

2023-2024 Club Achievement
Membership Development & Communications

#### **OVERVIEW**

Utilizing technology for growth emerged as a major player for AAF Austin's strategy during the 2023-2024 period, steered by a board and executive committee marked by continuity and experience, with many members serving for a second term. Despite encountering challenges, the team's collaborative approach ensured inclusivity and impact. A key operational enhancement was the implementation of a comprehensive CRM system, which streamlined membership management and communications, reinforcing AAF Austin's commitment to fostering a vibrant and interconnected advertising community and setting the stage for continued growth and excellence.

#### **MEMBERSHIP**

#### **Goal: Develop Membership Deck**

Many members were not aware of the entire worth of the AAF, according to a 2022 program that gave an overview of the organization's perks. Thus, the Membership team created a thorough deck to address this.

#### **Achievement:**

The deck was introduced along with the increased membership fee in February 2023. It emphasizes the significant advantages of membership, including our signature events, diversity and education programs, networking events, and the many goods and services that AAF offers nationally. Both individual members and organizations interested in company membership can customize it to their liking. (*Exhibit A*)

**Goal: Increase Membership** We ended the 2023 board year in June with 1020 members and 26 companies.

AAF Austin is always striving to increase the club's membership, especially in light of the previous two years'

fall in membership. It continues to grow every month throughout 2023 -2024

#### **Achievement:**

April 2022: 1020 Individual Members // 24 Company Members

February 2023: 1142 Individual Members // 29 Company Members

Our individual memberships had an increase of 12%. Our company memberships had an increase of 20% (Exhibit

B)

## **Goal: Involvement**

This year, we aimed to provide as much value as possible to members by increasing awareness and usage of membership benefits as well as encouraging more participation in AAF Austin events and programs.

## **Achievement:**

Hosted 15+ events consisting of happy hours, excellence awards, educational, diversity, and professional development opportunities. In addition to our AAF Austin events, the club also planned for Advent10n in Austin (April 12, 2023)

- Ad 2 Austin Trivia Night | March 30th, 2023 | In-Person Event
- Advent10n | April 12th 15th, 2023 | In-Person Event
- **32 Under 32** | May 4th, 2023 | In-Person Event
- Inclusion Solution Series: Your Role in the Workplace Inclusion | June 15th, 2023 | In-Person
- AAF Cannes Lions with UKAEG | July, 2023 | In-Person Event
- **Beat the Heat with Austin Monthly** | July 20th, 2023 | In-Person Event
- How to Win in Local Advertising | August 17th, 2023 | In-Person Event
- NFL Happy Hour | September 7th, 2023 | In-Person Event
- Coffee and Tacos | October 5th, 2032 | In-Person Event
- **Big Wigs** | October 25th, 2023 | In-Person Event
- Fostering Collaboration in Creative Communities | November 15th, 2023 | In-Person Event
- Xmas Office Holiday Party, Sponsored by PopShorts | December 7th, 2023 | In-Person Event

- **GSD&M Diverse Partner Summit** | December 6th, 2023 | In-Person & Virtual Event
- American Advertising Awards | February 17th, 2024 | In-Person Event
- AAF Austin + UK AEG "Roundtable" SXSW UK House | March 11th, 2024 | In-Person Event
- **E4 Youth** | May 2024 | In-Person Event
- **Government Relations** | May 2024 | In-Person Event

### **COMMUNICATIONS**

# Goal: Launch New AAF Austin Website for Communication and Updates

Our aim is to launch and develop the AAF Austin website, integrating improvements identified through member feedback, to include more technical updates made by our technical lead Jenero Diaz. These enhancements prioritize clarity and user experience, aligning with our organization's values and branding guidelines. By continuing to develop and restructure the content and design, we'll ensure ongoing important announcements are being shared to our community.

#### **Achievement:**

By creating a new AAF Austin Technical committee, dedicated to updating the website, we'll continue to innovate and to serve our community (*Exhibit C*)

#### **Goal: Streamline Internal Communications**

The Communications team initiated the year with a revamped structure, segmenting responsibilities across branding, email, Eventbrite, and social media, led by experienced returning board members. However, as the year progressed, changes in job circumstances for some members demanded a shift in operations. During this transition, our dedicated committees stepped up to maintain momentum, ensuring continuity in our communications strategy while we embarked on the search for a new board member to join the team. The dedication of two team members, Cori Baker and Kari Antezak from SWNG productions kept us looking great with high end videos and recaps of our events encouraging more attendance and community engagement.

