130th Annual Meeting of the Council
Saturday, January 10, 2009
Philadelphia Marriot Hotel Downtown
Philadelphia, Pennsylvania
DRAFT MINUTES

Present:
Officers:
Prof. C. Brian Rose, President
Prof. Elizabeth Bartman, First Vice President and New York City Society
Mr. Sebastian Heath, Vice President for Professional Responsibilities
Mrs. Alexandra Cleworth, Vice President for Societies and Worcester Society President
Prof. Jenifer Neils, Vice President for Publications
Mr. Mat Saunders, Vice President for Education and Outreach
Mrs. Teresa Keller, Executive Director

Trustees:
Dr. Susan E. Alcock, Academic Trustee
Mr. Michael Ambler, General Trustee
Prof. John Camp, Academic Trustee
Ms. Laura Childs, Society Trustee and South West Texas Delegate
Prof. Joan Connelly, Academic Trustee Candidate
Mr. Sebastian Heath, Academic Trustee
Mr. Peter Herdrich, General Trustee
Prof. Lillian Joyce, Society Trustee and North Alabama Society President
Mr. William Lindsay, General Trustee
Mr. Donald Morrison, Society Trustee
Ms. Eleanor Powers, General Trustee Candidate
Mrs. Lynn P. Quigley, General Trustee Candidate
Prof. Ann Santen, Society Trustee and Cincinnati Society President
Mr. Charlie Steinmetz, General Trustee and proxy for 2
Mr. John Yarmick, General Trustee

Past President:
Prof. Jane Waldbaum, Milwaukee Society President

Trustee Emeriti
Mr. Charles La Follette

Honorary President:
Prof. Nancy Wilkie

Ex Officio Member:
Prof. Naomi Norman, Editor-in-Chief *American Journal of Archaeology*

Affiliated organizations:
American School of Classical Studies at Athens - Dr. Irene Bald Romano

Executive Staff:
Mrs. Elizabeth Gilgan, Programs Director
Dr. Ilean Isaza, Executive Assistant/Governance Coordinator
Ms. Jennifer Klahn, Development Director
Mr. Kevin Mullen, Publications Fulfillment Manager
Mr. Tom Pappas, Chief Financial Officer

Members-at-Large:
Ms. Dana Ivey
Mr. Tom Roby

Society Representatives:

Appleton
Prof. Jere Wickens (and *proxy* for Mr. Peter Peregrine)

Athens
Prof. Naomi Norman (*proxy* for Prof. Ervan Garrison)

Boston
Mr. Keith Doherty (and proxy for one)
Ms. Laura Gadbery (ex officio)
Mr. Kevin Mullen

Bozeman
Dr. Bryce Carpenter (*proxy* for Prof. Regina Gee)

Central Indiana
Prof. Robert Sutton

Central Missouri (Columbia)
Prof. William Biers

Central Texas (Austin)
Prof. Rabun Taylor

Charlottesville
Prof. John Dobbins
Prof. Tyler Jo Smith

Chicago
Ms. Laura Gawnlinski (*proxy* for Dr. Eleanor Guralnick)

Cincinnati
Dr. Eleni Hatzaki
Prof. Shannan Stewart
Prof. Ann Santen

Cleveland
Prof. Elisha Dumser
Prof. Paul Iversen

Denver
Mr. James Jansson
Mr. Dennis E. Murphy

East Tennessee (Knoxville)
Prof. Aleydis Van de Moortel

Gainesville
Prof. Barbara Barletta

Hartford
Ms. Lisa Brody

Hawaii
Mr. Robert Littman

Los Angeles County
Prof. Owen Patrick Doonan (and *proxy* for Ms. Cynthia Colburn)
Seth Pevnick (*proxy* for Dr. Claire Lyons)
Mr. Charlie Steinmetz (*proxy* for Ms. Marie Hecht and Prof. Deana Hight)

Lincoln-Omaha
Prof. Michael Hoff

Milwaukee
Prof. Derek Counts

Minneapolis/St. Paul
Ms. Kate Larson
Ms. Vanessa Rousseau

Mississippi/Memphis
Prof. Aileen Ajootian

Montreal
Prof. Nicolas Beaudry
Ms. Kathleen Sherwood (*proxy* for Prof. Jacques Perreault)

North Alabama
Prof. Lillian Joyce
Mr. Tim Stephens

New Brunswick
Prof. Chelsey Young
Prof. Maria Papaioannou

New Haven
Ms. Milette Gaifman

New Orleans
Ms. Susann Lusnia (*proxy* for Prof. Connie Rodriguez)

New York City
Prof. Alexander Bauer
Prof. Rachel Kousser
Prof. Jeffrey Lamia
Dr. Karen Rubinson
Dr. Beryl Barr-Sharrar
Dr. Linda Jones Roccos
Dr. Lucille Roussin (and *proxy* for Prof. Larissa Bonfante and Ms. Whitney Keen)

Niagara Peninsula
Mrs. Helen Brown (*proxy* for Mrs. Merle S. Richards)

North Coast
Prof. Albert Leonard Jr.

Northern New Jersey
Prof. Tim Renner

Oberlin-Wooster
Prof. P. Nick Kardulias

Philadelphia
Prof. Katherine Blanchard
Prof. Ann Brownlee
Prof. Nick Eiteljorg
Ms. Susan Ferrence

Pittsburgh
Mr. John Newell

Princeton
Prof. Lee Ann Riccardi

Richmond
Ms. Elizabeth Baughan (*proxy* for Mr. John Harris)
Mr. Arthur Cassanos

Rochester
Prof. Andrew Moore (and *proxy* for Mr. Lionel McKenzie)

Salem
Prof. Scott Pike

San Diego
Mr. Bradford Kirkegaard
Prof. Elizabeth Pollard

San Francisco
Ms. Ellen Amyx

Spokane
Prof. Andrew Goldman (and *proxy* for Ms. Betty Banks)

