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Form 990

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

The organization may have to use a copy of this return to satisfy state reporting requirements

OMB No 1545-0047

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 01-01-2011 and ending 12-31-2011

B

Check if applicable

☐ Address change

☐ Name change

☐ Initial return

☐ Terminated

☐ Amended return

☐ Application pending

C

Name of organization
THE AMERICAN INSTITUTE OF ARCHITECTS INC

Doing Business As

Number and street (or P O box if mail is not delivered to street address)
1735 NEW YORK AVENUE NW

Room/suite

City or town, state or country, and ZIP + 4
WASHINGTON, DC 200065209

F

Name and address of principal officer
ROBERT IVY FAIA
1735 NEW YORK AVENUE NW
WASHINGTON, DC 200065209

D

Employer identification number

53-0025930

E Telephone number

(202) 626-7370

G Gross receipts \$ 102,440,229

I

Tax-exempt status

☐ 501(c)(3)

☒ 501(c) (6)

(insert no)

☐ 4947(a)(1) or

☐ 527

J Website: WWW AIA ORG

K

Form of organization

☒ Corporation

☐ Trust

☐ Association

☐ Other

L Year of formation 1857

M State of legal domicile NY

Part I		Summary	
Activities & Governance	1 Briefly describe the organization's mission or most significant activities THE AMERICAN INSTITUTE OF ARCHITECTS (AIA) IS A NONPROFIT ASSOCIATION INCORPORATED UNDER THE LAWS OF THE STATE OF NEW YORK ITS MISSION IS TO UNITE ARCHITECTS IN FELLOWSHIP, PROMOTE THE AESTHETIC, SCIENTIFIC, AND PRACTICAL EFFICIENCY OF THE PROFESSION, ADVANCE THE SCIENCE AND ART OF PLANNING AND BUILDING, COORDINATE THE BUILDING INDUSTRY AND THE PROFESSION OF ARCHITECTURE TO IMPROVE THE QUALITY OF LIFE, AND TO MAKE THE PROFESSION AN EVER-INCREASING SERVICE TO SOCIETY		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	52
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	52
	5 Total number of individuals employed in calendar year 2011 (Part V, line 2a)	5	221
6 Total number of volunteers (estimate if necessary)	6	600	
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	1,050,720	
b Net unrelated business taxable income from Form 990-T, line 34	7b	0	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	281,991	722,276
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	50,299,578	51,642,313
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	2,423,291	2,012,240
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	415,912	1,173,397
		53,420,772	55,550,226
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)	1,094,881	1,275,957
	14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	19,171,314	21,028,752
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0	0
	b Total fundraising expenses (Part IX, column (D), line 25) <input type="checkbox"/> 0		
	17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	31,499,972	30,423,837
	18 Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	51,766,167	52,728,546
	19 Revenue less expenses Subtract line 18 from line 12	1,654,605	2,821,680
Net Assets or Fund Balances		Beginning of Current Year	End of Year
	20 Total assets (Part X, line 16)	59,191,723	64,649,373
	21 Total liabilities (Part X, line 26)	40,756,558	45,063,428
	22 Net assets or fund balances Subtract line 21 from line 20	18,435,165	19,585,945

Part II

Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer

2012-11-14

Date

RICHARD JAMES CHIEF OPERATING OFFICER

Type or print name and title

Paid Preparer's Use Only

Preparer's signature

DEBORAH G KOSNETT

Date

Check if self-employed ☐

Preparer's taxpayer identification number (see instructions)
P00290720

Firm's name (or yours if self-employed), address, and ZIP + 4

TATE AND TRYON
2021 L STREET NW SUITE 400
WASHINGTON, DC 20036

EIN ☐ 52-1855942

Phone no ☐ (202) 293-2200

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes

☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2011)

Part III

Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

1

Briefly describe the organization's mission

VISION THE AMERICAN INSTITUTE OF ARCHITECTS-DRIVING POSITIVE CHANGE THROUGH THE POWER OF DESIGNMISSION THE AMERICAN INSTITUTE OF ARCHITECTS IS THE VOICE OF THE ARCHITECTURAL PROFESSION AND A RESOURCE TO ITS MEMBERS IN SERVICE TO SOCIETY

2

Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

If "Yes," describe these new services on Schedule O

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

If "Yes," describe these changes on Schedule O

4

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a

(Code) (Expenses \$ including grants of \$) (Revenue \$)

PUBLICATIONS - AIA PROVIDES A WIDE ARRAY OF PUBLICATIONS AND PROGRAMS INCLUDING CONTRACT DOCUMENTS "GOLD STANDARD" CONTRACT FORMS AND ADMINISTRATIVE PROCEDURES THAT PROVIDE THE BUILDING INDUSTRY WITH A "BEST PRACTICES" BASIS FOR NATIONWIDE UNIFORMITY FOR CONTRACTUAL RELATIONSHIPS IN THE DESIGN AND CONSTRUCTION PROCESS THESE STANDARDS HELP SAFEGUARD THE INTEGRITY OF THE BUILT ENVIRONMENT, AS WELL AS THE SAFETY OF THE PEOPLE LIVING THEREIN AIA ARCHITECT BI-WEEKLY ELECTRONIC NEWSLETTER OF THE AIA AIA BOOKSTORE ONLINE AND PHYSICAL BOOKSTORE SELLING CURRENT ARCHITECTURAL PUBLICATIONS TO THE PUBLIC AND MEMBERS OTHER PUBLICATIONS THE AIA HAS VARIOUS OTHER PUBLICATIONS AND E-NEWSLETTERS PROVIDING CURRENT INFORMATION AND GUIDELINES TO PROFESSIONALS IN THE BUILDING INDUSTRY

4b

(Code) (Expenses \$ including grants of \$) (Revenue \$)

MEMBER SERVICES - AIA OFFERS MEMBER SERVICES INCLUDING COMPONENT RELATIONS LOCAL NETWORKING ACTIVITIES, EDUCATIONAL SEMINARS, AND REGIONAL UPDATES ARE AVAILABLE THROUGH STATE AND LOCAL COMPONENT CHAPTERS WEBSITE MEMBERS SECTION PROVIDES AN ENTRY POINT FOR SERVICES PROVIDED TO AIA MEMBERS HONORS AND AWARDS PROGRAM PROVIDES RECOGNITION OF INDIVIDUALS AND ORGANIZATIONS FOR THEIR OUTSTANDING ACHIEVEMENTS IN SUPPORT OF THE PROFESSION OF ARCHITECTURE AND THE AIA CENTER FOR LIVABLE COMMUNITIES PROVIDES DIRECTION AND INFORMATION TO MEMBERS FOR THE PRODUCTION AND PRESERVATION OF AFFORDABLE HOUSING, HEALTHY, LIVABLE ENVIRONMENTS THAT REFLECT LONG-TERM ECONOMIC AND SOCIAL VALUE FOR RESIDENTS AND THE COMMUNITIES IN WHICH THEY LIVE EMERGING PROFESSIONALS/YOUNG ARCHITECT PROGRAMS EMERGING PROFESSIONALS COMPANION, PROVIDES SUPPORT TOOLS FOR INTERNS AND OTHERS ON THE PATH TO ARCHITECTURAL LICENSURE MEDIA RELATIONS SUPPORT CENTER A TOOL TO AID MEMBERS IN IMPLEMENTING EFFECTIVE MEDIA RELATIONS EFFORTS IN THE MEMBER'S LOCAL AND REGIONAL MARKET SUSTAINABILITY A VOLUNTARY PROGRAM FOR AIA MEMBER FIRMS AND OTHER ENTITIES IN THE BUILT ENVIRONMENT TO PLEDGE TO DEVELOP MULTI-YEAR ACTION PLANS, AND IMPLEMENT STEPS TO BECOME CARBON NEUTRAL BY THE YEAR 2030 AIA PROVIDES SUPPORT, INFORMATION, AND EDUCATION ON SUSTAINABILITY

4c

(Code) (Expenses \$ including grants of \$) (Revenue \$)

PROFESSIONAL DEVELOPMENT - AIA OFFERS EDUCATIONAL OPPORTUNITIES TO MEMBERS INCLUDING CES THE AIA IS ACTIVELY INVOLVED IN THE CONTINUING EDUCATION OF ITS MEMBERS THROUGH ITS CES/CONTINUING EDUCATION PROGRAM THE AIA MAKES SPECIALIZED INFORMATION AVAILABLE TO REGISTERED CES PROVIDERS, AS WELL AS TO AIA MEMBERS, TO HELP MEMBERS MEET THEIR CONTINUING EDUCATION REQUIREMENTS KNOWLEDGE COMMUNITIES THESE COMMUNITIES PROVIDE MEMBERS WITH ACCESS TO IN-DEPTH INFORMATION, SERVICES, KNOWLEDGE, AND CAREER NEEDS FOR SPECIFIC AREAS OF THE ARCHITECTURAL PRACTICE

(Code) (Expenses \$ including grants of \$) (Revenue \$)

