

AGENDA

Executive Committee and Board of Governors Meetings
 Executive Committee Conference Call: *September 17, 2018* (10:00am – 11:00am CST)
 Executive Committee: October 18, 2018 (8:30am – 10:00am EST)
 Board of Governors: October 18, 2018 (1:00pm – 5:00pm EST)

Agenda	Ref: Board Book Page	Action A=Action C=Consent I=Info.	Executive Committee Action Item	Board of Governors Action Item
Welcome – Robert McBride, International President Roll Call, establishment of a quorum		C # = Consent Item #	EC # =Motion #	G # = Motion #
LAI Motions Summary LAI Information Materials LAI Board of Governors Voting Structure LAI Members (statistics by year as of July 31, 2018) LAI 2018 Membership and Dues (as of date on report)	P. 3 P. 5	I I I I		
A. President's Report – Robert McBride 1. Approval of Executive Committee Minutes – 4/26/18 2. Approval of Board of Governors Minutes – 4/26/18	P. 9	A	<i>EC-1</i>	G-1
B. Land Economics Foundation 1. Suspend LAI Board of Governors meeting and open Land Economics Foundation 2. Close LEF Board of Trustees Meeting and re-open LAI Board of Governors Meeting				
C. Matters Arising: 1. Land Economic Weekends (LEWs) a) Orange County, CA b) San Juan, PR 5/2-4/2019– Spring 2019 Budget & Program c) Austin, TX – 11/7-9/2019 Fall 2019 Budget & Program d) Ely (Chicago), IL – Spring 2020 e) Los Angeles, CA – Fall 2020 f) Identification of Future LEW Sites	P. 24	I A A I I I	<i>EC-2</i> <i>EC-3</i>	G-2 G-3
2. Approval of At-Large Members	P. 27	A	EC-4	G-4
3. Approval of International Fellow		A	EC-	G

Agenda	Ref: Board Book Page	Action A=Action C=Consent I=Info.	Executive Committee Action Item	Board of Governors Action Item
C. Executive Director's Report 1. 2019 Dues Renewal	P. 48	I		
D. Secretary's Report & Bylaws Committee – Cheryl Soon 1. Bylaws Changes	P. 50	I/A		G-5
E. Treasurer's Report & Finance Committee – Sheila Harris 1. 2018 Financial Report 2. LEW Reconciliation – Baltimore 3. Initiation Fees 4. Late Fees 5. Reinstatement Fees 6. 2019 Budget	P. 82	A A A A A A	EC-5 EC-6 EC-7 EC-8 EC-9 EC-10	G-6 G-7 G-8 G-9 G-10 G-11
F. International Vice President Report & Chapter Services Committee 1. President's Roundtable 2. CSC Summary Report 3. RVP Report Europe 4. RVP Report North America, East 5. RVP Report North America, Central 6. RVP Report North America, West 7. RVP Report Asia/Pacific	P. 88	I I I I I I I		
G. Other Standing Committee Reports 1. Archives – Christine Williams 2. Awards – Dr. Jim Fawcett 3. New Chapter Development – Steven Gragg -Expo Real Update – Cassandra Francis -New Chapter Strategic Report 4. Publications – Alan Nevin 5. Public Relations & Communications – Todd Cabanban/Phil Adams 6. Global Chapter Report – Les Pollack 7. Nominations – Steven Gragg (holding for 2019) 8. LAISA Executive Council – Celeste Hammond	P. 108	I I I I I I I I I		
H. Added Business 1. International Membership Committee 2. Strategic Plan Progress		I I		
K. Motion to Ratify actions and activities of Executive Committee and Board of Governors from April 26, 2018 to date		A	EC-11	G-12
Adjourn				

Lambda Alpha International

Executive Committee & Board of Governors Meeting Items MOTIONS SUMMARY – September 17, 2018 & October 18, 2018 EC and BOG Meetings

G-# = Board of Governors Motion
EC-# Executive Committee Motion
C-# Consent Item

AGENDA SECTION	ACTION	EXECUTIVE COMMITTEE	BOARD OF GOVERNORS
A. PRESIDENT’S REPORT	E-1 G-1	To approve the Executive Committee Minutes from April 26, 2018. Motion made by Ann Bouslog, Second by Cheryl Soon. Motion carried unanimously. (9/17/18)	To receive the Board of Governors Minutes of September 14, 2017
C. MATTERS ARISING 1. Land Economic Weekends b) San Juan, PR	EC-2 G-2	To recommend approval of the San Juan, PR LEW program. Motion made by Cassandra Francis, Second by Aurelio Ramirez. Motion carried unanimously. (9/17/18)	To receive and accept the recommendations of the Executive Committee for the San Juan, PR LEW.
c) Fall 2019 Austin, TX	EC-3 G-3	To recommend approval of the Austin, TX LEW budget and program.	To receive and accept the recommendations of the Executive Committee for the Austin, TX LEW budget and program.
2. Approval of At-Large Members	EC-4 G-4	To recommend approval of LAI At-Large Members.	To receive and accept the recommendation of the Executive Committee for LAI At-Large Members.
D. Secretary’s Report & Bylaw Committee 1. Bylaws Changes	G-5		To approve proposed amendments to the LAI bylaws.
E. Treasurer’s Report & Finance Committee 1. 2018 Financial Report	EC-5/G-6	To recommend approval of the 2018 current financial report.	To receive and accept the recommendations of the Executive Committee the 2018 current financial report.
2. LEW Reconciliation Baltimore, MN	EC-6/G-7	To recommend approval of the Baltimore, MD LEW financial reconciliation. Motion made by Cheryl Soon, Second by Gregg	To receive and accept the recommendations of the Executive Committee the Baltimore LEW financial reconciliation.

		Robinson. Motion carried unanimously. (9/17/18)	
3. Initiation Fees	EC-7/G-8	To recommend approval of new member initiation fees of \$75.00. Motion made by Cheryl Soon, Second by Gary Leach. Motion carried unanimously. (9/17/18)	To receive and accept the recommendations of the Executive Committee the new member initiation fees.
4. Late Fees	EC-8/G-9	To recommend approval of \$25 late fee subject to approval of the bylaw. Motion made by Cheryl Soon, Second by Aurelio Ramirez. Motion carried unanimously. (9/17/18)	To receive and accept the recommendations of the Executive Committee late fees.
5. Reinstatement Fees	EC-9/G-10	To recommend approval of \$75 reinstatement fee subject to approval of the bylaw. Motion made by Cheryl Soon, Second by Aurelio Ramirez. Motion carried unanimously. (9/17/18)	To receive and accept the recommendations of the Executive Committee reinstatement fees.
6. 2019 Budget	EC-10/G-11	To recommend approval of the 2019 budget.	To receive and accept the recommendations of the Executive Committee the 2019 budget.
K. Motion to Ratify actions and activities of Executive Committee and Board of Governors from April 26, 2018 to date	EC-1 G-12	To recommend ratification of the actions and activities of the Executive Committee and the Board of Governors from April 26, 2018 to the present. Adjourn – Greg/Gary. 10:03am	To receive, accept and approve the Motion of the Executive Committee to and including the actions of the Board of Governors to the date hereof.

Information Materials

Voting Members of the Board of Governor's

Chapter Presidents

Aloha-Hawaii
Atlanta
AUM
Austin
Baltimore
Boston
Ely-Chicago
George Washington- Washington DC
Golden Gate- San Francisco
London
Los Angeles
Madrid
Memphis
Minnesota
New York
Orange County
Ottawa
Philadelphia
Phoenix
Sacramento
San Diego
Simcoe-Toronto
Tokyo
UAE
Vancouver
Zia-New Mexico

Executive Committee

International President
International Vice President
International Treasurer
International Secretary
International Scribe
International Historian
Regional Vice President, Europe & Middle East
Regional Vice President, Eastern North America
Regional Vice President, Central North America
Regional Vice President, Western North America
Regional Vice President, Asia/Pacific
International Past President

Note: The Board may approve up to two
At-Large Members as Executive Committee members

Others LAI Members Typically Attending a Board of Governor's Meeting

Executive Committee Assistants- Assistants vote only if EC Member is absent

International Assistant Treasurer
International Assistant Secretary
International Assistant Scribe
International Assistant Historian
Assistant Regional Vice President, Europe & Middle East
Assistant Regional Vice President, Eastern North America
Assistant Regional Vice President, Central North America
Assistant Regional Vice President, Western North America
Assistant Regional Vice President- Asia/Pacific

Council of Presidents-Co-Chairs

Co-chairs are not authorized to vote.

The Council of Presidents is a special committee authorized by the Board of Governors. The Council typically address special issues assigned by the LAI President or Board of Governors.

Note: The meetings of the Board of Governors are open to all members.

The Chapter Presidents, Executive Committee members, Assistant Executive Committee Members and the Co-chairs of the Council of Presidents are authorized to receive a stipend to offset their travel costs. Committee Chairs and persons invited by the Executive Committee and/or Board may also receive stipends, if they contribute at the LAI business meeting.

LAI MEMBERSHIP AND DUES
As of 9/14/2018

Chapter	Option	Total 2013	Total 2014	Total 2015	Total 2016	Total 2017	Total 2018	Active Paid	Retired Paid	Emeritus	Honorary	Fellow	Unpaid - current year	Total Int active dues	Total Int Retired dues	Chapter dues	Chapter dues Retired
Aloha	A	78	88	94	98	95	69	67	2	0	0	0	26	\$10,385	\$60	\$150	\$75
Al Large	A	39	35	22	5	20	6	5		0	1	0	14	\$775	\$0	\$0	\$0
Atlanta	A	28	41	37	24	28	18	15	3	0	0	0	10	\$2,325	\$90	\$100	\$25
AUM	A		11	7	13	0	0	0					0	\$0	\$0	\$0	\$0
Austin	A				0	12	7	7					5	\$1,085	\$0	\$100	\$0
Baltimore	A	37	35	38	49	61	46	39	7	0	0	0	15	\$6,045	\$210	\$150	\$25
Boston	A	45	48	44	51	57	47	46		0	1	0	10	\$7,130	\$0	\$125	\$125
Ely	A	430	448	409	402	416	270	243	21	3	0	3	146	\$37,665	\$630	\$125	\$35
George Washington	A	222	247	223	215	224	186	182	3	0	0	1	38	\$28,210	\$90	\$180	\$0
Golden Gate	A	330	334	317	315	318	308	277	30	1	0	0	10	\$42,935	\$900	\$75	\$25
London	A	38	29	34	36	12	11	9	1	0	0	1	1	\$1,395	\$30	\$0	\$0
Los Angeles	A	97	119	112	109	102	69	58	4	2	1	4	33	\$8,990	\$120	\$100	\$50
Madrid	B	19	19	9	23	29	0	0		0	0	0	29	\$0	\$0	\$0	\$0
Memphis	A	141	142	131	131	134	137	122	10	5	0	0	-3	\$18,910	\$300	\$190	\$25
Minnesota	A	72	71	61	73	71	71	67	3	0	0	1	0	\$10,385	\$90	\$100	\$25
New York	A	4	5	2	4	3	2	1		0	0	1	1	\$155	\$0	\$0	\$0
Orange County	A	40	40	39	37	30	35	33	2	0	0	0	-5	\$5,115	\$60	\$400	\$200
Ottawa	A	18	18	17	13	10	19	19		0	0	0	-9	\$2,945	\$0	\$95	\$31
Philadelphia	A	44	44	49	44	44	55	54		0	0	1	-11	\$8,370	\$0	\$100	\$100
Phoenix	A	65	65	63	66	70	57	52	2	1	0	2	13	\$8,060	\$60	\$270	\$30
Sacramento	B	112	125	120	115	133	108	106	2	0	0	0	25	\$16,430	\$60	\$220	\$25
San Diego	A	152	144	130	136	124	126	111	14	0	0	1	-2	\$17,205	\$420	\$260	\$75
Simcoe	B	166	153	147	155	166	158	145	5	7	0	1	8	\$22,475	\$150	\$125	\$35
Tokyo	B			8	8	8	9	9					-1	\$1,395	\$0	\$0	\$0
UAE	A		30	22	9	11	1	1	0	0	0	0	10	\$155	\$0	\$50	\$0
Vancouver	B	95	110	92	83	95	92	78	14	0	0	0	3	\$12,090	\$420	\$150	\$92
Zia	A	29	33	28	25	29	27	26	1	0	0	0	2	\$4,030	\$30	\$125	\$50
Totals		2303	2436	2255	2239	2302	1934	1772	124	19	3	16	368	\$274,660.00	\$3,720		

*Excludes counts of types that dont pay dues. This differs from how 2013 numbers were aggregated for this report.

** 2013 counts were aggregated based on membership status

LAI Members 2006-2018
As of 9/14/2018

[illegible]

President's Report



MINUTES

Meeting of the Executive Committee: April 26, 2018 Baltimore, Maryland

Members - * voting members

Robert McBride*	International President	Simcoe	P	Tim Youmans	Chair, Council of Presidents	Sacramento	A
Cassandra Francis*	Vice President	Ely	P				
Sheila Harris*	Treasurer	Phoenix	P	Gregg Robinson	Assistant Treasurer	Zia	P
Cheryl Soon*	Secretary	Aloha	P	Michelle Henrie	Assistant Secretary	Zia	A
Alan Nevin*	Scribe/Editor	San Diego	P	Vicki Estrada	Assistant Scribe	San Diego	P
Christine Williams*	Historian	Ely	P	Cecile Bedor	Assistant Historian	Minnesota	A
Aurelio Ramirez-Zarzosa*	Europe RVP	Madrid	A	Chip Good	Europe AVP	London	A
Gary Leach*	East RVP	Boston	P	Fares Kekhia		UAE	P
				Erwin Andres	East AVP	George Washington	A
Ann King*	Central RVP	Memphis	P	Mary Bak	Central AVP	Ely	A
James Musbach*	West RVP	Golden Gate	p	Suzanne Varco	West AVP	San Diego	P
Ann Bouslog*	Asia/Pacific RVP	Aloha	P	Anil Hatkar	Asia/Pacific AVP	AUM	A
Steven Gragg*	Past President	Phoenix	P	Todd Cabanban	PR Chair	Ely	P
				James Fawcett	Awards Chair	Los Angeles	P
				Sheila Hamilton	Executive Director	LAI	P
				Ron Buss	LEF President	Los Angeles	P
				Phil Adams	Public Relations	Ely	P
				Robert Maguire	Chapter President	London	P
				Mel Freeman	Chapter President	Baltimore	P
				Tom Goodwin	Chapter President	Boston	P
				Michael Hamasu	Chapter President	Aloha	P

P= Present, A=Absent

International President Robert McBride opened the meeting at 12:49 PM and welcomed everyone to Baltimore.

A. President's Report

The roster of membership numbers by chapter and the list of chapter membership by type was distributed in the Information Package for the meeting.

Consent Items (EC-1):

Approval of Executive Committee and Board of Governors meetings for September 14, 2018; and LEW Reconciliation from Vancouver.

- Motion: To Approve the Consent Items was made by Christine Williams and seconded by Jim Musbach. Motion PASSED unanimously.

C. Matters Arising – Land Economic Weekends (EC-7)

Baltimore, Spring 2018 – in progress

Orange County, Fall 2018 – Budget and Program discussion postponed, to be presented at Board of Governors meeting.

San Juan, Spring 2019 (May 1-4) – Cassandra Francis presented a proposal for this meeting using three scenarios (Typical Meeting/LEW Format), Mini-PAD with a service component, and Full PAD with a larger service component). There was considerable debate about the pros and cons of this. It is a new exciting concept which would be attractive to many members. Steve Gragg, Gary Leach and Cheryl Soon expressed concerns that based on their contacts, San Juan may not be ready to host such an event. Also, it would require a substantial amount of effort by the Executive Director and team. Cassandra Francis was confident that there were many people interested in making it a success.

- Motion to approve the Spring 2019 Land Economics Weekend to be held in San Juan, Puerto Rico made by Vicki Estrada, seconded by Christine Williams. Motion passed on a vote of 6-5. Multiple abstentions.

Austin, Fall 2019 (November 6-8)

Los Angeles, Spring 2020

Ely (Chicago), Fall 2020

New locations need to be identified after 2020.

C. Matters Arising – Approval of At-Large Members (EC-7)

Six members were nominated for at-large members, and these six are hoping to form a new chapter in Barcelona, Spain. Six members were nominated for at-large members as follows:

Jose Nievas Vaquero
Javier Bernades Carulla
Isabel Moinos Gil
Enric Massip-Bosch
Sonia Garcia-Gomez
Mart Marti Camp

- Motion made to approve the six for at-large membership made Cassandra Francis, seconded by Sheila Harris. Motion PASSED unanimously.

C. Matters Arising – Fellow Nominations (EC-8)

Item dropped from Agenda

C. Matters Arising – Management Contract Renewal (EC-9)

Sheila Hamilton left the room, so the contract renewal could be discussed. It comprises a cost of living increase of 2.5% per year. Many spoke highly of the work Sheila and her team are doing. Some felt we keep asking her to do more and more (additional chapters, international chapter, LEWs) and we should be mindful of that.

- Motion made to approve the contract renewal made by Steve Gragg seconded by Sheila Harris.
Motion PASSED unanimously.

D. Treasurer's Financial Report:

2017 Financial Report: Greg reported on behalf of Sheila Harris, International Treasurer. The 2017 budget was \$412,950. Revenues of \$377,742 left a net income of \$2,146. Budget items that exceeded budget include: Awards, Officer Travel, and Food & Beverage. This included the Expo Real, trips to Austin for new chapter meeting. Budget items that were under budget include: facility cost and facility rental, new chapter funding, UAE Service Grant.

Members and Dues: We now have 2239 members, which is lower than the 2302 projected. Up to the end of March 2018, 62% of members have paid dues. There is an outstanding remittance from several chapters, which should help this number rise significantly. But there are problem chapters that will need to be addressed.

2018 Proposed Budget: \$421,090. Current expenses have run 25% of projected for 2018.

E. Secretary's Report and By-Laws Committee

Cheryl Soon, International Secretary and Chair of the By Laws Committee explained that this Committee is responsible for reviewing all Chapter By Laws for conformity with International. The Standard Chapter By Laws have been updated and will be circulated to all Chapters along with a memorandum for what to look for. Each Chapter is responsible for ensuring its By Laws are compatible with its state's or nation's laws as these vary.

G. Standing Committee Reports

Awards. Dr. James Fawcett reported that this evening two awards will be given, the Ely Distinguished Educator Award and the Skyline Award. Everyone was encouraged to propose nominees for Member of the Year. The Awards Committee would like to give out more than one of these as there are so many worthy candidates.

New Chapter Development. Steve Gragg proposed that the New Chapter Development Committee be authorized to approve the Barcelona Chapter Affiliation Agreement once they have three more members, and to endorse the direction towards formation of a chapter in Barcelona, with final documentation to be presented at the Fall 2018 business meetings. President McBride had charged this committee with formation of three new chapters each over the next two years. Steve Gragg feels that would require an increase of \$10,000 in their budget each year.

Special Committee on International Membership. President McBride in pursuit of actions proposed in the Strategic Plan, announced the formation of a new special committee, International Membership Committee, to determine strategies and actions necessary to increase membership, as well as to identify whether a permanent standing committee is warranted.

Public Relations & Communications. Todd Cabanban and Phil Adams reported the membership survey has been completed and that the full report on the survey results will be ready next month.

H. Added Business

Member Joan Herron, who has been active in International, is very sick. Members were encouraged to take one of the cards from Holly to send her best wishes.

Ratify Actions and Activities of the Executive Committee

- Motion to ratify actions and activities of the Executive Committee from September 14, 2017 to date made by Cheryl Soon, seconded by Gary Leach.
Motion PASSED unanimously.

K. Adjournment

- Motion to Adjourn made by Sheila Harris, seconded by Cassandra Francis.
Motion PASSED unanimously.

Prepared by: Cheryl D. Soon, Ph.D., FAICP, International Secretary



MINUTES OF THE LAMBDA ALPHA BOARD OF GOVERNORS

April 26, 2018

Baltimore, Maryland

Members - * voting members

Robert McBride*	International President	Simcoe	P	Tim Youmans	Chair, Council of Presidents	Sacramento	P
Cassandra Francis*	Vice President	Ely	P				
Sheila Harris*	Treasurer	Phoenix	P	Gregg Robinson	Assistant Treasurer	Zia	P
Cheryl Soon*	Secretary	Aloha	P	Michelle Henrie	Assistant Secretary	Zia	P
Alan Nevin*	Scribe/Editor	San Diego	P	Vicki Estrada	Assistant Scribe	San Diego	P
Christine Williams*	Historian	Ely	P	Cecile Bedor	Assistant Historian	Minnesota	A
Aurelio Ramirez-Zarzosa*	Europe RVP	Madrid	A	Chip Good Fares Kekhia	Europe AVP	London UAE	A P
Gary Leach*	East RVP	Boston	P	Erwin Andres	East AVP	George Washington	A
Ann King*	Central RVP	Memphis	P	Mary Bak	Central AVP	Ely	P
James Musbach*	West RVP	Golden Gate	p	Suzanne Varco	West AVP	San Diego	P
Ann Bouslog*	Asia/Pacific RVP	Aloha	P	Anil Hatkar	Asia/Pacific AVP	AUM	A
Steven Gragg*	Past President	Phoenix	P	Todd Cabanban	PR Chair	Ely	P
Michael Hamasu*	Chapter President	Aloha	P	James Fawcett	Awards Chair	Los Angeles	P
Holly Elmore*	Chapter Proxy	Atlanta	P	Les Pollock	Global Chair	Ely	P
Anil Hatkar*	Chapter President	AUM	A	Larry Lund	Past President	Ely	P
Jim Nias*	Chapter President	Austin	P	Ron Buss	LEF President	Los Angeles	P
Mel Freeman*	Chapter President	Baltimore	P	Sheila Hamilton	Executive Director	LAI	P
Tom Goodwin*	Chapter President	Boston	P	Phil Adams	Public Relations	Ely	P
Courtney Kashima*	Chapter President	Ely	P				
John Schlichting*	Chapter President	George Washington	P				
Andrew Wolfram*	Chapter President	Golden Gate	P				
Robert Maguire*	Chapter President	London	P				
David Sanchez*	Chapter President	Madrid	A				
Ann King*	Chapter Proxy	Memphis	P				
Carol Lansing*	Chapter President	Minnesota	P				
Jeff Beale*	Chapter President	New York	A				

Stevan Gromet*	Chapter President	Orange County	P				
Miguel Tremblay*	Chapter President	Ottawa	A				
Tony Forte*	Chapter Proxy	Philadelphia	P				
Chaz Smith*	Chapter President	Phoenix	P				
Nancy Park*	Chapter President	Sacramento	P				
Martin Flores*	Chapter President	San Diego	P				
Scott Burns*	Chapter President	Simcoe	P				
Fares Kekhia*	Chapter President	UAE	P				
Richard Cook*	Chapter Proxy	Vancouver	P				
Greg Robinson*	Chapter Proxy	Zia	P				

P= Present, A=Absent

International President Robert McBride opened the meeting at 12:49 PM and welcomed everyone to Baltimore.