St. Louis
Prof. Susan Rotoff
Prof. Michael Fuller (*proxy* for Mrs. Judith Brilliant)
Prof. Neathery Fuller

Staten Island
Ms. Linda Gilbert-Schneider

Toronto
Ms. Laura Gagne
Prof. D.J. Ian Begg

Tucson Prof. Alison Futrell

Vancouver
Prof. Roger Wilson (and *proxy* for Prof. John Russell)
Ms. Elaine Godwin
Ms. Leanne Bablitz (*proxy* for Prof. Mary Vickers)

Washington DC
Ms. Elisabeth Craft
Ms. Lucinda Conger
Dr. Elise A. Friedland (and *proxy* for Ms. Minda Stephens, Orlando Society)
Dr. Ellen Herscher
Mrs. Betty Jo Mayeske
Em. Prof. Shirley Schwarz
Mr. Stephen Zwirn

Western Illinois
Mr. Victor Martinez
Ms. Danielle S. Fatkin (*proxy* for Dr. Thomas Sienkewicz)

Western Massachusetts
Mr. Eric Poehler

Minutes
130th Annual Meeting of the Council - Saturday, January 8, 2009

The meeting was called to order at 5:00 pm.

I. Approval of the Minutes from the 129th Meeting of Council held January 5th, 2008 (C. Brian Rose, President)
Discussion: None
Action: A motion was made to accept the minutes. The motion was seconded and passed unanimously.

II. Report of the Nominating Committee: Presentation of the Ballot (John J. Yarmick).
Mr. Yarmick read the list of candidates:

Officers
For President (term two): Brian Rose
For First Vice President (term two): Elizabeth Bartman
Vice President for Publications (term two): Jenifer Neils
Vice Presidents for Societies (term two): Alexandra Cleworth
Vice President for Professional Responsibilities (term one): Sebastian Heath

General Trustees
(term one) Robert Atwater; (term one) David Boochever; (term two) Lawrence Coben; (term one) Harrison Ford; (term one) Eleanor Powers; (term one) Douglas Tilden

Academic Trustee – Position 1: Susan Alcock (term one)

Academic Trustee – Position 2 (asking for a vote of two for the following three candidates): Carla Antonaccio (term one); Barbara Barletta (term one); Joan Connelly (term one)

Academic Trustee – Position 3: William Saturno (term one)

Society Trustees (vote for three): Laura Childs (term two); Lillian Joyce (term two, not present); Ann Santen (term two)

For the 2009 Nominating Committee
Position 1 - (vote for one) General Trustee: Elizabeth Bartman (term one); Lynn P. Quigley (term one)
Position 2 – (vote for one) Academic Trustee: Susan Alcock (term one); Ili Nagy (term one)

Position 3 – (vote for one) Academic Trustee: Jodi Magness (term two)
Position 4 – (vote for one) General Trustee: Cathleen Asch (term one); David Seigle (term one)
Position 5 – (vote for one) Society Trustee: Lillian Joyce (term two); Alexandra Cleworth (term one)

Action: A motion was made and seconded to accept the slate prepared by the Nominating Committee.

Discussion: Mr. Eiteljorg noted that he would vote for the motion and would like it to pass, but also believes that is not in the best interest of the Institute to have only one nominee for positions for officers and academic trustees. Mr. Eiteljorg encouraged the Nominating Committee to increase the number of contested elections and asked that other delegates contact him to discuss the possibility of crafting a proposed by-law change for the 2010 Council Meeting.

B. Rose thanked Mr. Eiteljorg for his concern for the Institute and his proactive approach. He explained that the general practice, for the sake of continuity, has been to run officers unopposed when the Nominating Committee believes they are doing a good job. In the Institute's recent history, the incumbent has won in all but one case. The losing candidate, often a valuable constituent, can get disenfranchised with the Institute under such circumstances and may not want to run in the future. B. Rose agreed to convene the Governance Committee to review the regulations to ensure the best possible democratic process and the well being of the Institute.

Action: A motion was made to accept the slate of candidates and passed unanimously.

III. Reading of the Necrology (C. Brian Rose)
Mr. Wilmer Aist, Central Florida Society
Mrs. Eileen Aist, Central Florida Society
Mr. Robert Anderson, Salem Society
Mr. Elwin Benington, Member-at-Large
Mrs. Lenore Bernhardt, Long Island Society
Mr. John Betts, Member-at-Large
Col. William Brant, Central Texas Society
Mr. Alan Buchmann, Tampa Bay Society
Ms. Phillys Burns, San Diego Society
Mr. Elvert Chisley, Member-at-Large
Mr. Peter Christie, Baltimore, MD
Prof. John Nicolas Coldstream, Foreign Honorary Member
Mr. Robert Cull, Cleveland Society
Mr. Harvey Duchin, Albany Society
Dr. Douglas Edwards, Seattle Society
Prof. C. W. J. Eliot, Member-at-Large
Ms. Gloria Freund, St. Louis Society
Ms. Catherine Grover, Northern NJ Society
Ms. Charlotte Harrison, Narragansett Society
Mr. R. Hetherington, Toronto Society
Prof. Sara A. Immerwahr, Board Member
Mrs. Harold James, Tucson Society
Ms. Carol Justus, Central Texas Society

Mr. Jack Knight, San Francisco Society
Mr. Floyd K. Koch, Walla Walla Society
Dr. Ellen Kohler, Philadelphia Society
Mr. Anthony Layton, Publicity Chairmen, Orange County Society
Mrs. Mary Banks Leonard, North Coast Society
Mr. Richard Loescher, Appleton Society
Ms. Patricia McPhail, Baltimore Society
Mr. Robert C. Miller, Greensboro, North Carolina Society
Dr. G. O'Connor, San Francisco Society
Mr. John Parker, Hawaii Society
Mr. Paul Petitmermet, San Diego Society
Dr. Andrew Reed, Finger Lakes Society
Mr. Duncan Ross, Seattle Society
Mr. Samuel W. Ryan, Member-at-Large
Mr. Gene Savoy, Las Vegas Society
Mr. Thomas Scatchard, Philadelphia Society
Mr. Harvey Schreter, Baltimore Society
Mrs. Susan Schilling, Rochester Society
Ms. Jane Scott, Boston Society
Dr. Cornelius C. Vermeule III, Boston Society
Mr. Robert Wagner, Western Illinois Society
Ms. Sonia Williams, Vancouver Society
Ms. Virginia Williamson, Member-at-Large
Prof. Charles Zabrowski, Southern Pennsylvania Society

Action: B. Rose addressed the assembly and asked if any other names needed to be added to the list. After hearing none, delegates were asked to stand up for a moment of silence in recognition of these members who faithfully served the Institute.

