

ACEC Value Proposition

“My member dues are an investment that delivers bottom-line results!”

| Item | Savings & Benefits for Member Firms |
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| Government Advocacy | |
| <input checked="" type="checkbox"/> Repealed 3% withholding. | Saves members millions of dollars, e.g., a firm with \$10 million in government contracts preserves \$300,000 in cash flow. |
| <input checked="" type="checkbox"/> Secured 9% tax deduction for A/E firms. | Saves members millions of dollars, e.g., a firm with \$10 million in taxable income decreased its tax liability by \$238,000. |
| <input checked="" type="checkbox"/> Defeated proposed tax increase on S corps. | Protects S Corps firm owners from the 2.9% Medicare tax on distributions. |
| <input checked="" type="checkbox"/> Secured in law FAR-based procurement rules for state DOTs to prohibit arbitrary overhead caps, require recognition of single audit, expand reach of QBS. | Protects firms from state DOT efforts to cap overhead, saving millions of dollars, prevents bidding of engineering services on federal aid projects. |
| <input checked="" type="checkbox"/> New two-year surface transportation bill, MAP-21. | Prevented major cuts to state DOTs, ensuring continuation of federal funding for state transportation programs, with reforms that will move projects forward. |
| <input checked="" type="checkbox"/> New four-year aviation bill. | Protects funding levels for airport projects and endorses the use of QBS for local projects funded through Passenger Facility Charges (PFCs). |
| <input checked="" type="checkbox"/> Killed 1099 Filing Mandate. | Eliminates 1099 filings for each purchase of services or goods valued at more than \$600, saving thousands of dollars; e.g., a firm that currently files 30 1099s a year, would have had to file 2,500 1099s at a cost of \$70,000. |
| <input checked="" type="checkbox"/> Removed mandatory 10% retainage on fixed price federal A/E contracts. | Improves firm cash flow, e.g., a firm with \$10 million in government contracts preserves up to \$1 million in cash flow. |
| <input checked="" type="checkbox"/> Exempted A/E services from mandated Project Labor Agreements on federal projects. | Protects the independence of engineering firms and limits union interference. |
| <input checked="" type="checkbox"/> Secured contracting out language to address competition from the Corps of Engineers and the Bureau of Reclamation. | Creates more business opportunities for industry by restricting public sector competition. |
| <input checked="" type="checkbox"/> Limit use of single-step design-build by the Corps of Engineers; that will also aid medium and large design firms. | Reinforces qualifications in D/B submissions. |
| <input checked="" type="checkbox"/> Secured improvements in the Corps’ small firm contracting. | Broadened contracting out opportunities with Corps for all sized firms. |

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| Advocacy Support for States | | |
| ☑ | Helped Ohio to safeguard motor-fuel tax revenues for highway purposes. | Bolsters the state highway program by an additional \$200 million each year, increasing the business opportunities for firms doing Ohio highway work. |
| ☑ | Helped a number of states establish the protection of the Economic Loss Doctrine (ELD) for design professionals. | Provides a critical legal shield that protects firms from unlimited damage payouts. |
| ☑ | Helped a number of states to raise or safeguard state infrastructure spending. | Protects and expands infrastructure markets and contracting opportunities for firms in multiple states. |
| ☑ | Helped safeguard limitation of liability clauses in Virginia. | Reduces the risk exposure for firms doing work in Virginia. |
| ☑ | Helped California to establish and defend the state constitutional right to contract out services to the private sector. | Protected the ability of state agencies to contract out to the private sector in California. |
| ☑ | Provided information and guidance to states pursuing Certificate of Merit legislation. | Ensures that firms are safeguarded against frivolous law suits while reducing legal expenses. |
| ☑ | Helped a number of states push back against unfair indemnification provisions in public contracts. | Protects firms from uninsurable contract terms and risk exposure. |
| ☑ | Helping states to confront efforts to undermine state QBS laws. | Reinforces QBS at the state level, protecting firms and maximizing value to the public. |
| Insurance and Retirement Trusts | | |
| ☑ | ACEC Life/Health Trust health insurance program for member firm employees. | Saves firms millions of dollars on annual life and health insurance premiums, e.g., saved \$17,175 for a 50-person firm. |
| ☑ | ACEC Business Insurance Trust program – Workers’ Compensation Insurance coverage. | Saves firms thousands in annual premiums, e.g., saves \$4,840 for a 50-person firm. |
| ☑ | ACEC Business Insurance Trust program – Auto Insurance coverage. | Saves firms thousands in annual premiums, e.g., \$400 for a 50-person firm. |
| ☑ | ACEC Business Insurance Trust program – Property Insurance. | Saves firms thousands in annual premiums, e.g., \$1,000 for a 50-person firm. |
| ☑ | ACEC Business Insurance Trust program – Deductible Assistance. | Saves firms thousands in deductibles each year, e.g., \$3,000 for a 50-person firm. |
| ☑ | ACEC Retirement Trust program. | Saves firms thousands in employee retirement annual fees, e.g., \$9,500 for a 50-person firm. |
| Business Resources and Education | | |
| ☑ | Approximately 90 webinars annually on important business topics. | Provides value annually to over 6,000 engineering professionals representing more than 750 member firms – enabling participants to earn PDHs and gain insights on the best practices to better manage their firms. |

