 – Non-members WI; 4 Board Members WI Board; 7 Members WI; 1 comp speaker WI. 8 attendees were from IL. Need to review attendance against available members near Milwaukee and see who is not attending. Build more members in Milwaukee area...contact the non-members who attended the last program. Determine what programs members want in Milwaukee area. Hard to get Madison to Milwaukee. We have a good non-member list.

OH will have 4 programs, the first on Updates to Building Code by State of Ohio.

Taliesin tour May 12th response good. Promoting to all members. Need more tours to meet revenue targets.

Webinars – DuPont in place; Apex outsource can handle webinars and on demand offering \$650 per.

3. Design Awards, Golf, Membership

All goals reachable

Design Awards has earlier deadlines this year as awards presentation is on October 3rd at Drury Lane.

Golf is being promoted during calls to exhibitor prospects. Will start Eblasts this month.

Expense Highlights First Quarter 2016

1. Ad Sales

Naylor invoice to pay in April is for the Winter issue. \$15,997.00

Ad income reported on invoice: \$ 3,188.32

Other income reported on invoice: \$ 3,591.25

Spring and Summer issues are only 36 pages so *out of pocket* will be less. Cost of 36 pages is \$18,000 v. \$22,776 for 48 pages (Winter). We need to stick to 36 pages and consider reduction in quantities to 7,500 now that digital has been announced.

Estimated cost for Spring issue based on ad bookings (\$10,000-\$11,000)

Sales for Summer (Buyer's Guide issue) have 3 more weeks to go.

New advertisers: Safety Hats, Tricia Shay Architectural Photography, Conway and Mrowiec

Ad revenue/expense posting is a question for Frank Pavlica since we are paying net amount. Revenue and expense are budgeted. Ad sales 2016 budget: \$43,000 magazine and \$4,000 other (this has been exceeded) Magazine expense 2016 budget: \$78,700 but we will be at least half or less based on the billing cycle.

Before Naylor:

Total cost production, postage, sales, print and staff: \$19,000 - \$21,000 per issue

For Reference:

Naylor costs for 7,500, 36 page = \$15,459 5,000, 36 page = \$12,858

2. Membership

Time cost is running higher but evens out after membership renewal then peaks starting November and December. Materials expenses will be less until the renewal period.

3. Chapters

Concerned about expense to develop and hold programs when attendance is low. Profitability is an issue. Webinars will solve some of the problem.

Membership Stats :

Total for 2015: 1130 + 6% over 2014 (1071)

Total as of April 7, 2016: 909 (students and new grads not incl.) 28 members are new in 2016

Non-renewed as of April 7, 2016: 200 +

Comparison to May 21, 2015 Membership: 1,005 new and renewed.

We are sending eblasts to increase renewals.

II. Projections for April

Balance Sheet as of March 31st: \$103,429.43

<u>Est'd. April income:</u>	\$	
Show	7,000.00	
Programs	6,000.00	
Other	3,000.00	
Est'd. Income	16,000.00	
<u>Est'd. April expense:</u>	\$	
Naylor	15,997.09	
Rent	1,175.00	
Midwest	1,521.00	
Leases	789.35	
J Sullivan	16,000.00	(13,000 staff/3,000 expense)
Other	1,000.00	
Est'd Expense:	36,482.44	
Est'd. Balance April:	82,946.99	

Looking Forward

May June July Income plan and monitor

Careful on spending... Holding print promos. Just email blasts and calendar posts + social media.