**Achievement:** 

The Communications team set up a new system for organizing event promotions by creating a form for event

planners to fill out well before their events. They also asked these planners to provide their own creative materials

to help reduce the team's workload. However, facing challenges, it became clear more support was needed. We

**Goal: Expand External Communications and Personal Outreach** 

Our objective is to effectively leverage our email database and social media channels for disseminating AAF

Austin news, events, and program details to our members. We recognize the importance of establishing a

Customer Relationship Management (CRM) system as a critical asset for enhancing awareness and fostering

better communication and partnerships. Additionally, we emphasize the value of personal engagement, with our

Presidents taking the initiative to personally meet and express gratitude to new members through lunch meetings

whenever feasible.

**Achievement:** 

• Supported 13 events consisting of happy hours, excellence awards, educational, diversity, and

professional development opportunities (Exhibit G)

• Increased reach and engagement with followers (Exhibit H)

• Prompt follow-up with new and renewing company members to solicit their participation and sponsorship

(Exhibit I)

• Development of new recruitment collateral for both individual and corporate membership and partnership

Membership Deck

Partnership Deck

• CRM (Exhibit J)

**BIG WIGS** 

Goal: Celebrate The Unsung Heroes of the Austin Advertising Community

Big Wigs is about paying homage to the talented professionals behind the scenes who aren't typically recognized for their hard work and achievements. This celebration of our members has been a well-attended fan-favorite event for many years. The fact that we celebrate the members themselves vs. their work increases engagement.

#### **Achievement:**

- 207 attendees
- This was the second time AAF Austin offered NFTs as a digital award to supplement the physical awards.
   This was an incredible innovation for the chapter (Exhibit L)
- 16 individual promotion emails and posts for Big Wigs (Exhibit M)
- Heavily publicized each phase of the event across our own website and social media channels, including
   Facebook, LinkedIn, and Instagram (Exhibit N)
- Overwhelmingly positive feedback from attendees

#### Goal: Make a Profit

Second only to the American Advertising Awards, AAF Austin's Big Wigs event is one of the club's most attended and most profitable. It includes and unites all groups within our industry: agencies, vendors, and educators.

## **Achievement – Sales:**

- Gross sales of \$10,612 with a Net Profit of \$6,700
- Excellent support network of sponsors and in-kind donations.

In our Membership and Communication efforts, our main goal is to inform both members and non-members about the extensive benefits offered by AAF. Our programs are crafted to welcome individuals from various backgrounds and professional levels within the advertising sector. By doing so, we aim to uplift and enlighten the Austin community, laying down a robust groundwork for future growth and development.

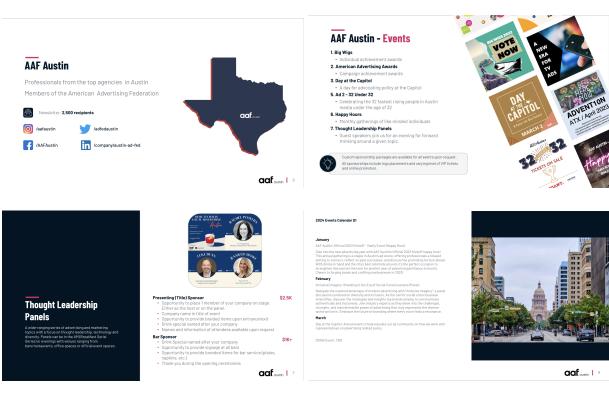
Through these initiatives, we are dedicated to creating an environment that fosters inclusivity and promotes the

sharing of knowledge and resources. By engaging a diverse group of advertising professionals, we ensure that our community is well-equipped and informed, setting the stage for continued success in the years to come.

