



The American  
Institute  
of Architects

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# AIA Year in Review 2018



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# Message from the CEO

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In 2018, AIA stood tall. With vigor and confidence, at a time of simultaneous economic prosperity and social challenge, we architects gained influence, building on a strong series of advocacy successes, partnering with influential leaders to share our messages, expanding member resources, and advancing our profession's collective vision to drive positive change through the power of design. You responded positively. Two numbers bear this out: AIA's membership reached a record high of more than 94,000; A'18's total registration topped 26,000. Both benchmarks reflect our evolving, advancing position of leadership in the world of design and construction and with our specific communities.

Our network of members now extends to 217 components meeting core criteria, bringing the AIA network to you, where you live, and upwards through the states in concert with our national offices. All are focused on you, the individual member. In 2018, we remained committed to delivering unique member value in a fractious larger landscape. Who forms our workforce? We are all working to create an inclusive, equitable, and diverse profession with a demonstrated record of advancing social justice through the power of design, with publications such as the *Guides for Equitable Practice* released in 2018. Three came out in 2018; three are on the way in 2019.

What matters to us? We're concerned about climate, resilience, and sustainability. In 2018, our collective advocacy led to the enactment of legislation important to architects: the Disaster Recovery Reform Act of 2018 (DRRA), a significant rewrite of disaster recovery and federal response policies. For the first time, national language now legally recognizes the vital post-disaster role architects play with local and state officials. Additionally, we continue to ensure that our component partners have the tools and resources they need to respond to member needs, such as AIA's nine-course resilience certificate.

To spread the message about the power of architects and architecture, we launched Blueprint for Better, a national campaign that is already sharing our stories and spreading the power of design to a new generation of thought leaders.

Our members now have a revitalized information resource through our investment in and expansion of research, a group bringing the power of data analytics to all architects and arming us with the relevant facts. These and other member resources are advancing our shared goals: creating a more prosperous, relevant, inclusive future for our profession that expands and advances our roles as trusted advisors to our clients, decision-makers, and elected leaders.

As we look ahead—as private citizens, professionals, and members of the global society—let's do what we can today to ensure that tomorrow's architects know a profession that reflects the highest ideals of personal and professional integrity, equity, diversity, and sustainability. Let's make our values clear through our actions. Let's work together so that future generations will know architecture for its humane qualities as much as for our perspectives on sustainability, creativity, and technical expertise. Designing a better world. It's who we are. It's what we do.



Robert Ivy, FAIA  
EVP/Chief Executive Officer

# Community

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AIA's goal is to ensure that lawmakers, from city councils to Congress, and the public know that architects are central to improving every community, from rural to urban. We also want to support an active and thriving community of architects and highlight how architects are driving positive change in all types of communities, every day, everywhere.



Interior Architecture Award 2018 winner  
Sound Transit University of Washington Station, LMN Architects, Seattle, WA, Photo credit: Kevin Scott



3720

Departs to Seattle &  
Olympic Region  
7:22 AM

University of Washington  
Station

← Monday Blvd Mt / Bus Days 1-7  
← LINK  
← Ticket/OCCA  
Monday Blvd Mt / Bus Days 1-7  
UW Campus & UW Medical Center  
Risky Stadium →

# Building community

A'18 brought together 26,000 architects and design enthusiasts in New York City to learn from each other and leaders in and out of the profession.

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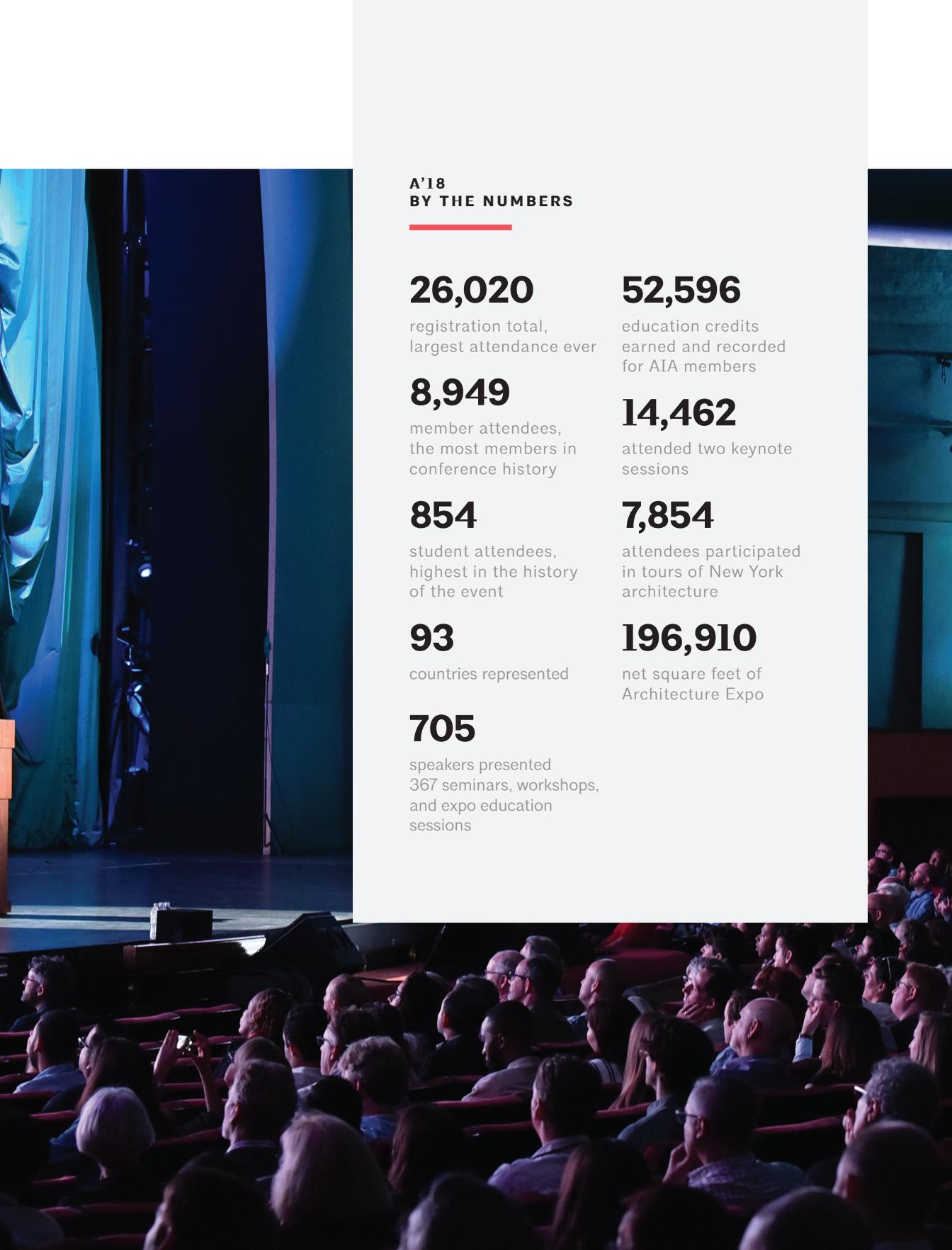
New York City was the backdrop for the first-ever citywide conference that included education and events held at iconic venues across the city. In addition to events at the Javits Center and the New School, the keynotes took place at Radio City Music Hall, COF Investiture at St. Patrick's, and our Honors and Awards Celebration at the Whitney Museum of American Art. In all, A'18 included some 785 events, many of them sold out.