A. President 's Report

Consent Items (G-1):

Approval of Executive Committee and Board of Governors meetings for September 14, 2018; and LEW Reconciliation from Vancouver

- Motion: To Approve the Consent Items was made by Andrew Fogg and seconded by Sheila Harris.
Motion PASSED unanimously

B. Land Economics Foundation

The Board of Governors meeting was suspended to open the meeting of the Land Economics Foundation.

The Board of Governors meeting was reconvened.

C. Matters Arising – Land Economic Weekends (G-2 through G-6)

Baltimore, Spring 2018 – in progress

Orange County, Fall 2018 (October 17-21) – Presentation made by Stevan Gromet on the Budget and Program.

- Motion to approve the budget and program for Orange County LEW made by Ann Bouslog and seconded by Steve Gragg.
Motion PASSED unanimously

San Juan, Spring 2019 (May 3-5) – Cassandra Francis presented a proposal for this meeting using three scenarios (Typical Meeting and LEW format, Mini-Pad to contain a service component, and Full Pad with a larger service component). Cassandra asked for volunteers to help make this a success. Concerns were

expressed by some that PR was not ready to host such an event and that effort by LAI to offer assistance to PR might be misplaced. Other concerns were raised that it would be difficult for LAI to organize a LEW in the absence of a local chapter in San Juan. Sheila Hamilton commented that in fact it might actually be easier. Cassandra reported that one possible outcome of the hosting of the event and finding a local group to partner with might be the establishing of a new local chapter. Motion to approve a San Juan LEW made by Courtney Kashima, seconded by Andrew Fogg.

Motion PASSED.

Austin, Fall 2019 (November 6-8)

- Motion to approve an LEW in Austin made by Gregg Robinson, seconded by Steve Gragg
Motion PASSED unanimously.

Los Angeles, Fall 2020

- Motion to approve an LEW in Los Angeles made by Tom Goodwin, seconded by Ann Bouslog
Motion PASSED unanimously.

Ely (Chicago), Spring 2020

- Motion to approve an LEW in Chicago made by Andrew Fogg, seconded by Cassandra Francis
Motion PASSED unanimously.

New locations need to be identified after 2020.

C. Matters Arising – Approval of At-Large Members (G-7)

Six members were nominated for at-large members as follows:

Jose Nieves Vaquero
Javier Bernades Carulla
Isabel Moinos Gil
Enric Massip-Bosch
Sonia Garcia-Gomez
Mart Marti Camp

Together with the previously approved member-at-large in Barcelona, the group intend to form a new chapter in Barcelona, Spain.

- Motion made to approve the six for at-large membership made by Cassandra Francis, seconded by Fares Kekhia
Motion PASSED unanimously.

C. Matters Arising – Fellow Nominations (G-8)

Item dropped from Agenda

C. Matters Arising – Management Contract Renewal (G-9)

Sheila Hamilton left the room so the contract renewal could be discussed. It comprises a cost of living increase of 2.5% per year. This is a cost of living increase, it is reflected in the next year budget, and was recommended for approval at the Executive Committee meeting.

- Motion made to approve the contract renewal made by Sheila Harris seconded by Gary Leach. Motion PASSED unanimously.

Courtney Kashima recommended that it would be good practice to do an annual review of the international administrative contract, to include an annual survey of Chapter Presidents and filtering any matters up through the Regional Vice Presidents and Assistant Regional Vice Presidents. Sheila Harris stated that as a matter of best practices a survey should be sent to chapter presidents and administrators and a comment section added under chapter resources in the website.

D. International Treasurer's Financial Report (G-1):

2017 Financial Report: Greg Robinson, Assistant International Treasurer reported on behalf of Sheila Harris, International Treasurer. The 2017 budget was \$412,950. Revenues of \$377,742 left a net income of \$2,146. Budget items that exceeded budget include: Awards, Officer Travel, and Food & Beverage. This included the Expo Real, trips to Austin for new chapter meeting. Budget items that were under budget include: facility cost and facility rental, new chapter funding, UAE Service Grant.

Members and Dues: We now have 2239 members, which is lower than the 2302 projected. Up to the end of March, 62% of members have paid dues. There is an outstanding remittance from several chapters, which should help this number rise significantly. But there are problem chapters that will need to be addressed.

2018 Proposed Budget: \$421,090. Current expenses have run 25% of projected for 2018.

E. International Secretary's Report and Bylaws Committee

Cheryl Soon, International Secretary and Chair of the Bylaws Committee reported that the committee met several times by conference call. At this time it is determined that no changes to the By Laws are needed due to passing the Strategic Plan. However, this could change upon implementation, such as if a Standing committee is formed for Membership.

Cheryl explained that this Committee is responsible for reviewing all Chapter Bylaws for conformity with International. The Standard Chapter Bylaws have been updated and will be circulated to all Chapters along with a memorandum for what to look for. Each Chapter is responsible for ensuring its By Laws are compatible with its state's or nation's laws as these vary.

F. International Vice President Report and Chapter Services Committee

President McBride reported that a Chapter President Roundtable was held this morning. Also, regional meetings were held at breakfast. He asked for feedback.

Chaz Smith felt the time was well spent. And beneficial to meet with others in your geographic location.

Ann King said the Central regional meeting was beneficial and shows how the international umbrella can help; new Chapter Presidents gets lots of information to bring back.

Jim Musbach said the regional meetings are a great idea.

Other comments included that eight to a table is a good size; another approach might be to cross chapters by size. Meetings prior to the President's Reception would be good.

F. Regional reports

President McBride expressed his gratitude to chapter presidents for having completed the first set of Chapter Annual Reports. Almost all chapters responded (except Tokyo and New York). These reports will be aggregated over time as a matter of best practices to allow tracking and benchmarking of challenges, as well as practices for membership recruitment, retention, and engagement. Chaz remarked on the differences between chapters regarding number of meetings and successful programs.

East Region. Gary Leach, RVP felt this morning's discussion on membership recruitment and retention was excellent. New York Chapter is struggling due to health issues of one of the leaders. A new leader has been identified with hopes that will result in traction in the near future.

Central Region. Ann King felt the breakfast meeting was good. Shared stories on Ely Chapter struggles to form a new Board, celebration of 50th anniversary of Simcoe Chapter. Jim Nias of Austin has stepped up for a LEW.

Western Region. Jim Musbach reported on the region's 8 chapters. Turn out at the breakfast meeting was good. Membership dues are a struggle, but chapters are healthy and vital. Three of the eight chapters in this regional have a scheduled future LEW.

Asia Region. Emirates and UAE Region. Fares reported the challenges for UAE include the difficult legal position of the chapter under UAE law. Costs to register an organization locally are prohibitive for the chapter and without registration there isn't much the chapter cannot do legally. Fares indicated that the UAE chapter may have to suspend and members revert to members-at-large status.

Europe Region. Madrid has experienced recent growth in membership. A chapter in Barcelona is trying to form. Robert Maguire reports that London has provided a number of well received program events and is planning more. The chapter has been struggling to attract new members but welcomed four new members last month. His goal is to double membership by the end of the year. Aiming for a chapter meeting every two months.

Pacific Region. Ann Bouslog reports that the Aloha Chapter is healthy, with 113 paid members. Two other chapters in the region are struggling: AUM and Japan. AUM finds it difficult to attend the LEWs or phone calls due to time zone differences. Japan has succession issues as former leaders are now retired.

G. Standing Committee Reports

Archives. Christine Williams, International Historian, reported that chapter scribes can send material to her for the archives at Cornell University. Take the perspective of what a historian or librarian would find interesting in fifty years. President McBride commented that LAI has a long and colorful history that keeps growing. The website could make things more interesting, colorful, and relevant. Examples of things to add would be awards and other activities.

Awards. Dr. James Fawcett reported that at the Baltimore LEW two awards will be given, the Ely Distinguished Educator Award and the Skyline Award. Everyone was encouraged to propose nominees for Member of the Year. The Awards Committee would like to give out more than one of these as there are so many worthy candidates.

New Chapter Development. Steven Gragg broadly discussed how in the past chapters were formed when a member moved. There was no previous strategic plan for new chapters, but now, President McBride has challenged the committee to a goal of three per year for the next two years. Over the past two years

only one chapter (Austin) was chartered. To get to the point of chapter formation can take \$10,000 or more, so this needs to be budgeted starting now.

- \$6800 was budgeted last year for the Expo Real. A slideshow was presented on what went on.
- Barcelona, need to formulate an Affiliation Agreement upon three more members signing up. President McBride requested that the Board delegate to a special committee consisting of Robert McBride, Cassandra Francis, and Steven Gragg to review and of appropriate approve nominations for new members-at-large in Barcelona so as to eliminate any unnecessary delay in the chapter formation process. Sheila Harris asked that she be involved as Treasurer.
- Motion to form a Special Committee to approve three or more at-large members with the intent to create an Affiliation Agreement for Barcelona made by Gary Leach, seconded by Andrew Fogg.
Motion PASSED unanimously.
- Hemosilla Mexico. Sheila Harris attended a conference there last year and started outreach for members. Chaz Smith and Steven Gragg met with potential members with the goal of inviting 100 persons to yield 50 persons attending a recruitment event and finding ten at-large members. Will work with San Diego Chapter who likely have contacts.
- Israel. Les Pollock says he has a list of 6-7 potential at-large members in Tel Aviv. Anyone else who has names, please send to Les.
- Other suggestions. Nashville (Central region); Melbourne/Sydney/New Zealand; Florida; Calgary; Seattle. All these would need to have champions identified.

Publications. Alan Nevin showed his newly purchased LAI logo wear! He appreciates the wonderful articles being sent in for Keynotes. We have a 30-40% open rate (other organizations get 20%). Asked Chapter Presidents to promote the newsletter, the chapter awards, and new projects.

Public Relations & Communications. Todd Cabanban and Phil Adams made a presentation on the member survey. They stated that the full report on the survey results will be ready next month. Looking for a platform for video presentation. The Memphis LEW video was shown. An exercise was conducted demonstrating the challenge of content capture and how to forward videos using your i-phone.

Global Chapter. Les Pollock gave a presentation his recent travels including Singapore. He hopes to have another web session soon. The last event was by Alan Nevin highlighting his book, *What Makes our Cities Liveable?*

Special Committee on International Membership. President McBride in pursuit of actions proposed in the Strategic Plan, announced the formation of a new special committee to determine strategies and actions necessary to increase membership, as well as to identify whether a permanent standing committee is warranted.

H. Added Business

Member Joan Herron, who has been active in International, health is failing. Members were encouraged to take one of the cards from Holly Elmore to send her best wishes.

K. Ratify Actions and Activities of the Executive Committee and Board of Governors

- Motion to ratify actions and activities of the Executive Committee from September 14, 2017 to date made by Steven Gragg, seconded by Jim Musbach.
Motion PASSED unanimously.

Adjournment

- Motion to Adjourn made by Andrew Wolfram and seconded by Nancy Park.
Motion PASSED unanimously.

Prepared by: Cheryl D. Soon, Ph.D., FAICP, International Secretary

Lambda Alpha International

Executive Committee & Board of Governors Meeting Items MOTIONS SUMMARY – March 20, 2018 EC Meeting, and April 26, 2018 EC and BOG Meetings

G-# = Board of Governors Motion
EC-# Executive Committee Motion
C-# Consent Item

AGENDA SECTION	ACTION	EXECUTIVE COMMITTEE	BOARD OF GOVERNORS
<u>CONSENT ITEMS</u>			
A. PRESIDENT’S REPORT	C-1	To approve the Executive Committee Minutes from September 14, 2017.	
	C-2	To receive the Board of Governors Minutes of September 14, 2017	
E. TREASURER’S REPORT 1. 2017 Financial Report 2. LEW Vancouver	C-3 C-4 C-5	To receive the 2017 Financial report. To receive the Vancouver LEW Reconciliation. To receive the 2018 Financial report.	
<u>ACTION ITEMS</u>			
A. PRESIDENT’S REPORT	EC-1 G-1	To approve the list EC consent items C1, C2, C3, C4 and C5. Motion to approve C1, C2, C4 made by Jim Musbach. Second by Sheila Harris. Motion carried unanimously. (3/20/18) Motion to approve C3, C5 made by Christine Williams. 2nd by Jim Musbach. Motion carried unanimously. (4/26/18)	To accept and approve the recommendations of the Executive Committee in respect of Executive Committee Consent Agenda Consent Items C-1 to C-5. Motion made by Andrew Fogg, 2nd by Sheila Harris. Motion carried unanimously.
C. MATTERS ARISING 1. Land Economic Weekends b) 2018 Fall Orange County	EC-2 G-2	To recommend approval of the Orange County LEW final budget and program.	To receive and accept the recommendations of the Executive Committee for the Orange County LEW. Motion made by Ann Bouslog, 2nd by Steven Gragg. Motion carried unanimously.

AGENDA SECTION	ACTION	EXECUTIVE COMMITTEE	BOARD OF GOVERNORS
b) Spring 2019 San Juan, Puerto Rico	EC-3 G-3	To recommend approval of the San Juan, Puerto Rico LEW. Motion made by Vicky Estrada, 2nd by Christine Williams. Motion carried. (4/26/18)	To receive and accept the recommendations of the Executive Committee for the San Juan, Puerto Rico LEW. Motion made by Courtney Kashima, 2nd by Andrew Fogg. Motion carried.
c) Fall 2019 Austin, TX	EC-4 G-4	To recommend approval of the Austin, TX LEW. Motion made by Robert McBride. Second by Gary Leach. Motion carried unanimously. (3/20/18)	To receive and accept the recommendations of the Executive Committee for the Austin, TX LEW. Motion made by Gregg Robinson, 2nd by Steve Gragg. Motion carried.
c) Spring 2020 Ely-Chicago, IL	EC-5 G-5	To recommend approval of the Ely-Chicago LEW.	To receive and accept the recommendations of the Executive Committee for the Ely-Chicago LEW. Motion made by Andrew Fogg, 2nd by Cassandra Francis. Motion carried.
c) Fall 2020 Los Angeles	EC-6 G-6	To recommend approval of the Los Angeles LEW.	To receive and accept the recommendations of the Executive Committee for the Los Angeles LEW. Motion made by Tom Goodwin, 2nd by Ann Bouslog. Motion carried.
2. Approval of At-Large Members	EC-7 G-7	To recommend approval of LAI At-Large Members. Motion made by Cassandra Francis, 2nd by Sheila Harris. Motion carried unanimously. (4/26/18)	To receive and accept the recommendation of the Executive Committee for LAI At-Large Members. Motion made by Cassandra Francis, 2nd by Fares Kekhia. Motion carried.
3. Management Contract Renewal	EC-8 G-8	To recommend approval of the Management Contract renewal. Motion made by Steven Gragg, 2nd by Sheila Harris. Motion carried unanimously. (4/26/18)	To receive and accept the recommendation of the Executive Committee to approve the Management Contract renewal. Motion made by Sheila Harris, 2nd by Gary Leach. Motion carried.

G. Standing Committee 3. New Chapter Development Barcelona	G-10		<p>To form a special committee to approve 3 or more at-large members with the intent to create an affiliation agreement for Barcelona Chapter.</p> <p>Motion made by Gary Leach, 2nd by Andrew Fogg. Motion carried.</p>
K. Motion to Ratify actions and activities of Executive Committee and Board of Governors from September 14, 2017 to date	EC-9 G-9	<p>To recommend ratification of the actions and activities of the Executive Committee and the Board of Governors from September 14, 2017 to the present.</p> <p>Motion made by Cheryl Soon, 2nd by Gary Lead. Motion carried unanimously. (4/26/18)</p>	<p>To receive, accept and approve the Motion of the Executive Committee to and including the actions of the Board of Governors to the date hereof.</p> <p>Motion made by Steven Gragg, 2nd by Jim Musbach.</p>

Matters Arising

Land Economic Weekends

LAI LEW Comparison

	LEW Budget	2011 Spring	2011 Fall	2012 Spring	2012 Fall	2013 Spring	2013 Fall (3) San Francisco	2014 Spring	2014 Fall	2015 Spring	2015 Fall	2016 Spring	2016 Fall	2017 Spring	2017 Fall	2018 Spring	Average	Notes
		Glasgow	Sacramento	Phoenix	Honolulu	Boston	Atlanta	Madrid	Washington DC	San Diego	Memphis	Toronto	Philadelphia	Vancouver	Baltimore			
Registration Fee			\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$495	\$495	\$495	\$495	\$495		
Revenue																		
Registration Fees	\$33,000	\$44,124	\$28,820	\$20,140	\$36,355	\$35,150	\$39,320	\$28,465	\$35,234	\$35,800	\$28,900	\$41,790	\$42,360	\$35,435	\$43,095	\$55,400	\$36,462	
President's Reception from LAI	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	
Chapter Sponsor Revenue												\$33,750	\$19,380	\$15,500		\$34,000	\$25,658	
Total Revenue	\$35,000	\$46,124	\$30,820	\$22,140	\$38,355	\$37,150	\$41,320	\$30,465	\$37,234	\$37,800	\$30,900	\$77,540	\$63,740	\$52,935	\$45,095	\$91,400	\$42,258	
Expenses																		
Facility Rental	\$5,000	\$17,934	\$5,456	\$5,322	\$2,853	\$6,184	\$2,333	\$232	\$2,154	\$3,992	\$1,350	\$15,922	\$6,392	\$2,500	\$6,906	\$5,700	\$5,639	
Food & Beverage	\$15,000	\$12,579	\$20,782	\$17,990	\$31,617	\$19,228	\$14,098	\$22,932	\$19,965	\$29,285	\$27,695	\$44,832	\$29,074	\$30,871	\$42,444	\$35,137	\$25,846	
Equipment Rental	\$1,000	\$0	\$2,560	\$453	\$6,896	\$3,232	\$3,798	\$897	\$12,519		\$96					\$8,421	\$3,625	
Program Supplies	\$3,000	\$1,480	\$601	\$1,139	\$221	\$4,655	\$117			\$199						\$9,709	\$2,347	
Program Printing	\$2,500		\$3,369	\$479		\$1,586	\$12,313	\$2,935	\$3,135	\$570	\$988	\$746	\$2,533				\$2,832	
Program Postage				\$121		\$77											\$99	
Speaker Fees				\$241	\$118											\$100	\$153	
Other Program Costs	\$8,500	\$6,598	\$4,032	\$5,131	\$6,286	\$1,985	\$12,740	\$11,554	\$5,770	\$4,140	\$10,772	\$22,115	\$12,051	\$8,285	\$3,000	\$10,496	\$8,341	
Total Expenses	\$35,000	\$38,591	\$37,041	\$30,754	\$47,873	\$36,947	\$45,399	\$38,550	\$43,544	\$38,186	\$40,900	\$83,615	\$50,050	\$41,656	\$52,351	\$69,563	\$45,626	
Net Income Prior to LAI Incentive	\$0	\$7,533	(\$6,221)	(\$8,614)	(\$9,518)	\$203	(\$4,079)	(\$8,085)	(\$6,310)	(\$386)	(\$10,000)	(\$6,075)	\$13,690	\$11,279	(\$7,256)	\$21,837	(\$750)	
LEW Incentive to Host Chapter (1), (2)	\$10,000	\$2,500	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$9,531	
Net Income to Host Chapter (2)	\$10,000	\$2,500	\$3,779	\$1,386	\$482	\$10,203	\$5,921	\$2,365	\$3,690	\$9,614	(\$0)	\$3,925	\$23,690	\$21,279	\$2,745	\$31,837	\$8,338	

Atlanta CSC LAI Grant

Shared Photographer Expense

(1) Incentive payments started in Fall 2011.

(2) \$2,500 retroactive payment to London Chapter was authorized by the Board of Governors.

(3) San Francisco:

Totals excluded Dine around revenues and expenses. SF LEW tab in spreadsheet for details.

Golden Gate Chapter elected to spend \$33,600 of their sponsorship revenues on the LEW

SF LEW is not directly comparable because of the allocation of expenses paid by LAI and GG Chapter

Approval of At-Large Members



LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Emilio Colón-Zavala, PE

Position: President & CEO

Firm: ECZ Group

Business Address: PO Box 194111

City/ST: San Juan, PR Zip: 00919-4111 Telephone: (787) 777-1400

E-mail: ecz@eczgroup.com Facsimile: (787) 777-1110

Residence Address: Urb. Adoquines - 44 San Justo Street

City: San Juan, PR Zip: _____ Telephone: (787) 509-4000

EDUCATION:

Degree: BS Field: Civil Eng. Year: 1992 Institution: Univ of Puerto Rico - Mayagüez Campus

Degree: _____ Field: _____ Year: _____ Institution: _____

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|---|--|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input checked="" type="checkbox"/> Real Estate Consulting |
| <input checked="" type="checkbox"/> Architecture | <input checked="" type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input checked="" type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input checked="" type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input checked="" type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input checked="" type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input checked="" type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input checked="" type="checkbox"/> Other <u>Construction / Project / Program Management</u> |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Over 27 years of experience in the land development industry
2. Experience in housing, infrastructure, capital improvement, and commercial projects
3. Strong community involvement in various trade and professional associations

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Mr Colon-Zavala has had extensive experience in real estate and land development industries. Also, has been recognized as a leader in the industry. Obtained a BSCE, with honors at the University of PR at Mayagüez. Member of the Tau Beta Pi Engineering Honor Society since 1991.

Also, he has been involved in a wide array of projects and in multiple capacities. Because of this, possesses a holistic knowledge in all areas of project formulation, planing, permitting, financing, execution and delivery. Has successfully developed and delivered over 1,500 housing units. Also, has been involved in several infrastructure capital improvement projects from transportation to water, energy and education.

Emilio has been very involved in his community. Has severed in many trade and professional associations in PR. Most notably, has held leadership positions in PR's Local NSPE, NAHB, AGC, ULI chapters. Currently serves as Chairman of the PR Builders Association.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Attach a copy of nominee's bio.

Appropriate membership category: ☐ Active ☐ Retired

Respectfully submitted by:

LAI Member Sponsor: _____ Date: _____

**Email nomination form to:
lai@lai.org**



ECZ Group

Engineers | Builders

Comprehensive Solutions for Engineering & Construction

www.eczgroup.com

info@eczgroup.com

20180527 Emilio Colón-Zavala PE Bio

Born in Troy, New York, Graduated from University of PR High School and pursued a bachelors degree of Science in Civil Engineering, at the Mayagüez campus of the UPR, graduating with honors.

Interned at the NASA's Center for Space Construction at the University of Colorado program, researching structural design for a long-term lunar base. Licensed to practice engineering in 1992. His career began with Redondo Construction, where he was responsible for projects for the PR Highway Authority.

