



Board of Directors - Meeting Agenda

March 04, 2022 at 8:30am

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Call to Order	Veydt 8:30am
Consent Agenda Action Items	Veydt 8:31am
Minutes – January 27, 2022	
CEPA PAC Report	
ACEC PAC Report	
Membership Report	
Agenda Action Items	
2022-2023 Board Slate	Holloway 8:35am
Financial Report	Markosky 8:45am
Reports	
Finance Committee Report	Markosky 8:55am
National Directors Report	Holloway 8:56am
Government Affairs Report	Pennoni 8:57am
President's Report	Veydt 9:00am
Strategic Plan Presentation	Row 9:05am
Executive Director Report	Sherman 10:23am
Open Discussion	Veydt 10:25am
Adjourn	Veydt 10:30am



CONSENT AGENDA ITEMS

ACEC/PA Board Meeting Minutes January 27, 2022 at 12:00pm Virtual Meeting

Attendees Present Via Teleconference:

Board Members: Eric Veydt (President), Rose Bougher (President Elect), Michael Bougher (Vice President), Mark Markosky (Treasurer), Michael Girman (Secretary), Troy Holloway (Immediate Past President/National Director), Bill Gross, Casey Moore, Paul McNamee, Damon Rhodes, Joseph Riley, Rosanna Smithnosky, Eric Meyer, Jim Maloney, Ryan Gargan, Mark Kinnee, Lonnie Young, Sandy Basehore

ACEC/PA Staff: Leeann Sherman, Executive Director

Guests: No guest participated

Not present: All Board Members were present

Government Affairs: Andrew Pennoni was present

Due to the pandemic this meeting was held virtually.

This meeting was recorded.

Call to Order

Eric Veydt called the meeting to order at 12:01am.

1. Consent Agenda included the Minutes from the November 17, 2021 Board Meeting as well as the Committee Reports.

Minor edits to the meeting minutes include documenting that both Jim Maloney and Mark Kinnee participated by phone. Note identifying wrapping paper issues should be stricken.

Markosky motioned to approve the Minutes (as revised) of the November 17, 2021 Board Meeting and the Committee Reports. Seconded by R. Bougher. Unanimously approved.

2. Director Firm Conflict Approval

Veydt noted that Joseph Riley has joined HDR and Bill Gross is a current HDR employee.

Discussion centered on previous similar situations and how resolved by the Board.

Veydt motioned to allow both to remain on Board until May 2022 Board Meeting when Joseph Riley will stay on and Bill Gross will drop off. Seconded by Young. Unanimously approved.

3. Financial Report

Markosky presented the Treasurer's Note to the Board.

Markosky highlighted Item 4402.1 Payroll Tax Credits and impact of IJJA. We are reconciling appropriately in Q4. Item 5522 Accountant is on budget based on Fiscal Year Report and how budget is distributed throughout the year. Item 3308 Diamond Awards will be close on meeting budget. Markosky also mentioned that we are starting our budget process but planning exercises will need to be taken into account before diving fully into the budget process. It was also clarified that the Finance Committee does not review the Financial Report, so the Board does not have to. The Board is responsible to review the report appropriately.

Moore motioned to approve the Treasurer's Financial Report. Seconded by Basehore. Unanimously approved.

4. PaCE PAC Financial Liability

Veydt explained to full Board the activities of the ExCom in relation to tax penalty abatement proceedings with the IRS and the discussions with Nikki Bardin from Stambaugh Ness.

Veydt brought forward Motion that ExCom acted on.....Pay the entire penalty with interest for years 2013 – 2016 as well as 2018 and 2019, 2017 is unresolved. Funds will come from the ACEC/PA Operating Fund. PaCE PAC funds will be used to pay professional expenses until depleted. Seconded by Rhoads for discussion.

Veydt provided historical information. Sherman provided additional detail relevant to each year needs to be addressed separately and is accruing interest until closed. Markosky stated that it was recommended by Stambaugh Ness to file for abatement, but IRS is so backed up they have not acted on our pleading yet. Holloway pointed out that issues within the IRS created a unique situation for 2017 that remains unresolved. It was recommended by Stambaugh Ness to pay the penalties to show that we are doing everything that we can to resolve the issues. Stambaugh Ness also feels very confident that we will ultimately get granted abatement. Holloway provided further verification on the use of the PaCE PAC funds to pay for Stambaugh Ness services, or other third-party professionals.

Moore motioned to accept the language that ExCom voted on (above) and the action taken by the ExCom. McNamee seconded the motion. Unanimously approved.