A'18 saw a record-setting attendance of 26,020 registrants, including 9,000 architects, and almost 800 exhibiting companies. AIA New York offered more than triple the tours traditionally provided during Conference.

The Architecture Expo, held across two floors of the Javits Center, was the visual highlight of Conference, with branding that surpassed all our other conferences, including the new AIA + Architect booth, the centerpiece of the expo floor. Conference also hosted an Innovation Area that highlighted new companies offering pioneering products and ideas.

Sheela Maini Søgaard transformed the business model of one of the world's most ambitious, radical, confident, and imaginative architecture firms to harness staff creativity and let them focus on doing what they do best. Photo credit: Oscar and Associates





**A'18  
BY THE NUMBERS**

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**26,020**

registration total,  
largest attendance ever

**52,596**

education credits  
earned and recorded  
for AIA members

**8,949**

member attendees,  
the most members in  
conference history

**14,462**

attended two keynote  
sessions

**854**

student attendees,  
highest in the history  
of the event

**7,854**

attendees participated  
in tours of New York  
architecture

**93**

countries represented

**196,910**

net square feet of  
Architecture Expo

**705**

speakers presented  
367 seminars, workshops,  
and expo education  
sessions

**MEMBERSHIP  
BY THE NUMBERS**

**94K**

members,  
a record high

**9%**

increase in female  
membership

# Membership

The strength of AIA's membership, which is at an all-time high, improves AIA's financial position, and enhances AIA's ability to positively influence policy and the public's perception of the profession.

AIA's greatest asset is its members. AIA members prove every day why architects are central to solving many of the greatest challenges we face at the community, national, and global levels.

In 2018, AIA membership reached an all-time high of 94,000 total members with an overall membership growth rate of 3.2 percent. AIA has

seen an increase of sectors vital to the future of the profession. For example, associate membership grew by 3.6 percent, female membership by 9 percent, and minorities across all member categories by 9 percent, compared to 2017.





Gabrielle Bullock, FAIA, explores ways to advance equity and inclusion in the profession and our communities at the Leadership Institute 2018. Photo credit: Kimberly Yoho

## Strengthening connections

The Leadership Institute 2018 (Li18) brought together new and veteran leaders of the architecture industry to advance their skills in a one-day interactive learning experience. Li18 also highlighted the growing leadership role architects play in their communities.

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In 2018, Li18 challenged 450 architects, firm leaders, and emerging professionals to think about the role of the architect and architecture firms beyond the 21st century and how best to push beyond the parameters of *what is* and consider *what can be*.

Li18 was co-hosted by the AIA Center for Civic Leadership (CCL) in partnership with the College of Fellows. Li18 looked at how architects could best navigate and provide leadership in a landscape of blurred boundaries and changing roles and expectations of the profession.

Li18 explored ways to advance equity and inclusion in the profession and more broadly in our communities. A group of diverse talent explored the practice of design for the public good. In this national discussion, attendees received a cohesive message that we must—as individuals and practitioners—create places that are dignified for all, communities that are safe for all, and a profession that is welcoming to all.

# Recognizing excellence

Each year AIA recognizes firms, practitioners, and projects that best showcase architects as thought leaders in their communities, demonstrating how architecture can elevate the human experience. Their work is an exemplar for the profession that reinforces the public's perception of the architect's ability to creatively, compassionately, and innovatively solve problems and address needs.

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## Gold Medal 2018

The 2018 AIA Gold Medal was awarded to James Stewart Polshek, FAIA, for a transformational body of work that fostered an environment where design excellence, effective collaboration, and rigorous research worked in concert to create enduring architecture. Polshek's sensitivity as an architect and his willingness to give credit to others—whether clients, partners, staff, or collaborators—have helped reinforce the idea that architecture can be an uplifting force in the world. Everywhere that Polshek has worked—and through his eloquent writing and impactful teaching—he has raised the level of discussion while promoting architecture as a healing art.



James Stewart Polshek accepts his Gold Medal award at A18, the AIA Conference on Architecture. Photo credit: Oscar and Associates

## Architecture Firm Award 2018

Snow Kreilich Architects was recognized with the Architecture Firm Award. Its consistent production of distinguished architecture benefits from the diversity and background of its studio members. Fifty percent of the staff consists of women and minorities, strengthening the culture and creating opportunities for more holistic and representational collaboration. All of Snow Kreilich's work springs from the idea that architecture can transform the human experience. Two of the firm's most famous projects—ports of entry for the US Department of Customs and Border Protection in Maine and Minnesota—embody that idea perfectly. Together, the building—the first welcome to America for tens of thousands every year—concerns both border security and a fresh vision. Their warm materials and bright interiors project an embracing welcome to all and quietly, but confidently, state that this is a country of bold design solutions.