PUBLIC RELATIONS - AIA PROVIDES A WEALTH OF INFORMATION TO THE PUBLIC ON ARCHITECTURE AND ARCHITECTS AIA'S CENTER FOR COMMUNITIES BY DESIGN, FOR EXAMPLE, PROVIDES INFORMATION ON HOW ARCHITECTURE CAN INFLUENCE THE QUALITY OF LIFE IN OUR NATION'S COMMUNITIES THE PUBLICATION "YOU AND YOUR ARCHITECT" PROVIDES GUIDANCE ON HOW TO GET THE MOST OUT OF ENGAGING AND WORKING WITH AN ARCHITECT

(Code) (Expenses \$ including grants of \$) (Revenue \$)

GOVERNMENT AFFAIRS -- THE AIA REPRESENTS THE INTERESTS OF ARCHITECTS BEFORE FEDERAL, STATE, AND LOCAL GOVERNMENTS AND OTHER POLICY-MAKING BODIES THIS OUTREACH, COUPLED WITH SUSTAINED MEMBER PARTICIPATION AND ACTIVE INVOLVEMENT IN THE POLITICAL PROCESS, ENABLES THE AIA TO ADVOCATE ON BEHALF OF LEGISLATIVE, REGULATORY, AND RELATED ISSUES IMPORTANT TO AIA MEMBERS

(Code) (Expenses \$ including grants of \$) (Revenue \$)

CONVENTION -- THE AIA NATIONAL CONVENTION OFFERS MORE THAN 500 PROGRAM OFFERINGS, INCLUDING WORKSHOPS, SEMINARS, TOURS, AND EXPO EDUCATION, AS WELL AS INFORMATIONAL EXHIBITS SHOWCASING THE LATEST IN BUILDING MATERIALS AND PRODUCTS

(Code) (Expenses \$ including grants of \$) (Revenue \$)

SCHOLARSHIPS, GRANTS, CONTRIBUTIONS - AIA PROVIDES SCHOLARSHIPS, GRANTS AND OTHER CONTRIBUTIONS TO PROMOTE THE ARCHITECTURAL PROFESSION

4d

Other program services (Describe in Schedule O)




















(Expenses \$ including grants of \$) (Revenue \$)

4e

Total program service expenses

Part IV

Checklist of Required Schedules

		Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A		No
2	Is the organization required to complete Schedule B, Schedule of Contributors(see instructions)? 	Yes	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I 	Yes	
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II		
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III 	Yes	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I 		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II 		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III 		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV 		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 	Yes	
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI. 	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII. 		No
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII. 		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX. 		No
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X. 		No
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X. 	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII 		No
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional 	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?		No
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Part I 	Yes	
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the U S ? If "Yes," complete Schedule F, Part II and IV 		No
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the U S ? If "Yes," complete Schedule F, Part III and IV 		No
17	Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I		No
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II		No
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III		No
20a	Did the organization operate one or more hospitals? If "Yes," complete Schedule H		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? Note. All Form 990 filers that operated one or more hospitals must attach audited financial statements		

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	21	Yes	
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i>	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25</i>	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i>	25a		
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i>	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26	Yes	
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i>	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>	28b		No
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or owner? <i>If "Yes," complete Schedule L, Part IV</i>	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29	Yes	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i>	33	Yes	
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	34	Yes	
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a	Yes	
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b	Yes	
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance						
Check if Schedule O contains a response to any question in this Part V <input type="checkbox"/>						
		Yes	No			
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. .	1a	152			
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	1b	0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes			
2a	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return.	2a	221			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	2b	Yes			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	Yes			
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	3b	Yes			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account or securities account)?	4a				No
b	If "Yes," enter the name of the foreign country: See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a				No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b				No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c				
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a	Yes			
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b	Yes			
7	Organizations that may receive deductible contributions under section 170(c).					
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a				
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b				
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c				
d	If "Yes," indicate the number of Forms 8282 filed during the year.	7d				
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e				
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f				
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g				
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h				
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	8				
9	Sponsoring organizations maintaining donor advised funds.					
a	Did the organization make any taxable distributions under section 4966?	9a				
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b				
10	Section 501(c)(7) organizations. Enter					
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	10b				
11	Section 501(c)(12) organizations. Enter					
a	Gross income from members or shareholders.	11a				
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).	11b				
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a				
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b				
13	Section 501(c)(29) qualified nonprofit health insurance issuers.					
a	Is the organization licensed to issue qualified health plans in more than one state? Note. All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state.	13a				
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.	13b				
c	Enter the aggregate amount of reserves on hand.	13c				
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a				No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	14b				

Part VI

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.
Check if Schedule O contains a response to any question in this Part VI ☒

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a52		
b	Enter the number of voting members included in line 1a, above, who are independent	1b52		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4	Yes	
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6	Did the organization have members or stockholders?	6	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a	Yes	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b	Yes	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a		No
b	Describe in Schedule O the process, if any, used by the organization to review the Form 990			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b		No
	If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed <input checked="" type="checkbox"/> NY
18	Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. <input type="checkbox"/> Own website <input type="checkbox"/> Another's website <input checked="" type="checkbox"/> Upon request
19	Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization. <input checked="" type="checkbox"/> LISA GREEN 1735 NEW YORK AVENUE NW WASHINGTON, DC 200065209 (202) 626-7300

Check if Schedule O contains a response to any question in this Part VII ☒

☐ Check this box if neither the organization nor any related organizations compensated any current or former officer, director, or trustee

Form **990** (2011)

Part VII

1b	Sub-Total	▼			
c	Total from continuation sheets to Part VII, Section A	▼			
d	Total (add lines 1b and 1c)	▼	3,268,954	0	268,822

2 Total number of individuals (including but not limited to those listed in Item 1) who received more than \$100,000 of reportable compensation from the organization. 51

		Yes	No
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3	No
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4 Yes	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	5	No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A)	(B)	(C)
Name and business address	Description of services	Compensation
PROJECT PERFORMANCE CORP 2051 JAMIESON AVENUE SUITE 250 ALEXANDRIA, VA 22314	SOFTWARE SERVICES	1,329,020
IMRE COMMUNICATIONS 909 RIDGEBROOK ROAD BALTIMORE, MD 21152	MARKETING SERVICES	556,520
AVECTRA 75 REMITTANCE DRIVE CHICAGO, IL 60675	IT SERVICES	502,365
GSS AMERICA INFOTECH LTD 1699 WALL STREET MT PROSPECT, IL 60056	SOFTWARE SERVICES	412,970
CONSTRUCTION INFORMATION GROUP 2 PENN PLAZA NEW YORK, NY 10121	PUBLISHING	393,716

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 23

Part VIII

Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514	
Contributions, gifts, grants and other similar amounts	1a	Federated campaigns . . .	1a					
	b	Membership dues	1b					
	c	Fundraising events	1c					
	d	Related organizations	1d					
	e	Government grants (contributions)	1e					
	f	All other contributions, gifts, grants, and similar amounts not included above	1f	722,276				
	g	Noncash contributions included in lines 1a-1f \$ 163,148						
	h	Total. Add lines 1a-1f		722,276				
Program Service Revenue			Business Code					
	2a	PUB & ROYALTIES	900099	19,258,829	19,258,829			
	b	MEMBERSHIP DUES	900099	14,567,031	14,567,031			
	c	CONVENTION	900099	9,479,862	9,479,862			
	d	PROF DEVELOPMENT	900099	5,330,979	5,330,979			
	e	MEMBER SERVICES	900099	2,949,717	2,074,320	454,365	421,032	
	f	All other program service revenue		55,895	55,895			
	g	Total. Add lines 2a-2f		51,642,313				
Other Revenue	3	Investment income (including dividends, interest and other similar amounts)		1,073,258			1,073,258	
	4	Income from investment of tax-exempt bond proceeds . .						
	5	Royalties						
	6a	Gross rents	(i) Real	(ii) Personal				
			2,416,804					
			2,041,542					
			375,262					
	d	Net rental income or (loss)		375,262		71,994	303,268	
	7a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
			45,787,443					
			44,848,461					
			938,982					
	d	Net gain or (loss)		938,982			938,982	
	8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18	a					
	b	Less direct expenses	b					
	c	Net income or (loss) from fundraising events . .						
	9a	Gross income from gaming activities See Part IV, line 19	a					
	b	Less direct expenses	b					
	c	Net income or (loss) from gaming activities . .						
	10a	Gross sales of inventory, less returns and allowances	a					
	b	Less cost of goods sold	b					
	c	Net income or (loss) from sales of inventory . .						
	Miscellaneous Revenue		Business Code					
11a	GARAGE RENTAL	812930	405,963		269,352	136,611		
b	FACILITIES RENTAL	531390	255,009		255,009			
c	MAILING LIST RENTAL	511140	98,806			98,806		
d	All other revenue		38,357			38,357		
e	Total. Add lines 11a-11d		798,135					
12	Total revenue. See Instructions		55,550,226	50,766,916	1,050,720	3,010,314		