5. APC Design Build Best Value Legislative Efforts

Veydt brought forward for discussion the eight (8) page APC document intended to go to the legislature for sponsors and advancement. PennDOT is also developing guidelines for DB Best Value projects working with PennDOT's TQI Committee. Intent is to provide review and comment on the proposal so the ExCom can meet with our TQI representatives to provide our input to PennDOT. The Legislature will ask where we stand on the APC proposal and we need to be prepared to provide comment. Please review the document and provide comments back to the Board by end of day January 28, 2022.

6. Membership Report

Mike Bougher presented the membership report through November and December. No Member Firms dropped, no Affiliate Member Firms dropped. The report included KMJ Consulting being added with 10 employees. Offit Kurman joined as an Affiliate Member. Stell Environmental is now in good standing.

7. Finance Committee Report

Markosky reported that the committee has not met since October 25, 2021. Pushing efforts back until February after the Strategic Planning exercise completes. Focus will be on developing the budget.

Efforts are still ongoing in regard to the investment accounts. Should be open in the next few weeks.

8. PAC /National Directors Report

We have exceeded our 2021 commitment to the national ACEC PAC by \$17. There has been no recent coordination with ACEC PAC on PA Candidates. Election season is starting and requests for contributions will be heating up.

CEPA PAC finished \$6,550 off of goal.

9. Government Affairs Report

Andrew Pennoni reported that there will be no meeting held in January. Working on details for February 9 meeting. Rep. Carroll and Rep. Hennessey have committed. February 16 meeting will be with Sen. Marty Flynn, Democratic Chair of Senate Transportation Committee.

Several bills are being tracked by ACEC/PA. All are available for review on ACEC/PA website.

Discussion ensued concerning the various ACEC/PA Committees making recommendations for board position on current bills. Committee makes recommendations and the board takes positions for ACEC/PA.

10. President's Report

Veydt thanked all for hard work being done on the Strategic Plan. The Board Self-Assessment and the DNA Analysis are great tools to help us as Board Members advance the organization.

Veydt is looking forward to the Strategic Planning session to be held February 10-11. Shelly will have summary report available March 4.

Annual Leadership Meeting is scheduled for May 1-3 in Charleston, SC.

Annual Meeting of the Membership will occur at Spring Conference May 18-20 in Harrisburg. This is where transition of Board will occur.

ACEC/PA will be represented by Veydt at the PennDOT Innovations Challenge on April 12.

ACEC National Conference will be held May 22-25 in Washington, DC.

3Ps are meeting as Nominating Committee for potential Board Members.

M. Bougher will be representing ACEC/PA as part of Supply Chain & Estimating TQI discussions. Jeff Obrecht (RK&K) will represent ACEC/PA as part of Regulated Fill discussions. New topic of interest will be NPDES Permits Notice of Terminations. May need to find a representative for ACEC/PA.

11. Executive Director Report

Two GA meetings in February.

Appropriate committees are working on topics for Spring Conference. Sherman is engaging with committee chairs and vice chairs that have gone dormant over the holidays.

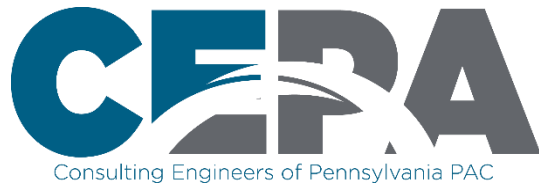
Work is wrapping up on the 2022 Membership Directory. La Torre is finalizing the formatting for a February release.

Calendar of Events is advancing and will be finalized after Strategic Planning completed. R. Bougher will finalize Board Meeting dates and forward.

Western Chapter is still struggling to find a location for events that can accommodate our size.

Budget process will advance after the Strategic Plan is completed.

Motion to adjourn meeting at 1:56 PM. Unanimously approved.



2022 CEPA PAC Contributors

As of February 28, 2022

2022 CEPA PAC Goal - \$25,000

Contributions received to date - \$2,500

Total PAC Fund to date - \$42,584.14

\$1,000 - \$2,500

RETTEW PAC

\$500 - \$999

Dave Hamlet, Gannett Fleming, Inc.

Eric Veydt, Gannett Fleming, Inc.

\$250 - \$499

Christopher Bauer, McMahon Associates, Inc.

John Mitchell, McMahon Associates, Inc.