Architecture Firm Award recipient Snow Kreilich Architects at A'18. Photo credit: Oscar and Associates

### RECOGNITION BY THE NUMBERS

**1,300+**

submissions for  
Honors and Awards,  
including Fellows

**152**

members elevated  
to FAIA

**138**

Honors and Awards  
recipients



Tamara Eagle Bull, FAIA, a leader in contemporary Native American architecture, was awarded the Whitney M Young Jr. Award. Photo credit: Encompass Architects, p.c.

## **Whitney M. Young Jr. Award 2018**

Tamara Eagle Bull, FAIA, received the Whitney M. Young Jr. Award. Eagle Bull is an advocate for culturally relevant and responsible design and a recognized leader in the realm of contemporary Native American architecture. As the first Native American woman in the US to become a licensed architect, she's focused on using her expertise to improve the schools and communities in which she works.

A member of the Oglala Lakota Nation, Eagle Bull leads Encompass Architects in Lincoln, Nebraska. Her focus is giving a greater voice to Native Americans in the built environment, including working toward a deeper understanding of the rich and varied traditions, styles, and preferences of Native Americans in the broader society. In addition to its work with tribal clients, Encompass Architects has helped reshape Lincoln's urban fabric with several significant commercial projects.

## Thomas Jefferson Award 2018

Stephen Ayers, FAIA, former architect of the Capitol, was the recipient of the Thomas Jefferson Award for Public Architecture. As the 11th architect of the Capitol, a position to which he was appointed by President Barack Obama in 2010, Ayers was responsible for preserving some of the nation's most iconic architectural treasures, including the US Capitol building and grounds, the Supreme Court, Library of Congress buildings, and the United States Botanic Garden.

A recognized leader in sustainability, Ayers guided more than 2,300 employees and a \$600 million budget. He oversaw completion of the US Capitol Visitor Center, a project that was well over budget and behind schedule when he was appointed. He committed to a completion date and final budget—both of which proved to be accurate—and demonstrated to Congress that the country's architects could lead and deliver.



As the 11th Architect of the Capitol, Stephen Ayers, FAIA, cares for the nation's architectural treasures and uses his prominent voice to advance the profession.

# Advancing equity & diversity

Promoting equitable practice management and diversity and inclusion in the workplace and throughout the career continuum remains a top priority for AIA. Increasing equity, diversity, and inclusion remains a core value of AIA and is critical to the profession's long-term relevance, prosperity, and credibility.

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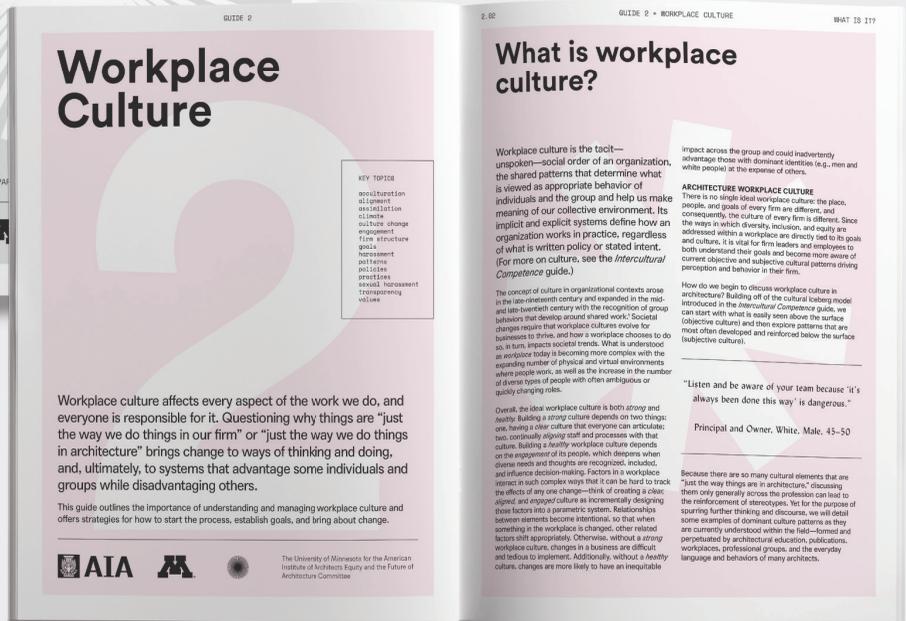
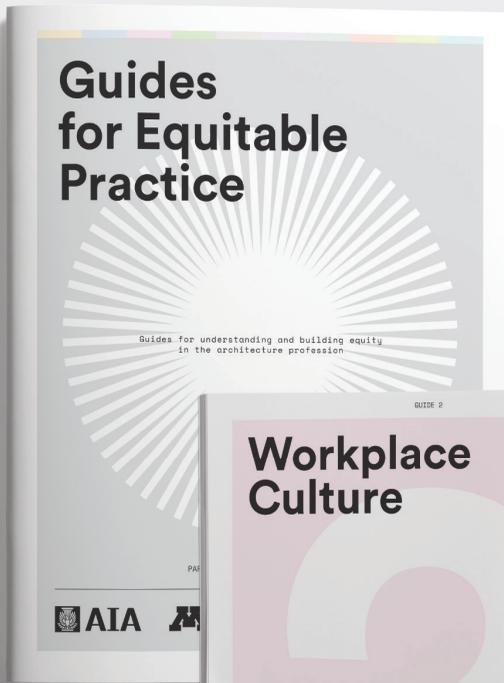
In 2018, AIA released the first three of a planned nine *Guides for Equitable Practice*. Researched, written, and published in partnership with the University of Minnesota and AIA's Equity and the Future of Architecture Committee, the *Guides* are designed to be a resource that promotes equity, diversity, and inclusion in the profession. The first three *Guides* address intercultural competence, workplace culture, and compensation.

Each *Guide* includes real-world-derived best practices, relevant research, and other tools to help professionals all along the career continuum address a variety of employment and human resources issues related to equity, diversity, and inclusion. The next three guides will be released in the second quarter of 2019.