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns
All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D)
Check if Schedule O contains a response to any question in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States See Part IV, line 21	1,206,007			
2	Grants and other assistance to individuals in the United States See Part IV, line 22	69,950			
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	3,534,365			
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7	Other salaries and wages	13,908,490			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	943,129			
9	Other employee benefits	1,431,278			
10	Payroll taxes	1,211,490			
11	Fees for services (non-employees)				
a	Management	1,330,494			
b	Legal	190,786			
c	Accounting	110,565			
d	Lobbying	176,152			
e	Professional fundraising See Part IV, line 17				
f	Investment management fees	140,901			
g	Other	3,918,300			
12	Advertising and promotion	399,594			
13	Office expenses	1,226,829			
14	Information technology	2,976,127			
15	Royalties	9,009			
16	Occupancy	818,439			
17	Travel	3,592,288			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	3,119,011			
20	Interest	1,063,830			
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	1,495,121			
23	Insurance	507,180			
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	COST OF GOODS SOLD	4,670,396			
b	AMORTIZATION	2,219,621			
c	BANK & CREDIT CARD FEES	1,342,083			
d	MISCELLANEOUS	729,429			
e					
f	All other expenses	387,682			
25	Total functional expenses. Add lines 1 through 24f	52,728,546			
26	Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X

Balance Sheet

					(A)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing			186,440	1	10,785
	2	Savings and temporary cash investments			6,949,023	2	8,713,546
	3	Pledges and grants receivable, net			322,324	3	11,752
	4	Accounts receivable, net			1,362,836	4	1,134,881
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L				5	11,000
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use			278,032	8	248,472
	9	Prepaid expenses and deferred charges			5,864,905	9	6,074,789
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a	34,825,246			
	b	Less accumulated depreciation	10b	24,616,832	10,533,514	10c	10,208,414
	11	Investments—publicly traded securities			33,308,315	11	37,945,851
	12	Investments—other securities See Part IV, line 11				12	
	13	Investments—program-related See Part IV, line 11				13	
	14	Intangible assets				14	
	15	Other assets See Part IV, line 11			386,334	15	289,883
	16	Total assets. Add lines 1 through 15 (must equal line 34)			59,191,723	16	64,649,373
Liabilities	17	Accounts payable and accrued expenses			8,780,199	17	8,581,811
	18	Grants payable				18	
	19	Deferred revenue			19,925,095	19	23,036,914
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L				22	
	23	Secured mortgages and notes payable to unrelated third parties			12,051,264	23	13,444,703
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D				25	
	26	Total liabilities. Add lines 17 through 25			40,756,558	26	45,063,428
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets			14,033,074	27	15,975,073
	28	Temporarily restricted net assets			3,500,810	28	2,673,019
	29	Permanently restricted net assets			901,281	29	937,853
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.						
	30	Capital stock or trust principal, or current funds				30	
	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other funds				32	
	33	Total net assets or fund balances			18,435,165	33	19,585,945
	34	Total liabilities and net assets/fund balances			59,191,723	34	64,649,373

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	55,550,226
2	Total expenses (must equal Part IX, column (A), line 25)	2	52,728,546
3	Revenue less expenses Subtract line 2 from line 1	3	2,821,680
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	18,435,165
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-1,670,900
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	19,585,945

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
b	Were the organization's financial statements audited by an independent accountant?	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separated basis		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶ Complete if the organization is described below.

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

If the organization answered “Yes,” to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
- Section 527 organizations Complete Part I-A only

If the organization answered “Yes,” to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered “Yes,” to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, line 35c (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization THE AMERICAN INSTITUTE OF ARCHITECTS INC	Employer identification number 53-0025930
--	--

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization's direct and indirect political campaign activities on behalf of or in opposition to candidates for public office in Part IV	
2	Political expenditures	▶ \$
3	Volunteer hours	

Part I-B Complete if the organization is exempt under section 501(c)(3).

1	Enter the amount of any excise tax incurred by the organization under section 4955	▶ \$
2	Enter the amount of any excise tax incurred by organization managers under section 4955	▶ \$
3	If the organization incurred a section 4955 tax, did it file Form 4720 for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> No
4a	Was a correction made?	<input type="checkbox"/> Yes <input type="checkbox"/> No
b	If "Yes," describe in Part IV	

Part I-C Complete if the organization is exempt under section 501(c) except section 501(c)(3).

1	Enter the amount directly expended by the filing organization for section 527 exempt function activities	▶ \$
2	Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities	▶ \$
3	Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b	▶ \$
4	Did the filing organization file Form 1120-POL for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> No
5	Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV	

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-
(1) ARCHIPAC	1735 NEW YORK AVE NW WASHINGTON, DC 20006	35-2416199		0

Part II-A

Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A
- Check
- ☐
- if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)
- B
- Check
- ☐
- if the filing organization checked box A and "limited control" provisions apply

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing Organization's Totals	(b) Affiliated Group Totals												
1a	Total lobbying expenditures to influence public opinion (grass roots lobbying)														
b	Total lobbying expenditures to influence a legislative body (direct lobbying)														
c	Total lobbying expenditures (add lines 1a and 1b)														
d	Other exempt purpose expenditures														
e	Total exempt purpose expenditures (add lines 1c and 1d)														
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.														
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
g	Grassroots nontaxable amount (enter 25% of line 1f)														
h	Subtract line 1g from line 1a. If zero or less, enter -0-														
i	Subtract line 1f from line 1c. If zero or less, enter -0-														
j	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
2a Lobbying non-taxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots non-taxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B

Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

		(a)		(b)
		Yes	No	Amount
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
a	Volunteers?			
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c	Media advertisements?			
d	Mailings to members, legislators, or the public?			
e	Publications, or published or broadcast statements?			
f	Grants to other organizations for lobbying purposes?			
g	Direct contact with legislators, their staffs, government officials, or a legislative body?			
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i	Other activities? If "Yes," describe in Part IV			
j	Total lines 1c through 1i			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	No
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	No
3 Did the organization agree to carryover lobbying and political expenditures from the prior year?	3	Yes

Part III-B

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part III-A, line 3 is answered "Yes".

1	Dues, assessments and similar amounts from members	1	14,567,031
2	Section 162(e) non-deductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	1,415,311
b	Carryover from last year	2b	1,774,041
c	Total	2c	3,189,352
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	2,913,406
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	275,946
5	Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV

Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, and Part II-B, line 1i. Also, complete this part for any additional information.

Identifier	Return Reference	Explanation
ORGANIZATIONS DIRECT AND INDIRECT POLITICAL CAMPAIGN ACTIVITIES	PART I-A, LINE 1	ACTIVITY CONDUCTED THROUGH A SECTION 527 POLITICAL ACTION COMMITTEE

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

► Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
THE AMERICAN INSTITUTE OF ARCHITECTS INC

Employer identification number
53-0025930

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	
2	Aggregate contributions to (during year)	
3	Aggregate grants from (during year)	
4	Aggregate value at end of year	
5	Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?	
	<div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	
6	Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit	
	<div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1

Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g , recreation or pleasure) ☐ Preservation of an historically importantly land area
☐ Protection of natural habitat ☐ Preservation of a certified historic structure
☐ Preservation of open space

2

Complete lines 2a–2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ► _____

4

Number of states where property subject to conservation easement is located ► _____

5

Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?

☐ Yes ☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ► _____

7

Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year
► \$ _____

8

Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?

☐ Yes ☐ No

9

In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i)

Revenues included in Form 990, Part VIII, line 1

► \$ _____

(ii)

Assets included in Form 990, Part X

► \$ _____

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a

Revenues included in Form 990, Part VIII, line 1

► \$ _____

b

Assets included in Form 990, Part X

► \$ _____

Part III

Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

3

Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV

Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIV and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
1f	

2a

Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIV

Part V

Endowment Funds. Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a)Current Year	(b)Prior Year	(c)Two Years Back	(d)Three Years Back	(e)Four Years Back
1a Beginning of year balance	13,997,658	12,206,844	9,115,931	12,003,453	
b Contributions	36,572	653,043	1,496,936	613,000	
c Investment earnings or losses	127,910	1,444,350	1,878,823	-3,500,522	
d Grants or scholarships					
e Other expenditures for facilities and programs	236,920	306,579	284,846		
f Administrative expenses					
g End of year balance	13,925,220	13,997,658	12,206,844	9,115,931	

2

Provide the estimated percentage of the year end balance held as

a

Board designated or quasi-endowment ▶ 74 070 %

b

Permanent endowment ▶ 6 740 %

c

Term endowment ▶ 19 190 %

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

(i)

unrelated organizations

(ii)

related organizations

3a(i)

Yes

No

3a(ii)

Yes

No

b

If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

3b

4

Describe in Part XIV the intended uses of the organization's endowment funds

Part VI

Land, Buildings, and Equipment. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b)Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		1,232,616		1,232,616
b Buildings				
c Leasehold improvements		21,267,657	18,067,076	3,200,581
d Equipment		4,430,001	3,844,245	585,756
e Other		7,894,972	2,705,511	5,189,461
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) ▶				10,208,414

Part XI

Reconciliation of Change in Net Assets from Form 990 to Financial Statements

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	55,550,226
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	52,728,546
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	2,821,680
4	Net unrealized gains (losses) on investments	4	-1,670,900
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	
9	Total adjustments (net) Add lines 4 - 8	9	-1,670,900
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	1,150,780

Part XII

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

1	Total revenue, gains, and other support per audited financial statements	1	55,968,417
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
a	Net unrealized gains on investments	2a	-1,670,900
b	Donated services and use of facilities	2b	210,697
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV)	2d	2,041,542
e	Add lines 2a through 2d	2e	581,339
3	Subtract line 2e from line 1	3	55,387,078
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	163,148
c	Add lines 4a and 4b	4c	163,148
5	Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line 12)	5	55,550,226

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

1	Total expenses and losses per audited financial statements	1	54,817,637
2	Amounts included on line 1 but not on Form 990, Part IX, line 25		
a	Donated services and use of facilities	2a	210,697
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV)	2d	2,041,542
e	Add lines 2a through 2d	2e	2,252,239
3	Subtract line 2e from line 1	3	52,565,398
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV)	4b	163,148
c	Add lines 4a and 4b	4c	163,148
5	Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, line 18)	5	52,728,546

Part XIV

Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b. Also complete this part to provide any additional information.