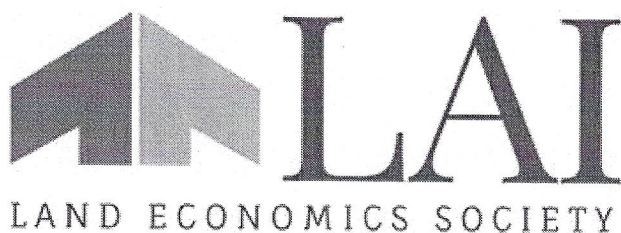
In 1994, began working at Quality Engineers & Contractors, serving as project manager, becoming vice president and member of the Board of Directors. He was responsible for the development of over 1,500 housing units and commercial projects. His project Villas del Bosque, was awarded the social interest project of the year 2000, by the Association of Home Builders.

In 2008 started his own companies, ECZ Group and Endeavor Construction Group, dedicated to engineering and construction services, providing a wide scope of services on projects such as; The Humacao Fine Arts Center, Pier 6 in San Juan, Port of Las Americas and Paseo de la Real Marina in Aguadilla amongst others. Has been involved in initiatives to dehydrate fuel grade ethanol and establish a anaerobic digestion plant to produce gas.

In 2010 was named as a member of the PR Building Code Adoption Committee representing the PR Builders Association. Also obtained a designation of Authorized Professional with OGPe to issue certain permits as per Act 161-2009.

Mr Colón-Zavala is a member of the engineering honor society Tau Beta Pi. In 2006 was named emerging leader under 40 by the CIAPR's Institute of Civil Engineering. Also has participated in professional associations such as: Associated General Contractors in PR and at the National level, the National Society of Professional Engineers, presided the PR Chapter.

Currently serves as Chairman of the PR Builders Association (local chapter for NAHB and ULI), PR State Representative and Executive Board Member of the National Association of Home Builders (NAHB), also a member of Puerto Rico's Constructions Codes Adoption Committee and the permits reform committee.



LAI - MEMBER AT LARGE INTERNATIONAL

FORMULARIO DE NUEVO MIEMBRO

Complete este formulario y devuélvalo con rapidez a su Capítulo o en el caso de Member-at-Large y solo si no hay Capítulo al Director Ejecutivo de Lambda Alpha International. La información que pongan aquí es la que aparecerá en el Directorio de Lambda Alpha. Por favor rellene todos los campos que apliquen.

- (1) **Nombre y Apellidos del Nominado:**
Información Postal:

Luis Francisco Villacueva A.
Cargo: *DIRECCION GENERAL*
Empresa: *FIMS SA DE CV*
Dirección: *SIERRA LEONA GII.*
SAN PEDRO GARZA GARZA
NUVO LEON
Teléfono: *81 8362 2486*
Fax: _____
Email: *Luis.Villacueva@FIMS.COM*
Página Web: _____

- (2) **AREAS DE INTERÉS: (25 palabras)**

DESARROLLO INMOBILIARIO; CONSTRUCCION,
FINANCIAMIENTO; DESARROLLO URBANO

- (3) **TEMAS DE INTERÉS: (25 palabras)**

DESARROLLO EN MEXICO Y ESTADOS UNIDOS

Devolver el formulario a:

LAI-MADRID

O al Executive Director:

Lambda Alpha International: Sheila
Hamilton: sheila@gettingitdone.org



LAI - MEMBER AT LARGE INTERNATIONAL

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(1) **Nombre y Apellidos del Nominado:** Carlos Ernesto Monjaraz Ramos
Información Postal: Cargo: Director de Proyectos
Empresa: Misión Veintiuno, S.A. de C.V.
Dirección: Salamanca 250, Col. La Victoria Hermosillo, Sonora
CP 83304
Teléfono: +52 662 285 5140
Fax: _____
Email: cmonjaraz@mision21.com.mx
Página Web: mision21.com.mx/portal/

(2) **AREAS DE INTERÉS:** *(25 palabras)*

Planeación urbana, Sustentabilidad.

(3) **TEMAS DE INTERÉS:** *(25 palabras)*

Diseño urbano, Master Planning, Re-uso de tierra.

Devolver el formulario a:

LAI-MADRID

O al Executive Director:

Lambda Alpha International: Sheila
Hamilton: sheila@gettingitdone.org



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- (1) Nombre y Apellidos
del Nominado:
Información Postal:

OSCAR CAZAREZ IBARRA
Cargos: FUNDADOR / DIR. CUENTAS
Empresa: VIERNES
Dirección: NISOS HEROS 16A
CAL. CENTRO
Teléfono: 211 4017
Fax: _____
Email: OSCAR@AGENCIAVIERNES.COM
Página Web: WWW.AGENCIAVIERNES.COM

- (2) ÁREAS DE INTERÉS: (25 palabras)

MARKETING, PUBLICIDAD, CREATIVIDAD

- (3) TEMAS DE INTERÉS: (25 palabras)

BIENESTAR HACIA LA COMUNIDAD A TRAVÉS DE
MIS ÁREAS DE INTERÉS

Devolver el formulario a:

LAI-MADRID

O al Executive Director:

Lambda Alpha International: Sheila
Hamilton: sheila@gettingitdone.org



LAI - MEMBER AT LARGE INTERNATIONAL

FORMULARIO DE NUEVO MIEMBRO

Complete este formulario y devuélvalo con rapidez a su Capítulo o en el caso de Member-at-Large y solo si no hay Capítulo al Director Ejecutivo de Lambda Alpha International. La información que pongan aquí es la que aparecerá en el Directorio de Lambda Alpha. Por favor rellene todos los campos que apliquen.

(1) **Nombre y Apellidos del Nominado:** Ricardo Yanez Navarro
Información Postal: Cargo: Director General
Empresa: Promotora de Hogares
Dirección: Blvd. Morelos No. 219 Col. Jesús García
Teléfono: (662) 2147340
Fax: _____
Email: ryanez@promotoradehogares.com
Página Web: www.promotoradehogares.com

AREAS DE INTERÉS: (25 palabras)

Desarrollo de infraestructura, planeación de ciudad, promoción y desarrollo de tierra

TEMAS DE INTERÉS: (25 palabras)

Planeación, Financiamiento, Proyectos, Promoción y Venta

Enviar el formulario a:

MADRID

O al Executive Director:

Lambda Alpha International: Sh
Hamilton: sheila@gettingitdone.org



LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Iván Moreno

Position: Partner

Firm: Tapia, Robles, Cabrera y Moreno S.C.

Business Address: Calzada de los Ángeles 28, Colonia El Llano

City/ST: Hermosillo, Sonora Zip: 83260 Telephone: 662 212 4743

E-mail: imoreno@trclaw.com Facsimile: 662 212 2967

Residence Address: Paseo del Colibri 43, Los Lagos

City: Hermosillo, Sonora Zip: 83245 Telephone: 662 151 0582

EDUCATION:

Degree: JD Field: Lawyer Year: 2000 Institution: Universidad de Hermosillo

Degree: _____ Field: _____ Year: _____ Institution: _____

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|--|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Real Estate Development |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input checked="" type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban Development/Redevelopment |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Public Works | |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Real property transactions.
2. Water rights transactions.
3. Real property litigation.

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

- Member of the educational council of Unilider, School of Law.
- Member of the board of directors of the Hermosillo Fire Department.

Note: Please see former nomination on the CV attached.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Attach a copy of nominee's bio.

Appropriate membership category: X Active Retired

Respectfully submitted by:

LAI Member Sponsor: Ivan Moreno **Date:** August 28, 2109.

Email nomination form to:
lai@lai.org

Curriculum of

Iván Moreno-Torrescano

Place of birth: Hermosillo, Sonora, México.

Date of birth: 29 de marzo de 1976.

Nacionality: Mexican citizen.

Education: Universidad de Hermosillo, School of Law, 1995-2000, *Bachelor of laws*, summa-cum-laude.

Honors: Highest average of his generation (2000).

Harvard University, School of Law (Program of Instructions for Lawyers), 2002.

American Institute for Legal Education (Intensive Seminar on Legal English), 2002.

Certificate: México, 2000.

Bar Admission: Barra Sonorense de Abogado A.C. (Sonora), 2016.

Experience: Abogados Asociados S.C., Hermosillo, Sonora, México, 1996-1997, Intern.

Tapia, Robles, Cabrera y Moreno S.C., Hermosillo, Sonora, México, 1998- , Partner.

Accomplishments: Civil, Commercial, real state and administrative litigation; amparo; ministerial adjuvan; formality and litigation in intelectual property; civil and comercial contracts; trust for foreign investment; corporate and strategic regularization for mercantile companies; procedure and litigation in national waters.

Clients: Food industry; farming industry; aquaculture industry; real stat companies; insurance companies; foreign investors.

Collaboration:

Coordinator of the Committee of Legal and Financial Affairs of the Sonora and Arizona Commission, 2009-2016.

Member of the Advisory Board of the Faculty of Law of Unilider, 2013-to present .

Speaker at the International Congress on Aspects of Foreign Investment of the Colegio de Contadores Públicos de Sonora A.C (Association of Public Accountants of Sonora A.C.), 2014.

Counselor of the Board of the Mexican Red Cross A.C., Hermosillo, 2012-2016.

Counselor of the Fire Protection Board A.C., Hermosillo, 2017- to present.

Organizer, participant and sponsor of Arizona Town Hall (Creating Solutions), Hermosillo, 2017 y 2018.

Languages:

Spanish and English.

Contact info:

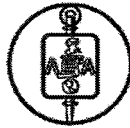
imoreno@trclaw.com

Office telephone Number: 011 52 (662) 212-4743, 212-7989
Mobile: 011 52 1 (662) 256-3421

Calzada de Los Ángeles 28
Colonia El Llano
Hermosillo, Sonora, México. 83210

www.trclaw.com

LAMBDA ALPHA INTERNATIONAL



THE HONORARY SOCIETY
FOR THE ADVANCEMENT OF LAND ECONOMICS

LAI - SONORA / BAJA CHAPTER

NEW MEMBER FORM (FORMULARIO DE NUEVO MIEMBRO)

Complete this form and promptly return it to your Chapter or in the case of a Member-at-Large, the Executive Director of Lambda Alpha International. The information here will appear in the Lambda Alpha Directory. Please print all information. (Complete este formulario y devuélvalo con rapidez a su Capítulo o en el caso de Member-at-Large y solo si no hay Capítulo al Director Ejecutivo de Lambda Alpha International. La información que pongan aquí es la que aparecerá en el Directorio de Lambda Alpha. Por favor rellene todos los campos que apliquen.)

(1) Nominee's Name Patrick F. Welch
(Nombre y Apellidos del Nominado):
Mailing Information (Información Postal): Title/Cargo: Attorney - member
Company/Empresa: Jennings Strouss
Address /Dirección: ONE EAST WASHINGTON ST
Suite 1900
Phoenix AZ 85004
Telephone/Telefono: 602-262-5847
Fax: 602-495-2781
Email: PWELCH@JSSlaw.com
Website/Pagina Web: www.jsslaw.com

(2) AREAS OF INTEREST (AREAS DE INTERÉS): (twenty-five words/25 palabras)

cross border trade and investment; commercial real estate
development with focus on foreign investors; industrials

(3) SPEAKER TOPICS (TEMAS DE INTERES): (twenty-five words/25 palabras)

cross border projects; Mexican title insurance in
Rocky Point - Puerto Peñasco

Return form to/Devolver el formulario a:

LAI-SONORA/BAJA

rodrigo@ar-tc.com

or Executive Director:

Lambda Alpha International
1821 University Avenue W, Ste S256
St. Paul, MN 55104
E-mail LAI@lai.org



PATRICK F. WELCH
Member

OVERVIEW

Mr. Welch focuses his practice in the areas of general and complex commercial litigation, surety and construction litigation, and U.S./Mexico cross-border business transactions and litigation. Mr. Welch regularly handles matters in Arizona and Nevada.

Prior to entering the legal field, Mr. Welch worked for Mitsubishi International Corporation (a subsidiary of Mitsubishi Corporation), in the area of business development where he assisted Japanese food ingredient and nutraceutical manufacturers penetrate the U.S., South American and European markets. Mr. Welch also worked for Indochina Capitol Corporation, a financial services firm based in Hanoi, Vietnam, where he researched and identified investment opportunities in privatized state-owned companies. Prior to working at Indochina Capitol Corporation, Mr. Welch interned for General Electric Company (GE), a U.S. multinational conglomerate, at its International Law & Policy group, based in Washington, DC, researching current global issues in international trade law and policy.

Mr. Welch also has extensive family and professional contacts within the Mexican, Argentine, and Colombian legal communities. Mr. Welch is a member of the Arizona-Mexico Commission and actively involved with promotion of U.S./Mexico cross border trade. Mr. Welch's passion for supporting clients with U.S./Mexico cross-border trade, foreign direct investment, and litigation needs stems from his strong family ties to Mexico.

AREAS OF FOCUS

- Performance and Payment Bond Claim Investigations
- Project Default
- Takeover and Completion Agreements
- Indemnity Workout Agreements

- Miscellaneous and Statutory Bonds, including contractor license bonds, vehicle dealer bonds, notary bonds, transaction privilege tax bonds, broker and escrow agent bonds, mortgage broker bonds, and guardianship bonds
- Fidelity Claim Investigations and Opinions
- Design Professional Negligence
- Delay Claims

REPRESENTATIVE ENGAGEMENTS

Surety and Construction Representative Engagements

- Represented owners, general contractors, and subcontractor in construction-related litigation, including breach of contract, delay, professional negligence, and indemnity claims.
- Represented surety clients in investigating and defending claims made against various forms of surety bonds, including performance and payment bonds, bid bonds, subdivisions bonds, and statutory bonds (e.g. motor vehicle dealer bonds, contractor license bonds, mortgage broker bonds, etc.).
- Represented surety clients in indemnity recovery actions in Arizona and Nevada.
- Consulted surety clients on takeover agreements, tender agreements, collateral security and assignment agreements and indemnity agreements. Represented general contractor in dispute with surety and U.S. Army Corp of Engineers involving payment dispute under federal contracts.
- Represented 8(a) SBA general contractor in dispute with its joint venture partner and mentor involving entities performing work under federal contracts.

Cross Border Representative Engagements

- Negotiated and documented real property transactions, including sales and acquisitions of residential and commercial properties. Advised a U.S. investor group concerning agreement for the development of a luxury time-share project along the Pacific Coast of Mexico
- Advised United States-based subcontractors in connection with due diligence and bidding on public construction project in Mexico
- Advised United States-based sureties in connection with construction bond defaults in Mexico and related indemnity recovery actions in the United States
- Advised United States surety on dynamics of Mexican surety market and potential acquisition candidates, and provided recommendation on due diligence
- Represented United States-based food manufacturer in connection with cross-border commercial dispute with Mexican-based customer
- Advised Mexican-based individuals and entities concerning business formation in the United States
- Advised client concerning a United States estate administration involving real property located in Mexico and held in a Mexican bank trust.
- Advised United States-based company in connection to near shoring operations in Sonora, Mexico, including entity formation, lease agreement, and related tax planning.

ADMISSIONS

- Nevada, 2013
- Arizona, 2006
- Massachusetts, 2005
- U.S. District Court, District of Arizona
- U.S. District Court, District of Nevada
- U.S. District Court, District of Massachusetts
- U.S. Court of Appeals, First Circuit
- U.S. Court of Appeals, Ninth Circuit

MEDIA AND PRESENTATIONS

Articles

- Featured, "Strengthening Arizona-Mexico relationships: Q&A with Patrick Welch," Arizona Capitol Times (2017)
- Co-author, "Viewpoints: Arizona Can't Be Last to Make Nice with Mexico," Arizona Republic (2016)
- Author, "Prompt Payment Laws - Traps for the Unwary: Common Issues Affecting Owners, Contractors and Subcontractors" ABA, Fidelity & Surety Law Committee Newsletter (2016)

- Co-author, "Surety Bad Faith Issues Still Unresolved Twenty-Six Years After Dodge v. Fidelity and Deposit Company of Maryland" Arizona State Bar Construction Law Section Annual Conference (2014)
- Co-author, "Problems and Pitfalls Handling AIA Bond Claims" (2011)
- Contributing Author, "Complimentary Provisions of the Indemnity Agreement," The Surety's Indemnity Agreement - Law & Practice, 2d Ed., American Bar Association (2008)
- Co-author, "Challenges to Plaintiffs Seeking Lead Plaintiff Status in Securities Fraud Class Actions," ALI-ABA Securities Litigation Program (2006)
- Contributing Author, "Recent Challenges to Class Certification in Securities Fraud Class Actions," ALI-ABA Securities Litigation Program (2005)

Blogs

- Blog, "Arizona Surety Claims: Surety Bad Faith Revisited in Recent Decisions," JSS Law Blog (2016)
- Blog, "Contractor Payment Pitfalls: No Right to Payment for Work Performed Outside License Scope," JSS Law Blog (2015)
- Blog, "Bail Bond Sureties – Factors Arizona Courts Consider When Addressing Exoneration," JSS Law Blog (2015)
- Blog, "Celebration of NAFTA's 20 Year Anniversary Puts Focus On Importance of Alternative Dispute Resolution," JSS Law Blog (2014)
- Blog, "AMC Plenary Highlights Investment in Mexican Sea Port Expansion Signaling Opportunity for U.S. Based Sureties," JSS Law Blog (2014)
- Blog, "2014 Arizona-Mexico Commission Plenary Session Recap," JSS Law Blog (2014)
- Blog, "JSS Attorney Patrick F. Welch Attends 2013 Arizona-Mexico Commission Plenary Session," JSS Law Blog (2013)
- Blog, "Jennings Strouss Attorney Patrick Welch featured on FOX 10 News Discussing Safety Tips When Traveling Abroad," JSS Law Blog (2013)
- Blog "JSS Attorney Patrick F. Welch Attends Arizona Mexico Commission Meeting in Hermosillo, Mexico to Discuss Cross-Border Business and Transactions," JSS Law Blog (2013)

Interviews

- Interview, "As Trump reworks NAFTA Town Hall group heads to Mexico", Phoenix Business Journal (May 2017)
- Interview, Arizona Mexico Commission Summit, La Reforma (2016)
- Interview, "Trade Across the Border," InBusiness Magazine (2014)
- Interview, "Economy: Executives Differ About Business Dealings in Mexico," Phoenix Business Journal (2013)
- Interview, "Being Prepared for Cross-Border Travel," KSAZ-5 (2013)

Videos

- Video, "Race to Judgment" (2014)
- Video, "U.S. - Mexico Commercial Transactions" (2013)
- Video, "Vehicle Dealer Bonds" (2013)
- Video, "Residential and Commercial Bond Coverage" (2013)
- Video, "An Overview of Legal Services" (2013)

Presentations

- Presenter, "The Challenges of Doing Business With Latin American Entities and the Emerging Cuban Market," American Bar Association, Tort Trial & Insurance Practice Section, Fidelity and Surety Law Committee 2017 Midwinter Meeting (January 2017)
- Presenter, "Development Opportunities South of the Border: How to Get Started in Mexico," Development Opportunities in Mexico: Is Mexico Our New Frontier?, LAI (2016)
- Presenter, "Métodos Alternativos de Solución de Conflictos: ventajas y desventajas en el contexto de un litigio comercial en los Estados Unidos," 2nd International Congress of the North West Institute of Mexican Certified Public Accountants hosted by the Instituto Mexicano de Contadores Públicos Estado de Sonora (Hermosillo, Sonora, 2015)
- Presenter, "Comercio Bilateral Entre Mexico y Los Estados Unidos: La Importancia de Métodos Alternativos de Solución de Conflictos" at the Congreso Internacional Sobre Aspectos de Inversión hosted by the Instituto Mexicano de Contadores Públicos Estado de Sonora (Hermosillo, Sonora, 2014)

- Presenter, "Train the Trainer" and "Introduction to Mediation and Consensus Building," Lawyers Without Borders, Inc. (March 2012)

MEMBERSHIPS

- Member, American Bar Association
 - *Tort Trial and Insurance Practice Section*
- Fidelity & Surety Law Committee
- Member, Surety Association of Arizona
- Member, State Bar of Nevada
- Member, State Bar of Arizona
 - *Construction Law Section*
- Member, Massachusetts Bar Association
- Member, Arizona-Mexico Commission
- Arizona/Mexico Commission – Financial, Business and Legal Services Committee
- Volunteer, Lawyers Without Borders
- Volunteer, Phoenix Business Journal, Arizona Corporate Excellence Awards

EDUCATION

- J.D., New England School of Law, 2005
- B.A., Connecticut College, 1999
- Vietnam National University, Hanoi, Vietnam
 - Vietnamese Language Immersion Program, Winter/Spring Semester 1999
- Universidad Complutense de Madrid / Institute of European Studies, Madrid, Spain
 - Economics Department and Spanish Immersion Program, Fall Semester 1997

FOREIGN LANGUAGES

- Spanish (Fluent)
- Vietnamese (Limited Working Proficiency)
- Japanese (Elementary Proficiency)

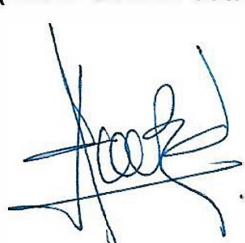


LAI - MEMBER AT LARGE INTERNATIONAL

NEW MEMBER FORM (FORMULARIO DE NUEVO MIEMBRO)

Complete this form and promptly return it to your Chapter or in the case of a Member-at-Large, the Executive Director of Lambda Alpha International. The information here will appear in the Lambda Alpha Directory. Please print all information. (Complete este formulario y devuélvalo con rapidez a su Capítulo o en el caso de Member-at-Large y solo si no hay Capítulo al Director Ejecutivo de Lambda Alpha International. La información que pongan aquí es la que aparecerá en el Directorio de Lambda Alpha. Por favor rellene todos los campos que apliquen.)

(1) Nominee's Name (Nombre y Apellidos del Nominado):	Rodrigo Torres Cande Balderrama
Mailing Information (Información Postal):	Title/Cargo: <u>President</u> Company/Empresa: <u>ARTC Arquitectos</u> Address /Dirección: <u>Escobedo 156-A</u> Telephone/Telefono: <u>662 2132912</u> Fax: _____ Email: <u>rodrigo@ar-tc.com</u> Website/Pagina Web: <u>www.ar-tc.com</u>



(2) AREAS OF INTEREST (AREAS DE INTERÉS): *(twenty-five words/25 palabras)*

Land economics, community facility uses and districts, private / public investments and infrastructure.

(3) SPEAKER TOPICS (TEMAS DE INTERES): *(twenty-five words/25 palabras)*

Guidelines, regulations, governance and infrastructure financing.