AIA understands that creating a more diverse workplace requires a reliable pipeline of interested and diverse students, starting in grade school. To that end, AIA continues to work with components to find ways to promote greater interest and access to the tools underrepresented students need to

successfully pursue a career in architecture, with an emphasis on grades K–8. In 2018, AIA chapters served over 9,200 elementary school students in 18 cities across the country. Almost half of the students who participated in the hands-on STEM activities were young women and/or students of color.

Further, to encourage a more diverse cohort of students at the college level, AIA increased its financial support to the Architects Foundation Diversity Advancement Scholarship. The additional support increased the number of scholarship recipients from two to 20.



AIA is committed to advancing equitable practice and released the first *Guides for Equitable Practice* in 2018. These three guides address intercultural competence, workplace culture, and compensation.

# Architects Foundation

The Architects Foundation leads philanthropic efforts that lay the groundwork for an even brighter future for the profession by attracting, inspiring, and investing in a new and diverse generation of architects.

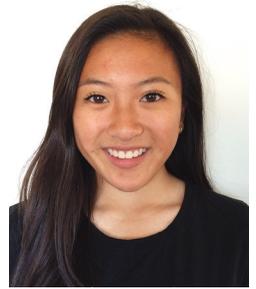
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One of the highlights in 2018 for the Architects Foundation was the Whitney Young exhibit, set in the historic Octagon and marking the 50th anniversary of the civil rights icon's call for the profession to become more inclusive and diverse. Young's speech at AIA's 1968 convention called on the profession to do more when it comes to diversity and promoting social justice. At the time he noted, "You are not a profession that has distinguished itself by your social and civic contributions to the cause of civil rights, and I am sure this has not come to you as any shock. You are most distinguished by your thunderous silence and your complete irrelevance."

The exhibit, 50 Years After Whitney Young Jr., focused on recognizing architects and organizations that tirelessly advocate and champion social issues. In 2018 we continued to work to broaden the future workforce to more accurately reflect the people we serve.

Also, in 2018, the Architects Foundation awarded more than \$430,000 in scholarships to support 20 minority architecture students entering undergraduate programs, one woman graduate student, and 10 community leaders studying for the Architect Registration Examination.

Additionally, the Architects Foundation developed other programs to support aspiring architects, including becoming the US partner for the Richard Morris Hunt Prize, establishing the Yann Weymouth Graduate Scholarship, establishing the AF/McAslan Traveling Fellowship, partnering with firms to bring scholars to the AIA Conference on Architecture 2018, and piloting a mentor program for our Diversity Advancement Scholars.



2018 Scholarship winners: Amy Rojas; Andrea De Haro; Ania Yee-Boguinskaia; Annabelle Asali; Carolina Zuniga; Caroline Senyszyn; Daniel Allen; Elizabeth Amigon; Esmeralda Aceituno; Genesis Gadberry; Isabella Greco; Lauren McLean; Luiza Vara; Maly Sears; Sarah Saad; Shanelle Brown



# Influence

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The more the public understands the power of architects' unique skills, passion for design, and dedication to furthering the common good to drive positive change, the more the profession's influence grows. Expanding that understanding is central to AIA's vision of driving positive change through the power of design. As more of the public and decision-makers observe architects' commitment to creating communities that are resilient and sustainable, and to fostering social justice, the stronger our voice and influence will become.



Regional & Urban Design Award 2018 winner  
Chicago Riverwalk, Ross Barney Architects, Chicago, IL, Photo credit: Kate Joyce Studios

# Blueprint for Better campaign

Blueprint for Better provides a framework to emphasize how architects help solve some of the toughest challenges facing society and highlight how architects are making a positive difference in communities around the world.

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In 2018, the AIA public awareness campaign provided multiple opportunities for architects to connect with civic leaders, influencers, and mayors. Ultimately, the campaign seeks to ensure that architects have a seat at the table when critical civic decisions are made and members of the profession are ready to speak to the value that architects bring to our communities.

To expand the conversation around architects as civic leaders, our latest media partner *WIRED* published three articles showcasing architects' work in their communities on the topics of resiliency, school design and student safety, and affordable housing.



Francis Sinenci and P. Kalawai'a Moore speak about their AIA Film Challenge People's Choice Award winning film *Ka Hale: A Revival*.



Architects introduce participants to the concept of design thinking at Chicago Ideas Week in October 2018.

Architects from around the country directly engaged with mayors at the Civic I/O: Mayors' Summit at SXSW. Architects joined mayors to discuss the cities of the future and design what these communities might look like in 2030. We will be working directly with the US Conference of Mayors in 2019 and 2020 to further the role of architects in civic leadership.

We launched the fourth year of our successful AIA Film Challenge, which called for stories of architects positively impacting their communities in collaboration with civic and community leaders. A record 89 films were submitted in 2018, with the top prize awarded to Cheryl Hess, director of *Past/Presence: Saving the Spring Garden School*, featuring Kramer+Marks Architects. Shot in Philadelphia, the film highlights an adaptive reuse affordable housing project for veterans.

Complementing these films were AIA's outreach efforts. We continued to train members on the AIA Message Book, which helps architects better express their ideas and communicate their passion for public service and smart, sustainable design. In 2018 we released three Where We Stand Statements—sexual harassment, school design safety, and professional licensure—that make clear our profession's values and commitment to a fairer, safer, and brighter future. We also engaged directly with members of the public at several events. For example, at Chicago Ideas Week, we introduced high school students to the design process by pairing them with local architects and asking them to build models of their ideal safe school.

# Championing the profession

AIA and our component partners are advancing the profession's policy agenda through a growing bipartisan coalition in Washington, DC, and in statehouses across the country. This will lead efforts to increase investment in our communities, encourage smart and sustainable growth, and create more business opportunities for architecture firms across the country. In 2018, two key AIA-backed pieces of legislation became law because of our advocacy, education, and outreach to members of Congress.

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The Strengthening Career and Technical Education for the 21st Century Act, included a provision that for the first time at the federal level includes architecture in STEM education. It also made federal grants available for use by state governments to increase diversity in architecture by allowing them to market new architecture curricula to the profession's historically underrepresented populations.

The Disaster Recovery Reform Act of 2018 (DRRA), a significant rewrite of disaster recovery and federal response policies, including a provision that for the first time legally recognizes the vital role architects play for local and state officials and their communities after a disaster. It also mandated FEMA to work with AIA to produce a new guidance document for

building safety assessment teams that would prioritize not only assessing the structural integrity of buildings but also their livability.