# **EXHIBITS**

# Exhibit A – Membership Deck



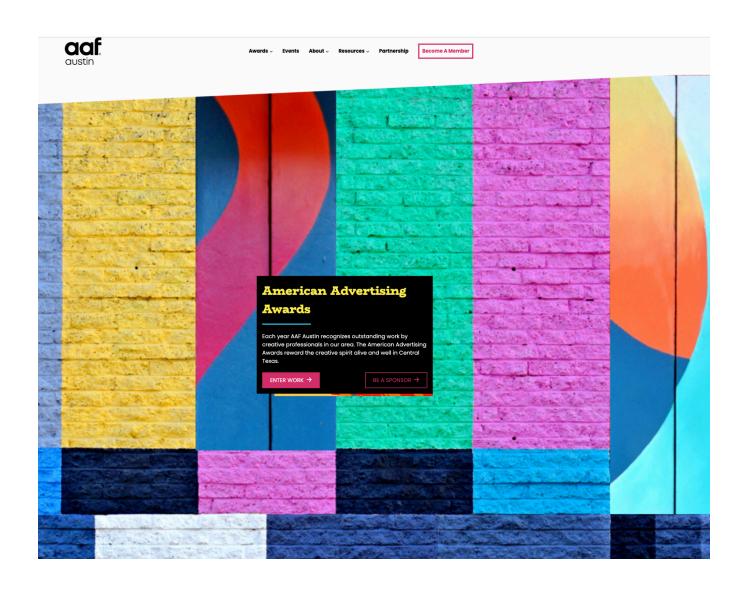






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2	5 min	Open meeting	August 2022	September 2022	October 2022	November 2022	December 2022	January 2023	repruary 2023	
3	5	Call meeting to order								
4		Approve minutes from previous month	approved	approved	approved	approved	approved	approved	approved	approved
5		Review financials	approved	approved	approved			approved	approved	approved
6		2022-2023 budget			approved via email	Sent				
7		taxes			Need to vote via email	Sent			filing electronically (now that IRS no longer accepts via USPS)	
8	5 min	Scorecard								
9		Bank balance	\$32,000.00	\$31,000	\$26.8K	\$47K*	\$13K	\$20.6K	\$32.6K	\$49.6K
10		A/R	\$0.00	\$4,000	Carla to follow up/conf	i 0	0			
11		Total members	1020	1059	1060	1031	1038	1126	1142	
12		Company members	24		24	26	27	28	29	
13		New Partnerships		1	4	0	1	0	2+	
14	10 min	Goals check in (on-track, off-track, done)								
15		Operations (presidents, admin) membership renewals hire new ED	on track	on track	on track	on track	on track	on track	on track	on track
16		Ad 2 (Victoria)	on track	on track	on track	absent	on track	on track	on track	on track
17		AAA's (Stacy) increasing ROI for sponsors increasing recruitment in membership through event increasing communication	on track	on track	on track	on track	on track	on track		DONE
18		Advent10n (Emily V., Emily K.) recruitment	on track	on track	on track	on track	on track	on track	on track	on track

Exhibit C – New Website



**Exhibit G** – Events & Opportunities

Presented by AAF Austin and airtory

# Fostering Collaboration in Creative Communities

Join us for a discussion where creative advertisers converge to explore the intricacies of synergistic creation.















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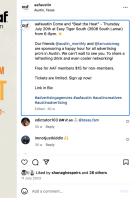




Exhibit H - Communications // Reach & Engagement





Following  $\vee$ 

Message

440 posts 1,271 followers

470 following

#### **AAF Austin**

Community organisation

AAF Austin connects passionate, creatively-driven advertising professionals to foster innovation within the local communication arts industry.

@ linktr.ee/adfedaustin

Followed by leslie.wingo and stjohnstudiosatx







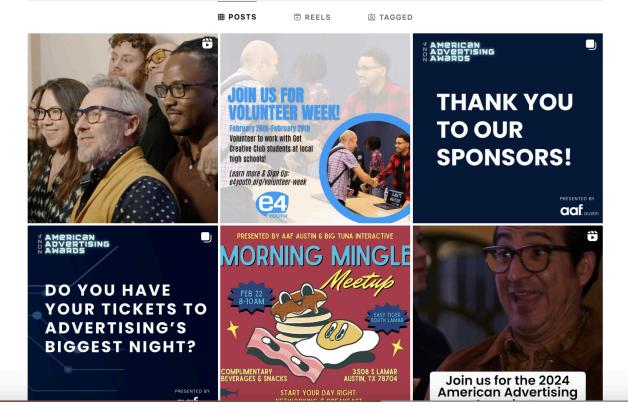


Big Wigs 2021

Ntl Club Aw..