Return form to/Devolver el formulario a:

LAI-MADRID
zeta3@ciccp.es

or Executive Director:

Lambda Alpha International
1821 University Avenue W, Ste S256
St. Paul, MN 55104
E-mail LAI@lai.org



LAI - MEMBER AT LARGE INTERNARIONAL

FORMULARIO DE NUEVO MIEMBRO

Complete este formulario y devuélvalo con rapidez a su Capitulo o en el caso de Member-at-Large y solo si no hay Capitulo al Director Ejecutivo de Lambda Alpha International. La información que pongan aquí es la que aparecerá en el Directorio de Lambda Alpha. Por favor rellene todos los campos que apliquen.

- (1) **Nombre y Apellidos del Nominado:**
Información Postal:

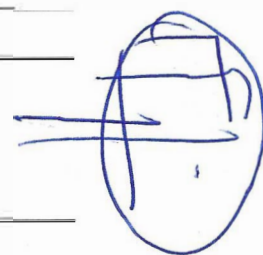
ERNESTO REINA MENDIVIL
Cargo: DIRECTOR DE PLANEACION
Empresa: JRM CONSULTORES S.A. DE C.V.
Dirección: SONORA N° 99
Teléfono: 66 22 17 17 06
Fax: 66 22 17 17 08
Email: arg-reina@gmail.com
Página Web: jrmconsultores.com.mx

- (2) **AREAS DE INTERÉS: (25 palabras)**

DESARROLLO URBANO, MOVILIDAD, ECONOMIA, DESARROLLO
INMOBILIARIO

- (3) **TEMAS DE INTERÉS: (25 palabras)**

VIVIENDA SUSTENTABILIDAD
TRANSPORTE DESARROLLO REGIONAL



Devolver el formulario a:

LAI-MADRID

O al Executive Director:

Lambda Alpha International: Sheila
Hamilton: sheila@gettingitdone.org

LAMBDA ALPHA INTERNATIONAL AT-LARGE MEMBERSHIP NOMINATION FORM

Name of proposed member: Gerardo Andere Garcia

Position: General Manager

Firm: Inmobiliaria Cannae S.A. de C.V.

Business Address: Priv. Oriente Real 6 Col. Misión del Real

City/ST: Hermosillo Zip: 83100 Telephone: (662)2156763

E-mail: cannaemexico@gmail.com Facsimile: _____

Residence Address: Monte Blanco 48 Col. Cumbres III

City: Hermosillo Zip: 83147 Telephone: (662)1830092

EDUCATION:

Degree: Lic Field: Business Administration Year: 2000 Institution: UNO

Degree: Master Field: Eng Economy & Financial Year: 2018 Institution: La Salle

PRINCIPAL BUSINESS (Check all that apply):

- | | |
|--|---|
| <input type="checkbox"/> Accounting | <input type="checkbox"/> Real Estate Appraisal |
| <input type="checkbox"/> Administrative Zoning | <input type="checkbox"/> Real Estate Consulting |
| <input type="checkbox"/> Architecture | <input checked="" type="checkbox"/> Real Estate Development |
| <input checked="" type="checkbox"/> Asset Management | <input checked="" type="checkbox"/> Real Estate Finance |
| <input type="checkbox"/> Environmental | <input checked="" type="checkbox"/> Real Estate Management |
| <input type="checkbox"/> Government | <input type="checkbox"/> Real Estate Marketing |
| <input type="checkbox"/> Historical Preservation | <input type="checkbox"/> Real Property Law |
| <input type="checkbox"/> Journalism | <input type="checkbox"/> Research/Teaching |
| <input type="checkbox"/> Land Engineering | <input type="checkbox"/> Title Insurance |
| <input type="checkbox"/> Land Use Planning | <input type="checkbox"/> Traffic & Transportation |
| <input type="checkbox"/> Landscape Architecture | <input type="checkbox"/> Transportation Planning |
| <input type="checkbox"/> Non-Profit/Assoc. | <input type="checkbox"/> Urban |
| <input type="checkbox"/> Property Tax Assessment | <input type="checkbox"/> Development/Redevelopment |
| <input type="checkbox"/> Public Works | <input type="checkbox"/> Other _____ |

Indicate the proposed member's primary activity or activities in which pre-eminent distinction has been achieved:

1. Real Estate Management

2. Real Estate Financial

3. _____

Justification for nomination:

Briefly state the qualifications and civic involvement of the proposed member to be considered as distinguished service in the field of real estate and land economics. For example, cite business experience, education, community service or honors that distinguish the individual. Attach resume or other form of career summary in addition to information above.

Citation:

The nominating member **must** write a citation for his/her nominee. The citation will be used on the member's certificate, in the initiation brochure and may be published.

Attach a copy of nominee's bio.

Appropriate membership category: _____ Active _____ Retired

Respectfully submitted by:

LAI Member Sponsor: _____ **Date:** _____

**Email nomination form to:
lai@lai.org**

Executive Director's Report



2017-2019 Executive Committee

International President:
Robert McBride, Simcoe

International Vice President:
Cassandra Francis, Ely

International Treasurer:
Sheila D. Harris, Phoenix

Assistant International Treasurer:
Gregg Robinson, Zia

International Secretary:
Cheryl Soon, Aloha

Assistant International Secretary:
Michelle Henrie, Zia

Scribe /Editor:
Alan Nevin, San Diego

Assistant Scribe:
Vicki Estrada, San Diego

Historian:
Christine Williams, Ely

Assistant Historian:
Cecile Bedor, Minnesota

Regional Vice President, Europe & Middle East:
Aurelio Ramirez-Zarzosa, Madrid

Assistant Regional Vice Presidents, Europe & Middle East:
Chip Good, London
Fares Kekhia, UAE

Regional Vice President, Eastern North America:
Gary Leach, Boston

Assistant Regional Vice President, Eastern North America:
Erwin Andres, George Washington

Regional Vice President, Central North America:
Ann King, Memphis

Assistant Regional Vice President, Central North America:
Mary Bak, Ely

Regional Vice President, Western North America:
Jim Musbach, Golden Gate

Assistant Regional Vice President, Western North America:
Suzanne Varco, San Diego

Regional Vice President, Asia/Pacific:
Ann Bouslog, Aloha

Assistant Regional Vice President, Asia/Pacific:
Anilkumar Hatkar, Mumbai

Past International President:
Steven R. Gragg
Phoenix

Chair, Council of Presidents:
Tim Youmans, Sacramento

Sheila Hamilton, Executive Director
International Headquarters
PO Box 72720
Phoenix, AZ 85050
Ph: 480-719-7404
844-275-8714 (US/Canada Toll Free)
Fax: 602-532-7865
E-Mail lai@lai.org

Date: August 22, 2018

To: LAI Chapter Presidents

From: Sheila Hamilton, Executive Director

Subject: 2019 Dues Process

In an effort to provide an efficient and transparent dues renewal process for Option A chapters, below is a calendar of deadlines and action items for staff and chapter administrators:

October 1, 2018: LAI staff provides each chapter administrator and president a draft dues renewal invoice for their review.

October 22, 2018: Deadline for chapters to respond with approval or changes to their dues renewal invoices, including any change to the price of chapter dues.

November 1, 2018: LAI staff emails out dues renewal invoices to members in Option A chapters.

November 30, 2018: LAI staff emails 1st reminder to members who have not yet renewed.

December 15, 2018: LAI staff emails 2nd reminder to members who have not yet renewed.

January 2, 2019: LAI staff emails 3rd reminder to members who have not yet renewed.

January 31, 2019: LAI staff mails 4th reminder hard copy invoice via snail mail to members who have not yet renewed.

February 15, 2019: LAI staff emails 5th reminder to members who have not yet renewed.

March 1, 2019: LAI staff emails FINAL reminder to members who have yet renewed.

I would encourage chapters to download their membership rosters frequently and share with their board of directors the list of non-renewals. Chapters who make phone calls to their members reminding them to renew have a more successful renewal rate. If your chapter would like to include a letter from your president to accompany renewal invoices, please forward to us by October 22, 2018.

Secretary's Report & Bylaw Committee

NOTICE: to the LAI International Board of Governors

Proposed Amendments to the LAI ByLaws

Article XVII of the LAI Bylaws provides that the Board of Governors may amend the existing bylaws by a two thirds vote, provided that notice is given to the members of the Board sixty days prior to the Board meeting. The President of each chapter is to provide the notice to their local chapter Board and members.

The Board of Governors will consider and act on several proposed amendments to the bylaws on October 18, 2018 at 2 PM at the Island Hotel Newport Beach, Newport Beach, California.

This Notice includes a description of the proposed amendments and a list of the sections that are proposed to be changed. Please note the LAI bylaw is ~~are~~ integrated so reference should be made to the context of the entire bylaw, not solely the sections proposed to be amended.

Changes to the text of the current bylaw are also identified in the attached track changes copy.

PART ONE: EXPLANATORY NOTES

The proposed bylaw amendments are discussed below by Article. The revisions are recommended by LAI President Robert McBride to help improve areas of administration that have experienced problems in the past, for example in the late payment and collection of dues.

- The first change is to change all references to LAMBDA ALPHA INTERNATIONAL to its contemporary short form: LAI.

➤ *This change follows recent branding and practice in use of the organization name.*

- **Article V Membership.** Changes to five sections are proposed:

Section 1: **Qualification of Membership.** To be eligible for membership in LAI, a candidate for membership must: i) have a minimum of ten (10) years duration of

professional practice in a field of or related to land economics; ii) be a person of good character and distinguished reputation who is recognized as a contributing citizen within their community; iii) have made an outstanding or noteworthy contribution to the advancement of the science of land economics, to a better understanding of the principles of land economics, or to the practical application of such principles in the development, redevelopment, preservation, or better utilization of the world's land resources.

- *This amendment consolidates into a single section and provides clarity regarding the qualifications for membership but does not change any of the currently applicable criteria.*

Section 2 **Inclusivity and Respect.** Membership in LAI is open to all persons who satisfy the qualifications for membership without discrimination on the basis of gender identification, sexual orientation, racial identification, ethnicity, spoken language, religious affiliation, citizenship or national origin. LAI values and expects highly ethical behaviors by all members to demonstrate understanding, respect, tolerance, empathy and good will towards others.

- *This amendment would broaden and modernize the expression of the LAI commitment to inclusivity and respect.*

Section 5 **Classification of Membership**

Deletes the category of Honorary Member.

- *LAI currently has no Honorary Members and has not employed the category for many years.*

Section 5. **Classification of Membership.** A person who has been elected and initiated into LAI is perpetually a member of LAI unless he or she formally resigns or is expelled from membership pursuant to Section 8 below. A member receives and can assert no benefit other than name listing in the records of LAI and his or her local chapter unless he or she: i) holds a membership classification and ii) pays the dues, if any, required for such classification. The classifications of membership are as follows:

Adds the following sub-sections:

- a) Members. In the event that receipt by International of dues payment from a members (or remittance of the International component of dues to International from a Chapter that collect dues) has not occurred by October 1st of the calendar year to which the dues apply, such member shall be deemed to be non-dues paying and shall accordingly be classified as an Inactive member. International shall advise the relevant Chapter that said member has been classified as an Inactive member as a consequence of non-payment of dues. By agreed between the Chapter and International, notice of the change in membership classification will be sent forthwith to the subject member.
- e) The local Chapter executive shall specifically attempt to reconnect and reinitiate contact with each Inactive member to attempt to reinstate the Inactive member to Active member classification and failing that to acquire an understanding for the inactivity. The International Executive Director and other members of the International Executive Committee will provide all reasonable requested support.

➤ *This amendment would clarify the procedures and timing associated with transferring a member to the Inactive classification of membership dues to non-payment of dues. It would ensure that LAI does not send an invoice for dues payment in one year to a member who has not rendered payment for the prior year. It also indicates that there should be formal contact with a non-dues paying member both to attempt to retain the active member and also to determine the reason for non-dues payment.*

Section 8 **Membership Termination.** A membership in LAI is terminated when: a) the member dies; b) the member resigns by voluntarily delivering a written resignation to the Executive Director or to the local Chapter executive in which case such resignation shall be effective on the date specified in the resignation; c) the member is expelled in accordance with the following paragraph. Upon termination of membership, the person's membership rights automatically cease to exist.

The Board of Governors may expel a member whose conduct may be detrimental to the function or reputation of the Society as determined by the Board of Governors in its sole discretion. In the event the Board of Governors makes a provisional determination that a person's membership in LAI should be terminated, the President, or such other Officer as may be delegated by the Board of Governors, shall notify the member of the Board of Governor's provisional determination and provide an opportunity for the member to forthwith make a written submission to the Board of Governors before the Board of Governors makes a final and irrevocable decision.

Following the Board of Governors final decision to expel a member, the Executive Director shall send such former member a letter of notification of membership termination. Such letter shall request the return of the membership certificate, the return of the member's LAI key pin, and the cessation of use of any representations, mark or insignia of membership status in LAI.

- *This amendment addresses types of termination to include death, letter of resignation and expulsion. The amendment is intended to provide the Board of Governors of LAI with the authority to expel a member who has committed an act(s) which (should the person be permitted to remain a member of the Society) have the potential to harm the reputation and culture of LAI.*

Section 9 Membership Recognition. Members, Retired Members and Emeritus Members of LAI may use in connection with their names, the designation "Member of Lambda Alpha International", "Member of LAI", and "MLAI". International Fellows of LAI may use the designation of "Fellow of LAI", and "FLAI". Persons whose membership in LAI has been terminated shall not use such designations in connection with their names.

- *This amendment authorizes members to use certain designations following their name to denote their membership in the Society.*

- **Article XII Dues and Assessments.** Four new sections are proposed to be added.

Section 5. **International Late Payment of Dues Administrative Fee.** In the event that receipt by International of dues payment from a member that remits dues directly to International, or receipt by a Chapter of dues payment from a members that remits dues directly to a Chapter has not occurred by March 1st of the calendar year to which the dues apply, such member shall be deemed to be late in payment of dues.

International shall assess a late in payment of dues administrative fee both to establish an incentive for prompt payment of dues and to offset the additional costs associated with the work necessitated to collect dues from late in paying members. The quantum of such administrative fee shall be fixed by the Board of Governors and shall not exceed 25 percent of the amount of the International component of the annual dues. A member who is late in payment of dues will be sent a statement notice either by International or by the Chapter requesting immediate payment of the outstanding dues plus the administrative fee.

Any Chapter that collects dues directly from its members and remits the International component of such dues to International shall make such remittance promptly upon receipt of dues payments from its members. Remittance shall include a list identifying the name of the members(s) for whom dues are being remitted. The Chapter invoice to members shall have a due date and shall indicate that in the event that due payment is not received by March 1st an administrative fee equal to the sum of the International and Chapter (if any) administrative fee component shall become payable.

For such Chapters, any dues not received by International for members by April 1st shall be considered late and subject to the International late payment of dues administrative fee. For added clarity, Chapters that

collect dues from members have a period of one month between the March 1st deadline for members' submission of dues on time to the Chapter and the April 1st deadline for remit of dues from the Chapter to International. The Administrative Fee shall be applied by International to all dues not received from Chapters by April 1st.

Section 6. Inactive Member Reinstatement Fee. In the event that a member classified as Inactive notifies a Chapter or International of an intention to return to the Active classification of membership, International shall require the payment of a one-time reinstatement fee in addition to payment of dues for the calendar year in which the change to Active member classification takes effect. The quantum of such reinstatement fee shall be fixed by the Board of Governors and shall not exceed 50 percent of the amount of the International component of the annual dues.

Section 11 Chapter Late Payment of Dues Administrative Fee. Local Chapters that collect dues directly from members and subsequently remit the International dues component to International may impose a late payment of dues administrative fee for a member who has not made payment of dues by a date specified by the Chapter not less than 60 days following the sending of the annual dues invoice to the member. The Chapter may fix the quantum of the fee.

Section 12 Chapter Inactive Member Reinstatement Fee. Local Chapters may impose a fee for the reinstatement of an Inactive member. The Chapter may fix the quantum of the fee.

➤ *This set of amendments in Sections 5, 6, 11, and 12 authorize the Board of Governors to impose an administrative fee for late payment of dues and an administrative fee for reinstatement. These administrative fees are to serve as an incentive to prompt payment, and to help cover the additional administrative costs associated with late payment of dues. The sections address the process associated with those making direct payment to*

International and those making payment directly to Chapters that in turn remit to International the International component of the dues.

Article XIII Contracts, Deposits, Checks and Evidences of Indebtedness.

Section 1 is proposed to be revised.

Section 1. **Contracts.** The International President together with any one of the Executive Director, the International Treasurer or the International Secretary may enter into contracts which duly obligate LAI consistent with its purposes and approved budgets, save and except the entry into of debt obligations and matters respecting any estate or interest in real property.

➤ *This amendment spells out who can approve the execution of contracts on behalf of LAI.*

- **Article XVII Amendment of Bylaws.** These bylaws may be amended by a two-thirds (2/3) vote of the International Board of Governors, provided that written notice of the substance of the proposed amendment has been sent to each member of the Board of Governors at least thirty days prior to the meeting of the Board of Governors at which the amendment is to be considered.

➤ *This amendment changes the number of days from sixty to thirty for circulating proposed bylaw amendments
It also deletes a sentence that requires the President of each local to send a copy of proposed amendments to each members of the local chapter Board of Directors*

Other minor housekeeping amendments:

Article VI Section 8

Article VII Sections 3 & 4

Article VIII Section 5

Article XI Section 5

Article XII Sections 11 & 12

PART TWO: SECTIONS OF THE CURRENT BYLAWS WHICH ARE PROPOSED TO BE AMENDED.

Below is a numerical listing of each section in the current bylaws which is proposed to be amended. The phrase which describes the change can be used to review the rationale for the change which is discussed in the previous section of this notice.

Article V Section 1: Qualification of Membership

Article V Section 2 Inclusivity and Respect

Article V Section 5 Classification of Membership

Article V Section 8 Membership Termination

Article V Section 9 Membership Recognition

Article XII Section 5 (New)

Article XIII Section 1. Contracts

Article XVII Amendment of Bylaws

THE BYLAWS
OF
LAMBDA ALPHA INTERNATIONAL

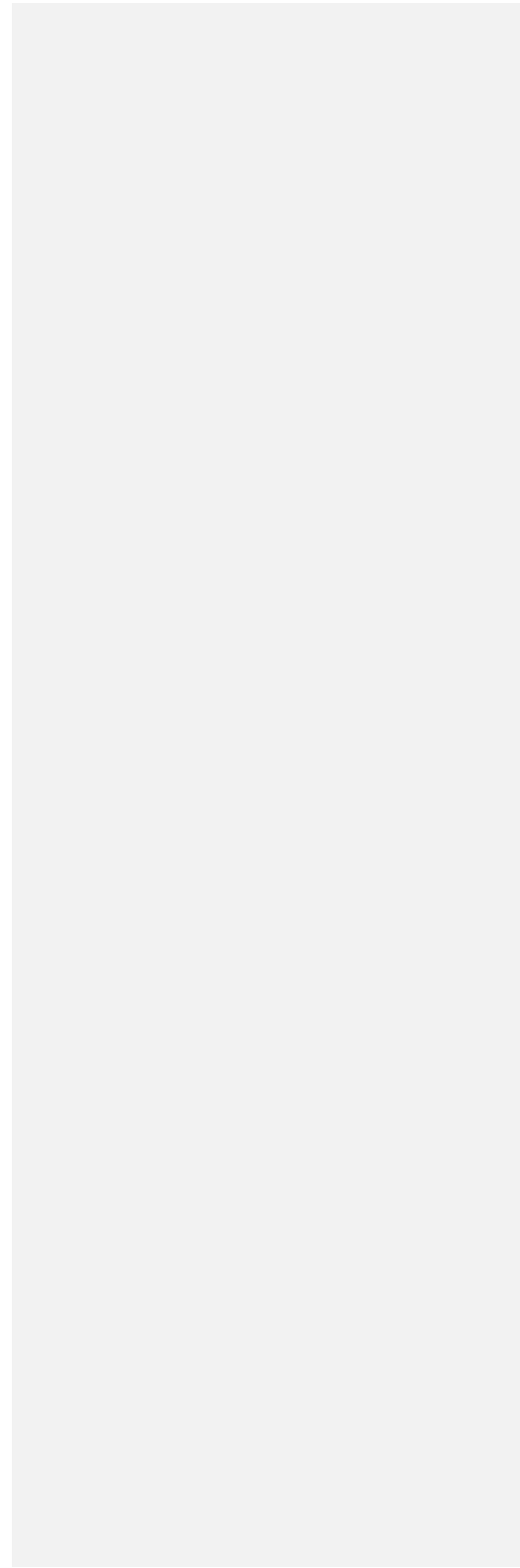


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LAMBDA ALPHA INTERNATIONAL

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BYLAWS
OF
LAMBDA ALPHA INTERNATIONAL

ARTICLE I CORPORATE NAME

The name of this corporation is LAMBDA ALPHA INTERNATIONAL ("~~LAMBDA-ALPHA-LAI~~"). ~~LAMBDA-ALPHA-LAI~~ is an Illinois not-for-profit corporation. Insignia, logos and marks of the Corporation may employ "LAI" as a component of the brand of ~~LAMBDA-ALPHA-LAI~~. Local chapters of ~~LAMBDA-ALPHA-LAI~~ shall apply and use the name ~~LAMBDA ALPHA-LAI~~, its insignia, marks and logo only in accordance with the provisions authorized by ~~LAMBDA-ALPHA-LAI~~ from time to time.

ARTICLE II CORPORATE PURPOSES

~~LAMBDA-ALPHA-LAI~~ is an honorary, non-political professional organization whose purposes are:

1. To recognize and honor men and women in all parts of the world whose achievements have contributed, directly or indirectly, to the advancement of the science of land economics, to a better understanding of the principles of land economics, or to the practical application of such principles in the preservation, development or better utilization of the world's land resources;
2. To encourage and support the study of land economics and support the highest ideals of scholarship and integrity for all fields - professional, business, governmental and academic - in which land economics is studied or practiced;
3. To expand the world's knowledge and understanding of the principles of land economics and encourage and support the application of such principles to both public policy and private endeavor;
4. To take those actions and support those ideas, individually and collectively, which contribute to the enrichment of our urban and rural environment and benefit the quality of human life; and
5. To advance a close working bond and mutual understanding among men and women engaged in all disciplines and activities related to land economics.

ARTICLE III DEFINITION OF LAND ECONOMICS

The term "land economics" is used throughout these Bylaws in its broadest sense and is intended to include the interrelated disciplines and activities of men and women which, directly or indirectly, have a bearing on the use, reuse and sustainability of the land resource, including, but not restricted to its ownership, management, regulation and conservation, as well as the various planning, appraisal, architectural, engineering, legal and financial activities involved in its development, redevelopment and preservation.

As a scientific discipline, land economics seeks the truth for its own sake. When applied to the problems created by the increasing inter-dependence of nations or to the problems of urban growth and change, land economics seeks to further the orderly and scientific sustainable use of the land resource, to the end that the highest and best use of the world's land resources might be achieved and preserved with a just and equitable regard for the needs of those who use and occupy the land and for all private and public interests involved.