And as a result of AIA's lobbying and outreach, the report by the Federal Commission on School Safety, released in late 2018, included two AIA recommendations, the creation of a federal clearinghouse and federal funding for design services. Next steps include working with members of Congress and the administration to implement these AIA-backed recommendations.





AIA and members of the BuildStrong coalition advocate for hazard mitigation and resilience at the Eisenhower Executive Office Building in Washington, DC.

# Leading by design

Grassroots 2018 provided attendees with an opportunity to share successful ideas, innovative practices, and tools to enhance their ability to influence decision-makers and to lead their components and communities.

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Grassroots 2018 hosted almost 650 AIA leaders from across the country in San Diego for three days of workshops on component operations and management, advocacy, and public outreach. The theme “Leading through Influence” emphasized the need for AIA to design new strategies of influence and for architects to become agents of change to enhance the quality of life for society. Chapter officers and staff connected through panels on how architects work together to make better cities, build more prosperous and safer communities, and prepare for unexpected disaster through resilience.

Interactive and participatory workshops addressed approaches, tools, and techniques for enhancing leadership in components, firms, and communities. Workshop presenters were encouraged to create a hands-on learning experience-

based environment. Regional/Urban Design Assistance (R/UDAT) break-out sessions allowed for members to discuss their participation in some of the livable, sustainable projects in their communities that resulted from good design. A Virtual Library of the General Sessions was available for 12 months, with workshop handouts and PowerPoint presentations. The Mayors’ Panel showcased three mayors who discussed the role of architects in their city’s decision-making process, planning, and market forces.





William Taylor, founding editor of *Fast Company* and best-selling author, was the closing keynote speaker at Grassroots 2018. Photo credit: J Carrier

A photograph of a modern, two-story house with large glass windows and a dark roof. The house is surrounded by trees and greenery. The sky is a clear, light blue. The word "Knowledge" is written in large, white, sans-serif font across the middle of the image. A white horizontal line is positioned below the word.

# Knowledge

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AIA's goal is to create information that enhances architects' leadership role in the design and construction industry; to protect the health, safety, and welfare of the public; and to advance solutions that directly impact our most urgent social, economic, and environmental challenges.



Library Building Award 2018 winner  
Eastham Public Library, Oudens Ello Architecture, Eastham, Massachusetts, Photo credit: Chuck Choi Photography

# Developing insights

AIA Knowledge Communities engage a dynamic network of members and professionals from allied industry organizations.

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In 2018, over 600 AIA members engaged in the leadership and programmatic functions of the 21 Knowledge Communities. These programs and initiatives create meaningful touchpoints between architects, related professions, the public, and clients.

Knowledge Communities delivered more than 567 types of content, including through email, live conferences, webinars, and AIA national social media channels and accounted for 15 percent of all AIA media hits.

The first AIA Collaborative Research Summit brought together 100 research leaders in practice, academia, and related organizations. AIA's many research programs were represented, including the Design and Health Research Consortium,

National Resilience Initiative, Knowledge Community research groups, and others. An innovative open-space process allowed for participants to generate research questions, themes, and priorities for AIA's upcoming research agenda and roadmap to advance the application of architectural research. In 2018, AIA's Upjohn Research Initiative received 53 applications for research grants, the highest number of submissions in the program's 11-year history.





Marica McKeel, AIA, and Rena Klein, FAIA, lead the education session “Growing your firm: Secrets to success” at the CRAN conference in Cincinnati.

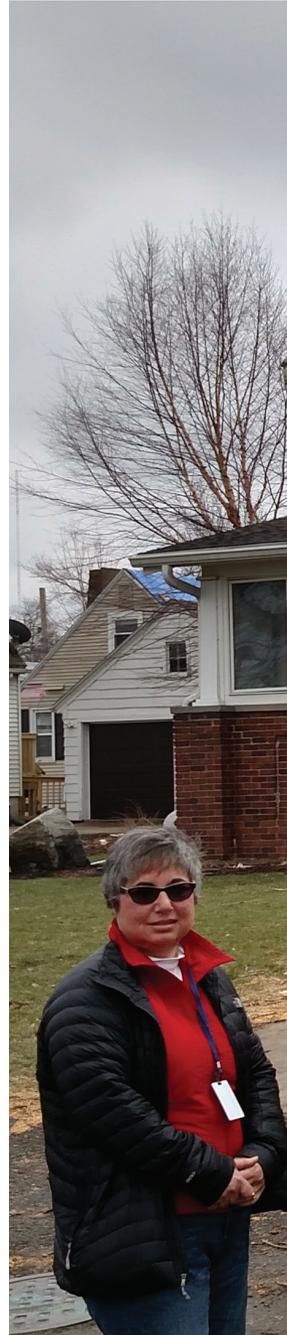
# Disaster assistance

The scope and frequency of natural disasters in 2018 was a grim foreshadowing of what could become the “new normal” because of climate change. That’s why AIA is committed to providing the resources our members, components, and their communities need to help them respond to disasters.

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AIA components and members in at least 22 states took part in disaster preparedness, response, and recovery efforts. To support them, the Disaster Assistance State Coordinator Network relaunched with new resources, tools, and networking capabilities. At the foundation of any state disaster program is the AIA Safety Assessment Program. It provided more than 18 training courses and nearly 500 architects and other built environment professionals trained to respond after a disaster.

AIA’s advocacy for a national standard for post-disaster building evaluations found success in the Disaster Recovery and Reform Act of 2018, which included AIA-authored language along with other AIA-supported resilience issues such as building code adoption and enforcement and hazard mitigation funding.





AIA Illinois members provide building safety assessments after a 2017 tornado hit Ottawa, Illinois.



COTE® Top Ten Award 2018 winner  
Albion District Library, Perkins+Will, Toronto, Ontario, Photo credit: Doublespace Photography

# Sustainability

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AIA's sustainability efforts provide useful, practical tools and thought-leadership resources that equip members to help solve one of the most challenging, urgent, and comprehensive problems of our time: climate change. AIA's goal is to ensure that the expertise of architects is front and center in building, improving, and maintaining healthy, equitable, and just communities that are better able to mitigate and adapt to a changing climate.