Day @ Capitol

Big Wigs 2019

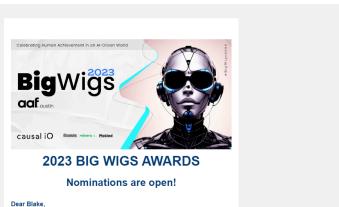


**Exhibit I** – Communications // Follow-Ups



Fri, Sep 15, 2023, 2:28 PM 🜟 😊 🖒 ᠄





Last chance for tickets! Big Wigs Awards, Oct. 25th > Inbox x

AAF Austin info@aafaustin.org <u>via</u> gmail.mcsv.net to me ▼

Tue, Oct 24, 2023, 11:18 AM ☆ ⓒ ← :

**2023 BIG WIGS AWARDS** "Celebrating Human Achievement" Join us for a night out, celebrating the talented marketers and advertisers of Austin that AI could never replace! Last day to get tickets! Tomorrow October 25, 2023 Location: Scholz Garden, Saengerrunde Halle, 1607 San Jacinto Blvd, Austin, TX 78701 To: Kat Thay, Reply-To: AAF Austin

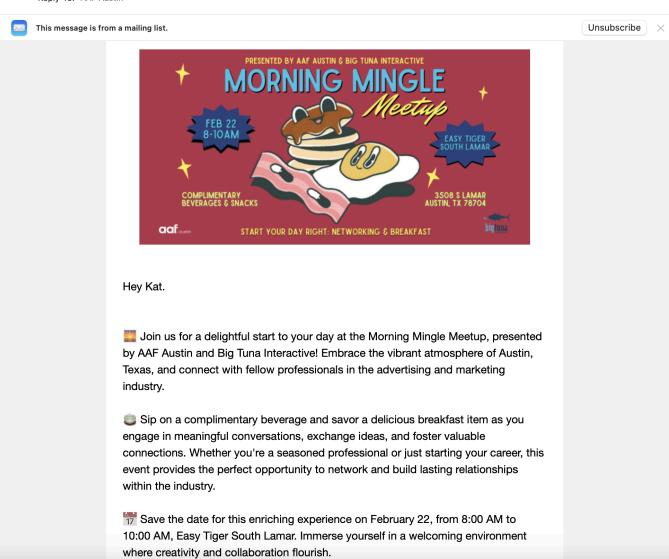


Exhibit J – Communications // CRM

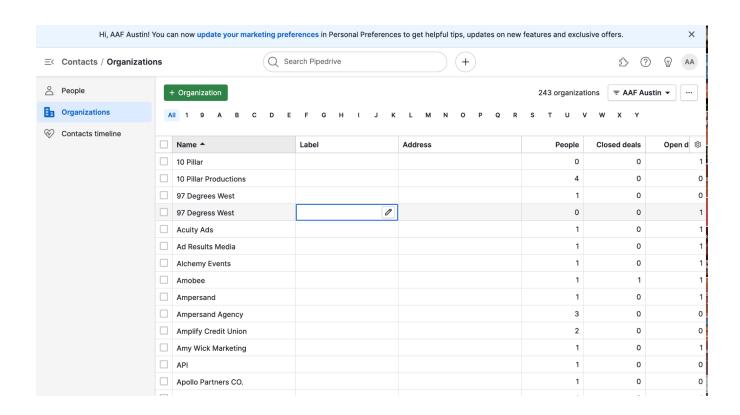
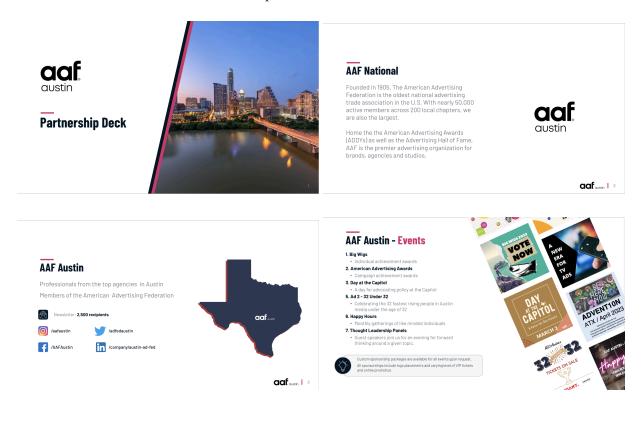