IV. Election of Officer, Trustees and Nominating Committee Members
B. Rose assigned John Yarmick and Peter Herdrich to collect the ballots for tallying.

V. President's Report (C. Brian Rose)
B. Rose began his report by thanking Dr. Ortwin Dally, General Secretary of the German Archaeological Institute (DAI) for his work in partnering with the AIA on a host of archaeological enterprises and for enriching the quality of our Academic Program and the AM with their sessions. B. Rose encouraged Council Members to attend the 2009 DAI session on its current research projects.

B. Rose announced that the state of the Institute is strong and that two new Societies would be chartered during the Council meeting: Lubbock, Texas and Bozeman, Montana, brining the total number of AIA Societies to 107.

In 2007 the AIA began a new initiative focused on site preservation. This was inaugurated with an anonymous challenge grant of $250,000. The challenge grant was matched on November 25, 2008. That is, the AIA raised $500,000 in total for this program. The final $2,500 of that grant was given by the AIA Staff in Boston and New York. B. Rose thanked everyone who made that possible, especially the donor of the challenge grant and the co-chairs of the Site Preservation Task Force, General Trustees Larry Coben and Charlie Steinmetz, as well as the AIA staff.

The AIA's first Site Preservation grant was given last year for conservation of the Temple of Athena in Assos, northwestern Turkey. The second grant was recently given to Easter Island and will support the development of a polymer used to stabilize the Moai statues. If the polymer is successful in preventing the erosion of the soft volcanic rock, many other sites could benefit as a consequence.

B. Rose discussed the Troop Lecture Program, which became even more successful during 2008. A number of new lectures were added to the roster of cultural heritage briefings which were given at Fort Eustis (Virginia), Fort Bragg (North Carolina), and Fort Dix (New Jersey), to name a few. The response from the soldiers has been phenomenal, and the training allows them to recognize, understand, appreciate, and protect archaeological sites in the areas where they have been deployed. The response has been so positive that the program has expanded from short lectures to an entire day of cultural heritage training in some cases.

Thanks to the work of General Trustee Charlie Steinmetz, a meeting was arranged with high officials at the US State Department in January 2009. The goal was to encourage the State Department to mandate cultural heritage training programs for all troops being deployed to areas with rich archaeological resources that are in need of protection, including Iraq and Afghanistan.

The Hague Convention on the Protection of Cultural Property in the event of conflict was ratified by the US Senate in August 2008 with the assistance of John Russell, our former Vice President for Professional Responsibilities. With this ratification, it should be easier to secure permission from the base commanders for the troop lectures. Currently, we are only reaching a fraction of the soldiers who are being deployed.

We are making other strides with the US Military to protect sites. The subject of the 2009 President's Plenary Session was cultural property and armed conflict. Brigadier General Mark Hendricks participated along with Karl Von Habsburg, President of the International Committee of the Blue Shield. A day long workshop on cultural heritage protection in areas of military conflict featured many leaders in cultural property legislation and protection in Europe, a number of officials from the US Department of Defense, the US Department of State, the US Army, the British military, the Dutch military, and some State Representatives.

The AIA is also setting up a working committee with the Association of Art Museum Directors (AAMD). The purpose of the group is to increase communications and look for common ground so that the Institute's viewpoints will be more likely to be heard and respected by the museum community. Many museums are reviewing their collections policies and, where possible, the AIA wants to help them. A workshop will be planned for January of 2010.

The Corresponding Member Committee proposed twenty-two new AIA corresponding members, which were voted on later in the meeting. The Corresponding Member Program enables AIA to become a more global organization that is linked to renowned archaeologists from other countries.

The AIA has been in the news much more than ever before. The AIA hired a public relations firm to work on its behalf and that is going well. Terrific progress has been made since January of 2008, partly because Harrison Ford is an AIA Trustee and his new Indiana Jones film was released in 2008. At the same time, we ran a story in ARCHAEOLOGY

magazine regarding a Smithsonian study that revealed that the "crystal skulls" were not ancient. The AIA was featured on CBS, Good Morning America, and Fox News, and had print stories in Associated Press, New York Times, Boston Globe, Wall Street Journal, and USA Today, just to name a few.

Another new initiative is the AIA's first Gala, which will take place in New York on April 28th and will mark the 130th anniversary of the Institute and 60th anniversary of ARCHAEOLOGY magazine. B. Rose urged Council Members to participate by attending and/or communicating the news of the Gala to others. AIA can use this as a major fundraising event as do many other charitable and academic organizations.

VI. Treasurer's Report (Brian Heidtke)

Brian Heidtke began his report by noting that we are operating in a very difficult economic climate. As with most other companies and organizations, we are experiencing a drop in revenues. We have responded by increasing fundraising efforts and cutting expenses where possible, but not where management thinks it will significantly hurt the organization in the long run.

The Largest component of our earned income is ARCHAEOLOGY magazine which provides approximately 60% of the Institute's gross revenue. After earning $326 thousand (before overhead expenses) in FY07, there was a $107 thousand drop in FY08 and we are barely breaking even for the first part of FY09. The magazine industry is a particularly difficult one right now as it must deal with the shift from print to digital in addition to the economic crisis. Magazine publishers are suffering and many have stopped publishing some titles. The good news is that ARCHAEOLOGY magazine's drop in circulation and advertising revenue has not been as severe as the industry average.