# Promoting sustainability

AIA's efforts to prepare the current and future generations of architects for a safe, healthy, and resilient built environment has never been more necessary.



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AIA published several new tools and resources and launched new education courses in 2018. The COTE Top Ten Measures provide a framework to guide the design of all projects, and the new toolkit provides a consistent calculation and evaluation of project performance metrics. The COTE Top Ten Awards received a record number of project submissions and appeared in more than 280 media pieces nationwide.

In 2018, AIA published four sustainability reports. *The Bell Propelled* looks at the progress of AIA and architects since the *2013 Sustainability Opportunity Leadership Scan*. Highlights include:

- More than 47 organizations have signed the landmark “Building Industry Statement on Resilience.”
- More than 549 firms have joined the AIA 2030 Commitment, exceeding AIA’s goal of 400.
- More than 65 communities have formed interest groups addressing active design, community resilience, urban planning, and other sustainability topics.

The *2030 Commitment By the Numbers* report released in 2018 indicated that the 2030 Commitment firms’ designs achieved energy savings equivalent to the carbon sequestered by 21 million acres of forest in a year.

In 2018, AIA continued to make significant investments that created groundbreaking education for architects to help them reach their potential as sustainability leaders in their communities. The nine-course Resilience and Adaptation online certificate series describes the various roles of architects in reducing the impacts of shocks and stresses through case studies, research, and best practices. This series and AIA+2030 Professional Education Series were top sellers on AIAU and together provide a framework for how architects can tackle climate change through mitigation and adaptation.



COTE Top Ten Award winner Mundo Verde at Cook Campus by Studio Twenty Seven Architecture in Washington, DC.  
Photo credit: Anice Hoachlander, Hoachlander Davis Photography

## Supporting communities

Architects are central to maintaining thriving communities and finding real-world positive and socially just solutions for those that struggle.

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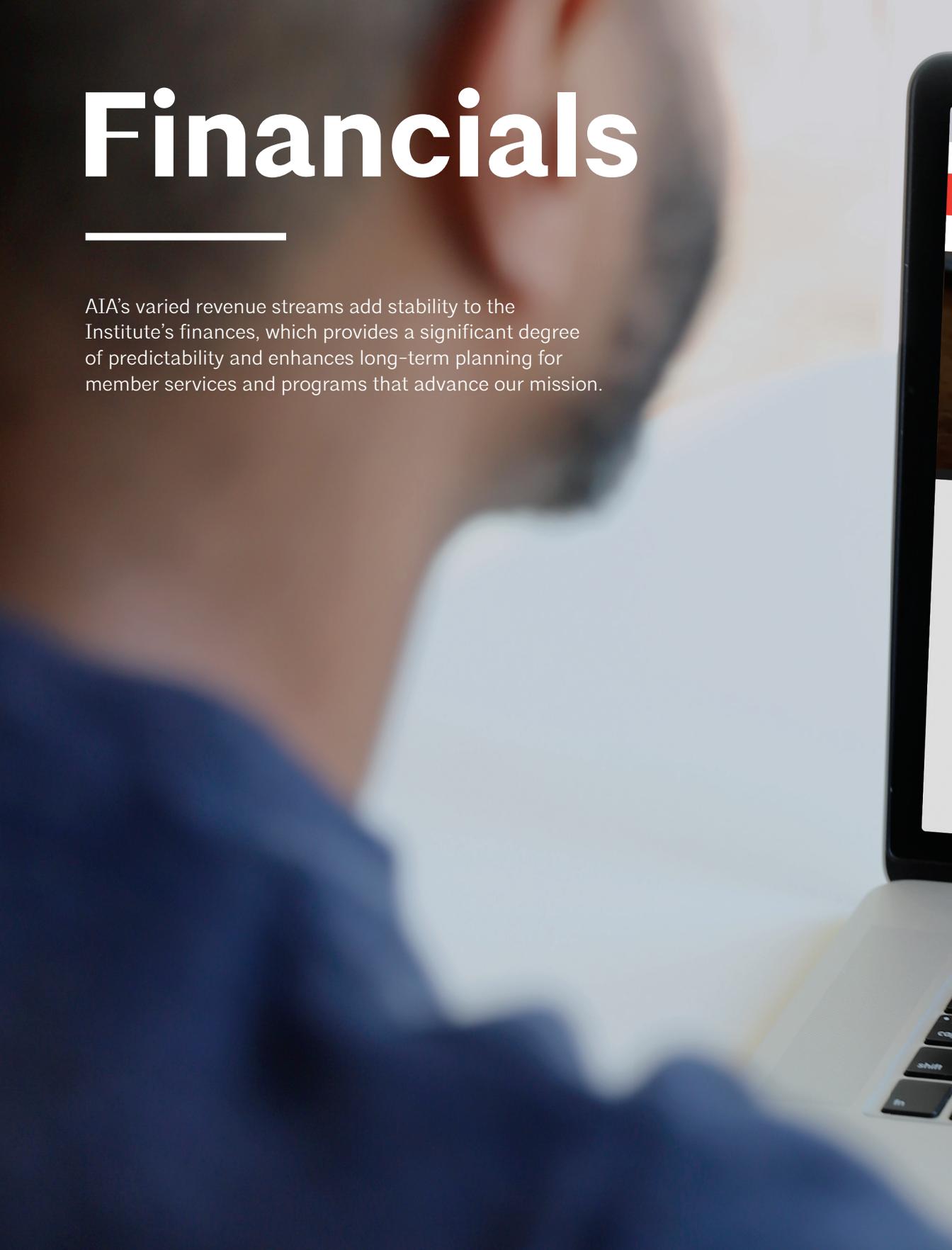
Through AIA's Center for Communities by Design, architects are leading efforts to transform their communities. A good example is New Orleans, where residents of the Lower Ninth Ward had been through 16 failed planning processes since Hurricane Katrina. In June 2018, an AIA film captured the sometimes-grim reality of the residents' life in the Lower Ninth Ward. A month later, an AIA team worked with hundreds of residents to design an equitable revitalization strategy for the area. As one local newspaper observed, "What is surprising is that the residents think they may be able to make some headway now, in a neighborhood where progress has long stalled." The article noted that residents "finally feel in charge of their own destiny."