ARTICLE IV CORPORATE ORGANIZATION

- Section 1. **Government.** The government of ~~LAMBDA-ALPHA-LAI~~ shall be vested in the International Board of Governors.
- Section 2. **Principal Office.** The principal office of ~~LAMBDA-ALPHA-LAI~~ shall be located at such place as shall be designated from time to time by the International Board of Governors.
- Section 3. **Local Chapters.** To afford the members of ~~LAMBDA-ALPHA-LAI~~ in various geographical areas a suitable instrumentality for close cooperation in achieving the corporate purposes set forth in Article II of these Bylaws, the International Board of Governors has the authority under Article VI of these Bylaws to establish such local chapters, as it may deem necessary or desirable.
- Section 4. **Global Chapter.** To facilitate connections between members of ~~LAMBDA-ALPHA-LAI~~ on global economic issues, to provide a forum for the development of personal relationships and the sharing of knowledge, to reach out to and strengthen bonds between members and local chapters, and despite any other provision of this By-law not expressly referenced herein, the International Board of Governors has the authority under Article VI (B) of these By-laws to establish a 'Global Chapter' upon the terms and conditions as set out herein.

ARTICLE V MEMBERSHIP

- Section 1. **Qualifications for Membership.** ~~To be eligible for membership in LAI, a candidate for membership must: i) have a minimum of ten (10) years duration of professional practice in a field of or related to land economics; ii) be a person of good character and distinguished reputation who is recognized as a contributing citizen within their community; iii) have made an outstanding or noteworthy contribution to the advancement of the science of land economics, to a better understanding of the principles of land economics, or to the practical application of such principles in the development, redevelopment, preservation, or better utilization of the world's land resources.~~ **Qualifications for Membership.** To be eligible for membership in LAMBDA ALPHA-LAI, a candidate for membership must have made an outstanding or noteworthy contribution to the advancement of the science of land economics, to a better understanding of the principles of land economics, or to the practical application of such principles in the development, redevelopment, preservation, or better utilization of the world's land resources. LAMBDA ALPHA-LAI membership is open to men and women of every race, creed, color and national origin.
- Section 2. **Inclusivity and Respect.** ~~Membership in LAI is open to all persons who satisfy the qualifications for membership without discrimination on the basis of gender identification, sexual orientation, racial identification, ethnicity, spoken language, religious affiliation, citizenship or national origin. LAI values and expects highly ethical behaviors by all its members to that demonstrate understanding, respect, tolerance, empathy and good will towards others.~~
- ~~(I find the placement of this new paragraph unfortunate in light of the wording of Section 3; could the new paragraph be placed at the outset, as Section 1? Internal references seem to be maintained OK.)~~ **Practice Experience.** Candidates for LAMBDA ALPHA-LAI membership shall have a minimum of ten (10) years duration of professional practice in a field of or related to land economics.
- Section 3. **Exception.** Despite the foregoing, in rare cases where a candidate has made outstanding and noteworthy contributions in less than the required ten (10) years duration of professional practice, a chapter may submit his/her dossier to the International Secretary for consideration by

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the Executive Committee of ~~LAI Lambda Alpha International~~ and the decision of the Executive Committee regarding membership shall be final.

Section 4.

Proposals for Membership. Each member of ~~LAMBDA ALPHA LAI~~ shall have the right to propose for membership in ~~LAMBDA ALPHA LAI~~ any individual that such member believes is qualified for membership under the criteria set forth in Section 1 above.

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Except for the circumstances in Section 3 above,

- (a) If the principal place of business of an individual proposed for membership ("candidate") is located within the jurisdiction of a local chapter, the proposal shall be submitted to the local chapter.
- (b) If the principal place of business of a candidate is not located within the jurisdiction of a local chapter, the proposal shall be submitted to the International Executive Director. The geographic jurisdiction of each chapter is defined in Article VI, Section 5.
- (c) When the principal place of business of a candidate for membership is located within the jurisdiction of a local chapter, such local chapter shall have the right to determine whether or not the candidate meets the qualifications for membership.
- (d) When the principal place of business of a candidate for membership is not located within the jurisdiction of any local chapter, the International Board of Governors shall have the right to determine whether or not the candidate meets the qualifications for membership.

Section 5.

Classification of Membership. A person who has been elected and initiated into ~~LAMBDA ALPHA LAI~~ is perpetually a member of ~~LAMBDA ALPHA LAI~~ unless he or she formally resigns pursuant to Section 86 below or is expelled from membership. A member receives and can assert has no benefit other than name listing in the records of ~~LAMBDA ALPHA LAI~~ and his or her local chapter unless he or she: (i) holds a membership classification and (ii) pays the dues, if any, required for such classification. The classifications of membership are as follows:

Active Member, ~~LAMBDA ALPHA LAI~~/Local Chapter: A member who currently pays ~~LAMBDA ALPHA LAI~~ AND LOCAL CHAPTER DUES.

Active Member, ~~LAMBDA ALPHA LAI~~ At-Large: A member who currently pays ~~LAMBDA ALPHA LAI~~ At-Large dues.

Inactive Member: A member who does not currently pay dues. Such inactive members do not have the option to be an active member of a local chapter.

Retired Member: A member of ~~LAMBDA ALPHA LAI~~ who, regardless of years as an Active Member, has retired from significant income-producing involvement in work associated with land economics. Determination of retired status rests solely with the individual; and, a member who is in fact retired, but wishes to do so may continue to have Active Member status by paying active member dues.

Emeritus Member: A member who has maintained active status for twenty (20) years, has served in leadership positions at the Chapter or International level; and has retired from professional work associated with land economics. A nomination for Emeritus status may be made by vote of a Chapter's Board and/or by the International Board. The International Board of Governors shall ratify all Emeritus elections. There shall be no International or Chapter dues required for Emeritus Members.

Honorary Member: An individual who by the nature of his or her professional background is not otherwise eligible for nomination and initiation into LAMBDA ALPHALAI but who, by his or her contributions to the furtherance of the mission of LAMBDA ALPHALAI, deserves recognition; Honorary membership may be nominated by a local chapter or by petition of twenty active at-large members of LAMBDA ALPHALAI and elected by the International Board of Governors. Honorary members are not required to pay dues.

International Fellow of LAMBDA ALPHALAI: An active member whose efforts have significantly advanced the purposes, organization, or growth of LAMBDA ALPHALAI. Only the International Board of Governors shall confer fellowship and no more than two fellowships shall be conferred in each calendar year. The title of International Fellow is additive to any other category of membership ~~except Honorary~~. There shall be no International or Chapter dues required for an International Fellow of LAMBDA ALPHALAI.

In addition to the foregoing, the following provisions shall apply to members who fail to pay dues:

- (a) ~~Members in the event that receipt by International of dues payment from a member (or remittance of the International component of dues to International from a Chapter that collects dues), has not occurred by NovemberOctober 1st of the calendar year to which the dues apply, such member shall be deemed to be non-dues paying and shall accordingly be classified as an Inactive Mmember. International shall advise the relevant Chapter that said member has been classified as an Inactive member as a consequence of non-payment of dues. By method agreed between the Chapter and International, notice of the change in membership classification will be sent forthwith to the subject member who had not paid International and/or local chapter dues for two one (21) annual billing cycles and who are not Emeritus, Honorary or International Fellow Members shall be and the same are hereby moved into the category of an "Inactive Member" of LAI;~~
- (b) The International Secretary in conjunction with the Executive Director shall maintain an "Inactive Member" of LAI roster included in the password-protected area of the database. The Inactive Member roster shall be accessible to members in good standing;
- (c) The local chapter shall be responsible for annually updating and advising the LAI Executive Director on or before ~~March NovemberOctober~~ 1 in every calendar year, its membership roster particularly identifying those members whose names are to be transferred to the "Inactive Member" of LAI roster;
- (d) ~~The International Secretary in conjunction with the~~ Executive Director shall review dues records and each fall, prior to creating dues invoices for the ensuing year, transfer to the Inactive Members of LAI database, the names of all such persons identified as Inactive Members; and
- (e) ~~The Executive Director, on the direction of the International Secretary, shall send a letter to each Inactive Member delinquent in dues and shall specify how he/she can transfer to Emeritus or Retired Member status or, choosing to remain inactive, now he/she may reinstate his/her membership onto the Active Member roster of Lambda Alpha LAI International. The local cChapter executive shall specifically attempt to reconnect and reinitiate contact -each Inactive Mmember to attempt to reinstate the Inactive Mmember to Active Mmember classification and failing that to acquire including acquisition of an understanding of the reasons for the inactivity. The International Executive Director and other members of the International Executive Committee will provide all reasonable requested support.~~

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Section 6. **Change of Address.** If a member changes his or her principal place of business to the jurisdiction of another local chapter, such member shall notify the International Executive Director of such change. Upon the giving of such notice, such member shall become a member of the local chapter having jurisdiction over his or her new principal place of business.

If a member changes his or her principal place of business to a location that is not within the jurisdiction of any local chapter, such member shall notify the International Executive Director of such change and, upon the giving of such notice, such member shall become a member-at-large.

If any member-at-large changes his or her principal place of business to a location that is within the jurisdiction of a local chapter, such member shall notify the International Executive Director of such change and, upon the giving of such notice, such member shall become a member of the local chapter having jurisdiction over his or her new principal place of business.

Section 7. **Initiation to Membership.** To become a member of ~~LAMBDA-ALPHA-LAI~~, a candidate for membership must be initiated in accordance with the general requirements of the suggested form of Ritual approved by the International Board of Governors and take the pledge of allegiance as provided therein. ~~With the exception of an Honorary Member or an International Fellow of LAMBDA-ALPHA-LAI, generally a~~ candidate for membership who has been approved for admission to ~~LAMBDA-ALPHA-LAI~~ may not be initiated in absentia, regardless of circumstances.

The suggested form of Ritual must contain the following elements:

1. History of ~~LAMBDA-ALPHA-LAI~~;
2. Purposes of ~~LAMBDA-ALPHA-LAI~~;
3. Explanation of Name;
4. ~~LAMBDA-ALPHA-LAI~~ pledge; and
5. Citation indicating the achievements that qualified the initiate for membership.

Section 8. ~~**Resignation from Membership**~~**Membership Termination.** ~~Although an individual is admitted to membership in LAMBDA ALPHA for life, a member may terminate such membership by submitting his or her resignation in writing to the International Executive Director, directly or through the local chapter executive. A membership in LAI is terminated when: a) the member dies; b) the member resigns by voluntarily delivering a written resignation to the Executive Director or to the local Chapter executive in which case -such resignation shall be effective on the date specified in the resignation; c) the member is expelled in accordance with the following paragraph. Upon termination of membership, the person's membership rights automatically cease to exist.~~

~~The International Board of Governors may expel a member whose conduct which may be detrimental to the function or reputation of the Society as determined by the Board in its sole discretion. In the event that that Board makes a provisional determination that a person's membership in LAI should be terminated, the President, or such other Officer as may be designated by that Board, shall notify the member of the Board of Governor's provisional determination and provide an opportunity for the member to forthwith make a written submission to the Board of Governors before the Board of Governors Board makes a final and irrevocable decision. Following the Board of Governor's final decision to expel a member, the Executive Director shall send such former member a letter of notification of membership termination. Such letter shall request the return of the membership certificate, the return of the person's LAI key pin and the cessation of use of any representations, marks or insignia of membership status in LAI.~~

Section 9 **Membership Recognition.** Members, Retired Members and Emeritus Members of LAI may use in connection with their names the designations "Member of Lambda Alpha International", "Member of LAI" and "MLAI". International Fellows of LAI may use the designation of "Fellow of Lambda Alpha International", Fellow of LAI" and "FLAI". ~~Persons whose membership classification is Inactive or whose membership in LAI has been terminated or placed in abeyance for any reason shall not use such designations in connection with their names.~~

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ARTICLE VI

(A) LOCAL CHAPTERS

- Section 1. **Purpose.** Subject to the requirements hereinafter set forth, the International Board of Governors is authorized to establish, revoke, substitute or dissolve such local chapters, as it may from time to time deem necessary or desirable to afford the members of International Board of Governors a suitable instrumentality for close cooperation in achieving the corporate purposes set forth in Article II of these Bylaws.
- Section 2. **Petition for Charter.** Each Petition to the International Board of Governors seeking a Charter for a chapter **shall** be in such form and shall contain such information, as may be required by the International Board of Governors.
- Section 3. **Issuance of Charter.** Upon receipt of a Petition for Charter from not less than ten (10) active members located within the jurisdiction of a proposed local chapter, the International Board of Governors may, by a two-thirds (2/3) vote, issue a Charter establishing a new local chapter of ~~LAMBDA-ALPHA-LAI~~ provided that no such Charter shall be issued until the local chapter shall first enter into a ~~LAMBDA-ALPHA-LAI INTERNATIONAL~~ Chapter Affiliation Agreement, in such form as is determined from time to time by the International Board of Governors.
- Section 4. **Name.** Each local chapter of ~~LAMBDA-ALPHA-LAI~~ shall be identified by a general description of the geographic territory to be included in its jurisdiction, by the name of an individual who has made an outstanding contribution to the field of land economics, or by such other name as the Board of Governors deems appropriate.
- Section 5. **Territorial Jurisdiction.** Each Charter issued to a local chapter shall indicate the territorial jurisdiction of such local chapter. The territorial jurisdiction of any local chapter may be altered by a two-thirds (2/3) vote, of the International Board of Governors.
- Section 6. **College, University Student Chapters.** The International Board of Governors may adopt policies, rules or regulations for the creation and governance of student chapters of ~~LAMBDA-ALPHA-LAI~~ at colleges and universities. Such policies, rules or regulations may provide for qualifications for membership, initiations, chapter name, fees and dues, faculty advisors, officers, meetings, dissolution and such other matters as the ~~International Board of Governors~~ deems appropriate.
- Section 7. **Chapter Leadership Special Assistance.** The International Board of Governors or the Executive Committee may, at any time either determines that any chapter has an inadequate number of active members to properly carry out the purposes of ~~LAMBDA-ALPHA-LAI INTERNATIONAL~~, take such action as to begin working more closely with the chapter through the appropriate Regional Vice President in order to implement chapter membership development, reorganization of the chapter's Executive Committee, or other activities necessary for the chapter's ongoing overall success. If key members of such chapter, the Regional Vice President and the Executive Committee determine that such chapter is unable to maintain an adequate number of active members or determine that any chapter officer has not properly carried out the functions of his or her office or have acted in a manner inconsistent with the purposes of ~~LAMBDA-ALPHA-LAI INTERNATIONAL~~, the International Board of Governors or the Executive Committee may, by resolution (i) immediately remove such officer and (ii) appoint an active member of such chapter to serve the remainder of the term of the removed officer or revoke the charter of the local chapter, in which latter event all funds of such local chapter shall immediately be transmitted to the International Treasurer. Such funds shall first be used to retire any indebtedness of the revoked local chapter and the balance of such funds shall then be retained by ~~LAMBDA-ALPHA-LAI INTERNATIONAL~~ and used for its corporate purposes, including, but not limited to the redevelopment of the revoked or a substitute chapter.

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Section 8. **Organization.** Local chapters chartered after January 1, 1994 shall generally be incorporated under state or equivalent or federal or equivalent foreign law. Each chapter shall adopt chapter bylaws, which shall be generally consistent with the Standard Chapter Bylaws. The Bylaws and any amendments thereto of each local chapter chartered shall be subject to the review and consideration of the International Board of Governors.

Section 9. **Provisional Affiliations.** The International Board of Governors may adopt policies, guidelines and rules to LAMBDA-ALPHA-LAI and its local chapters to enable the attraction of individuals or entities not eligible for membership in LAMBDA-ALPHA-LAI, as it determines appropriate.

ARTICLE VI (B) GLOBAL CHAPTER

Section 1. **Purpose.** Subject to the requirements hereinafter set forth, the International Board of Governors hereby constitutes and establishes a 'Global Chapter' as a suitable instrumentality for the close cooperation of members and as between local chapters in achieving the corporate purposes set forth in Article II of these By-laws.

Section 2. **Global Chapter Leadership and Term of Office.** The International Board of Governors shall not less frequently than each Biennial Election as provided for in Article X hereof, appoint with the advice of the International Nominating Committee, individuals to fill the position of Global Chapter responsibilities identified and described in Section 4 hereof.

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Section 3. **Membership.** Every member of LAMBDA-ALPHA-LAI in any classification of membership provided for in Article V, Section 5 may be a member of the Global Chapter on such terms and conditions as the International Board of Governors shall from time to time prescribe. Despite the foregoing, by special invitation or application approved by the International Executive Committee, an individual or organization without membership representation in LAMBDA-ALPHA-LAI may be provided access to the services and offerings of the Global Chapter on such terms and conditions as the International Executive Committee may from time to time prescribe.

Section 4. **Structure.** The affairs, functions, programs and undertakings of the Global Chapter shall be the responsibility of the offices and their descriptions as hereinafter listed subject to the term limit specified in Article VIII, Section 14:

(a) **Global Chapter Chair.** The Global Chapter Chair shall be the Chief Administrative Officer of the Global Chapter and preside at all meetings, in whatever format, of the Global Chapter. The Chair shall supervise and direct the activities of the Global Chapter subject to the declared policies and directions of the International Board of Governors and shall perform all other duties usual to such office. The Chair, with the advice of the other office holders of the Global Chapter shall prepare and support an annual budget for the Global Chapter and shall report annually in the fall to the International Board of Governors concerning the activities of the Global Chapter.

(b) **Global Chapter Membership Coordinator.** The Global Chapter Membership Coordinator with the assistance of the International Executive Director and the International Secretary shall be responsible for the maintenance and growth of the Global Chapter membership roster including promoting ease of access between members and local chapters through the provision and outreach of such vehicles for exchanges as may facilitate the objectives of LAMBDA-ALPHA-LAI, including the provision of electronic platforms and such other forums or devices for contact as may be appropriate, approved and funded in the annual budget request of the Global Chapter provided to the International Board of Governors.

(c) **Global Chapter Communications and Programs Coordinator.** The Global Chapter Communications and Programs Coordinator with the assistance of the Executive Director and the International Scribe, shall be responsible for the identification and conduct of outreach to members and local chapters, including the provision of programs, communiques, issue forums, webinars, power point presentations, videos and other forms of website and other communications and educational exchanges, all designed to serve Global Chapter members, local chapters and the goals and objectives of LAMBDA-ALPHA-LAI.

Section 5. **Rights, Privileges, Powers and Reporting Responsibilities.** The Global Chapter Chair, Global Chapter Membership Coordinator and Global Chapter Communications and Programs Coordinator shall be members of ~~LAMBDA-ALPHA-LAI~~ and may be a member of the International Executive Committee, a local chapter executive, an officer Assistant of ~~LAMBDA-ALPHA-LAI~~, a chair or member of a Committee thereof, or an officer of the Land Economic Foundation, but in any event shall be entitled to all the rights and privileges attendant such office except voting rights, unless otherwise prescribed by this By-law. The Global Chapter shall report directly to the International Executive Committee and shall be included on the agenda of all meetings of the International Executive Committee of ~~LAMBDA-ALPHA-LAI~~ except for special purpose meetings not involving the Global Chapter or as are otherwise privileged. The Global Chapter may make Rules for the conduct of its activities subject to the approval thereof by the International Executive Committee.

Section 6. **Organization.** The Global Chapter shall be an organized adjunct to ~~LAMBDA-ALPHA-LAI~~, unincorporated but subject to the reporting and approval provisions prescribed herein and the specific provisions of Articles XII, XIII and XVI hereof.

The International President and the International Executive Director shall do all acts, manner and things necessary to provide for the constitution, service and notarization of the 'Global Chapter' constituted hereby, including the provision of facilities, services and matters to identify and conduct the activities thereof.

The International Executive Committee shall have the authority to determine and appoint interim office holders to constitute the offices of the Global Chapter in accordance with the provisions hereof to hold office until the 2017 Biennial Election.

ARTICLE VII INTERNATIONAL BOARD OF GOVERNORS

Section 1. **Government of Corporation.** The International Board of Governors shall exercise all of the powers of this corporation.

Section 2. **Composition.** The International Board of Governors shall consist of the President; the immediate Past President; the Vice President; the five (5) Regional Vice Presidents; the Secretary; the Treasurer; the Historian; the Scribe; the current President of each local chapter; and not more than two at-large members, each of whom shall be, during his or her term of office, an active member of ~~LAMBDA-ALPHA-LAI~~. The International Board of Governors shall appoint the at-large members at its first meeting following the biennial election of the Executive Committee. If any at-large member, during his or her term of office, dies, resigns or fails to meet the above qualifications, the International Board of Governors shall appoint, for the balance of the term, a replacement at-large member.

Section 3. **Meeting.** The International Board of Governors shall meet at least annually. In absences of any special circumstances, the meeting held during the fall shall be designated the annual meeting. Meetings(s) of the International Board of Governors, including the meetings held pursuant to Article X, shall be held at a time and place designated by the International President with the approval of the Board. Notice of the time and place of each Meeting shall be given to each member of the Board not less than sixty (60) days prior to the date of such Meeting(s). To the extent that items of business to be considered at a Meeting(s) are known ~~thirty-fifteen (3015)~~ days prior to the Meeting(s), notice of such items of business shall be ~~given-sent~~ to each member of the Board not less than ~~thirty-fifteen (3015)~~ days prior to the date of said Meeting(s).

Section 4. **Special Meetings.** Special meetings of the International Board of Governors may be called by the International President or by any five members of the Board. Notice of the time and place of a special meeting of the Board shall be given to each member of the Board not less than ~~twenty-seven (207)~~ days prior to the date of such ~~face-to-face~~ special meeting. Each

such notice must set forth the purpose of the special meeting and the business to be transacted at such meeting.

Section 5. **Quorum.** A majority of the members of the International Board of Governors shall constitute a quorum.

Section 6. **Conduct of Business.** Business meetings of the International Board of Governors shall be conducted by the International President in accordance with the latest edition of Roberts Rules of Order. The International President may, in his or her discretion, (i) permit members (other than members of the International Board of Governors) to address the International Board of Governors, and (ii) place a reasonable time limit on any such address. Only members of the International Board of Governors may introduce motions, have the privileges of the floor and vote at any business meeting of the International Board of Governors. All Board of Governor's Meetings shall be open to active members.

Section 7. **Vote Required.** Except as provided elsewhere in these Bylaws, any action of the International Board of Governors shall be determined by a majority vote.

Section 8. **Electronic Meetings.** If all of the International Board of Governors present at or participating in a general or special meeting consent, a meeting of the International Board of Governors or of a committee of the International Board of Governors may be attended upon or held by means of such telephone, electronic or other communication facilities as permit all persons participating in the meeting to communicate with each other simultaneously and instantaneously, and a member of the International Board of Governors or committee participating in such a meeting by such means is deemed to be present at the meeting. Any such consent shall be effective whether given before or after the meeting to which it relates and may be given with respect to all meetings of the International Board of Governors and of committees of the International Board of Governors while a member thereof holds office.