Identifier	Return Reference	Explanation
DESCRIPTION OF INTENDED USE OF ENDOWMENT FUNDS	PART V, LINE 4	AIA'S ENDOWMENT CONSISTS OF PERMANENTLY RESTRICTED FUNDS ESTABLISHED FOR SCHOLARSHIPS AND THE AIA LIBRARY. THE INSTITUTE HAS ALSO ALLOCATED CERTAIN UNRESTRICTED NET ASSETS FOR THE PURPOSE OF FUNDING SCHOLARSHIPS THROUGH A QUASI-ENDOWMENT.
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	THE INSTITUTE BELIEVES THAT IT HAS APPROPRIATE SUPPORT FOR ANY TAX POSITIONS TAKEN, AND THEREFORE, DOES NOT HAVE ANY UNCERTAIN TAX POSITIONS THAT ARE MATERIAL TO THE FINANCIAL STATEMENTS. AT A MINIMUM, THE DECEMBER 31, 2008 THROUGH 2011 TAX YEARS ARE OPEN FOR EXAMINATION BY TAXING AUTHORITIES.
PART XII, LINE 2D - OTHER ADJUSTMENTS		ADJUSTMENT FOR RENT EXPENSE REPORTED IN PART VIII 2,041,542
PART XII, LINE 4B - OTHER ADJUSTMENTS		CONTRIBUTED CARPET & FURNITURE 163,148
PART XIII, LINE 2D - OTHER ADJUSTMENTS		ADJUSTMENT FOR RENT EXPENSE REPORTED IN PART VIII 2,041,542
PART XIII, LINE 4B - OTHER ADJUSTMENTS		CONTRIBUTED CARPET & FURNITURE 163,148

OMB No 1545-0047

Open to Public Inspection

53-0025930

3 Activites per Region (Use Part V if additional space is needed)

For Privacy Act and Paperwork Reduction Act Notice, see the Instructions for Form 990. Cat No 50082W Schedule F (Form 990) 2011

[illegible]

3 Enter total number of other organizations or entities ►

Part III

[illegible]

Part IV Foreign Forms

- 1

Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926 (see instructions for Form 926)*

☐ Yes

☒ No
- 2

Did the organization have an interest in a foreign trust during the tax year? *If " Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*

☐ Yes

☒ No
- 3

Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*

☐ Yes

☒ No
- 4

Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*

☐ Yes

☒ No
- 5

Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*

☐ Yes

☒ No
- 6

Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*

☐ Yes

☒ No

Complete this part to provide the information (see instructions) required in Part I, line 2, and any additional information.

Schedule F (Form 990) 2011

Schedule I
(Form 990)

Department of the Treasury
Internal Revenue Service

Grants and Other Assistance to Organizations,
Governments and Individuals in the United States

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization
THE AMERICAN INSTITUTE OF ARCHITECTS INC

Employer identification number
53-0025930

Part I

General Information on Grants and Assistance

- 1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ Yes ☐ No
- 2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Use Part IV and Schedule I-1 (Form 990) if additional space is needed ▶ ☐

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
See Additional Data Table							

2

Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

18

3

Enter total number of other organizations listed in the line 1 table ▶

2

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.
Use Schedule I-1 (Form 990) if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance
(1) UPJOHN GRANTS	5	42,250			
(2) TUTTLE GRANTS	3	3,450			
(3) SOUDER GRANT	1	1,000			
(4) STUDENT CHARETTES	4	20,000			
(5) YOUNG ARCHITECTS FORUM	3	3,250			

Part IV

Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

Identifier	Return Reference	Explanation
PROCEDURE FOR MONITORING GRANTS IN THE U S	PART I, LINE 2	SCHEDULE I, PART I, LINE 2 GRANT RECIPIENTS ARE REQUIRED TO PROVIDE INTERIM REPORTING AND DELIVERY OF A FINAL REPORT THE REPORTING DOCUMENTATION MUST INCLUDE FINANCIAL DATA, SUBSTANTIVE NARRATIVE, WORK SAMPLE, AND LESSONS LEARNED THEY MUST PRODUCE A RESULT REPORT AT THE END OF THE PROJECT DESCRIBING THE PROJECT RESULT AND FINAL FUND USAGE
SCHEDULE I, PART II		IN ADDITION TO THE AMERICAN ARCHITECTURAL FOUNDATION GRANT OF \$5,639 SHOWN IN PART II OF THIS SCHEDULE, DURING 2011 AIA ALSO MADE A GRANT TO THE FOUNDATION IN THE AMOUNT OF \$556,495 THIS CASH-BASIS AWARD WAS PART OF A MULTI-YEAR GRANT THAT WAS RECORDED ON AIA'S BOOKS IN A PRIOR YEAR

Software ID:

Software Version:

EIN: 53-0025930

Name: THE AMERICAN INSTITUTE OF ARCHITECTS INC

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
ASSN OF COLLEGIATE SCHOOLS OF ARCHITECTURE1735 NEW YORK AVE NW WASHINGTON, DC 20006	52-0939894	501(C)(3)	35,000				GRANT
AMERICAN ARCHITECTURAL FOUNDATION1799 NEW YORK AVE NW WASHINGTON, DC 20006	52-0847434	501(C)(3)	5,639				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
AIA COLLEGE OF FELLOWS1735 NEW YORK AVE NW WASHINGTON, DC 20006	71-0887547	501(C)(3)	35,000				GRANT
AMERICAN INSTITUTE OF ARCHITECTURE STUDENTS1735 NEW YORK AVE NW WASHINGTON, DC 20006	52-1239053	501(C)(3)	101,000				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
NATIONAL ARCHITECTURAL ACCREDITING BOARD1735 NEW YORK AVE NW WASHINGTON, DC 20006	52-0075386	501(C)(3)	406,850				GRANT
NATIONAL BUILDING MUSEUM401 F STREET NW WASHINGTON, DC 20006	52-1050999	501(C)(3)	55,000				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CHICAGO ARCHITECTURE FOUNDATION224 SOUTH MICHIGAN AVENUE STE 116 CHICAGO, IL 60604	36-6144362	501(C)(3)	34,333				GRANT
AIA LEGACY INC1735 NEW YORK AVE NW WASHINGTON, DC 20006	59-3819154	501(C)(3)	150,000				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
RENSSELAER POLYTECHNIC INSTITUTE110 EIGHTH STREET TROY, NY 12180	14-1340095	501(C)(3)	28,350				GRANT
ARCHITECTURE FOR HUMANITY848 FOLSOM STREET SUITE 201 SAN FRANCISCO, CA 941071173	30-0038297	501(C)(3)	25,000				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
PUBLIC DESIGN STUDIO1211 FOLSOM STREET 4TH FLOOR SAN FRANCISCO, CA 941033816	48-1254410	501(C)(3)	25,000				GRANT
THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA2300 WILSON BLVD SUITE 400 ARLINGTON, VA 22201	53-0029260	501(C)(6)	25,000				GRANT

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
UNIVERSITY OF TEXAS1 UNIVERSITY STATION B7500 AUSTIN,TX 78712	74-6000203	STATE OF TEXAS	15,000				GRANT
NATIONAL ASSOCIATION OF COUNTIES25 MASACHUSSETTS AVE NW WASHINGTON DC,DC 20001	53-0241255	501(C)(3)	12,000				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
ACE MENTOR PROGRAM400 MAIN STREET STE 600 STAMFORD, CT 06901	51-0465877	501(C)(3)	10,000				GRANT
SOCIETY OF ARCHITECTURAL HISTORIANS1365 NORTH ASTOR STREET CHICAGO, IL 606102144	20-2507723	501(C)(3)	10,000				GRANT

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
NOMA ATLANTA 2366 6TH STREET SUITE 100 WASHINGTON DC, DC 20059	14- 1855267	501(C)(6)	5,000				GRANT
UNIVERSITY OF OREGON5219 UNIVERSITY OF OREGON EUGENE,OR 97403	93- 6001786	STATE OF OREGON	37,500				GRANT

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
UNIVERSITY OF TENNESSEE1715 VOLUNTEER BLVD KNOXVILLE, TN 37996	62-6001636	STATE OF TENNESSEE	12,500				GRANT
CENTER FOR HEALTH DESIGN1850 GATEWAY BLVD CONCORD, CA 94520	68-0298038	501(C)(3)	12,500				GRANT

Schedule J
(Form 990)

Compensation Information

OMB No 1545-0047

2011

Open to Public Inspection

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

Name of the organization THE AMERICAN INSTITUTE OF ARCHITECTS INC	Employer identification number 53-0025930
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Part I

Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items		
	<div><div><input checked="" type="checkbox"/> First-class or charter travel</div><div><input type="checkbox"/> Travel for companions</div><div><input type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Discretionary spending account</div></div> <div><div><input type="checkbox"/> Housing allowance or residence for personal use</div><div><input type="checkbox"/> Payments for business use of personal residence</div><div><input type="checkbox"/> Health or social club dues or initiation fees</div><div><input type="checkbox"/> Personal services (e g , maid, chauffeur, chef)</div></div>		
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all the expenses described above? If "No," complete Part III to explain	1b	Yes
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	2	Yes
3	Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply		
	<div><div><input checked="" type="checkbox"/> Compensation committee</div><div><input checked="" type="checkbox"/> Independent compensation consultant</div><div><input type="checkbox"/> Form 990 of other organizations</div></div> <div><div><input checked="" type="checkbox"/> Written employment contract</div><div><input checked="" type="checkbox"/> Compensation survey or study</div><div><input type="checkbox"/> Approval by the board or compensation committee</div></div>		
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization		
a	Receive a severance payment or change-of-control payment?	4a	Yes
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b	No
c	Participate in, or receive payment from, an equity-based compensation arrangement?	4c	No
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III		
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.		
5	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of		
a	The organization?	5a	
b	Any related organization?	5b	
	If "Yes," to line 5a or 5b, describe in Part III		
6	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of		
a	The organization?	6a	
b	Any related organization?	6b	
	If "Yes," to line 6a or 6b, describe in Part III		
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7	
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III	8	
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?	9	

Part II **Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees.** Use Schedule J-1 if additional space needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions on row (ii) Do not list any individuals that are not listed on Form 990, Part VII

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) TRACY HARRIS	(i)	282,886	0	47,079	10,353	5,658	345,976	0
	(ii)	0	0	0	0	0	0	0
(2) ROBERT IVY FAIA	(i)	434,191	0	0	12,250	11,825	458,266	0
	(ii)	0	0	0	0	0	0	0
(3) KEVIN NOVAK	(i)	217,859	21,700	0	10,861	2,471	252,891	0
	(ii)	0	0	0	0	0	0	0
(4) PAUL MENDELSON	(i)	220,193	22,500	0	11,234	11,940	265,867	0
	(ii)	0	0	0	0	0	0	0
(5) JAY STEPHENS	(i)	210,210	26,700	0	27,357	17,600	281,867	0
	(ii)	0	0	0	0	0	0	0
(6) KENNETH ROSS	(i)	275,242	51,799	0	10,000	11,960	349,001	0
	(ii)	0	0	0	0	0	0	0
(7) LISA GREEN	(i)	151,782	17,050	0	8,170	22,175	199,177	0
	(ii)	0	0	0	0	0	0	0
(8) PHIL WURTZ	(i)	152,648	9,200	0	7,701	12,137	181,686	0
	(ii)	0	0	0	0	0	0	0
(9) MOLLY LINDBLOM	(i)	211,030	0	0	10,791	13,799	235,620	0
	(ii)	0	0	0	0	0	0	0
(10) PHIL O'NEAL	(i)	168,290	5,100	0	8,582	10,378	192,350	0
	(ii)	0	0	0	0	0	0	0
(11) JEFFREY D RAYMOND	(i)	159,180	13,272	0	8,272	16,642	197,366	0
	(ii)	0	0	0	0	0	0	0
(12) BRIAN B SKAPURA	(i)	158,928	0	0	6,101	5,334	170,363	0
	(ii)	0	0	0	0	0	0	0
(13) TERRI STEWART	(i)	146,714	9,000	0	7,500	676	163,890	0
	(ii)	0	0	0	0	0	0	0
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III **Supplemental Information**

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
	PART I, LINE 1A	AIA'S CEO IS PERMITTED TO TRAVEL FIRST CLASS ON LONGER INTERNATIONAL FLIGHTS
	PART I, LINE 4A	TRACY HARRIS, SEVERANCE OF \$47,079

Schedule L
(Form 990 or 990-EZ)

Transactions with Interested Persons
▶ Complete if the organization answered
"Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c,
or Form 990-EZ, Part V lines 38a or 40b.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

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2011
Open to Public Inspection

Name of the organization
THE AMERICAN INSTITUTE OF ARCHITECTS INC

Employer identification number
53-0025930

Part I Excess Benefit Transactions (section 501(c)(3) and section 501 (c)(4) organizations only).

Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b

1	(a) Name of disqualified person	(b) Description of transaction	(c) Corrected?	
			Yes	No

2 Enter the amount of tax imposed on the organization managers or disqualified persons during the year under section 4958 ▶ \$

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization ▶ \$

Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a

(a) Name of interested person and purpose	(b) Loan to or from the organization?		(c) Original principal amount	(d) Balance due	(e) In default?		(f) Approved by board or committee?		(g) Written agreement?	
	To	From			Yes	No	Yes	No	Yes	No
(1) ROBERT IVY JR AUTOMOBILE LOAN		X	15,000	11,000		No	Yes		Yes	
Total				11,000						

Part III Grants or Assistance Benefitting Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of grant or type of assistance

Part IV

Business Transactions Involving Interested Persons.
Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No

Part V

Supplemental Information
Complete this part to provide additional information for responses to questions on Schedule L (see instructions)

Identifier	Return Reference	Explanation
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SCHEDULE M
(Form 990)

Department of the Treasury
Internal Revenue Service

NonCash Contributions

►Complete if the organization answered "Yes" on Form 990, Part IV, lines 29 or 30.
► Attach to Form 990.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
THE AMERICAN INSTITUTE OF ARCHITECTS INC

Employer identification number
53-0025930

Part I Types of Property

	(a) Check if applicable	(b) Number of Contributions or items contributed	(c) Contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining contribution amounts
1 Art—Works of art				
2 Art—Historical treasures				
3 Art—Fractional interests				
4 Books and publications				
5 Clothing and household goods	X		163,148	FMV
6 Cars and other vehicles				
7 Boats and planes				
8 Intellectual property				
9 Securities—Publicly traded				
10 Securities—Closely held stock				
11 Securities—Partnership, LLC, or trust interests				
12 Securities—Miscellaneous				
13 Qualified conservation contribution—Historic structures				
14 Qualified conservation contribution—Other				
15 Real estate—Residential				
16 Real estate—Commercial				
17 Real estate—Other				
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ► ()				
26 Other ►()				
27 Other ►()				
28 Other ► ()				
29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement			29	
30a During the year, did the organization receive by contribution any property reported in Part I, lines 1-28 that it must hold for at least three years from the date of the initial contribution, and which is not required to be used for exempt purposes for the entire holding period?				Yes No
b If "Yes," describe the arrangement in Part II				
31 Does the organization have a gift acceptance policy that requires the review of any non-standard contributions?				Yes No
32a Does the organization hire or use third parties or related organizations to solicit, process, or sell non-cash contributions?				Yes No
b If "Yes," describe in Part II				
33 If the organization did not report revenues in column (c) for a type of property for which column (a) is checked, describe in Part II				

Part III

Supplemental Information. Complete this part to provide the information required by Part I, lines 30b, 32b, and 33. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
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SCHEDULE O

(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2011

Open to Public
Inspection

Name of the organization THE AMERICAN INSTITUTE OF ARCHITECTS INC	Employer identification number 53-0025930
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Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 4	THE ORGANIZATION AMENDED ITS BY LAWS TO REVISE ELIGIBILITY REQUIREMENTS FOR ONE OF ITS CLASSES OF MEMBERSHIP, TO CHANGE THE METHOD FOR APPORTIONMENT OF REGIONAL DIRECTORS ON ITS BOARD OF DIRECTORS, AND TO AUTHORIZE THE FORMATION OF A NEW INTERNATIONAL REGION

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 6	CLASSES OF MEMBERSHIP --ARCHITECT MEMBER-INDIVIDUALS LICENSED TO PRACTICE ARCHITECTURE IN A U S STATE OR TERRITORY --ALLIED MEMBER-MEMBER WHO DOES NOT QUALIFY AS ARCHITECT OR ASSOCIATE MEMBER AND IS EMPLOYED OUTSIDE THE ARCHITECTURE PRACTICE BUT IN A POSITION ALLIED TO THE FIELD OF ARCHITECTURE --ASSOCIATE MEMBER-INDIVIDUALS WHO MEET ONE OF THE FOLLOWING CRITERIA --PARTICIPATING IN CAREER RESPONSIBILITIES RECOGNIZED BY LICENSING AUTHORITIES AS CONSTITUTING CREDIT TOWARD LICENSURE (I E , INTERN ARCHITECT) --WORKING UNDER THE SUPERVISION OF AN ARCHITECT IN A PROFESSIONAL OR TECHNICAL CAPACITY --WORKING AS A FACULTY MEMBER IN A UNIVERSITY PROGRAM IN ARCHITECTURE --HOLDING A PROFESSIONAL DEGREE IN ARCHITECTURE INTERNATIONAL ASSOCIATES-INDIVIDUALS WHO HAVE AN ARCHITECTURE LICENSE OR EQUIVALENT FROM A NON-U S LICENSING AUTHORITY