Another good example is Healdsburg, California, where more than 700 residents worked with Communities by Design to craft a strategy to address growth, equity, and affordable housing. AIA's message about the value of democratic design is spreading around the world. The Center's training and capacity-building initiatives now cross four continents. In 2018, these programs were recognized by the American Society of Association Executives with a "Power of A" Award. Through Communities by Design, architects are gaining a platform to serve as global leaders, helping communities tackle their most difficult problems.

# Financials

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AIA's varied revenue streams add stability to the Institute's finances, which provides a significant degree of predictability and enhances long-term planning for member services and programs that advance our mission.



# AIA Contract Documents

Renew Online Service Login (ACD5)

Documents Purchase Learn Support

Choose from nearly 200 industry standard construction contracts and forms

Search documents



Or use [advanced search](#)

## Most used documents

[Browse all documents »](#)

**Revised**  
**G701-2017**  
**Change Order**  
AIA Document G701™-2017 is used for implementing changes in the work agreed to by the owner, contractor, and architect.

**G702-1992**  
**Application and Certificate for Payment**  
Form used when a contractor applies for payment and the architect certifies the payment is due. Shows the contract sum to date, including the total dollar amount of the work completed and stored to-date, the amount of retainage (if any), the total of

**G703-1992**  
**Continuation Sheet**  
This continuation sheet should be used by the contractor when listing the portions of work and scheduled values. It is suitable for any sized project.

**Revised**  
**A401-2017**  
**Contractor-Subcontractor Agreement**  
This contract is used to establish the responsibilities and obligations between the contractor and subcontractor.



# Non-dues revenue

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## **AIA Contract Documents**

The AIA Contract Documents enterprise significantly contributes to revenue, which helps strengthen our ability to advance the Institute's mission on behalf of our members.

AIA Contract Documents continued to advance the concepts of a fair and balanced ecosystem for architects, engineers, contractors, and owners in their contractual relationships. AIA produced 16 new or revised documents in 2018. In total, the program generated almost one quarter of AIA's revenue. AIA's Contract Documents are recognized as the most trusted and widely used standard form contracts in the design and construction industry. They offer a proven solution to manage risk by providing a common basis for establishing legal and business relationships throughout the construction process.

## **AIA Continuing Education**

AIA Continuing Education provides a valuable member service through the network of more than 3,000 providers and a catalogue of more than 78,000 courses.

AIA's continuing education services provide high-quality education that meets AIA membership and state licensing and registration requirements in nearly every licensing jurisdiction in the United States. The continuing education program makes a major contribution to AIA revenue. In 2018, AIA Continuing Education accounted for just over \$8 million in revenue with \$5.3 million contributed to the Institute.

## **Meetings**

Meetings offer important forums for interaction within the profession and with those engaged in the broader industry and the public.

In 2018, AIA managed or facilitated more than 70 member meetings in DC and around the world. AIA hosted 100 external events in our meeting space and fulfilled 235 requests for catering for events in AIA headquarters. We processed more than \$800,000 in registration revenue for AIA meetings and provided more than \$300,000 in rental and event revenue to AIA's bottom line.

## **AIA Store**

The AIA Store allows the public to explore the profession and augment their love of design.

The AIA Store had a strong year in 2018. A large part of the success is a result of thoughtful and engaging events. At A'18 we partnered with Polaroid and had book signings with Sir David Adjaye; Marlon Blackwell, FAIA (Shelby Farms); Sarah Williams Goldhagen; and Whitney Young Award-winner Sharon Egretta Sutton, FAIA. The store also introduced several new products, including updated AIA apparel and custom greeting cards.

## **MasterSpec®**

In 2018, AIA secured stronger intellectual property protections and revenue growth for MasterSpec.

Through negotiations with Deltek and Avitru, the exclusive licensees/developers of MasterSpec, AIA strengthened its position as a leader in services for the building design industry and secured a long-term strategic partnership with Deltek and Avitru.

Deltek's stewardship of MasterSpec on our behalf will lead to integration with other products and services that the company offers. Because it is owned by the same company that owns ConstructConnect (which is also an AIA Corporate Partner), additional opportunities to expand the reach of MasterSpec are on the horizon.

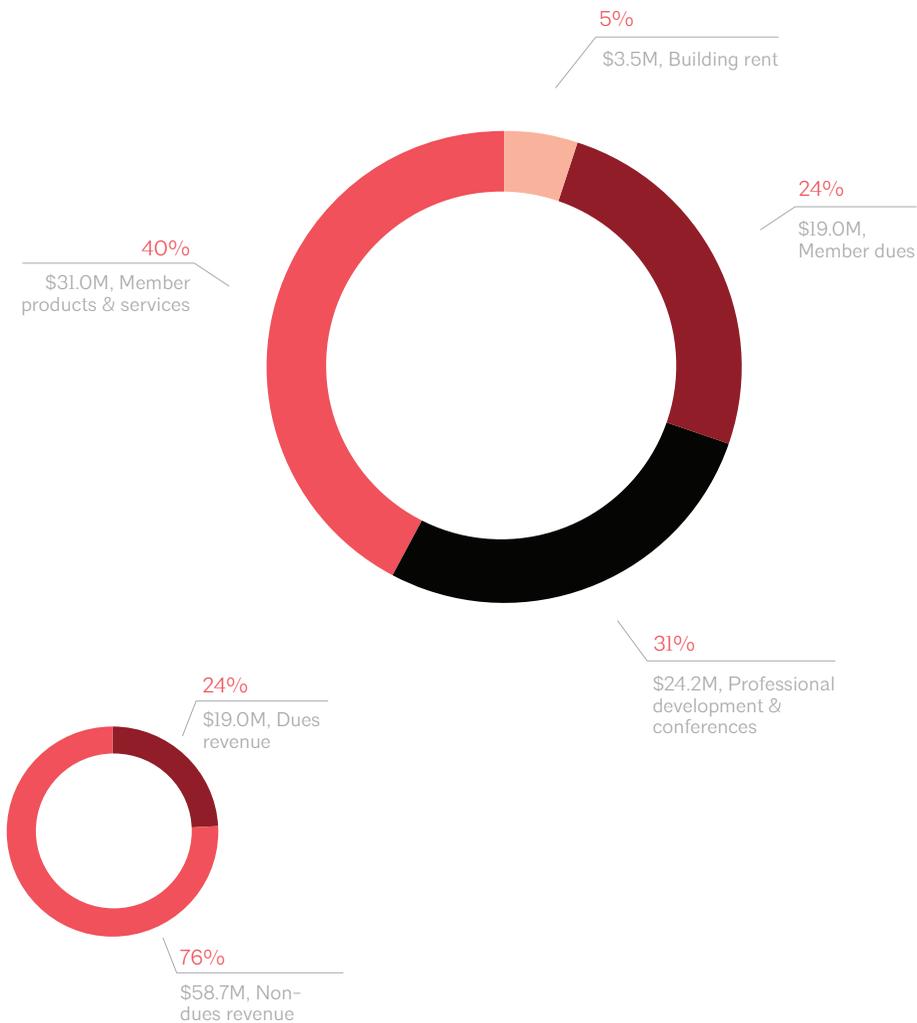
The partnership with Deltek and Avitru includes improved oversight processes to ensure that this important product continues to improve and thrive.