Watchful of program income and chapter performance...Need more program revenue

June and November Programs in Illinois revenue: \$7-10K

Exhibit sales ongoing

Design Award income starts now

Golf income starts now

Naylor performance

Sponsorships

Membership growth

Ed technology – on demand, webinars

Webinars

Philanthropy (foundation)

2015 v. 2014/2013 Membership Report
 April 13, 2016

Chapter	Membership Type	Final 2013	Final 2014	Year End 2015	As of April 13th	% of Final 2015			
IL	Affiliate	60	54	53	41				
	Associate	22	28	28	21				
	Professional	527	531	548	467				
	Allied Professional				1				
	Senior	71	70	69	60				
	Emeritus	21	22	18	14				
	Honorarium	12	10	11	10				
	New Graduate	4	16	4	0				
	Student	14	24	24	0				
Total IL		731	755	755	614	81%			
IN	Affiliate	2	3	2	1				
	Professional	27	30	36	31				
	Senior	5	6	9	7				
	Associate	0	0	1	1				
	New Graduate	0	0	1	0				
	Student	1	0	1	0				
	Honorarium	2	2	2	2				
Total IN		37	41	52	42	80%			
MI	Affiliate	3	4	3	2				
	Associate	2	3	1	0				
	Professional	22	28	34	32				
	Senior	3	5	8	6				
	Emeritus	0	0	0	0				
	Honorarium	0	0	0	0				
	New Graduate	0	1	2	0				
	Student	1	0	0	0				
Total MI		31	41	48	40	83%			
OH	Affiliate	0	0	1	0				
	Associate	0	0	0	2				
	Professional	21	21	33	21				
	Senior	6	6	7	2				
	Emeritus	0	0	0	0				
	Honorarium	0	0	0	0				
	New Graduate	0	2	0	0				
Student	1	0	0	0					
Total OH		28	29	41	25	61%			
WI	Affiliate	10	8	11	10				
	Associate	1	1	4	3				
	Professional	67	69	62	47				
	Senior	10	10	12	9				
	Emeritus	0	1	2	2				
	Honorarium	0	0	0	0				
	New Graduate	0	1	2	0				
	Student	0	0	0	0				
Total WI		88	90	93	71	76%			
MO	Affiliate	0	0	0	0				
	Associate	0	0	0	0				
	Professional	27	25	26	22				
	Senior	7	6	6	4				
	Emeritus	1	1	1	1				
	Honorarium	1	1	1	1				
	New Graduate	0	1	2	0				
Student	1	0	0	0					
Total MO		37	34	36	28	78%			

2015 v. 2014/2013 Membership Report
 April 13, 2016

Chapter	Membership Type	Final 2013	Final 2014	Year End 2015	As of April 13th	% of Final 2015			
MN	Affiliate	0	0	1	1				
	Associate	2	3	5	4				
	Professional	11	13	16	15				
	Senior	9	11	12	11				
	Emeritus	0	0	0	0				
	Honorarium	1	1	1	1				
	New Graduate	0	0	1	0				
	Student	0	0	0	0				
Total MN		23	28	36	32	89%			
Chapter	Membership Type	Final 2013	Final 2014	Final 2015	As of April 13th	% of Final 2015			
CHAPTERS	Affiliate			71	55				
	Associate			39	31				
	Professional			755	635				
	Allied Professional			0	1				
	Senior			123	99				
	Emeritus			21	17				
	Honorarium			15	14				
	New Graduate			12	0				
	Student			25	0				
Total Chapters				1061	852	***			
***	No comparative data. IN, MI moved to Chapters								
Nat/Non-chapter	Affiliate			15	16				
	Associate			1	0				
	Professional			38	32				
	Senior			9	8				
	Emeritus			0	0				
	Honorarium			0	0				
	New Graduate			5	0				
	Student			1	0				
Total Nat/Non-chapter				69	56	***			
***	No comparative data. IN, MI moved to Chapters								
ALA Total Membership		1015	1071	1130	909	80%			