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 7A	THE AIA BOARD IS SELECTED BY THE MEMBERS AS FOLLOWS --OFFICERS PRESIDENT, FIRST VICE PRESIDENT, FOUR VICE PRESIDENTS, SECRETARY, AND TREASURER, ALL OF WHOM ARE SELECTED BY THE DELEGATES AT THE ANNUAL MEETING (CONVENTION) --TWO REPRESENTATIVES FROM THE COUNCIL OF ARCHITECTURAL COMPONENT EXECUTIVES (CACE), SELECTED FROM ITS MEMBERSHIP --TWO REPRESENTATIVES FROM THE NATIONAL ASSOCIATES COMMITTEE (NAC), SELECTED FROM ITS MEMBERSHIP --ONE INTERNATIONAL DIRECTOR, SELECTED BY THE MEMBERSHIP OF THE FIVE INTERNATIONAL COMPONENTS --ONE STUDENT DIRECTOR, SELECTED BY THE MEMBERSHIP OF THE AMERICAN INSTITUTE OF ARCHITECTURE STUDENTS --THIRTY-FIVE REGIONAL DIRECTORS, SELECTED BY THE MEMBERSHIP OF THOSE INDIVIDUAL REGIONS --TWO PUBLIC DIRECTORS, SELECTED BY THE BOARD --EXECUTIVE VICE PRESIDENT/CEO (UNDER CONTRACT, HIRED BY THE BOARD EXECUTIVE COMMITTEE)

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 7B	IN MOST INSTANCES, DECISIONS TO AMEND THE INSTITUTE'S BYLAWS ARE SUBJECT TO APPROVAL BY A TWO-THIRDS MAJORITY OF ALL VOTES ACCREDITED AT MEMBERSHIP MEETINGS OF THE INSTITUTE

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 11	THE ASSOCIATION'S INTERNAL PROCESS FOR REVIEW OF TAX FORMS IS EXTENSIVE. FOR THE FORM 990, THE ASSOCIATION'S CONTROLLER (A CPA) DRAFTS THE FORM WITH INPUT FROM THE ACCOUNTING AND LEGAL STAFF. A DRAFT 990 IS THEN PROVIDED BACK TO THE AIA. FROM THE OUTSIDE AUDITING FIRM, THE CONTROLLER THEN HAS RESPONSIBILITY TO CIRCULATE THE DRAFTS TO THE CHIEF OPERATING OFFICER (COO), THE GENERAL COUNSEL AND OTHERS AND TO INCORPORATE APPROPRIATE CORRECTIONS INTO THE 990. THE FINAL DRAFT IS THEN PREPARED BY THE OUTSIDE AUDITING FIRM. THE BOARD OF DIRECTORS DELEGATED THE REVIEW OF THE 990 TO THE COMPENSATION COMMITTEE WHICH CONSISTS OF THE PRESIDENT, PRESIDENT-ELECT, SECRETARY, AND TREASURER. THE VP OF FINANCE REVIEWS THE 990 WITH THE COMPENSATION COMMITTEE AND PROVIDES THEM WITH A COPY.

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 12C	<p>FROM AIA'S CONFLICT OF INTEREST POLICY</p> <p>1 DUTY TO DISCLOSE IN CONNECTION WITH ANY ACTUAL OR POSSIBLE CONFLICT OF INTEREST, AN INTERESTED PERSON MUST DISCLOSE THE EXISTENCE OF THE FINANCIAL INTEREST AND BE GIVEN THE OPPORTUNITY TO DISCLOSE ALL MATERIAL FACTS TO THE MEMBER OF THE EXECUTIVE COMMITTEE (AND/OR MEMBERS OF COMMITTEES WITH BOARD-DELEGATED POWERS) CONSIDERING THE PROPOSED TRANSACTION OR ARRANGEMENT</p> <p>2 DETERMINING WHETHER A CONFLICT OF INTEREST EXISTS AFTER DISCLOSURE OF THE FINANCIAL INTEREST AND ALL MATERIAL FACTS, AND AFTER ANY DISCUSSION WITH THE INTERESTED PERSON, HE/SHE SHALL LEAVE THE EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) MEETING WHILE THE DETERMINATION OF A CONFLICT OF INTEREST IS DISCUSSED AND VOTED UPON THE REMAINING EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) MEMBERS SHALL DECIDE IF A CONFLICT OF INTEREST EXISTS</p> <p>3 PROCEDURES FOR ADDRESSING THE CONFLICT OF INTEREST</p> <p>A AN INTERESTED PERSON MAY MAKE A PRESENTATION AT THE EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) MEETING, BUT AFTER THE PRESENTATION, HE/SHE SHALL LEAVE THE MEETING DURING THE DISCUSSION OF, AND THE VOTE ON, THE TRANSACTION OR ARRANGEMENT INVOLVING THE POSSIBLE CONFLICT OF INTEREST</p> <p>B THE PRESIDING OFFICER OF THE EXECUTIVE COMMITTEE (OR CHAIR OR ACTING CHAIR OF THE OTHER COMMITTEE) SHALL, IF APPROPRIATE, APPOINT A DISINTERESTED PERSON OR COMMITTEE TO INVESTIGATE ALTERNATIVES TO THE PROPOSED TRANSACTION OR ARRANGEMENT</p> <p>C AFTER EXERCISING DUE DILIGENCE, THE EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) SHALL DETERMINE WHETHER THE INSTITUTE CAN OBTAIN WITH REASONABLE EFFORTS A MORE ADVANTAGEOUS TRANSACTION OR ARRANGEMENT FROM A PERSON OR ENTITY THAT WOULD NOT GIVE RISE TO A CONFLICT OF INTEREST</p> <p>D IF A MORE ADVANTAGEOUS TRANSACTION OR ARRANGEMENT IS NOT REASONABLY POSSIBLE UNDER CIRCUMSTANCES NOT PRODUCING A CONFLICT OF INTEREST, THE EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) SHALL DETERMINE BY A MAJORITY VOTE OF THE DISINTERESTED DIRECTORS WHETHER THE TRANSACTION OR ARRANGEMENT IS IN THE INSTITUTE'S BEST INTEREST, FOR ITS OWN BENEFIT, AND WHETHER IT IS FAIR AND REASONABLE IN CONFORMITY WITH THE ABOVE DETERMINATION, IT SHALL MAKE ITS DECISION AS TO WHETHER TO ENTER INTO THE TRANSACTION OR ARRANGEMENT</p> <p>E EACH MATTER INVOLVING A POTENTIAL CONFLICT OF INTEREST CONSIDERED BY A COMMITTEE OTHER THAN THE EXECUTIVE COMMITTEE SHALL BE PROMPTLY REPORTED TO THE GENERAL COUNSEL OF THE INSTITUTE, WHO SHALL ENSURE THAT APPROPRIATE PROCEDURES ARE FOLLOWED TO RESOLVE EACH SUCH MATTER THE GENERAL COUNSEL SHALL IN TURN REPORT ON EACH SUCH MATTER TO THE EXECUTIVE COMMITTEE, WHICH SHALL HAVE THE AUTHORITY TO REVERSE, IN WHOLE OR IN PART, THE FINDINGS AND ACTIONS OF THE PERTINENT COMMITTEE, AND TO ORDER SUCH FURTHER ACTION AS IT MAY DEEM APPROPRIATE</p> <p>4 VIOLATIONS OF THE CONFLICT OF INTEREST POLICY</p> <p>A IF THE EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) HAS REASONABLE CAUSE TO BELIEVE A MEMBER HAS FAILED TO DISCLOSE ACTUAL OR POSSIBLE CONFLICTS OF INTEREST, IT SHALL INFORM THE MEMBER OF THE BASIS FOR SUCH BELIEF AND AFFORD THE MEMBER AN OPPORTUNITY TO EXPLAIN THE ALLEGED FAILURE TO DISCLOSE</p> <p>B IF, AFTER HEARING THE MEMBERS RESPONSE AND AFTER MAKING FURTHER INVESTIGATION AS WARRANTED BY THE CIRCUMSTANCES, THE EXECUTIVE COMMITTEE (OR OTHER COMMITTEE) DETERMINES THE MEMBER HAS FAILED TO DISCLOSE AN ACTUAL OR POSSIBLE CONFLICT OF INTEREST, IT SHALL TAKE APPROPRIATE DISCIPLINARY AND CORRECTIVE ACTION</p> <p>C EACH MATTER INVOLVING AN ALLEGED CONFLICT OF INTEREST CONSIDERED BY A COMMITTEE OTHER THAN THE EXECUTIVE COMMITTEE SHALL BE PROMPTLY REPORTED TO THE GENERAL COUNSEL OF THE INSTITUTE, WHO SHALL ENSURE THAT APPROPRIATE PROCEDURES ARE FOLLOWED TO RESOLVE EACH SUCH MATTER THE GENERAL COUNSEL SHALL IN TURN REPORT ON EACH SUCH MATTER TO THE EXECUTIVE COMMITTEE, WHICH SHALL HAVE THE AUTHORITY TO REVERSE, IN WHOLE OR IN PART, THE FINDINGS AND ACTIONS OF THE PERTINENT COMMITTEE, AND TO ORDER SUCH FURTHER ACTION AS IT MAY DEEM APPROPRIATE</p>