The American Journal of Archaeology operates in a different market and its revenues and circulation are holding steady. Since the business model of the AJA was revised about seven years ago, it has been bringing in a significant amount of revenue to cover its overhead and support some of the AIA's other programs.

Overall, the Institute was in the black and on target with its budget in FY08. FY09 will be a different story and AIA is expecting a bottom line loss, as are many other non-profits.

Contributed Income: The AIA received contributed income of about $1.6 million in 2008, which was 58% ahead of the prior year. This was principally due to site preservation contributions, recognizing REITS that were donated over a number of years and a large unrestricted gift. Contributed income at this point in FY09 is trending behind FY08 due in part to the timing of contributions. We also have two large FY09 Annual fund pledges that were booked in December which will mitigate a good portion of the year-to-date shortfall.

Under the banner of contributed income we also have the first AIA Gala coming up in April 2009. We have an estimated target for gross revenue of $300 thousand with estimated expenses of $200 thousand dollars. At this point we are anticipating selling 350 tickets, with 320 sold to date.

Balance sheet: The operating cash balance as of 10.31.09 was $623 thousand; however,

reduced magazine circulation could severely diminish this balance.

Investment Portfolio: This is a very important part of the AIA balance sheet. As with most of the investment community the AIA has encountered significant losses in its portfolio since 12.31.07. In fact, during the last eleven months, the AIA's endowment portfolio has lost approximately $3.5 million or 37%. This unfortunately is in line with the losses suffered by the market as a whole during this period.

Under the leadership of our Investment Sub-Committee's Chairman, Paul Rissman, a former professional investment manager, we have begun a very comprehensive review of our investment policies and in the next few months the Investment Sub-Committee will recommend changes that will guide the management of our portfolio.

As the economic environment stabilizes we will once again produce longer range projections, which will incorporate strategic planning as well a fundraising campaign. Most important, we have a dedicated and talented staff under Teresa Keller's direction, which for the first time includes an incredibly productive development group. Brian Rose is providing tremendous leadership and of course, we have 107 Societies and all of you who work so hard on behalf on the Institute.

Questions: Ellen Herscher asked if any progress has been made regarding liability for insurance for Societies.

T. Keller answered that after many months of working with our insurance broker, the best policy they would offer was one where AIA Societies would share coverage at a minimum cost of $10,000 in total. This is not a viable option at this time as most Societies do not want such coverage as the venue where they hold their events is providing the insurance. Recently, AIA's CFO, Tom Pappas, has made more progress. Another insurance company is willing to offer coverage to Societies for standard lectures at $100 per year, per Society, if a minimum of five Societies buy into the policy. This price compares favorably to buying coverage for each event, which usually costs $300 to $400. T. Pappas still needs to work out some details, such as the cost of coverage for field trips and other Society events, but anticipates that AIA will be able to help Societies buy into this type of shared policy in FY10.

VII. Executive Director's Report (Teresa Keller)

T. Keller began her report by stating that these are exciting times for the AIA. Progress is being made in many areas in spite of challenging economic times. AIA has very capable and enthusiastic staff members who are pleased to have the opportunity to implement some initiatives that have been discussed for many years but not brought to fruition.

At the end of the FY07, AIA did a five-year financial forecast which showed that the Institute needed to make a commitment to increase fundraising if it was to be able to maintain its current programs and achieve at least some of its future goals. Many organizations similar to AIA have raised much larger endowments, which have allowed them to implement more programs and enjoy a greater measure of financial stability. It is especially important for AIA to attain greater financial stability given that ARCHAEOLOGY magazine represents two thirds of its gross revenue and magazines are especially susceptible to changes in the economy. As a result of the forecast, the Board made a commitment to increase fundraising. Trustees generously donated the funds needed to hire a consulting firm to do a feasibility study, which is the first step in launching a significant fundraising

campaign. That study led to a more detailed version of the five-year plan that was started in FY07. T. Keller stated that she would discuss the results of the feasibility study, review the five-year plan and then give a brief update on current programs.

The feasibility study consisted of interviews with various constituents of the AIA and an audit of the effectiveness of the fundraising department and processes. Seventy-five people including officers, trustees, staff, major donors, and potential donors were asked about the feasibility of a $20,000,000 AIA fundraising campaign focused on the following:

1) K-12 Education
2) Site Preservation
3) Communication Efforts (through the AJA, ARCHAEOLOGY, websites, etc)
4) Administrative Endowment

AIA constituents who were interviewed provided the following feedback on the main priorities of the proposed campaign:

K-12 education - this was considered too narrow a focus as participants thought that the AIA is better suited to outreach and education to a broad range of audiences both in and out of the classroom. AIA Societies already reach out to the public through lectures and many other types of educational programming, so it would be better not to limit the AIA to one aspect. In addition, AIA has less experience with K-12 education than with other types of outreach and education.

Site Preservation - ranked the highest in interest level of study participants, but many felt that AIA may not be well suited to do conservation work. Participants thought it would be best to find a way to encourage preservation but take advantage of the strengths of the organizations, such as its communication tools and membership. They also thought that it could be tied to existing programs.

Communication Efforts – participants commented that this goal was not specific enough and if money were to be raised for AIA's publications, the goals needed to be more specific.

Administrative Endowment - participants supported the idea of an administrative endowment, but noted that AIA would have to present a compelling case to donors who are often more interested in supporting specific programs.

T. Keller summarized other feedback from the study:
1) a high percentage of participants ranked AIA as their highest giving priority
2) most participants stated that they would serve as volunteers and/or host campaign events
3) almost all stated that they would make a campaign gift
4) a lower-than-expected percentage identified a specific giving level for themselves
5) some participants mentioned that AIA has great assets, but has failed to use them as effectively as possible and that they need to see that change before making a significant gift

Recommendations from the consulting firm:
1) Build a development department that has the people, resources and processes in place to conduct a campaign. The study showed that AIA is weak in all of those areas

2) Revise the campaign priorities based on constituent feedback
3) Cultivate a larger support base

The Board and management concluded that although the consulting firm was optimistic about moving forward immediately, it would be best for the AIA to make progress on the consultant's recommendations before beginning a campaign. The number of people who identified a specific giving level was low and the total dollar amount likely to be raised based on this sampling of constituents is not sufficient to support a sizable campaign at this time.