The AIA committees who guide the evolution of MasterSpec will be given additional support by AIA to ensure continued market leadership.

# Revenue

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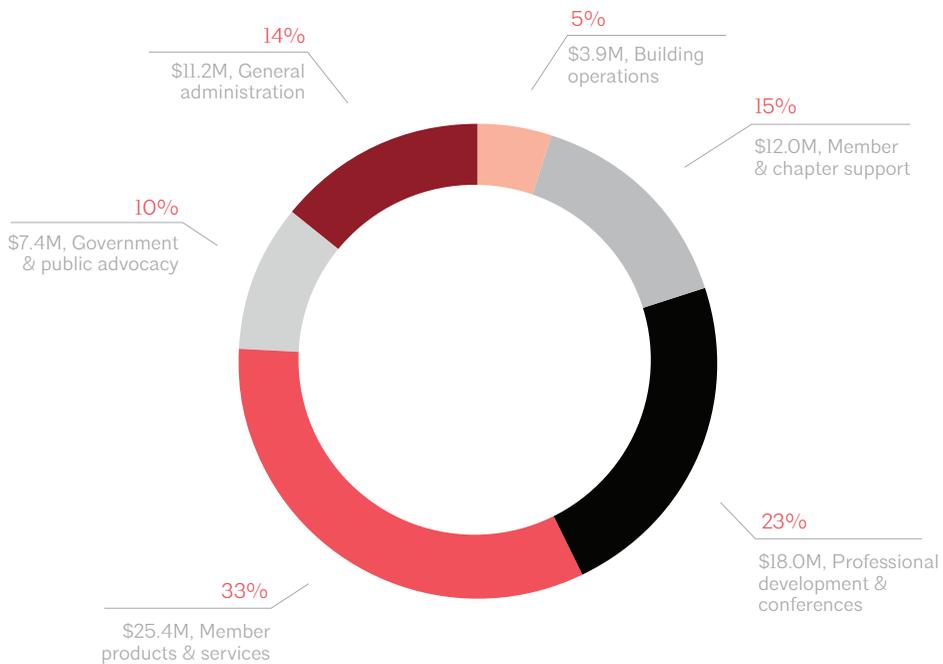
**2018 revenue total: \$77.7M**



# Expenses

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**2018 expenses total: \$77.9M**



The Institute's 2018 revenue includes \$1.2 million in losses from investments. Without investment losses, the Institute realized approximately \$1 million in income from operations for 2018.

# Executive summary

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For architects and architecture, 2018 was a threshold year. Around the globe, the profession approached full employment. In the US, architecture graduates found jobs at the highest rate of any degree program. In many communities, construction spending reached historic levels. And for the first time, AIA surpassed 94,000 members. Quite a year.

It was a year when architects repeatedly demonstrated their relevance in addressing today's most pressing issues: disaster response and recovery, global climate change, affordable housing and homelessness, school safety, and much more. Of course, architects design facilities that house every human endeavor; more to the point, fields from neurology and psychology to climatology and oceanography are focusing ever more intently on environmental influences. In shaping the built environment, architects shape lives and conditions for human progress.

In 2018, AIA did more to advocate for the profession and the clients and communities it serves. AIA effectively navigated the halls of Capitol Hill, influencing appropriations and legislation on business taxation, historic preservation, housing, school safety, and more. AIA stepped up its capacity to assist state components wrestling with licensure and codes. AIA made great strides through its partnerships with local government, business, and community stakeholders. Across the nation, and across issues as diverse as climate change and school safety, architects solidified their standing as trusted advisors and expanded their engagement as civic leaders.

And finally, in 2018, AIA acted with renewed determination to overcome some of the profession's most troubling shortcomings. Fifty years after civil rights leader Whitney M. Young Jr. admonished

the profession, AIA injected new energy and resolve to address the systemic lack of diversity, inclusion, and equity in the profession. For the first time, diversity, inclusion, and equity issues are being addressed directly at the board level with the formation of the Equity and Future of Architecture (EQ+FA) Committee. In 2018, AIA issued the first set of *AIA Equitable Practice Guides* to help firms recognize unconscious bias and implement equitable policies and practices.

This year, it became inescapably clear that architects are confronted with unprecedented opportunity—and responsibility. Acting with courage, conviction, and a willingness to hold our profession accountable for the full breadth and depth of its impacts, architects are assured relevance and prosperity for generations. In 2018, AIA acted across a broad spectrum of issues and scales to set a new course for the profession, guided by the North Star of equitable practice and with appreciation for how deeply our actions impact everything, everyone, everywhere.



Carl Elefante, FAIA  
2018 AIA President

**Strategic Partners:**

**Deltek + AVITRU**

**hanleywood**  
Where Data Drives Action

 **Oldcastle BuildingEnvelope**  
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