ARTICLE VIII INTERNATIONAL OFFICERS

Section 1. **Election of Officers.** The elected officers of LAMBDA-ALPHA-LAI shall be elected by a majority vote of the delegates authorized to vote at the biennial election meeting of the Board of Governors as provided in Article X.

Section 2. **Tenure of Officers.** Each elected officer of LAMBDA-ALPHA-LAI shall serve for a period of approximately two years commencing upon the first Monday immediately following the date of the adjournment of the biennial election meeting at which he or she was elected and expiring on the last Sunday following the next biennial election meeting, provided that his or her successor has been duly elected and qualified.

Section 3. **Vacancies.** If a vacancy occurs in any office created hereunder except the office of International President, such vacancy shall be filled for the unexpired term by the International Board of Governors.

Section 4. **Removal of Officers.** As provided in the statutes of the State of Illinois governing Illinois not for profit corporations, any elected or appointed officer of the corporation may be removed from office by the Board of Governors, or the persons authorized to elect or appoint such officer whenever in their judgment the best interests of the corporation will be served thereby.

Section 5. **International President.** The International President shall be the Chief Executive Officer of LAMBDA-ALPHA-LAI and shall preside at all meeting of the International Board of Governors, the biennial elections meeting and the International Executive Committee. The President shall supervise and direct the activities of LAMBDA-ALPHA-LAI subject to the declared policies and

direction of the International Board of Governors and shall perform all other duties usual to such office. The President shall also be responsible for liaison with the Trustees of the ~~Lambda~~ AlphaLand Economics Foundation and shall make periodic reports to the International Board of Governors concerning the activities of the Foundation.

Section 6. **International Vice President.** The International Vice President shall act as the representative of the International President in such matters as the President may assign to the Vice President and shall perform the duties of the President in the event of the President's death, absence or disability.

Section 7. **Regional Vice Presidents and Assistant Regional Vice Presidents.** There shall be five (5) Regional Vice Presidents:

Regional Vice President, Eastern North America,
Regional Vice President, Central North America,
Regional Vice President, Western North America,
Regional Vice President, Asia Pacific, and
Regional Vice President, Europe and Middle East

The International President shall from time to time determine the boundaries of each region. Each Regional Vice President shall perform such duties as shall be assigned to him or her by the International President. There shall be, for each Regional Vice President, no more than two (2) Assistant Regional Vice Presidents, each of whom shall perform such duties as shall be assigned to him or her by the Regional Vice President with whom he or she is affiliated.

Section 8. **International Secretary.** The International Secretary shall be responsible for the maintenance of the International Membership Roster in a format prescribed by the International Board of Governors and shall distribute such Membership Roster to the membership not less than once annually. The Secretary shall also be responsible for the preparation and distribution of the minutes of all business meetings of the International Board of Governors, and the International Executive Committee. With the approval of the International President, these duties may be partially delegated to the International Assistant Secretary or the International Executive Director.

Section 9. **International Assistant Secretary.** The International Assistant Secretary shall act as the representative of the International Secretary in such matters as the Secretary may assign to the Assistant Secretary.

Section 10. **International Treasurer.** The International Treasurer shall maintain such books and records as will provide an accurate accounting of all funds received and disbursed by ~~LAMBDA-ALPHA~~ LAI (as distinct from the receipts and disbursements of the local chapters) in accordance with Generally Accepted Accounting Principles. The Treasurer shall also be responsible for the preparation of an annual financial report that shall be submitted to the International Board of Governors no later than March 1 (of the succeeding calendar year). The Treasurer shall prepare a budget for the ensuing year to be presented at each fall business meeting of the International Board of Governors. With the approval of the International President, these duties may be partially delegated to the International Assistant Treasurer or the International Executive Director.

Section 11. **International Assistant Treasurer.** The International Assistant Treasurer shall act as the representative of the International Treasurer in such matters as the Treasurer may assign to the Assistant Treasurer.

Section 12. **International Historian.** The International Historian shall be responsible for the preservation of the archives and historical records of ~~LAMBDA-ALPHA~~ LAI and shall administer and monitor the Agreement between ~~LAMBDA-ALPHA~~ LAI and the Archivist. With the approval of the

International President, these duties may be partially delegated to the International Assistant Historian or the International Executive Director.

- Section 13. **International Scribe.** The International Scribe shall be responsible for the preparation of a [LAMBDA-ALPHA-LAI](#) newsletter that is designed to serve as the principal means of communication between International Headquarters and the local chapters. The Scribe shall also be responsible for the [LAMBDA-ALPHA-LAI](#) website and such other publications as may from time to time be authorized by the International Board of Governors. With the approval of the International President, these duties may be partially delegated to the International Assistant Scribe or the International Executive Director.
- Section 14. **Eligibility for Office.** Each active member shall be eligible to be nominated and elected to any International office; provided, however, that the International President shall not be eligible to serve more than one consecutive term. Each elected Officer of [LAMBDA-ALPHA-LAI](#), may serve a maximum of ten years, provided that the International President may serve an additional two years as the International Past President and provided also that time served as an Assistant Officer shall not apply to the ten year maximum.
- Section 15. **Voting Rights.** In the event that an elected officer of [LAMBDA-ALPHA-LAI](#) with voting privileges cannot attend a meeting of the International Board of Governors or any committee thereof, his or her Assistant Officer in attendance shall have full voting rights for the Meeting.

ARTICLE IX INTERNATIONAL STAFF

- Section 1. **International Executive Director.** The International Executive Director may be an individual, a partnership or a corporation and shall be appointed by the International President, subject to the approval of the International Board of Governors. The terms of the Executive Director's engagement shall be set forth in a written agreement approved by the International Board of Governors.

The International Executive Director shall be in charge of the International Headquarters and shall administer the business affairs of [LAMBDA-ALPHA-LAI](#) under the direction of the International President. The Executive Director shall be responsible for maintaining liaison with the local chapters and members-at-large and keeping accurate records relating to the current membership. The Executive Director shall also attend all formal meetings of the International Board of Governors, and the International Executive Committee and take the minutes thereof under the direction of the International Secretary. The Executive Director shall also perform such other duties as may be assigned to the Executive Director by the International President or as may be assigned to the Executive Director by other officers of the corporation with the approval of the President.

ARTICLE X INTERNATIONAL ELECTIONS

- Section 1. **Biennial Elections.** In 1983 and each second calendar year thereafter, [LAMBDA-ALPHA-LAI](#) shall hold an election of officers to the Executive Committee, such election and associated business meeting to be held biennially in the fall.
- Section 2. **Voting Procedure.** For the biennial election of new officers each member of the Board of Governors shall be entitled to one vote.
- Section 3. **Voting Authorization.** For clarity to the voting as outlined in section 2, each candidate for election as an officer or director to the Executive Committee who is a voting member of the

current Board of Governors is entitled to vote at any such election. Each member of the Executive Committee shall be entitled to one vote. No voting shall be permitted by proxy.

ARTICLE XI INTERNATIONAL COMMITTEES

Section 1. **International Executive Committee.** The International Executive Committee shall consist of the President, Vice President the five (5) Regional Vice Presidents, the Immediate Past President, the Secretary, the Treasurer, the Historian and the Scribe. The President shall be the Chair of the Executive Committee. The Executive Committee shall meet annually at such time and place as the President may determine. Special meetings of the Executive Committee may be called by the President with the approval of not less than three other members of the Executive Committee.

Despite the composition of the Executive Committee as provided for in this section, the Chair of a Standing or Special Committee that is not on the Executive Committee, or his or her designate, may attend and enjoy the rights and privileges of a member of the Executive Committee and vote on any matter, report or agenda item that is properly before the Executive Committee provided that the subject matter thereof arises from or is directly related to the work of his or her Standing or Special Committee.

The Executive Committee shall have and exercise the powers of the International Board of Governors in the management of the corporation between the meetings of the International Board of Governors; provided, however, that the Executive Committee shall not have the power to alter or amend the Bylaws; elect, appoint or remove any member of the Executive Committee or any director or officer of the corporation; adopt a plan of merger or a plan of consolidation with another corporation; authorize the sale, lease, exchange or mortgage of all or substantially all of the property and assets of the corporation; amend, alter or repeal any resolution of the International Board of Governors, which by its terms provides that it shall not be amended, altered or repealed by the Executive Committee; or take any action that is not authorized by the provisions of the General Not for Profit Corporation Act of the State of Illinois.

Business meetings of the Executive Committee shall be conducted in accordance with the latest edition of Roberts Rules of Order. A majority of the Executive Committee shall constitute a quorum for the transaction of business. Such meetings may be held in person, or by any method of communication by means of which all participating can communicate with each other simultaneously.

Section 2. **International Standing Committees.** The standing committees of ~~LAMBDA ALPHA I~~ shall be as follows:

1. International Archives Committee;
2. International Awards Committee;
3. International Bylaws Committee;
4. International Finance Committee;
5. International New Chapter Development Committee;
6. International Nominating Committee;
7. International Publications Committee;
8. International Public Relations Committee; and
9. International Chapter Services Committee

Section 3. **Appointment of Standing Committees.** Except as otherwise provided in these Bylaws, the International President with the consent of the International Board of Governors shall appoint the Chair and each member of a standing committee. Such appointments shall be made as soon as

possible following the President's election to office and the appointees shall serve at the pleasure of the International President.

Section 4. **International Archives Committee.** The International Archives Committee shall consist of the International Historian, the International Assistant Historian and such additional members, as the President shall deem appropriate. The Historian shall serve as Chair of the Archives Committee and the Assistant Historian shall serve as Vice Chair. This committee shall be responsible for securing books, articles, manuscripts and other published materials relating to the subject of land economics that were written or collected by members of ~~LAMBDA~~ ~~ALPHA~~ ~~AI~~; classifying all such materials; and forwarding all such materials to the Archivist for deposit in the Lambda Alpha Literary Archives.

Section 5. **International Awards Committee.** The International Awards Committee shall consist of a Chair and such additional members, as the President shall deem appropriate. This committee shall oversee and provide direction and advice for planning, supervising and coordinating the business meetings and associated activities of the Board of Governors.

Section 6. **International Bylaws Committee.** The International Bylaws Committee shall consist of a Chair, and such additional members, as the President shall deem appropriate. This committee shall review all suggested addition to, or amendment of, these Bylaws and shall report its comments and suggestions to the International Executive Committee and the International Board of Governors. The International Bylaws Committee shall also prepare Standard Chapter Bylaws that conform to the requirements of these Bylaws and make such Standard Chapter Bylaws available to each local chapter. The Standard Chapter Bylaws (and any changes thereof recommended by the International Bylaws Committee) shall be subject to the approval of the International Board of Governors. ~~LAMBDA ALPHA AI INTERNATIONAL~~ shall review the Bylaws actually adopted by each local chapter to ascertain whether such Bylaws do, in fact, comply with the requirements of these Bylaws and the Standard Chapter Bylaws and shall report such determination and recommendation to the International Board of Governors.

Section 7. **International Finance Committee.** The International Finance Committee shall consist of the International Treasurer, the International Assistant Treasurer and such additional members, as the President shall deem appropriate. The Treasurer shall serve as Chair of the Finance Committee and the Assistant Treasurer shall serve as Vice Chair. The Finance Committee shall periodically review the financial status of the corporation and make such recommendations to the International Board of Governors, as the Finance Committee deems appropriate.

Section 8. **International New Chapter Development Committee.** The International New Chapter Development Committee shall consist of a Chair, the Assistant Regional Vice Presidents for their respective regions and such additional members, as the President shall deem appropriate. This committee shall be responsible for helping members-at-large organize local chapters in geographic areas that currently are not within the jurisdiction of any local chapter. In addition, if the principal place of business of a candidate for membership is not located within the territorial jurisdiction of a local chapter, the new Chapter Development Committee shall review the proposal for membership relating to such candidate and submit its recommendation to the International Board of Governors.

Section 9. **International Nominating Committee.** The International Nominating Committee shall consist of the immediate Past President, current President, current Vice President, and four other active members who are not current members of the Executive Committee. The Immediate Past President shall serve as Chair of the Nominating Committee. The Nominating Committee shall nominate one or more individuals for each International office, and, with the advice and consent of the President and the current Vice President, for the Chair of any Standing or Special Committee of ~~LAMBDA ALPHA AI~~ to be filled at the biennial election meeting and shall mail a copy of its report to the International Executive Director and to each member of the International Board of Governors at least sixty (60) days prior to the biennial election meeting.

- Section 10. **International Publications Committee.** The International Publications Committee shall consist of the International Scribe, the International Assistant Scribe and such additional members, as the President shall deem appropriate. The Scribe shall serve as Chair of the Publications Committee and the Assistant Scribe shall serve as Vice Chair. The Publications Committee shall be responsible for the publication of International KeyNotes and such other publications as may from time to time be authorized by the International Board of Governors.
- Section 11. **International Public Relations Committee.** The International Public Relations Committee shall consist of a Chair and such additional members, as the President shall deem appropriate. The committee shall be responsible for the development and distribution of media information and other Public Relations function, as may be deemed appropriate by the President or the Board of Governors.
- Section 12. **International Chapter Services Committee.** The International Chapter Services Committee shall consist of a Chair being the International First Vice-President, the Regional Vice-Presidents for each of the geographical areas constituted by ~~Lambda Alpha LAI International~~ from time to time, the International Treasurer and such additional members as the President shall deem appropriate. It shall be the objective of the Chapter Services Committee to encourage, foster and direct closer relations between the Chartered chapters of ~~Lambda Alpha LAI International~~, of the LAI Executive Committee and Board of Governors. The Committee's efforts will include regular contact with Chapter Presidents and Chapter Executive Members. Wherever possible, Regional Vice-Presidents will endeavor to solicit areas for improved services from local chapters within their respective territorial areas, as well as attending local chapter meetings. Additionally, the Committee shall oversee all ~~Lambda Alpha LAI International~~ Membership processes and procedures and make recommendations to the Board of Governors regarding membership policies and procedures. The Committee shall report on its activities and at all regularly scheduled meetings of the LAI Executive Committee and/or Board of Governors.
- Section 13. **International Special Committees.** The International President may appoint such Special Committees, as he or she may deem appropriate.

ARTICLE XII DUES AND ASSESSMENTS

- Section 1. **International Dues.** In each calendar year, the International Board of Governors shall, fix the amount of the annual dues for the succeeding calendar year of each of the classifications of membership set forth in Article V, Section 3. The Board may fix reduced, or no, annual dues for active members residing outside of the United States or Canada.

Despite the foregoing, the Executive Director shall at each two year interval from and after January 1, 2018, bring to the Board of Governors a proposal to increase the amount of annual dues for that and the succeeding calendar year for each of the classifications of membership set forth in Article V, Section 3 by the amount of the increase in the United States of America Consumer Price Index - U (CPI – U, all urban consumer group index) in the previous two year interval, such dues increase to be set at the nearest dollar.

Invoices for membership dues shall be prepared and mailed by December 1. Unless confirmed otherwise only by a chapter that has consistently prepared dues invoicing locally, the International Executive Director shall prepare and mail all invoices for International and local chapter dues and optional Land Economic Foundation contributions. Local chapter dues collected by the International Executive Director shall be remitted to the appropriate local chapters within 30 days of receipt. International dues continuing to be collected by local chapters shall be remitted to the International Executive Director within 30 days of receipt.

Section 2. **International Initiation Fee.** The International Board of Governors shall, from time to time, fix the amount of the International Initiation Fee to be charged to each new member of ~~LAMBDA~~ ~~ALPHA LAI INTERNATIONAL~~. The Board may fix reduced, or no, Initiation Fees for new members residing outside of the United States or Canada.

Despite the foregoing, the Executive Director shall at each two year interval from and after January 1, 2018, bring to the Board of Governors a proposal to increase the amount of the International Initiation Fee for that and the succeeding calendar year for each new member of ~~LAMBDA~~ ~~ALPHA LAI INTERNATIONAL~~ by the amount of the increase in the United States of America Consumer Price Index – U (CPI – U, all urban consumer group index) in the previous two year interval, such fee increase to be set at the nearest dollar.”

International Initiation Fees shall include International membership dues for the year each active member is initiated. If a new member is initiated as prescribed by this bylaw after October 1, the International Initiation Fee shall include International membership dues for the following calendar year.

The International Executive Director may, with the advice and consent of a local Chapter, collect either or both the International Initiation Fee and the local Chapter Initiation Fee and first year Chapter dues, if any, to be paid by each new member whose principle place of business is located within the territorial jurisdiction of such local Chapter.

Where a local Chapter orders and receives from the Executive Director new member initiation insignia, the local Chapter is responsible to International for the new member International Initiation Fee, in the event that the fee has not been paid by the new member.

Section 3. **International Special Assessments.** The International Board of Governors may, from time to time, levy a special assessment upon all active members to create a special reserve fund for a specific purpose or to pay the cost of specific activity or project, provided that notice of the intention to consider the levy of such special assessment has been given to all active members not less than sixty (60) days prior to the meeting of the Board at which the levy of such special assessment is to be considered, and provided further that the levy of any such special assessment is approved by two-thirds (2/3) vote at a meeting of the International Board of Governors.

The due date (or due dates) for the payment of any special assessment levied by the International Board of Governors shall be determined by the Board at the time that such special assessment is approved.

Section 4. **Fiscal Year.** The fiscal year of this corporation is the calendar year.

Section 5. **International Late Payment of Dues Administrative Fee.** In the event that receipt by International of dues payment from a member that remits dues directly to International, or receipt by a Chapter of dues payment from a members that remits dues directly to a Chapter has not occurred by March 1st of the calendar year to which the dues apply, such member shall be deemed to be late in payment of dues.

International shall assess a late in payment of dues administrative fee both to establish an incentive for prompt payment of dues and to offset the additional costs associated with the work necessitated to collect dues from late in paying members. The quantum of such administrative fee shall be fixed by the Board of Governors and shall not exceed 25 percent of the amount of the International component of the annual dues. A member who is late in payment of dues will be sent a statement notice either by International or by the Chapter requesting immediate payment of the outstanding dues plus the administrative fee.

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Any Chapter that collects dues directly from its members and remits the International component of such dues to International shall make such remittance promptly upon receipt of dues payments from its members. Remittance shall include a list identifying the name of the members(s) for whom dues are being remitted. The Chapter invoice to members shall have a due date and shall indicate that in the event that due payment is not received by March 1st an administrative fee equal to the sum of the International and Chapter (if any) administrative fee component shall become payable. For such Chapters, any dues not received by International for members by April 1st shall be considered late and subject to the International late payment of dues administrative fee. For added clarity, Chapters that collect dues from members have a period of one month between the March 1st deadline for members' submission of dues on time to the Chapter and the April 1st deadline for remit of dues from the Chapter to International. The Administrative Fee shall be applied by International to all dues not received from Chapters by April 1st.

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Section 6. In the event that a member classified as Inactive notifies a Chapter or International of an intention to return to the Active classification of membership, International shall require the payment of a one-time reinstatement fee in addition to payment of dues for the calendar year in which the change to Active member classification takes effect. The quantum of such reinstatement fee shall be fixed by the Board of Governors and shall not exceed 50 percent of the amount of the International component of the annual dues.

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Section 7. **Supervision of Local Chapter.** The International Board of Governors shall have the right to prescribe uniform rules and procedures controlling the business and financial activities of local chapters, including, but not restricted to record keeping requirements, reporting requirements and requirements relating to the filing of proper tax or information returns.

Section **86.** **Chapter Dues.** In each calendar year, the Board of Directors of a local chapter shall, by a majority vote of the members of the Board present and voting at a quorum meeting, fix the amount of the annual dues of active members of the local chapter for the succeeding calendar year.

Section **97.** **Local Chapter Initiation fees.** A local chapter may charge an Initiation fee to a new member of the chapter.

Section **108.** **Local Chapter Special Assessments.** A local chapter may levy a special assessment upon the members of the local chapter without the prior consent of the International Board of Governors.

Section **11** **Chapter Late Payment of Dues Administrative Fee.** Local Chapters that collect dues directly from members and subsequently remit the International dues component to International may impose a late payment of dues administrative fee for a member who has not made payment of dues by a date specified by the Chapter not less than 60 days following the sending of the annual dues invoice to the member. The Chapter may fix the quantum of the fee.

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Section **12** **Chapter Inactive Member Reinstatement Fee.** Local Chapters may impose a fee for the reinstatement of an Inactive member. The Chapter may fix the quantum of the fee.

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ARTICLE XIII CONTRACTS, DEPOSITS, CHECKS AND EVIDENCES OF INDEBTEDNESS

- Section 1. **Contracts.** ~~The International Board of Governors may, from time to time, by a two-thirds (2/3) vote, ratify or approve a contract obligating the corporation to enter into a contract. Written notice of the intention to consider such contract or contractual obligation shall be given to all active members not less than sixty (60) days prior to the meeting of the Board at which such contract or contractual obligation is to be considered. The International President together with any one of the Executive Director, the International Treasurer or the International Secretary may enter into contracts which duly obligate LAI consistent with their purposes and approved budgets. Extra-budgetary matters, matters involving save and except the entry into of long term debt obligations, and matters respecting any estate or interest in real property require approval of the Board of Governors.~~
- Section 2. **Deposits.** All funds of the corporation shall be deposited from time to time to the credit of the corporation in such banks, trust companies and other depositories as the International Board of Governors may select.
- Section 3. **Checks and Evidences of Indebtedness.** All checks and other orders for the payment of money and all noted and other evidences of indebtedness issued in the name of the corporation shall be signed by such officer or officers, agent or agents of the corporation as shall from time to time be determined by the International Board of Governors.

ARTICLE XIV CORPORATE SEAL

The corporate seal of this corporation shall be in such form as may be selected from time to time by the International Board of Governors.

ARTICLE XV RULES OF ORDER

- Section 1. **Roberts Rules of Order.** In all situations where the provisions of Roberts Rules of Order do not conflict with the provisions of the General Not For Profit Corporation Act of the State of Illinois, as amended, or these Bylaws, the latest edition of Roberts Rules of Order shall be recognized as the authority governing the conduct of all meetings of the corporation, including, but not restricted to the meeting of the International Board of Governors, the International Executive Committee and all standing and special committees.

ARTICLE XVI INDEMNIFICATION OF DIRECTORS, OFFICERS, EMPLOYEES AND AGENTS

~~LAMBDA Alpha LAI~~ shall indemnify current and former officers, directors, employees and agents with respect to claims brought against them in those capacities (a) as required by law, and (b) as permitted by law to the extent that such indemnification obligations are covered, both as to scope and as to policy limits, by a policy of insurance purchased by LAMBDA APLHA.