To implement the first recommendation, AIA hired Jennifer Klahn to head the development department. She has a degree in archaeology and extensive fundraising experience in academic, preservation and membership organizations. The development department had several vacant positions, which have since been filled. The department now includes an Annual Giving Manager, a Database Manager, a Membership Coordinator, and a Development Events Manager who also plans the Annual Meeting and Governing Board meetings.

Other efforts to build a better fundraising department include:

- Running the Annual Fund more strategically
- Applying for new grants—this has been incorporated into the new job description for the Annual Giving Manager
- Actively cultivating new donors and providing good stewardship to existing donors, including personal visits, other opportunities for face-to-face interaction, and increasing the effectiveness of AIA programs. Examples of expanded AIA events include receptions hosted by AIA constituents, the spring Gala, paid lectures hosted with partners such as Earthwatch, and events held in conjunction with the Board meeting so that Trustees can help cultivate new supporters
- Developing tools to help AIA Societies increase their fundraising

If these efforts are successful, AIA may be able to begin the quiet phase of a fundraising campaign in the spring of 2010. The exact magnitude of the campaign is yet to be determined, but is likely to be about $15MM.

The second recommendation of the feasibility study consultant was to incorporate feedback from constituents into the Five Year Vision Plan. To do this, T. Keller held two off-site all-staff vision meetings. At the first meeting, the staff spent a full day reviewing AIA programs and the goals for each as outlined by the Board. The staff brainstormed and debated about the best ways to achieve those goals and set up smaller working groups which spent the next few months creating action plans in preparation for the second vision meeting. During the second meeting, which was held over two days, the staff reviewed and discussed the action plans, modified them and came to an agreement for each. The result was a more specific Five Year Vision Plan, which incorporated the feedback from AIA constituents.

As part of the revision, the staff broadened the K-12 education objective to include outreach and education to a wide variety of constituents. The objective will be achieved primarily by 1) raising funds for Societies so they can do outreach that is specific to the communities in which they operate, 2) creating programs run by AIA that are cost-efficient and reach a large number of people such as web-based individual education and resources for teachers and community groups, and 3) advocating for archaeology to be included in state curricula. The specific plan for the Site Preservation Program is not completed, but in accordance with constituent recommendations, it will take advantage of AIA's strengths and incorporate

many other aspects of the organization including the magazine, AJA, websites, fellowships, publishing, annual meeting, and AIA Societies.

The revised AIA Five Year Vision Plan was presented to and approved by the Board of Trustees at its October 2008 meeting. Details of the Plan can be found in the minutes of that meeting.

T. Keller then provided a few updates on the progress made on existing programs.

- The Site Preservation challenge was met and the first two projects are underway
- Archaeology magazine has reached its highest paid circulation ever - over 250,000
- Newsstand was expanded to include ten new countries and the magazine is now in some Hudson Newsstands in major airports in New York City
- AJA continues to enhance quality and provide additional content, in print and on the web
- Electronic AJA subscriptions are now being offered
- 2009 Annual Meeting attendance was the third highest ever in spite of the economy
- The AIA has 107 Societies and is committed to providing new funding to them
- The reach of the AIA archaeology fairs had been greatly expanded. The fall fair in Boston had over 4,000 visitors. Based on today's attendance, the fair presented during this Annual Meeting promises to reach over 1,500 participants - mostly families who are learning about AIA for the first time. The 2008 Annual Meeting fair had few visitors other than those already attending the Annual Meeting.

T. Keller concluded by thanking the Council Delegates for their hard work. The AIA is a great organization because of its network of dedicated members and volunteers. T. Keller reiterated her commitment to provide more funding for Societies and AIA programs so that members and volunteers will have the resources they need to be successful.

Discussion: None

VIII. New Business

A. New Corresponding Members to be approved by Council (J. Neils)

The Corresponding Member Committee is recommending new Corresponding Members as per the process set up when the program was approved by the Council at its 2008 meeting. The twenty-two new proposed Corresponding Members are as follows:

- Belgium: *Marc Waelkens*, Director of Sagalassos Excavations, Leuven
- Russia: *Nikolaj Makarov*, Director, Institute of Archaeology, Russian Academy of Sciences, Moscow
- Italy: *Eugenio La Rocca*, Soprintendente, Rome and *Paola Pelegatti*, Former Soprintendente for Eastern Sicily
- Turkey: *Ismail Karamut*, Director of the Istanbul Archaeological Museum and *Mehmet Őzdogan*, Professor of Archaeology, Department of Archaeology, Istanbul University
- Germany: *Wolf Dietrich Niemeyer*, Director, DAI, Athens, *Felix Pirson*, Director, DAI, Istanbul, *Hans J. Gercke*, president of the DAI, Berlin, *Ortwin Dally*, General Secretary, DAI, Berlin, and *Hermann Parzinger*, Former President, DAI, Berlin; currently President of the Stiftung Preussischer Kulturbesitz in Berlin
- Afghanistan: *Omara Khan Massoudi*, Director of the Kabul Archaeology Museum
- Greece: *Christos Doumas*, Director of Akrotiri, Thera excavation, *Olga Palagia*, Professor of Archaeology, University of Athens, and *Petros Themelis*, Director of the Messene excavations

- United Kingdom: *Barry Kemp*, University of Cambridge, Director of the Egypt Exploration Society's Excavations at Amarna, *Anthony Snodgrass*, Emeritus Professor of Classical Archaeology, University of Cambridge, *R.R.R. Smith*, Lincoln Professor of Archaeology, University of Oxford, *Mary Beard*, Professor of Classics, University of Cambridge
- France: *Juliette de la Genière*, Former Director of Klaros excavations, *Pierre Amiet*, (formerly) Professor in l'Ecole du Louvre, *Paul Bernard*, director of the excavations at Ai Khanoum in Afghanistan and director of the French Archaeological Delegation in Afghanistan.