2015 v. 2014/2013 Membership Report
 April 13, 2016

Non-chapter States	Membership Type	Final 2013	Final 2014	Final 2015	AS of April 13th	% of Final 2015			
AL	Professional	0	0	1	1				
Total AL				1	1	new			
AR	Professional	1	1	1	1				
Total AR		1	1	1	1	100%			
AZ	Affiliate	2	1	1	1				
	Professional	1	2	2	2				
	Senior	1	1	1	1				
Total AZ		4	4	4	4	100%			
CA	Affiliate	1	1	1	1				
	Professional	3	3	2	2				
	Senior	0	1	1	1				
	Student	0	0	0	0				
	New Graduate	0	2	0	0				
Total CA		4	7	4	4	100%			
CO	Affiliate	0	0	0	0				
	Professional	2	2	2	2				
	Senior	0	1	1	1				
	New Graduate	0	1	0	0				
Total CO		2	4	3	3	100%			
DE	Affiliate	1	1	1	1				
Total DE		1	1	1	1	100%			
FL	Emeritus	0	1	0	0				
	Professional	6	4	5	3				
	Affiliate	0	2	2	1				
	Senior	3	3	3	2				
Total FL		9	10	10	6	60%			
GA	Affiliate	1	1	1	1				
	Professional	1	1	1	1				
Total GA		2	2	2	2	100%			
HI	Associate	1	1	0	0				
Total HI		1	1	0	0	lost member			
IA	Professional	4	7	8	6				
	Senior	0	0	1	1				
Total IA		4	7	9	7	78%			
ID	Professional	1	1	1	1				
Total ID		1	1	1	1	100%			
KS	Professional	0	0	0	1				
	Senior	0	1	1	1				
	Affiliate	0	0	1	1				
Total KS		0	1	2	3	150%			
MA	Affiliate	0	0	2	4				
	New Graduate	0	0	1	0				
Total MA		0	0	3	4	130%			
MD	Affiliate	0	0	0	0				
	Professional	1	1	2	1				
Total MD		1	1	2	1	50%			
ME	Professional	1	1	1	1				
Total ME		1	1	1	1	100%			

2015 v. 2014/2013 Membership Report
 April 13, 2016

Non-chapter States	Membership Type	Final 2013	Final 2014	Final 2015	As of April 13th	% of Final 2015			
NC	Affiliate	0	0	1	1				
Total NC		0	0	1	1	new			
NE	Professional	1	0	0					
Total NE		1	0	0		lost member			
NH	Affiliate	0	1	0	0				
Total NH		0	1	0	0	lost member			
NJ	Professional	0	2	2	2				
Total NJ		0	2	2	2	100%			
NM	Professional	1	1	1	1				
Total NM		1	1	1	1	100%			
NV	Affiliate	0	0	1	1				
Total NV		0	0	1	1	new			
NY	Professional	1	1	1	0				
	New Graduate	0	1	0	0				
Total NY		1	2	1	0	Lost			
OK	Affiliate			1	1				
Total OK				1	1				
OR	Affiliate			1	1				
	Professional	0	0	1	1				
Total OR		0	0	2	2	100%			
PA	Affiliate	0	0	0	0				
	Professional	1	1	2	1				
	Senior	0	1	1	1				
	New Graduate	0	0	0	0				
Total PA		1	2	3	2	67%			
RI	Professional	0	0	1	0				
Total RI		0	0	1	0	Lost			
SC	New Graduate	0	0	1	0				
Total SC		0	0	1	0	Lost			
SD	New Graduate	0	0	1	0				
Total SD		0	0	1	0	Lost			
TN	Affiliate	1	1	1	0				
	New Graduate	0	0	1	0				
Total TN		1	1	2	0	Lost			
TX	Professional	2	1	1	3				
	Affiliate	0	0	0	1				
	New Graduate	0	1	0	0				
	Student	1	0	0	0				
	Associate	0	0	1	0				
Total TX		3	2	2	4	200%			
UT	Professional	0	1	1	1				
	New Graduate	0	0	1	0				
Total UT		0	1	2	1	200%			

2015 v. 2014/2013 Membership Report
 April 13, 2016

Non-chapter States	Membership Type	Final 2013	Final 2014	Final 2015	As of April 13th	% of Final 2015			
VA	Affiliate	1	1	1	1				
	Professional	0	1	0	0				
Total VA		1	2	1	1	100%			
WA	Affiliate	0	0	0	0				
	Professional	0	0	1	1				
Total WA		0	0	1	1	100%			
WY	Student			1	0				
Total WY				1	0				
International									
India	Professional	0	0	1	1	100%			
				1	1				
Total Nat/Non-chapter/New Chap				1	1	100%			