ARTICLE XVII AMENDMENT OF BYLAWS

These Bylaws may be amended by a two-thirds (2/3) vote of the International Board of Governors, provided that written notice of the substance of the proposed amendment has been

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sent to each member of the Board at least ~~sixty~~thirty (~~60~~30) days prior to the meeting of the Board at which the amendment is to be considered. ~~Upon receipt of any such notice the President of each local chapter shall promptly mail a copy of such notice to each member of his or her local chapter Board of Directors.~~

Dated: March 27, 2003
Revised: June 17, 2009
Revised: October 15, 2014
Revised: October 1, 2015
Revised: April 27, 2017

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Treasurer's Report & Finance Committee



MEMORANDUM

TO: Board of Governors
LAI Executive Committee

FROM: Sheila D. Harris, PhD, LAI International Treasurer
Gregg Robinson, LAI International Assistant Treasurer

Subject: 2018 Current Financial Report and Proposed 2019 Budget

Date: October 9, 2018

This memorandum provides the current and projected financial report of LAI for 2018, and the proposed budget for 2019. Costs and revenues have been examined and the accompanying documents can be found on pages 7 and 8 of the board book.

2018

The approved budget for 2018 indicated total revenue of \$421,090. Our actual revenue as of August 31, 2018, is \$288,688, just 68 percent of our budget. This however is not uncommon. This report that was prepared last year at approximately this time of the year we had received only 62 percent of our projected budget.

Current revenues are significantly below our budget, but membership fees from approximately 600 members had not been received by August 31st, the date of actual revenues reflected in the 2019 Proposed Budget document. By September 25th this number was reduced to 374 members. Additionally, payment of 27 new members from the Ely Chapter were not received by August 31st either. We are confident that these dues will be paid and our expenses will not be greater than our revenues. It is important to remember that membership dues are our primary source of income. Timely payment of dues is needed for our financial viability and stability.

The AUM, Madrid and Tokyo chapters consistently are not remitting dues on a timely basis. However, the good news is that membership in 2017 (the most recent full year of data) was up by 63 members to 2,302 from 2,239 members in 2016 and 2,247 in 2015. 2014 was our banner year for membership at 2,434, the highest in recent history (2004-2017.) In 2011, there were only 1,797 members.

The Income Statement for 2018 reflects eight months of income and expenses. One major change to the budget this year from previous years, is the income and expenses from the LEWs are not included. This streamlined budget will help LAI better track operational costs. LEW budgets will be proposed and approved by the Board of Governors, for each LEW and no longer be included in the overall LAI budget.

2019

The proposed budget for 2019 is \$323,999. The revenue assumption is that the same number of members of 2017 (2,302) will renew membership in 2019. The dues amount includes the five dollar (US) increase from the previous year. Additional International dues are voted by the Board of Governor's every two years and any additional increases will be considered next year.

The assumptions regarding this budget are as follows:

- 2,302 members as in 2017 – the last year we have a full calendar year of data
- \$75 per person, one -time initiation fee for each new member – 200 new members
- Reduction in budget for Chapter Assistance from \$17,500 to \$12,500, which is still six times greater than the funds in that line item have been expended to date
- Slight reduction in LAI Officer and staff travel from \$21,000 to \$19,000. Not quite \$10,000 has been spent to date in that line item.
- Member Communication/Marketing contract has been kept at \$5,000
- Costs for attending Board of Governor meetings has been reduced by \$15,000 to reflect actual costs
- New Chapter funding has been increased from \$10,000 to \$24,000 for the creation of three additional chapters in 2019

Should the Board not approve the \$75 initiation fee, which assumes there will be 200 new members or an additional \$15,000 to our revenue projections, this budget will still be balanced. Should the Board approve the initiation fee increase, those funds can be allocated to priorities of the Board.

One additional item that is of note, is that the membership management software is in dire need of upgrading. Tim Youmans has been spearheading an effort to determine the needs, develop a scope of work and identify possible entities to provide the service. Tim will provide a presentation of this software need at the meeting of the Board of Governors at the Orange County meeting. It is estimated that cost to upgrade the system will be approximately \$35,000.

Our budget does not have the needed revenue to purchase this software update. Should the Board approve the expenditure, it is proposed that funds from our savings account be used for this purpose. There is approximately \$223,000 in our savings account.

We consistently do not meet our revenue goals nor do we expend all funds as budgeted. Every year we are able to pay our expenses, but we need to continue our efforts to increase membership because that is the primary foundation for our revenue and financial stability. We are fortunate to have a healthy savings account to use when we have significant software expenses.

**2019 Proposed Budget
Lambda Alpha International**

January 1st through August 31st 2018

	2018 Actual as of 8/31	2018 Budget	2018 Actual as of 8/31- No LEW	2019 Budget - No LEW	2018 Budget vs. 2019 Budget Comparison	Notes
Revenue						
Membership Dues	\$280,194.64	\$332,850.00	\$280,192.64	\$300,374.00	90%	BASED on 2017 membership #s
Advertising Revenue	\$250.00	\$0.00	\$250.00	\$250.00		Keynotes Ads
Initiation Fee	\$0.00	\$0.00	\$0.00	\$15,000.00		This is the initiation fee of \$75/fee based on 200 new members* beginning in 2019
Late Fees				\$0.00		Past Due membership fee based on 100
Interest Income	\$89.09	\$140.00	\$89.09	\$140.00	100%	
LEF Administration	\$8,100.00	\$8,100.00	\$8,100.00	\$8,235.00	102%	Annual COA as of today it is 2.9%
Miscellaneous Income	\$56.00	\$0.00	\$56.00	\$0.00		Pin Ordered
Registrations	\$66,623.89	\$80,000.00	\$0.00	\$0.00		Move to LEW budgets - remove from operating budget
Total Revenue	\$355,313.62	\$421,090.00	\$288,687.73	\$323,999.00	77%	
Other Income and Expense						
Awards & Recognition / Membership Pins	-\$18,044.74	-\$20,000.00	-\$18,044.74	-\$19,000.00	95%	Pins, pads, and awards
Bank & CC Fees & Exchange Rate Adjustment	-\$16,867.75	-\$16,000.00	-\$16,563.10	-\$18,000.00	113%	
Chapter Assistance	-\$2,854.00	-\$17,500.00	-\$2,584.00	-\$12,500.00	71%	
Contract Administration	-\$77,536.00	-\$116,304.00	-\$77,536.00	-\$119,220.00	103%	Includes COA increase per contract
Facility & Equipment Rental	-\$32,211.68	-\$32,000.00	-\$2,706.90	-\$5,000.00	16%	BOG meetings only
Food & Beverage	-\$61,023.57	-\$50,000.00	-\$9,977.45	-\$15,000.00	30%	BOG meetings only
Insurance	-\$9,050.96	-\$3,500.00	-\$9,050.96	-\$9,050.00	259%	
LAI Officer & Staff Travel	-\$9,698.31	-\$21,000.00	-\$9,698.31	-\$19,000.00	90%	
Legal Fees	-\$10.00	-\$140.00	-\$10.00	-\$150.00	107%	
LEW Incentive & President's Reception	-\$1,462.80	-\$24,000.00				Moved to LEW budget
Member Communications/Marketing	-\$2,500.00	-\$7,500.00	-\$2,500.00	-\$5,000.00	67%	
New Chapter Funding	-\$1,800.00	-\$10,000.00	-\$1,800.00	-\$24,000.00	240%	3 new chapters @\$8000 each
Office Expense	-\$5,140.51	-\$6,000.00	-\$5,140.51	-\$6,000.00	100%	
Other Program Costs	-\$25,415.64	-\$28,000.00	\$0.00			Moved to LEW
Professional Expenses	-\$1,750.00	-\$5,000.00	-\$1,750.00	\$0.00		photographer
Travel - BOG Reimbursement	-\$18,196.00	-\$52,000.00	-\$18,196.00	-\$37,000.00	71%	
Website Fees	-\$10,273.75	-\$10,000.00	-\$10,273.75	-\$20,000.00	200%	Maintenance of existing system
Total Other Income and Expense	-\$293,835.71	-\$418,944.00	-\$185,831.72	-\$308,920.00	74%	
Net Income	\$61,477.91	\$2,146.00	\$102,856.01	\$15,079.00		

New Website System - Funded from the Reserves \$ (35,000.00)

*If initiation fee is not approved by BOG, \$15,000.00 will be removed from income.

Balance Sheet

Lambda Alpha International
As of August 31, 2018
Cash Basis

AUG 31, 2018

Assets

Current Assets

Cash and Cash Equivalents

LAI - Checking	13,106.69
LAI - Savings	223,082.41
Total Cash and Cash Equivalents	236,189.10

Prepaid Expenses	12,500.00
Total Current Assets	248,689.10

Total Assets	248,689.10
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Liabilities and Equity

Liabilities

Current Liabilities

Dues Payable to Chapters	(11,908.22)
LEF Donation Payable	4,078.00
Prepaid Dues	(620.00)
Uncleared checks-Pre Xero Conversion	500.00
Total Current Liabilities	(7,950.22)

Total Liabilities	(7,950.22)
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Equity

Beginning Equity	266,241.24
Current Year Earnings	41,539.65
Retained Earnings	(51,141.57)
Total Equity	256,639.32

Total Liabilities and Equity	248,689.10
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Land Economics Weekend - BALTIMORE, MD - APRIL 26-28, 2018**Summary Budget - LEW Baltimore**

Draft 6/04/18 for LEW Committee and LAI Baltimore Board

Approved Budget Based on 80 Full LEW count

Actual LEW counts: 108 Full LEW count (8 comps included); 162 President Reception; 118 Friday Only; 110 Saturday Only; 124 Saturday Awards Dinner

<u>Expenses</u>	<u>As of 6/04/18</u>	<u>Approved Budget 8/10/17</u>	<u>Variance</u>
Facility Rentals	\$ 5,700	\$ 4,450	\$ 1,250
Equipment Rental (AV, Headsets, etc)	\$ 3,111	\$ 4,740	\$ (1,629)
Food & Beverage & Snacks	\$ 30,353	\$ 27,749	\$ 2,604
Boat Cruise	\$ 4,784	\$ 4,500	\$ 284
Tour Buses	\$ 5,310	\$ 4,800	\$ 510
Tour Guides	\$ -	\$ -	\$ -
Speaker fees	\$ 100	\$ 100	\$ -
Marketing /Gifts/Bags	\$ 9,709	\$ 10,000	\$ (291)
Event Staffing	\$ 2,795	\$ 5,000	\$ (2,205)
Wheelchairs	\$ -	\$ 250	\$ (250)
Contingency	\$ 7,701	\$ 5,000	\$ 2,701

Total LEW Baltimore Expenses	<u>\$ 69,563</u>	<u>\$ 66,589</u>	<u>\$ 2,974</u>
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<u>LEW Offsetting Revenues</u>	108 Full LEW attendees	80 Full LEW attendees
Registration Fees	\$ 54,755	\$ 39,600
LAI Credit for Awardee Tickets	\$ 645	\$ -
LAI Credit for President's Reception	\$ 2,000	\$ 2,000
LAI Incentive to Chapter for photographer	\$ 1,750	\$ -
LAI Incentive to Chapter for hosting	\$ 10,000	\$ 10,000
TOTAL Offsetting LEW Revenues	<u>\$ 69,150</u>	<u>\$ 51,600</u>

LEW NET PROFIT (before sponsorships)	\$ (413)	\$ (14,989)
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LAI Baltimore owes LAI	\$ (413)	\$ (14,989)
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Revenue from Optional Activities	\$ 1,918	\$ -
Sponsorship Funds	<u>\$ 33,500</u>	\$ 30,000
Subtotal	\$ 35,418	\$ 30,000
Chapter Owes LAI International	<u>\$ (412.83)</u>	<u>\$ (14,989)</u>
Remaining In Chapter Reserves	\$ 35,005	\$ 15,011

lai owes chapter for \$500 for a sponsorship we collected \$ 500.00

LAI owes Baltimore Chapter \$ 87

Vice President Report & Chapter Services Committee

17th September, 2018

RVPEurope & Middle East Report Fall'18

SUMMARY

LAI-UAE: Inactive. The chapter incorporation is important for the longterm health of chapter and its continuity, account and fix function location are blocked by that.

LAI-London: Small growth in membership. Functions increased from one a year to three.

LAI-Madrid: Growing. Still have vacant the Vice President position which is mandatory. And the recommended membership committee. Bylaws for review pending to be received.

The three chapters have to improve growth, as they have a low active membership.

	London	Madrid	UAE
Membership			
Members Sep'18	13	35	19
Active	13	35	19
Inactive	2	12	13
Retired	0	0	0
Honorary	0	0	0
Invited to Membership	0	6	8
New Members 2017	5	6	8
Total Active Members 2017	11	29	19
Members not paying dues	0	0	?
Members formally resigned	1	0	7
Functions			
No. per year	3	7	6
Average No. Attendees	n/a	25	14
% Members	n/a	60	80
% Non-Members	n/a	40	20
Chapter Board			
President-Elect	Yes	Yes	Yes
Communication			
Membership	Yes		
Program	Yes	Yes (2 people)	
Scribe			Yes
Historian			Yes

UAE-Chapter

Programs & Attendance (general description & highlights): No functions or meetings as per Rudayna Abdo departure.

Membership (growth & process): n/a

Finances: n/a

Website & Communications: n/a

Future plans: n/a

Specific concerns & Issues: Problems on the incorporation as association or entity. Cost of incorporation high on the \$ 15.000

LONDON-Chapter

Programs & Attendance (general description & highlights): 3 functions for this year: 1 in January, 1 September, 1 Christmas. Difficulties on getting big attendance,

Membership (growth & process): 13 members (+5 new this year), 2 inactive, 1 left. Difficulties on getting new members.

Finances: Bank account established, and LAI funds transferred

Website & Communications: No website yet.

Future plans: To do lunch events next year.

Specific concerns & Issues: Members participation weak, workload on the small board, 3 people

MADRID-Chapter

Programs & Attendance (general description & highlights): 7 functions a year plus some special events (1-2 a year). Attendance quite good, sometimes in the range of 40-45 people. Good dynamics.

Membership (growth & process): Reported 35, +6 since January, (I have 37 and 12 inactive).

Finances:

Website & Communications: No website yet

Future plans:

Specific concerns & Issues: They did not receive yet the pins and certificate from some members from LAI.

BARCELONA

AtLarge Membership: 8, 2 to go.

ByLaws: Pending

Members Recruit Meeting: Pending

EXPO-REAL MUNICH

Attendees:

- Robert Maguire, LAI-London, Chapter President
- Aurelio Ramirez-Zarzosa, RVPEurope&ME

e-Blasts made

By the moment we have closed 3 appointments and 1 person pending date and time

Best Regards,

Aurelio Ramirez, RVPEurope & Middle East



AN HONORARY LAND ECONOMICS SOCIETY

LAI-RVP Europe & Middle East

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RVP Report for the LAI Asia-Pacific Region

Presented September 17, 2018

By Ann Bouslog, Asia-Pacific Regional Vice President

OVERVIEW

The Asia-Pacific Region includes three chapters, in order of their respective investment:

- Aloha, based in Honolulu, HI (1983)
- Tokyo, based in Tokyo, Japan (2001)
- AUM, based in Mumbai, India (2014)

This report provides an overview of area issues and seeks to highlight general operating issues and lessons learned. The AUM Chapter also provided a mid-year report, which is attached.

MEMBERSHIP AND DUES PAYMENT

Aloha: Like several other chapters, the Aloha Chapter has had unusually slow dues payment in 2018. This was brought to members' attention at the September 7 quarterly meeting, and chapter leaders are hopeful this will facilitate more payments.

Tokyo: The Tokyo chapter appears to be fully paid for the year, with one additional member paid compared to last year. Chapter leadership indicated that they are actively recruiting younger and more business-oriented members to complement the more academic core members, some of whom are now retiring from their professional positions.

AUM: The AUM chapter has had difficulty obtaining payment of dues, but reports it seeks to induct four new members in 2018. Treasurer Ariana Chaini indicates that the lack of chapter resources is a factor in its ability to promote membership in the organization.

	Aloha (Hawaii)	AUM (Mumbai)*	Tokyo (estimates)	Total
Membership				
Paid 2018 YTD ("active")	67	0	9	26
Unpaid 2018 YTD	26	13	0	76
Percent unpaid	28%	100%	0%	66%
Target, 2018	93	13	9	115

Source: LAI Membership and Dues table, as of 9/14/2018.

*"Unpaid" based on 2016 membership; no record of paid members since that year.

PROGRAMS

Aloha: The Aloha Chapter continues to have quarterly luncheon meetings that are well received. The September meeting featured Duane Kurisu and former LAI member Mel Kaneshige, who together have

established an innovative “village” to provide permanent housing for formerly homeless families. This project is being viewed as a potential model for homeless solution strategies in other cities, and more information was provided via the LAI website last week.

Tokyo: The Tokyo chapter meets periodically, typically around a property visit and/or presentation. Most recently, key members assembled on June 24 for a social meeting hosting their colleague and co-founder of the chapter, Professor David Callies of the University of Hawaii Law School.

AUM: The AUM chapter is focused on organizing a “River Basin Summit 2019” event next year, and recently held a “Pre-River Basin Summit 2019” event in coordination with other organizations.

CHAPTER LEADERSHIP

Aloha: Linda Gee, current programs chair, will succeed Mike Hamasu as chapter president in 2019, while Mr. Hamasu will become immediate past-president and Jan Yokota will retire from the Executive Committee. The chapter recruited Kevin Carney, Vice President for Hawaii of affordable housing developer EAH, Inc. to succeed Ms. Gee on the Committee.

Tokyo: Current president is Tsuyoshi Kotaka; however, communications are requested to Yoshiaki Nakamura, also an officer. The president-elect is Hiromi Mitsuhashi, who is retired and the chairman of the Japan-US Women’s Business Network Association.

AUM Chapter: AUM reports the following chapter board members:

- President – Mr. Anil J. Hatkar
- Vice President – Mr. Prakash Patil
- Secretary – Mr. Oswald J. Pereira
- Treasurer – Ms. Aria Chaini
- Historian – Mr. Rabindra Hazari
- Scribe – Dr. Chandahas Deshpande

KEY ISSUES

- Dues payment – We are hopeful that the new dues payment policies, as well as more proactive communication by the local and national groups will be effective in more timely dues payment going forward.
- Communications – Communication has been reinstated with the Tokyo chapter, thanks to the personal efforts of Dr. Callies.
- Finance – I am unclear how national regulatory issues are affecting remittance to LAI international for by AUM and will attempt to clarify again.
- Time zone – Really appreciate Cassandra’s generosity in making conference calls available at a variety of times in order to accommodate the many time zones represented by our membership.



REPORT OF THE WESTERN REGIONAL VICE PRESIDENT TO THE LAI EXECUTIVE COMMITTEE

Jim Musbach and Suzanne Varco

September 2018

Regional Overview

On the whole, the Chapters of the Western Region are vital and engaged. There is a lot of really good programming going on, there are various creative efforts underway to increase and retain membership and create more interaction among members at large and the Chapter Boards. Generally, it appears that the level of knowledge of and engagement with the International leadership and programs is growing steadily. Individual reports are presented below.

PHOENIX CHAPTER, Chaz Smith, President

We have had very interesting programs that have sparked interest from our members and guests. Because of the summer vacation/summer heat we typically suspend any meeting activity in the months of July and August. Since we are continuing to try to expand our membership base, I give a brief overview of LAI at every meeting and introduce our board:

LAI International Treasurer Sheila Harris

Past President Cindy Hammond

President Elect Geoff Semro

LAI Arizona Treasurer Rick Merritt

Secretary Julie Johnson

Programs Scott Phillips

Membership Ian Turner

At Large Members: Randall Pamela, Curt Johnson, Tres Winus

I have a very supportive and active board and expect a very successful year end.

All of the programs this year beginning with the January meeting have been well attended.

Our June program was a tour of the newly renovated Terminal Three at Sky Harbor Airport. The expansion has been underway for four years and is exceptional. We had 29 members and guests attend which was a good workable number for a walking tour.

Our September program is entitled "What the Heck is IOT?" A panel discussion on The Internet of Things and the impact on real estate. As of this writing we have 29 signed up with an expected final number of 40.

October's meeting is centered around the impact of Luke Air Force base and the impact of the new training mission of the F-35 on the West Valley and Greater Phoenix market.

One of our members and five of his colleges have been recognized by Chambers USA, a London based law office that uniquely honors lawyers that are recognized by their clients as the best in the business. Our plan is to have a reception in November recognizing them.

Our current Net Operating Income through July (our latest report) is \$12,439

Future plans include our year end meeting where we will formally initiate our new members and welcome them into LAI Arizona.

At that time, our President Elect Geoff Semro will take over responsibilities of president.

With exception of the continuing challenge of new member recruitment the Arizona Chapter of LAI is doing well.

LOS ANGELES CHAPTER, Andrew Fogg, Esq., President

The Los Angeles Chapter has had several recent programs, including a hard hat tour of the new Banc of California soccer stadium and a program and "behind the gate" tarmac bus tour of Los Angeles International Airport, and on housing opportunities leveraging newly enacted state and local rules to develop housing in transit rich neighborhoods. We had a recruitment mixer that was attended by approximately 20 prospective members. We hope to initiate approximately 10-15 new members this November. Upcoming programs include a discussion of rent control issues in light of the pending Proposition 10 this November and a presentation by the developer of the new "Ivy Station" project currently under construction at the recently opened Culver City Expo line station. We will have our annual economic forecast by Dr. Chris Thornberg of Beacon Economics in January.

Over the past several years, we have done well at recruiting new members, but one of our challenges has been engaging those members in a manner that keeps them active and engaged. We are exploring alternative program opportunities, with an emphasis on hard hat “field trip” type experiences, which have been very popular and well received, and which allow our members to highlight the many great projects that they have been working on.

Overall, our chapter finances have remained strong and stable, particularly given our successful Wilshire Grand program last year, which was sponsored in conjunction with ULI and was attended by over 300 participants.

ORANGE COUNTY CHAPTER, Stevan Gromet, President

The Orange County Chapter finished out the spring season with a June presentation by CBRE for the Tustin Legacy Project, a residential and retail mixed use master-planned redevelopment site that still is home to the world’s largest unsupported wood structures, 2 airship hangars built during World War II. The facility was later converted into a helicopter base until base closure in 1999. About 6,800 homes and 1.9 million square feet of retail space are ultimately planned for the community over a 20-year planned build-out, with a significant portion already built.

In June, Wayne Silzel stepped down as Chapter President after several turns in that position. The Orange County Chapter owes so much to Wayne for his significant contributions to LAI and the OC Chapter over the years, he is now going to be able to deservedly enjoy the benefits of membership but without so much of the hard work.

In June the Chapter also began planning for hosting the October 2018 LEW. There is great excitement to have the opportunity to showcase Orange County with its many interesting venues and recent and ongoing development and redevelopment projects. The Board is taking a fresh look at its community outreach and membership policies and considering some changes. The Chapter has historically been modest in size but stable; we are re-focusing to see if we can increase penetration into the Orange County business community. Our monthly programs (10 months per year) and special outings are of extremely high quality, and we feel we should share the wealth with increased membership.