Action: A motion was made, seconded, and passed unanimously to accept the slate of foreign corresponding members. B. Rose addressed the Council members and requested that they make suggestions for additional Corresponding Members to Jenifer Neils via e-mail.

B. Proposed Amendment to Article II.4: Membership of AIA Regulations (S. Heath)

AIA's goal is specific: to amend its regulations to prohibit members from using their AIA membership in the furtherance of the sale of antiquities. The issue is timely because there are at least two antiquities dealers advertising the fact that they are members of AIA on their websites. AIA would like to stop this practice because the sale of unprovenanced antiquities undermines its core mission "of preserving archaeological resources for future generations.", and this amendment will give the Executive Director and the Board the authority to do that. The proposed amendment, crafted by the Professional Responsibilities Committee and the Governance Committee, recognizes that although the AIA does have dealers as members, the Institute does not condone the sale of antiquities. A unanimous recommendation from the Professional Responsibilities Committee, the Governance Committee and the Governing Board AIA was made stating that the AIA can put restrictions on its members and can control the use of its name. S. Heath thanked Susan Alcock, Cathleen A. Asch, Elizabeth Bartman, Alexandra Cleworth, Brian Heidtke, William Fitzhugh, Jenifer Neils, Lillian Joyce; Karen Rubinson; Mathew Saunders for co-signing the letter that brought this issue to the attention of the Governing Board and its committees.

The proposed amendment reads as follow:
Members shall not use the name of the Archaeological Institute of America ["AIA"] in connection with or in the furtherance of commercial transactions involving antiquities. Upon warning from the Executive Director, future failure to comply will result in suspension or termination of membership.

Action: A vote in favor by three quarters of the Council (including absentee ballots) is required to approve the proposed amendment. The motion was made to accept the proposed amendment to Article II.4: Membership. It was seconded and passed unanimously.

C. Proposal to Make Archaeology Magazine Subscribers Members of the AIA (T. Keller)

The proposal to make Archaeology magazine subscribers AIA members is part of the Institute's mission to represent the discipline of archaeology in the wider world and to advocate for the field. It is easier to accomplish this if the AIA represents over a quarter of a million members, rather than approximately 8,000. Furthermore, this is already being done by other membership organizations with popular magazines such as *Smithsonian* and *National Geographic*. Those organizations also find that they are more successful in bringing in new

subscribers by designating them members. AIA invests about $1MM in direct mail each year, so improving its response rate is very important and this change would help the profitability of Archaeology magazine.

The change will raise the profile of the AIA among Archaeology magazine subscribers and encourage them to become more involved in the Institute. They would do so by upgrading their membership to include additional benefits such as the right to participate in an AIA Society. They could also be involved in helping the AIA advocate for the field of archaeology by voicing opinions on proposed legislation. The AIA would post notices of pending issues on the website and encourage subscribers via e-mail to speak out on these issues. Sample comments and suggested language would be included with the notices.

There is some concern that the AIA could lose Society members if it creates a less expensive subscribing membership category. This seems unlikely as Society membership is voluntary and for the most part, purely philanthropic. In case there is a significant change, AIA would still be unlikely to lose revenue because of the likelihood that some subscribing members would upgrade their membership. Even if one estimates that 5% of AIA's Society members will downgrade and that only 1% of subscribers will upgrade, the Institute would more than double its membership to about 11,000 members. That is the optimistic scenario. In the worst case scenario, if the Institute loses 25% of current Society members to downgrades and only 1% of magazine subscribers decide to upgrade, the AIA would still maintain its current rate of membership. Overall the merits of this proposal should outweigh any disadvantages.

Membership Benefits – AIA is currently in the process of negotiating several benefits to be offered to our Society members such as:

- Free or discounted museum admissions throughout the country;
- Discounts on AIA Highlights Tours which will be value priced;
- Discount on archaeology-related Earthwatch Tours

These benefits to be offered to Society Members will encourage upgrading and discourage downgrading of membership levels.

The proposed amendment designates subscribers as members but does not give them representation at Council.

Motion:
Be it resolved that all subscribers to Archaeology magazine will be designated as members of the Archaeological Institute of America. They will be Subscribing Members of the Institute, and, as such, will not be entitled to representation at Council or membership in an AIA Local Society. Article V.1 of the AIA Regulations will be modified to state that Subscribing Members do not get representation at Council.

Action: Motion to accept the changes was made and seconded.

Discussion:
The proposal, initially made by the Governing Board and discussed with the Governance Committee, covers all subscribers, including those in Canada but does not apply to AJA subscribers.

While there was general support for the motion, Council members expressed a few concerns, mostly centered on the impact of the change on local Societies. Some were

concerned that Societies would lose membership if people decided to pay the lower rates to become subscribing members foregoing the opportunity to become Society members.

T. Keller restated that even if some members cancelled their membership or downgraded to subscribing membership, membership in Societies would not drop significantly and would probably be offset by a higher number of subscribers becoming Society members. She further stated that the proposed change would be part of an overall development plan to make members aware of the AIA through the magazine. After they subscribe to the magazine they can be encouraged to upgrade to Society membership which would allow them to participate their local Societies' activities, meet archaeologists in person, and get more involved with the Institute.

She also stated that the current rebate that AIA gives to Societies ($2 per member) is not enough to support them in any significant manner and that the AIA is committed to providing more funding to Societies so that even if there were a loss of revenue from a decline in membership, it would be more than offset by an increases in other funding opportunities.