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 15A	<p>THE AIA COMPENSATION PROCESS FOR THE CEO IS AS FOLLOWS 1 EACH YEAR THE CEO PREPARES A SELF-EVALUATION AND IT IS SENT TO THE AIA BOARD EXECUTIVE COMMITTEE 2 THE MANAGING DIRECTOR OF HUMAN RESOURCES SENDS A CONFIDENTIAL CEO ASSESSMENT SURVEY TO EACH MEMBER OF THE AIA EXECUTIVE COMMITTEE 3 THE MANAGING DIRECTOR OF HUMAN RESOURCES COMPILES THE SURVEY RESULTS AND PROVIDES A REPORT OF THE FINDINGS TO THE PRESIDENT OF THE AMERICAN INSTITUTE OF ARCHITECTS THE PRESIDENT SHARES THE FINDS WITH THE AIA BOARD COMPENSATION COMMITTEE AND EXECUTIVE COMMITTEE 4 THE ANNUAL ASSESSMENT IS CONDUCTED BY THE AIA BOARD EXECUTIVE COMMITTEE THE COMPENSATION DECISION IS MADE BY THE COMPENSATION COMMITTEE DEFINED AS THE PRESIDENT, FIRST VICE PRESIDENT, TREASURER AND SECRETARY TO FACILITATE CONTINUITY, THE FIRST VICE PRESIDENT ELECT WILL BE INVITED AS A GUEST 5 EACH YEAR THE MANAGING DIRECTOR OF HUMAN RESOURCES GIVES A REPORT TO THE AIA BOARD COMPENSATION COMMITTEE WHICH PROVIDES INFORMATION ON COMPARABILITY DATA FOR THE POSITION 6 THE AIA BOARD COMPENSATION COMMITTEE REVIEWS THE SURVEY RESULTS, REVIEWS THE CEO'S GOALS AND OBJECTIVES AND THE COMPARABILITY DATA AND APPROVES ANY CHANGES TO THE CEO'S COMPENSATION FOR THE UPCOMING YEAR 7 THE PRESIDENT OF THE AMERICAN INSTITUTE OF ARCHITECTS INFORMS THE CEO ABOUT ANY CHANGES TO COMPENSATION 8 THE PRESIDENT OF THE AMERICAN INSTITUTE OF ARCHITECTS SENDS A CONFIRMING LETTER TO THE CEO AND A COPY IS SENT TO THE MANAGING DIRECTOR OF HUMAN RESOURCES TO INSERT INTO THE PERSONNEL FILE OF THE CEO</p> <p>THE AIA COMPENSATION PROCESS FOR ALL OTHER EMPLOYEES, INCLUDING THE KEY EMPLOYEES, IS AS FOLLOWS 1 AIA USES A PERFORMANCE MANAGEMENT SYSTEM WHEREBY SUPERVISORS REVIEW EMPLOYEE'S PERFORMANCE 2 TIMES A YEAR AT MID-YEAR AND AT THE END OF THE YEAR A MID-YEAR REVIEW I DISCUSSION BETWEEN SUPERVISOR AND EMPLOYEE ON HOW THE EMPLOYEE IS PROGRESSING ON HIS/HER YEARLY GOALS AND OBJECTIVES II COMPENSATION IS NOT PART OF THIS CONVERSATION B ANNUAL REVIEW I DISCUSSION BETWEEN SUPERVISOR AND EMPLOYEE ON HOW THE EMPLOYEE PERFORMED DURING THE YEAR II EMPLOYEE IS RATED FOR HIS/HER PERFORMANCE ON (A) GOALS AND OBJECTIVES (B) COMPETENCIES FOR THE POSITION (C) WEIGHING FACTOR DIFFERS DEPENDING ON THE EMPLOYEE'S LEVEL OF RESPONSIBILITY WITHIN THE INSTITUTE (D) COMPENSATION IS DISCUSSED DURING THE ANNUAL REVIEW PROCESS 2 THE AIA PERFORMANCE MANAGEMENT PROGRAM A DEVELOPED BY AN OUTSIDE INDEPENDENT COMPENSATION CONSULTANT B POSITIONS REVIEWED AND PRICED BY THE INDEPENDENT COMPENSATION CONSULTANT UPDATES ARE MADE BY THE MANAGING DIRECTOR OF HUMAN RESOURCES C TARGET PAY FOR EACH POSITION BASED ON THE 50TH PERCENTILE D SALARY RANGES CREATED FROM THE TARGET PAY IN THE 50TH PERCENTILE E SALARY PROGRAM SETS COMPETITIVE RATES OF PAY (RANGES) FOR EACH POSITION AT AIA -- THE PERFORMANCE MANAGEMENT PROGRAM HELPS US DETERMINE WHERE WITHIN THAT RANGE EACH PERSON SHOULD BE PAID F PAY IS RELATIVE TO THE MARKET AIA IS LOCATED (NON-PROFITS AND ASSOCIATIONS IN THE WASHINGTON, DC METRO AREA) G COMPENSATION IS BASED ON PERFORMANCE AND CAN BE PAID IN SEVERAL WAYS I ANNUAL MERIT INCREASES II INCENTIVE COMPENSATION III MARKET ADJUSTMENT IV LENGTH OF SERVICE WITHIN A POSITION H EVERY EMPLOYEE IS GIVEN A REPORT EACH YEAR WHICH PROVIDES INFORMATION ON THEIR (1) PERFORMANCE MANAGEMENT RATING, (2) PERCENTAGE MERIT INCREASE, (3) NEW SALARY FOR THE UPCOMING YEAR, (4) INCENTIVE COMPENSATION AMOUNT (IF APPLICABLE), AND (5) MARKET INCREASE (IF APPLICABLE) 3 IMPACT ON THE ORGANIZATION A SUCCESS OF ANY COMPENSATION PROGRAM IS RELATIVE AND LINKED TO THE PROGRAM'S ABILITY TO SUPPORT AIA'S ORGANIZATION'S CULTURE B SERVES AS A TOOL IN ATTAINING THE INSTITUTE'S ORGANIZATIONAL GOALS AND OBJECTIVES GOALS SET AND APPROVED BY THE BOARD OF DIRECTORS</p>

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION C, LINE 19	AIA'S GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS ARE NOT MADE AVAILABLE TO THE PUBLIC

Identifier	Return Reference	Explanation
	FORM 990, PART VI, LINE 10	EXPLANATION REGARDING AIA COMPONENTS AIA DOES NOT HAVE LOCAL CHAPTERS OVER WHICH IT EXERCISES LEGAL AUTHORITY ITS COMPONENTS ARE CHARTERED BY AIA BUT ARE SEPARATE LEGAL ENTITIES THAT ARE SELF-MANAGED

Identifier	Return Reference	Explanation
	FORM 990, PART VII, SECTION A, LINE 1A	PAUL W. WELCH, THE EXECUTIVE VICE PRESIDENT OF THE AIA CALIFORNIA COUNCIL (AIA CC), SERVED AS THE NATIONAL AIA'S INTERIM EVP/CEO FROM JULY 2010 TO MARCH 2011. DURING THAT TIME, AIA DID NOT PAY HIS SALARY DIRECTLY. RATHER, AIA CC CONTINUED TO PAY HIS SALARY, AND AIA REIMBURSED AIA CC FOR A PORTION OF MR. WELCH'S SALARY AND BENEFITS. ONLY AMOUNTS REIMBURSED BY AIA FOR 2011 ARE DISCLOSED IN PART VII.

Identifier	Return Reference	Explanation
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED LOSSES ON INVESTMENTS -1,670,900

Identifier	Return Reference	Explanation
	FORM 990, PART XII, LINE 2C	THE AUDIT OVERSIGHT PROCESS HAS REMAINED UNCHANGED FROM THE PRIOR YEAR

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
THE AMERICAN INSTITUTE OF ARCHITECTS INC

Employer identification number
53-0025930

Part I

Identification of Disregarded Entities (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.)

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) 1735 NY AVE LLC 1735 NEW YORK AVE NW WASHINGTON, DC 20006 32-0292355	REAL ESTATE HOLDINGS	DC	2,513,674	1,663,525	

Part II

Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
(1) AIA LEGACY INC 1735 NEW YORK AVENUE NW WASHINGTON, DC 20006 59-3819154	EDUCATE THE PUBLIC ABOUT THE FUTURE OF ARCHITECTURE	DC	501(C)(3)	509(A)(1)		Yes	
(2) ARCHIPAC -THE AMERICAN INSTITUTE OF ARCHITECTS 1735 NEW YORK AVENUE NW WASHINGTON, DC 20006 35-2416199	POLITICAL ACTION COMMITTEE	DC	527			Yes	

Part III

Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of- year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

Part IV

Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership

Part V

Transactions With Related Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35, 35A, or 36.)