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| ☑ | Engineering Joint Contract Documents (EJCDC). | Saves money and lowers risk through the use of pre-drafted and readily customized contract language already reviewed by A/E/C legal experts. |
| ☑ | Specialized contract documents and business tools in the areas of structural engineering, M/E, and surveying. | Minimizes risk, bolsters performance, and streamlines project efficiency with templates, tools, and information based on contemporary best practice advice. |
| ☑ | Business and executive management in-person courses including the Business of Design Consulting, Senior Executives Institute, and the Essentials of A/E Financial Management, Valuation. | Provides comprehensive business education that achieves better team performance, improved internal communication and streamlined project management. |
| ☑ | Publications that support and promote engineering best practices. | Expands knowledge and skills that keep firms competitive and thriving, no matter the economic climate, changing markets, and delivery systems. |
| ☑ | Registered Continuing Education Program (RCEP) – a comprehensive education management system for engineers, surveyors, design professionals . | Provides a one-stop shop for identifying relevant coursework and managing individual PDH records to better satisfy state licensing mandates. |
| ☑ | ACEC’s designation program for engineering professionals including Management Engineer (MgtEng), Executive Engineer (ExecEng), Management Professional (MgtPro), & Expert Witness (EXW). | Enhances the value of industry professionals, enabling them to better lead their firms to greater profitability in the competitive engineering marketplace. |
| ☑ | Small Firm-Large Firm Teaming Fair. | Creates new business opportunities for small and mid-sized firms while helping large firms to identify new teaming partners for the federal marketplace. |
| ☑ | Six special coalitions serving specialized segments of the general ACEC membership: CASE, COPS, CAMEE, DPC, SFC, and LDC. | Expands market opportunities and bolsters industry reputation through discipline-specific knowledge and expertise. |
| ☑ | CIO Council and the CFO Council – two specialized groups for senior executive practitioners in IT and Finance. | Enables senior leaders in IT and Finance roles to share information and insights, identify trends, and strengthen their firms’ market share and efficiencies. |
| ☑ | Emerging Leaders Forum available to young, aspiring firm leaders of ACEC member firms. | Engages talented younger staff with strong leadership potential to prepare them for the next level of firm management. |
| ☑ | Sales & Marketing; IT; Finance; and Human Resources Forums. | Enhances firm profitability with invaluable peer-to-peer forums, to share knowledge on best practices. |
| ☑ | Legal Counsel Forum – a exclusive networking group for counsel providing legal services to ACEC member firms. | Engages leading attorneys on legal best practices for design firms; identifies emerging legal issues; informs member firms on critical legal issues. |
| Discounted Business Products/Services | | |
| ☑ | ACEC’s Job Board – the best engineering niche career center, partnering with 41 other engineering associations. | Provides an active jobs marketplace for firms and candidates. |
| ☑ | Nationally known Enterprise Fleet Rental Program available at a substantial savings to ACEC members only. | Reduces expenses by thousands of dollars each year for firms that maintain fleet vehicles. |

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| Informative Communications | |
| ☑ | <i>Last Word</i> , the national award-winning weekly e-newsletter. Keeps members current on latest industry news, training opportunities and legislative updates. |
| ☑ | <i>Engineering Inc.</i> is the industry's primary source for in-depth interviews with Capitol Hill policy makers whose views impact the marketplace. Keeps members abreast of the latest business management news, mergers and acquisitions, and other industry developments and trends. |
| Conventions | |
| ☑ | ACEC conferences – including the annual Fall Conference offered at attractive North American locations and the Spring Convention and Legislative Summit held each year in Washington, DC. Provides first-rate education (up to 20 PDHs over three days at each conference), outstanding opportunities to network with peers, and valuable business insights. |
| Awards, Recognition | |
| ☑ | Engineering Excellence Awards—since 1967, "the Academy Awards of the engineering industry" – honoring the year's most outstanding engineering accomplishments. Affords participating firms the opportunity to receive national recognition for their projects, providing extraordinary marketing value. |
| ☑ | Scholarship programs offered by ACEC's Fellows, member firms, and the Research and Management Foundation. Distributes more than \$30,000 annually to provide educational support for engineering students and scholarship sponsor recognition. |
| ☑ | Wide ranging awards programs, including leadership and community service awards. Recognizes contributions to the industry and the community. |