The issue was also raised whether the conversion would "dilute" the value of being a member. Brian Rose explained that the matter was discussed with the Governance Committee and the Governing Board. They all felt strongly that making subscribers members would increase AIA's visibility, increase its effectiveness in advocacy, and would enable the AIA to grow stronger on a variety of levels. Brian Rose stressed that the AIA has been a bit slow in doing this as all of the organizations with which the Institute competes as well as those considered sister organizations (*National Geographic*, *Smithsonian*, National Trust for Historic Preservation) are already doing this. The reason they are successful in their advocacy efforts and with the programs they launch is because they have their subscribers linked to their membership. Both the Governance Committee and Governing Board felt that this move would help the AIA move in the same direction as the other organizations. Also, organizations that do this have higher response rates to their direct mail

The question of access to the subscribing member mailing list was brought up and it was confirmed by T. Keller that Societies would have access to the mailing list to promote Society activities and membership.

Action: Brian Rose asked T. Keller to read the motion again before calling for the vote and reminded the assembly that the motion is strongly supported by the Governing Board and the Governance Committee. John Yarmick and Peter Herdrich were asked to count the votes. Proxies were excluded from voting. The motion passed with 109 votes in favor and 10 against. There were no abstentions.

D. Proposal to endorse the UNESCO convention on the protection of underwater cultural heritage (S. Heath)

On January 2, 2009, the UNESCO Convention on the Protection of Underwater Cultural Heritage was ratified by several different countries. The AIA through its professional conduct already takes into account underwater resources and in a unanimous recommendation of the Professional Responsibilities Committee, the Governance Committee and Governing Board, the Council was asked to vote on endorsing the Convention in hopes of further encouraging the application the principles it embodies and to urge the ratification of the convention by the United States.

Accordingly Sebastian Heath asked the Council to adopt the following statement:

Underwater Cultural Heritage forms an essential component of the world's archaeological record. The Archaeological Institute of America believes that this heritage deserves the same level of protection as land-based resources. By recognizing the particular circumstances and history of maritime law and the special needs of underwater archaeology, the UNESCO Convention on the Protection of the Underwater Cultural Heritage (2001) and its Annex provides such protection.

The Archaeological Institute of America endorses the UNESCO Convention on the Protection of the Underwater Cultural Heritage (2001) and its Annex, and urges ratification of the same by the United States and other nations at the earliest practicable moment. It further encourages the timely adoption of the Convention and Annex's Articles, Rules and Principles into the laws, policies, professional standards or guidelines of private and public programs concerned with the discovery and management of underwater cultural heritage. Accordingly, all members individually and through the local Societies of the Institute are urged to offer their own support of the Convention.

Action: A motion was made to accept the endorsement of the UNESCO convention on the protection of underwater cultural heritage which passed unanimously.

Discussion: None

E. Chartering of Archaeological Institute of America - Bozeman Society, Montana and Lubbock Society, Texas (B. Rose and A. Cleworth)

According to Section 1D of the regulations governing the operations of Societies:
If a prospective Society meets all the requirements within the stated time limit, the Executive Director will petition the Executive Committee on behalf of the Society for its recommendation that the AIA Council charter the Society. Upon approval of the Council, the Society will be granted its charter and the Society will become an affiliated Society of the AIA in good standing.

Two prospective Societies met all the requirements according to the regulations and the Executive Committee recommended their charters. These are the Bozeman Society, Montana and Lubbock Society, Texas.

Action: A motion was first made to create the AIA – Bozeman Society. The motion was seconded and passed unanimously.
Dr. Regina Gee, the representative for the AIA – Bozeman Society was asked to go to the podium
The charter reads:

> *Know all by these present that fifty or more members of the Archaeological Institute of America , at and about the province of Bozeman having petitioned the Council of the Institute for permission to form themselves into an affiliated Society of the Institute to be known as the Bozeman Society according to Article III of the Regulations, therefore the Council of the Institute, Meeting on the 10th day of January, 2009, in the city of Philadelphia VOTED;*
> *Resolved, that the Bozeman Society is hereby recognized as an affiliated Society of the Archaeological Institute of America, with all the rights and responsibilities pertaining thereto, and that its Delegates are invited to be seated in Council.*
> *In witness whereof, we have hereunto set out hands and affixed the Corporate Seal.*
> *This 10th day of Janurary, 2009 in the city of Philadelphia.*

The other Society that met all the requirements according to the regulations and the Executive Committee recommended its charter it the Lubbock.

A motion was first made to create the AIA – Lubbock Society. The motion was seconded and passed unanimously.
Dr. Barbara Weinlich, the representative for the AIA – Lubbock Society was asked to go to the podium
The charter reads:

> *Know all by these present that fifty or more members of the Archaeological Institute of America , at and about the province of Lubbock having petitioned the Council of the Institute for permission to form themselves into an affiliated Society of the Institute to be known as the Lubbock Society according to Article III of the Regulations, therefore the Council of the Institute, Meeting on the 10th day of January, 2009, in the city of Philadelphia VOTED;*
> *Resolved, that the Lubbock Society is hereby recognized as an affiliated Society of the Archaeological Institute of America, with all the rights and responsibilities pertaining thereto, and that its Delegates are invited to be seated in Council.*
> *In witness whereof, we have hereunto set out hands and affixed the Corporate Seal.*
> *This 10th day of Janurary, 2009 in the city of Philadelphia*

IX. Presentation of Society Prizes (Alexandra Cleworth)

A. AIA Local Society Outreach Grant for 2009

The Local Society Outreach Grant provides $1,500 to a Society to pay for the implementation of one outreach project each year. The grant may be used for activities that promote archaeology and the AIA's objectives for community involvement. The event needs to focus on public outreach and education in the broadest sense of the term. Attracting new members to the AIA and the Society should be a primary goal.

The winner of the 2009 AIA — Local Society Outreach Grant: Bozeman Society.

Action: Dr. Bryce Carpenter was called to the podium to accept the prize.

The Bozeman Society's project will support the construction of an Early Bronze Age forge and cast simple bronze tools. The goal of this project is to create a cooperative, hands-on experience that would be challenging, educational, and memorable. The Society intends to involve art historians, classicists, local artists, metal smiths, teachers, and students of all ages.