ZIA CHAPTER, John Nye, President

Our membership recruiting has been dormant this year with lack of leadership by myself and our Board VP of Membership. We are correcting with assistance from Gregg

Robinson and Michelle Henrie and will have a plan in place and start executing after LEW. This is a challenge and disappointing after having 7 new nominees brought in at last year's Annual Dinner. Our membership is at 35 active members but only 28 paying dues and we are in process to motivate those who have not paid 2018 dues.

Our activities have been luncheons every other month split between Santa Fe and Albuquerque with good attendance and Great speakers. A job well done by our Board Member Rhonda Fought. We have had follow up work sessions with our MID_TOWN LINK Project. Primarily linking our web site with Santa Fe City web and therefore tying into inquires and development projects in this corridor. New companies and perhaps new members.

Another highlight is the development of the ZIA website which will be introduced at our Annual Dinner on Sept. 20th.

Financially we are struggling as of this year we are now in a position of having to pay for administrative assistance. We are in the process of budgeting for next year and examining alternatives to present admin working arrangements to assure we are financially viable in this area. Leslie (admin) has been very frugal with her fees and is working with us on this challenge.

Dues & Membership; our Board believe that a "honey vs stick" approach is best. Perhaps raising dues and giving a discount for early pay and then after Dec. 31 a late fee for those who choose to pay late? We will be contacting many inactive and past drop outs to see to become active or at least their input as to what might motivate. We see zero value with exiting for "life membership".

We also have a challenge with our membership from the Albuquerque and need to spend energy in developing interest from our state's largest city.

Seems like a very negative update but we are positive and proud of this small chapter and have the resources to get going in a corrected direction. Both Gregg and Michelle have been highly involved and instrumental in giving us leadership and energy.

SACRAMENTO CHAPTER, Nancy Park, President

Sacramento chapter's programs have been well attended and very interesting in the first half of the year: venture capitalist lessons from the trenches, lean construction techniques, cutting edge drone research, the new tax legislation, and the regional/national retail environments. Luncheon attendance ranges from 45-75 per month, depending on the topic.

There are 11 new nominees for initiation in January. There are more people who would like to be members but we are selective. Maintaining a variety of industries and disciplines is critical to a quality membership.

Sponsorship income is on target- we require 3 monthly sponsors at \$300 each to make our budget.

We don't have any issues with website or communication that we know of...

We decided that we will charge a \$25 late fee to chapter members who do not pay their dues by January 31. We have the same problem as everyone else that we have perhaps 20 members who do not pay timely and require phone calls.

We awarded two \$1,000 scholarships to two very deserving students, including a lunch scholarship for 1 year.

VANCOUVER CHAPTER, Deana Grinnel, President

Vancouver Chapter has had an active first half to 2018. We are pleased to report well attended events. Since last report, our past and planned events include:

May 2018 Investing in a Mobile Region: Transit and Transportation Strategies, Priorities and Funding Mechanisms for Metro Vancouver

June 2018 – LAI Vancouver Executive Strategic Workshop “Look Ahead”

September 2018 Aligning the Stars - A Collaborative Approach to Solving the Region's Housing Affordability Crisis. We will recognize the two LAI Vancouver Foundation Scholarship winners, one each from University of BC and Simon Fraser University.

November 2018 Post-election Debrief – under development. 2018 municipal elections will see an unprecedented shift in leadership. Will examine the outcomes.

Our goal is to continue with a program of 4-5 dinner events, attracting excellent speakers and facilitating audience participation. In June our Executive met to prepare Strategic Objectives for the Vancouver Chapter as we begin planning for the 30th anniversary recognitions in 2019.

Our membership team has identified a goal to reach 100 members in 2019, with a hope to sustain regular events at about 40-50 attendees. Specific areas of focus in academia and land economics due to the retirement of several such members over recent years. We are in the early stages of putting together a focus group to advise on attracting the academic community, and would like work with an academic committee to apply for a research grant from the LAI Foundation to address a matter of regional importance.

The Chapter issued a member survey in May 2018 to seek input on matters including programming, communications, event logistics and member goals for LAI Vancouver Chapter and to seek input into planning for our Chapter's 30th anniversary. The results show there is a high degree of satisfaction related to the exclusivity of the accomplished membership across the spectrum of land economics disciplines, the open and frank dialogue promoted by the speaker engagements and within the networking hour, the

fairly formal dinner program. It was a message to keep up the good work, but is also encourages us to try some new formats and venues as options within the more traditional program.

Programming goals for 2019 include a provocative look at the future of our region, and a retrospective look at the last 30 years for lessons learned that can be applied in the future.

We are pleased that several Vancouver Chapter members will be attending LEW in Orange County, and more thrilled that Dr Ann McAfee will be recognized as LAI International Member of the Year for her contributions to the Vancouver Chapter!

Chapter finances are stable. Our key consideration remains keeping a sufficient number of active members to ensure attendance of 40 or more at each event. This has been a challenge to achieve regularly due to many retired and semi-retired members.

We are interested in inducting several new members this coming year and usually host more than one induction event each year. The question has come up as to whether LAI dues may be waived for late year induction. We are interested in surveying other chapters on how they manage membership categories and any prorating or waiving of dues for first year members who join late in the year.

GOLDEN GATE CHAPTER, Andrew Wolfram, President

The Golden Gate Chapter has had a busy spring and summer, with an extensive calendar of luncheon programs with good participation of membership. Membership renewals continue to be an ongoing challenge. Our nominating committee received about 40 nominations for new members, and has selected 27 of those and forwarded them to the Board for approval at the September Board meeting. Nominees will be induced at the Annual Gala in December.

Luncheons 2018

JAN - Tax Cuts, Deficits and an Economy on Fire: How will Real Estate Perform? - Alan Billingsley & Andrew Nelson. 104 attendees.

FEB - Office Market Outlook for 2018 - San Francisco, Oakland & South Bay - Chris Roeder, Michael Moran & Sam Swan. 60 attendees

MAR - Oceanwide Center - Jeffrey Heller. 76 attendees

APR - CMPC Presidio Heights Campus' Transformation Into Housing - Matt Field. 50 attendees

MAY - May TOUR: See it for Yourself! The "Grand Station of the West" (Transbay Terminal Tour) - Dennis Turchon. Attendance limited to 25

JUN - Politics and Land Use in San Francisco After June 5th: Where Will the New Mayor Take Us with Respect to Land Use/Development? - Alex Clemens. 87 attendees

AUG - August TOUR: The Exchange at Mission Bay - John Osmond. Attendance limited to 25

SEP - Creating More Housing: Two Public Sector Housing Leaders in Conversation - Ben Metcalf & Kate Hartley. 65 attendees

Membership

- 500 Total Members
- 307 Current on dues
- 40 Grace (paid within the past year)
- 6 Past Due (have paid dues within the past 2 years)
- 147 Expired (it's been 2 years or more since they've paid)

Website Status; our local website has the following pages:

NEWS - Currently there are just a few items (Our Social Media chair, Paul Peninger is currently working on just adding the luncheon presentations in this section)

PAST EVENTS

UPCOMING EVENTS

Finances

The chapter is in good financial condition with positive cash flow and \$53,712 cash on hand.

SAN DIEGO CHAPTER, Martin Flores, President

The San Diego Chapter has monthly luncheon meetings except for the months of July and August. The Chapter moved the luncheon meetings back to The Westgate Hotel, from the University Club, due to cost and food/service quality. The Westgate is also the historic venue for past LAI meetings and is the annual Crystal Globe Gala is traditionally held.

Recent programs have stimulated spirited discussions. Luncheon presentations included **January** with Senator Toni Atkin's Chief of Staff discussing California's new Legislative Housing Package. The Annual Gala was held in **February** with Malin Burnham giving the keynote speech. There were over 100 people in attendance. In **March** we had Kris Michell, San Diego's Chief Operating Officer discussing the City of San Diego's real estate priorities. **April** brought us Mark Cafferty, President of the San Diego Regional Economic Development Corporation discussing lessons learned from the Amazon RFP. In **May** we had Perry Dealy, President and CEO of Dealy Development, Inc discussing the Navy Broadway complex to Manchester Pacific Gateway. In **June** the Chapter had a Social Mixer in lieu of a luncheon meeting. A grand time was had by all. In **September** we had Randa Coniglio, President and CEO of San Diego Port Authority talk to us about the Port of San Diego - Past, Present and Future.

The Chapter Board held a Retreat in **August** where topics included action plans for long term financial stability of the Chapter, membership growth and retention, PR and marketing and how we handle member communications, as well as Board Building and future ideas for 2019. An interesting discussion was had about the bigger picture of LAI as a whole, general goals and how we want to position ourselves as an organization in San Diego.

**LAMBDA ALPHA INTERNATIONAL
REPORT OF THE CENTRAL REGION VICE PRESIDENT
TO THE LAI EXECUTIVE COMMITTEE**

September 14, 2018

Overview.

The six Chapters of the Central Region, Ely (Chicago), Memphis, Minnesota (Minneapolis/St. Paul), Ottawa, Simcoe (Toronto), and Austin Central Texas (Austin, TX) all seem to be doing well and did not report any immediate or urgent issues to Regional VP – Central, Ann King or Regional AVP – Central, Mary Bak.

Chapter Reports.

Ely Chapter.

- Continued monthly luncheon programs, typically with 80-100 people in attendance (record setting January luncheon had 174!)
- Created an annual theme for programming; this year is "Bridging the Hope Gap"
- Initiated 27 new members at their banquet in June
- Reformatted their new member luncheon by having a facilitated discussion that involved broad participation by existing members
- Re-introduced their "pop up" networking event
- Partnered to host a bike tour and networking event in the Bronzeville neighborhood
- Planning for a fall Chautauqua entitled, "Uprooting the Legacy of Segregation by Race and Income: Equity in Our Region"
- Held their second annual "salon" night where members open their homes for small group discussions over dinner on a single topic
- Planning for 2020 Spring LEW
- Working strategically to improve communications, administration, and relevance (internal and external) including an initiative to attract and retain public sector members and an initiative on diversity and inclusion.

Memphis Chapter.

The Memphis Chapter is doing well and getting back into a regular meeting schedule. Memphis suspends monthly luncheons during the summer months (May through August) and just had their September luncheon last week. The speaker was Mr. Chuck Pinkowski with Pinkowski and Company, a long time Lambda Alpha Memphis Chapter member. He spoke on the hospitality and hotel market in Memphis and Tennessee. The Fall Board Meeting is being held on November 1, 2018 and in addition to discussing future University of Memphis scholarships they will be preparing to transfer the Presidency from Stewart Austin to Todd Glidewell effective January 1, 2019. Stewart Austin will be attending the Orange County LEW. It will be his first LEW to travel to and he is excited to be more involved on the International level.

Minnesota Chapter.

In March, the Minnesota Chapter welcomed fifteen new members their annual meeting. In an effort to encourage participation and retention, board members contacted each new member individually this summer to renew the welcome, check in on their LAI experience and encourage their attendance at upcoming programs. The reception to these calls was positive. Like most other chapters, Minnesota struggles with members failing to pay dues. The board is planning a concerted effort to reach out to delinquent members and to contact all members when annual invoices are sent to remind them of the importance of prompt payment and the benefits of membership. They are also looking at methods for cross checking dues status at the time of program registration so that non-current members are prevented from registering, potentially by coordinating chapter program registration with LAI International. Over the last year, they have expanded their board in order to add the perspective and energy of younger and newer members as veteran board members term out.

Ottawa Chapter.

Miguel reports the Ottawa Chapter is focusing on evening events and increasing coordination with other organizations. For example, they typically get invited to circulate other organization events to their chapter members allowing them to supplement the number of times they meet per year. Ottawa initiated 16 new members last year with mostly younger initiates with the ten-year experience requirement. The events are now back up to approximately 35 attendees, which is close to what they were several years ago. Miguel likes the membership process with LAI however he is having trouble getting the younger members to take on executive roles. Most of the previous executive members are retired or removed from LAI. Miguel is doing it all himself and acknowledges that he needs to recruit administrative assistance from the new emerging members. This chapter's finances are in good standing mainly because their events are self-financed by the attendees. They do not feel the need to have sponsorship involvement at this time but realize this is an option if they would like to subsidize their programming.

Future plans are to stabilize the executive board with no rush to initiate additional new members. The group is well connected and their membership is replenished. Now they want to work on stabilization and cohesion. He believes that there are opportunities to connect the new membership to the LAI network through LEW attendance. Miguel is requesting assistance with the executive tasks and I have agreed to discuss this further with him at a future date and time.

Simcoe Chapter.

Scott Burns, President of the Simcoe Chapter, reports that this chapter is doing well and is financially sound. They held their 50 Year Anniversary celebration in December 2017. They have regularly planned meetings with good attendance. The chapter is currently working on new member nominations and has no issues of concern at this time. Scott will be attending the Orange County LEW and we are looking forward to discussing any local or regional concerns he may have at that time.

Austin Central Texas Chapter.

Jim Nias, the Austin Chapter President, has been actively seeking new members. The Austin Chapter started out with 10 members and they have recruited and initiated an additional 3 members since April bringing the total membership to 13 members as of this date. The chapter is currently meeting four times a year (February, May, September, November). Mr. Rick Timmons with the Texas Angel Network spoke at the February meeting. This organization assists start-up businesses in the Austin area with funding and support. A presentation by Mr. Rusthoven, Assistant Director of Austin Planning and Department spoke at the May meeting about Code Next, the newly adopted planning code for Austin. For the September meeting they recruited 2 of their own members who are experts on Southeast Austin and Travis County development. This is an overlooked and under developed area of Austin. They will be discussing transportation improvements, the airport expansion and changes to the Circuit of the Americas where the Formula One race is held annually.

Austin will also be hosting the Fall 2019 LEW, November 7-9th at the Hyatt Regency Austin. Jim and the other members are brainstorming about events, presentations and tours. They are also heavily recruiting new members to assist with the planning and implementation of their first LEW.

Respectfully submitted,

Ann H. King, CSM
Central North America
Regional Vice President

Mary Bak
Central North America
Assistant Regional Vice President



**REPORT OF THE EAST REGIONAL VICE PRESIDENT
TO THE LAI EXECUTIVE COMMITTEE**

Gary Leach
1 October 2018

Overview

The East Region includes six chapters: Atlanta; Baltimore; Boston; Philadelphia; the George Washington Chapter and New York City. Except for the New York City chapter, which is struggling to rebuild, our chapters continue to be healthy and stable. We have four new Chapter Presidents, one experienced president and one acting president in New York due to health issues. The East Region chapter presidents have described a wide range of programs being offered in the region and efforts underway to help each chapter grow.

Baltimore Chapter

Melvin Freeman is the new chapter president and he and the other board members produced an excellent LEW this past spring.

Programming:

The chapter holds 8 monthly lunch meetings and their annual dinner meeting is in November.

Programming for 2018 included the following speakers:

- Gary McGuigan, Senior Vice President, Capital Project Redevelopment Group, Maryland Stadium Authority, on current projects and transformative efforts of the State
- Paul Shank, Chief Engineer, Maryland Aviation Administration, Maryland Department of Transportation on MAA real estate holdings and plans for future
- Tim Pula, Vice President Community Development, Beatty Development, about the Baltimore Penn Station plans and Baltimore's Choice Neighborhoods Initiative (CNI)
- Baltimore City Councilman Ryan Dorsey and affordable housing advocate Greg Cantori about Auxiliary Housing Units legislation and Tiny Houses
- Summer Outing at Harbor Point's Sandlot with special presentation by Chef Spike Gjerde
- Bill Struever, Principal, Managing Partner, and CEO, Cross Street Partners, about their redevelopment in low-income areas in West and East Baltimore
- John Maneval, CDA Deputy Director, Maryland Department of Housing and Community Development, and Curtis Adams, Vice President, The Michael's Organization, on the Rental Assistance Demonstration (RAD) program with a case study on Pleasant View Gardens

Boston

Chapter President, Tom Goodwin, provided an update on the chapter:

Events:

In February we hosted David Dixon, a nationally known expert on autonomous vehicles. His personal mission is helping cities and suburbs alike unlock the unparalleled opportunities (and related challenges) offered by a new era of urban renaissance. His work is about helping these communities manage--and benefit from--the accelerating pace of demographic, economic, social and environmental change that characterizes this renaissance. His team is currently planning and designing more than \$4 billion of denser, walkable...and people-centered...urban districts. His proudest professional achievements include the first plan for Boston's growth into what is today the Seaport District, in 2003 initiating a national dialogue on density as an essential tool for achieving smart growth and revitalizing urban communities, and a few years later leading the post-Katrina Master Plan for New Orleans.

April was the month where we heard from Vivian Li, CEO of RiverLife in Pittsburgh, and former President of the Boston Harbor Association. She presented some of her reflections of her time in Boston, lessons learned, and how she is approaching the task of advocating for the waterfront in Pittsburgh.

In June we held our annual Boston Harbor Cruise in Memoriam of our esteemed late member, Lowell Richards III, who was Development Director of the Massachusetts Port Authority. The event was well-attended and included informative speeches from the current the Waterfront Development Director for the Boston Redevelopment Authority, Rich McGuinness, and a guest appearance from Vivien Li.

In August we held our annual luncheon roundtable discussion which was well attended and an opportunity for more intimate discussion among the members. It was learned that members were working on projects as historic as the Northern Avenue Bridge, Large, such as the possible site for Amazon's HQ2, and as far flung as a master plan for Kabul (yes, Afghanistan).

Our Annual Dinner speaker has been identified, Tom O'Brien, CEO of The HYM Investment Group. HYM is leading the development of over 9 million square feet of mixed-use commercial real estate development in Greater Boston, including the Government Center Garage project and Residences at Boston Landing. Tom will be speaking to us in December.

I am pleased to pass along that Kara Brewton has accepted our invitation to join the LAI Boston Chapter Board; Kara is the Economic Development Director for the Town of Brookline and a Professional Civil Engineer. She has a Masters in Urban Planning from Harvard Graduate School of Design and a Bachelor of Civil Engineering from Georgia Institute of Technology. Before joining the Town of Brookline, Kara was a Project Manager at Thorndike Development and Environmental Planner at Sumner Schein. Kara volunteers with the Urban Land Institute's Urban Plan program for high school and college students and also serves on the Wayland Cultural Council.

Website Status:

Boston put its Chapter Services grant to work completing our new web site. The site has now gone live and is being used to inform the membership about events, past and pending, though is yearning for more content.

George Washington – Washington, DC

Chapter President John Schlichting provided the following update:

LAI George Washington (LAIGW) is a well-established chapter with over 200 members. We encourage members to bring guests, particularly younger guests, to the chapter luncheons. We have a nomination process for new members that is open until the end of September of each year. The chapter welcomed 25 new members in 2017 and has 26 nominations for new members in 2018.

The chapter hosts nine luncheon meetings each year featuring a seated lunch and a guest speaker. Recent presentation topics included the redevelopment plans for the former Fannie Mae Headquarters, the new Australian Embassy, Accessory Dwelling Units, the Multi-family Apartment market and the DC Climate Adaptation Plan. The chapter also hosts an annual new Member Investiture, which is held in October in lieu of a luncheon that month.

The chapter has a robust local chapter web site: www.laigw.org

The site prominently displays a “Nominate a New Member” icon on every page, which is useful in promoting the recruitment message to members. The site also details membership qualifications and participation and dues requirements.

Philadelphia

Past chapter president, Tony Forte, handed over the gavel to Matthew McClure for 2018. President-elect is Monica Jindia. The chapter has a membership of 50 and plans to add 5 new members in 2018.

Programming:

The chapter typically plans four breakfast events each year and two happy hour events, one of which is their annual holiday reception. Attendance at the breakfasts is 15 – 25 and the holiday reception had over 50 members and guests.

The Philadelphia chapter hosted the 2017 Spring LEW and produced a terrific program.

Atlanta

At the chapter’s Fall meeting in 2017 past Chapter President, Russ Posey, handed the gavel to incoming president, Jim Viviano, who will serve a two-year term. The chapter, founded in 2009 by Joan Herron, has 39 members and is focusing on membership renewal and growth along with enhancement of programming as the focus of their strategic initiative. At the chapter’s annual meeting in December six new members were inducted.

Programming:

The chapter conducts five luncheon meetings during the year. For 2018 the chapter’s theme is Affordable Housing. Programming during the year is being designed to highlight issues around this topic.

The Atlanta Chapter is on sound financial footing and expects a slight improvement in 2018 due to some reinstatement of existing members and addition of new members.

New York

Christopher Deutsch who has stepped-up as Jeff Beal has health issues, shared this update:

This year the chapter held a spring event at the Bryant Park Grill in Manhattan to attempt begin meetings on a regular basis. Unfortunately, Jeff Beal fell ill, and the chapter went dormant over the summer. I will begin to put together a solid plan for growth over the next six months that will include selection of a regular meeting place and a program that will attract prospective members. Some of our challenges include site selection, membership, and a meeting agenda. Our original site selection at Fordham University was not feasible as two other organizations, Mortgage Bankers Association and Woman in Real Estate, have regular meetings and events at that location. We did not receive any commitment for room space from the lead faculty. I plan to use office space at my employer, Popular Bank, as an interim site until a more permanent home is found.

The second challenge is membership. Most members have retired or moved on to other interests. I think we have a core group of people willing to attend small meetings, which is where we will begin. It should be noted that membership and participation fall off during cyclical downturns and we are seeing this in other organizations. However, meetings soon will be open to anyone interested in Real Estate to generate attendance. In the interim the near-term goal is quarterly meetings and the longer-term goal meetings on monthly basis. I plan to send out notice and begin meetings in October 2018.

Cassandra Francis has recently reached out to Chris to both enlist his help in preparing for the Puerto Rico LEW (Chris is employed by Popular Bank, a Puerto Rican company, in their New York office) and to offer some new contacts she has uncovered with interest in helping the New York Chapter.

Summary

With Philadelphia hosting an excellent April 2017 LEW and Baltimore providing a fantastic LEW program this spring, the East Region Chapters are active contributors to the LAI at large. There is much work to do to help relaunch the New York City chapter and that effort is underway. The other five chapters are holding their own and continue to make progress to grow.

Other Standing Committee Reports

LAI Archives Committee

Report to the Board of Directors at the October 2018 Meeting in Orange County

The committee is actively working on two initiatives encouraged by President McBride:

History of LAI: We are preparing a fresh and updated history of the Society. International Fellow Larry Lund (Ely) has agreed to draft a version of the early history, and Josef Nathanson (Baltimore) will undertake the more recent decades. Past International Presidents have been asked to share highlights from their terms of office for this undertaking.

International Fellows: The current LAI website provides a roster of the 28 LAI International Fellows. Going forward, each name will be linked to a pdf with a profile including a photo, information on his career in a field of land economics, education, and contributions to the Society, as appropriate.

Respectfully submitted,

Christine Williams

Historian

Added Business