Note. Complete line 1 if any entity is listed in Parts II, III or IV

1

During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a

Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity

b

Gift, grant, or capital contribution to related organization(s)

c

Gift, grant, or capital contribution from related organization(s)

d

Loans or loan guarantees to or for related organization(s)

e

Loans or loan guarantees by related organization(s)

f

Sale of assets to related organization(s)

g

Purchase of assets from related organization(s)

h

Exchange of assets with related organization(s)

i

Lease of facilities, equipment, or other assets to related organization(s)

j

Lease of facilities, equipment, or other assets from related organization(s)

k

Performance of services or membership or fundraising solicitations for related organization(s)

l

Performance of services or membership or fundraising solicitations by related organization(s)

m

Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

n

Sharing of paid employees with related organization(s)

o

Reimbursement paid to related organization(s) for expenses

p

Reimbursement paid by related organization(s) for expenses

q

Other transfer of cash or property to related organization(s)

r

Other transfer of cash or property from related organization(s)

Yes

No

1a

No

1b

Yes

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

Yes

1l

No

1m

Yes

1n

Yes

1o

No

1p

No

1q

No

1r

No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
(1) AIA LEGACY	B	150,000	CASH
(2) AIA LEGACY	N	201,337	FMV (IN-KIND)
(3) AIA LEGACY	M	9,360	FMV (IN-KIND)
(4) ARCHIPAC (PAC ADMIN EXPENSE)	K	248,520	FMV
(5)			
(6)			

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

Part VII

Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier	Return Reference	Explanation	
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Additional Data

Software ID:
Software Version:
EIN: 53-0025930
Name: THE AMERICAN INSTITUTE OF ARCHITECTS INC

Form 990, Special Condition Description:

Special Condition Description

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services
(Code) (Expenses \$ including grants of \$) (Revenue \$) PUBLIC RELATIONS - AIA PROVIDES A WEALTH OF INFORMATION TO THE PUBLIC ON ARCHITECTURE AND ARCHITECTS AIA'S CENTER FOR COMMUNITIES BY DESIGN, FOR EXAMPLE, PROVIDES INFORMATION ON HOW ARCHITECTURE CAN INFLUENCE THE QUALITY OF LIFE IN OUR NATION'S COMMUNITIES THE PUBLICATION "YOU AND YOUR ARCHITECT" PROVIDES GUIDANCE ON HOW TO GET THE MOST OUT OF ENGAGING AND WORKING WITH AN ARCHITECT
(Code) (Expenses \$ including grants of \$) (Revenue \$) GOVERNMENT AFFAIRS -- THE AIA REPRESENTS THE INTERESTS OF ARCHITECTS BEFORE FEDERAL, STATE, AND LOCAL GOVERNMENTS AND OTHER POLICY-MAKING BODIES THIS OUTREACH, COUPLED WITH SUSTAINED MEMBER PARTICIPATION AND ACTIVE INVOLVEMENT IN THE POLITICAL PROCESS, ENABLES THE AIA TO ADVOCATE ON BEHALF OF LEGISLATIVE, REGULATORY, AND RELATED ISSUES IMPORTANT TO AIA MEMBERS
(Code) (Expenses \$ including grants of \$) (Revenue \$) CONVENTION -- THE AIA NATIONAL CONVENTION OFFERS MORE THAN 500 PROGRAM OFFERINGS, INCLUDING WORKSHOPS, SEMINARS, TOURS, AND EXPO EDUCATION, AS WELL AS INFORMATIONAL EXHIBITS SHOWCASING THE LATEST IN BUILDING MATERIALS AND PRODUCTS
(Code) (Expenses \$ including grants of \$) (Revenue \$) SCHOLARSHIPS, GRANTS, CONTRIBUTIONS - AIA PROVIDES SCHOLARSHIPS, GRANTS AND OTHER CONTRIBUTIONS TO PROMOTE THE ARCHITECTURAL PROFESSION

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
CLARK D MANUS FAIA PRESIDENT	15 00	X		X				0	0	0
JEFFERY POTTER FAIA FIRST VICE PRESIDENT	10 00	X		X				0	0	0
JOHN A PADILLA AIA VICE PRESIDENT	10 00	X		X				0	0	0
MICKEY JACOB FAIA VICE PRESIDENT	10 00	X		X				0	0	0
PETER G KUTTNER FAIA VICE PRESIDENT	10 00	X		X				0	0	0
DENNIS A ANDREJKO FAIA VICE PRESIDENT	10 00	X		X				0	0	0
JOHN W ROGERS AIA TREASURER	10 00	X		X				0	0	0
HELENE COMBS DREILING FAIA SECRETARY	10 00	X		X				0	0	0
T GREGORY AMES AIA DIRECTOR	2 00	X						0	0	0
DOUGLAS A BENSON AIA DIRECTOR	2 00	X						0	0	0
STACY A BOURNE AIA DIRECTOR	2 00	X						0	0	0
WILLIAM J CARPENTER PHD FAIA DIRECTOR	2 00	X						0	0	0
DONALD C BROWN FAIA DIRECTOR	2 00	X						0	0	0
MARY P COX FAIA DIRECTOR	2 00	X						0	0	0
SUSAN CHIN FAIA DIRECTOR	2 00	X						0	0	0
JEROME LESLIE EBEN AIA DIRECTOR	2 00	X						0	0	0
THOMAS R COX AIA DIRECTOR	2 00	X						0	0	0
D GRAHAM DAVIDSON FAIA DIRECTOR	2 00	X						0	0	0
RUSSELL A DAVIDSON AIA DIRECTOR	2 00	X						0	0	0
MOHAMAD FARZAN AIA DIRECTOR	2 00	X						0	0	0
RICHARD DEYOUNG AIA DIRECTOR	2 00	X						0	0	0
GABRIEL DURAND-HOLLIS FAIA DIRECTOR	2 00	X						0	0	0
KEVIN J FLYNN FAIA DIRECTOR	2 00	X						0	0	0
GREGORY A KESSLER AIA DIRECTOR	2 00	X						0	0	0
JEFFREY T GILL AIA DIRECTOR	2 00	X						0	0	0

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		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
JOHN P GROUNDS AIA DIRECTOR	2 00	X						0	0	0
LEONARD E KOROSKI AIA DIRECTOR	2 00	X						0	0	0
DEBRA KUNCE FAIA LEED AP DIRECTOR	2 00	X						0	0	0
RICHARD D LICATA FAIA DIRECTOR	2 00	X						0	0	0
PAUL MANKINS FAIA DIRECTOR	2 00	X						0	0	0
GLEN S LEROY FAIA DIRECTOR	2 00	X						0	0	0
CHRISTOPHER S MORRISON AIA DIRECTOR	2 00	X						0	0	0
FRANCIS M PITTS FAIA DIRECTOR	2 00	X						0	0	0
BEVERLY J PRIOR FAIA DIRECTOR	2 00	X						0	0	0
JAMES E RAINS JR AIA DIRECTOR	2 00	X						0	0	0
LARRY C QUENETTE AIA DIRECTOR	2 00	X						0	0	0
CHARLES SCHRECKENBERGER AIA DIRECTOR	2 00	X						0	0	0
ELIZABETH CHU RICHTER FAIA DIRECTOR	2 00	X						0	0	0
JOHN C STEWART AIA DIRECTOR	2 00	X						0	0	0
EDWARD A VANCE AIA DIRECTOR	2 00	X						0	0	0
BILL T WILSON FAIA DIRECTOR	2 00	X						0	0	0
DONALD T YOSHINO FAIA DIRECTOR	2 00	X						0	0	0
MARK SWENSON FAIA DIRECTOR	2 00	X						0	0	0
TYLER ASHWORTH ASSOC AIA STUDENT DIRECTOR	2 00	X						0	0	0
VIVIEN LI PUBLIC DIRECTOR	2 00	X						0	0	0
DAVID ZACH PUBLIC DIRECTOR	2 00	X						0	0	0
THOMAS V VONIER FAIA INTERNATIONAL DIRECTOR	2 00	X						0	0	0
AMY BLAGRIFF CACE REP TO THE EXCOM	2 00	X						0	0	0
MICHAEL WALDINGER CACE DIRECTOR	2 00	X						0	0	0
JONATHAN MATTHEW TAYLOR AIA ASSOCIATE DIRECTOR	2 00	X						0	0	0

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		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
WILLIAM R TURNER ASSOC AIA ASSOCIATE DIRECTOR	2 00	X						0	0	0
NICHOLAS D DOCOUS AIA DIRECTOR	2 00	X						0	0	0
TRACY HARRIS VP, ADMIN & CFO	40 00			X				329,965	0	14,653
ROBERT IVY FAIA EXECUTIVE VICE PRESIDENT/CEO	40 00			X				434,191	0	22,415
PAUL W WELCH HON AIA INT EXEC DIR THRU 3/11	40 00			X				131,486	0	0
RICH JAMES CHIEF OPERATING OFFICER	40 00			X				124,915	0	13,516
KEVIN NOVAK VP, INT WEB STRAT & TECH	40 00				X			239,559	0	10,861
PAUL MENDELSON VP, GOVT & COMMUN REL	40 00				X			242,693	0	21,363
JAY STEPHENS VP & GENERAL COUNSEL	40 00				X			236,910	0	42,486
KENNETH ROSS VP, DESIGN & PRACTICE	40 00				X			327,041	0	20,753
LISA GREEN VP, FINANCE & ACCOUNTING	40 00				X			168,832	0	23,943
PHIL WURTZ MGNG DIR, COMM & PUBLISHING	40 00				X			161,848	0	17,830
MOLLY LINDBLOM MGNG DIR, CONTRACT DOCS	40 00					X		211,030	0	22,120
PHIL O'NEAL MGNG DIR, IT	40 00					X		173,390	0	17,461
JEFFREY D RAYMOND MGNG DIR, WEB/TECH GOV & P	40 00					X		172,452	0	23,470
BRIAN B SKAPURA MGNG DIR, WEB MGMT	40 00					X		158,928	0	10,401
TERRI STEWART MGNG DIR, PRACTICE & KNOWLEDGE RESOURCES	25 00					X		155,714	0	7,550