B. Lecture Lottery Drawing (Alexandra Cleworth)

The AIA has organized a Lecture Lottery since 2004. Changes were made to the program in the past year to make it even more enticing for Societies to donate. For every donation of $25 received from an individual or group on behalf of a Society and directed to the AIA's Lecture Lottery, the Society's name will be entered into a drawing with a chance to win both an additional lecture for the 2009-2010 lecture season and half of all money raised through the lottery to support Society programs. The lottery ran until January 9, 2009.

The past winners were Central Texas (2004), Santa Fe (2005), Niagara Peninsula Society (2006), Chicago (2007), and Cleveland Society (2008).

The 2009 winner of the Lecture Lottery: Milwaukee Society.

Action: Prof. Jane Waldbaum, President of the AIA-Milwaukee Society collected the prize.

C. Society Website Prize (Alexandra Cleworth)

As more people look to the Internet as their primary source of information, it is important for a Society to create informative websites about the events they sponsor. Websites can also attract more members and guests to programs and the print and electronic media are more likely to pick up a Society's programs if it has a website. All Societies are encouraged to recruit a volunteer interested in creating and maintaining a Society website. With that in mind a panel of judges selected the award winner based on the following criteria: creativity, visual presentation, designs, and determination is the site is *"user friendly"*.

The winner of the 2009 Society Website Contest: Hawaii Society

Action: Mr. Robert Littman President of the AIA-Hawaii Society was called to the podium to accept the cash prize of $250.

D. Society Poster/Flyer Prize (Alexandra Cleworth)

A cash prize of $250 was awarded to the Society that produced the Best Designed Lecture Flyer. Entries were displayed at the 2009 Annual Meeting in the exhibit hall and were judged by a committee using the following criteria: clear communication, readability, visual appeal, creativity and effective Society marketing

The winner of the 2009 Society Poster/Flyer Prize: Central Missouri Society**.**

Action: Prof. William Biers of the AIA - Central Missouri Society was called to the podium to accept the cash prize of $250.

E. Golden Trowel Award (Alexandra Cleworth)

The Golden Trowel Award honors the Society whose membership proportionally increases the most during the past fiscal year, June 30th, 2007 to June 30th, 2008. The AIA commends all Society Officers for the effective management of their Societies and for attracting new memberships. The winner in 2005 was Western Illinois Society; the winner for the 2006 was Central Florida Society; and the winner for 2007 was Iberian Peninsula Society.

The Golden Trowel award for 2008 went to the Cincinnati Society. The Cincinnati Society grew 40% and increased their membership to 98 members by the end of the fiscal year.

Action: Prof. Ann Santen President of the AIA - Cincinnati Society was called to the podium to accept the Golden Trowel Award.

X. Results of the Election (Brian Rose).

1. **President**: Brian Rose
2. **First Vice President**: Elizabeth Bartman
3. **Vice President for Publications**: Jenifer Neils
4. **Vice Presidents for Societies**: Alexandra Cleworth
5. **Vice President for Professional Responsibilities**: Sebastian Heath
6. **General Trustees**: Robert Atwater; David Boochever; Lawrence Coben; Harrison Ford; Eleanor Powers; Douglas Tilden
7. **Academic Trustee – Position 1**: Susan Alcock
8. **Academic Trustees – Position 2**: Carla Antonaccio and Barbara Barletta
9. **Academic Trustee – Position 3**: William Saturno
10. **Society Trustees**: Laura Childs; Lillian Joyce and Ann Santen

11. **Nominating committee 2009:**
    Position 1 - General Trustee: Elizabeth Bartman
    Position 2 – Academic Trustee: Helen Nagy
    Position 3 – Academic Trustee: Jodi Magness
    Position 4 – General Trustee: Cathleen Asch
    Position 5 – Society Trustee: Lillian Joyce

XI. Reading of Resolutions (Elizabeth Bartman)

BE IT RESOLVED that the officers and members of the AIA express their warm thanks and deep appreciation to the city of Philadelphia, the Local Planning Committee, and the AIA - Philadelphia Society, for their hard work to ensure the success of these Meetings, and to the Convention and Visitors Bureau for setting up discounts to badge holders at local museums, historical locations, and restaurants during our meeting.

BE IT RESOLVED that the officers and members of the AIA express their warm thanks and deep appreciation to the University of Pennsylvania, Museum of Archaeology and Anthropology for providing the location for our Opening Night Reception; to Richard Hodges, the Museum Director, for his Opening Night Lecture; to Dr. Charles K. Williams for underwriting a large portion of the cost for the Opening Night Reception so it could be held at such a wonderful location.

BE IT RESOLVED that the officers and members of the AIA express their appreciation to the management and staff of the Marriott Philadelphia Downtown Hotel and the Loews Hotel for providing for our well being, comfort, and work in these Meetings.

BE IT RESOLVED that the officers and members of the Archaeological Institute of America signify their appreciation to Teresa Keller, Andri Cauldwell, Kevin Mullen, Ilean Isaza, and the other staff members of the AIA; and to Garrett Fagan, Chair of the Program Committee, and to the members of the Program Committee for their devotion and service on behalf of this Annual Meeting.

WHEREAS Tom Russell has served the Institute faithfully as the VP for Professional Responsibilities, BE IT RESOLVED that the AIA expresses its gratitude and appreciation for his years of dedicated service.

WHEREAS Elie Abemayor, Paul Rissman, and Caroline Rubinstein have served the Institute faithfully as General Trustees, BE IT RESOLVED that the AIA expresses its gratitude and appreciation for their years of dedicated service to the Institute.

WHEREAS John M. Camp II and Jerald Milanich have served the Institute faithfully as Academic Trustees, BE IT RESOLVED that the AIA expresses its gratitude and appreciation for their years of dedicated service to the Institute

Action: The resolutions were presented as a single motion, seconded and passed unanimously.

XIV. Adjournment

Action: A motion was made to adjourn. The motion was seconded and passed. The meeting adjourned at 6:45 p.m.