Exhibit K – Communications // Partnership Deck



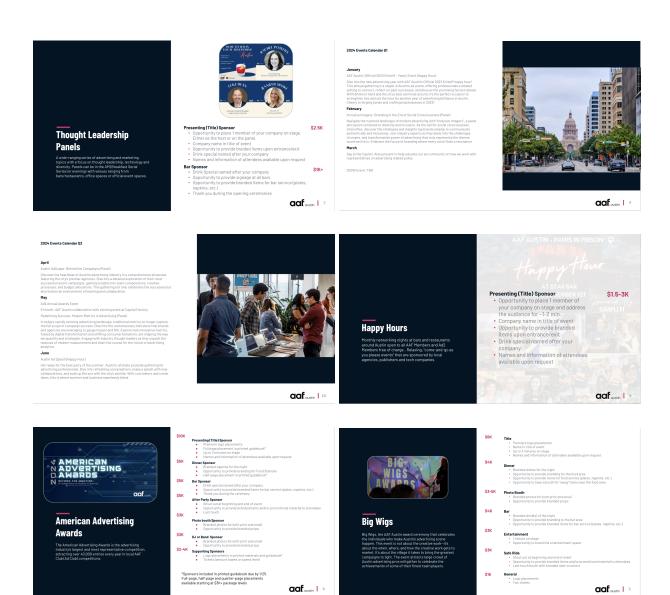


Exhibit L – AAF Austin Big Wigs NFT – See the Big Wigs NFT in action here.

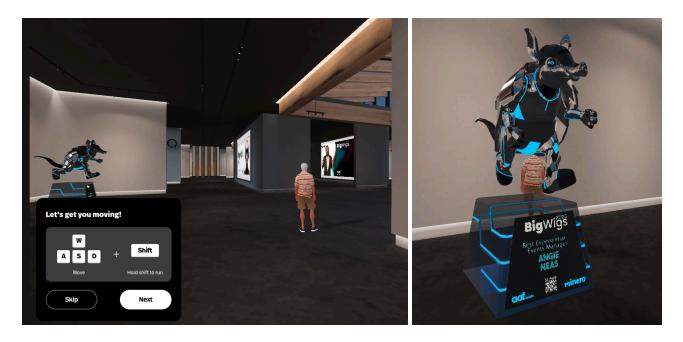
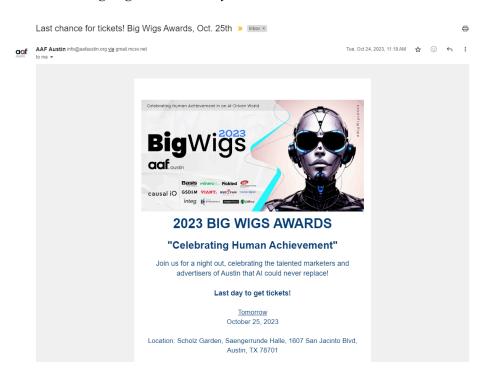




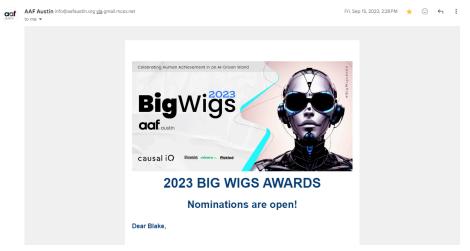
Exhibit M – Big Wigs Event // Individual Promotion



## Exhibit N – Big Wigs Event // Heavy Promotion







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