\$1 - \$249



2022 ACEC PAC Contributors

As of February 28, 2022

2022 ACEC PAC Goal \$33,958 YTD Raised \$600

2021 ACEC PAC Goal-\$33,958, Raised-\$35,975

\$2500-up

\$1,000-2499

\$500-999

Troy Holloway, Century Engineering, Inc.

\$250-499

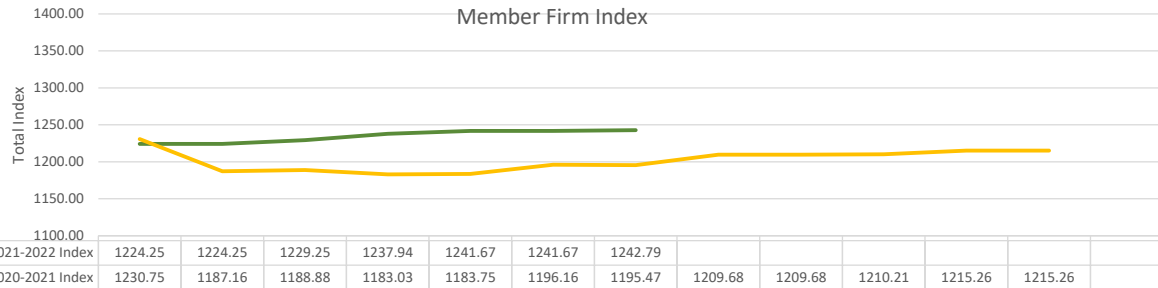
\$1-249

January 2022 Membership Reports

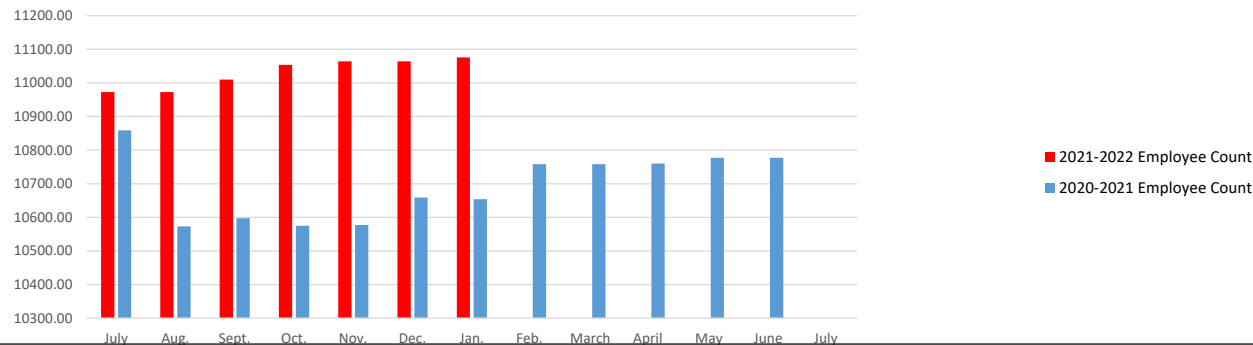
Member Firms

Month	Starting Index	Starting # Employees	Anniversary Variation Index	Anniversary Variation Employee Count	New Index	New # Employees	Drop Index	Drop # Employees	2021-2022 Index	Employee Count
July	1225.25	10974.00	0.00	0.00	0.00	0.00	1.00	1.00	1224.25	10973.00
Aug.	1224.25	10973.00	0.00	0.00	0.00	0.00	0.00	0.00	1224.25	10973.00
Sept.	1224.25	10973.00	1.90	10.00	10.08	57.00	6.98	30.00	1229.25	11010.00
Oct.	1229.25	11010.00	0.00	0.00	8.69	44.00	0.00	0.00	1237.94	11054.00
Nov.	1237.94	11054.00	0.00	0.00	3.73	10.00	0.00	0.00	1241.67	11064.00
Dec.	1241.67	11064.00	0.00	0.00	0.00	0.00	0.00	0.00	1241.67	11064.00
Jan.	1241.67	11064.00	0.29	2.00	13.49	95.00	12.66	85.00	1242.79	11076.00
Feb.										
March										
April										
May										
June										
July										

Member Firm Index



Member Firm Employee Count



Reconciliation from Certification	6.30.2021 Ending Index	6.30.2021 Ending EE Cnt	7.1.2021 Starting Index after cert	7.1.2021 Starting EE Cnt after cert
	1215.26	10777	1225.25	10974

Anniversary Variation	Invoice Date	Index	Employee Count
Naik Group	10/1/2021	-	-
JHA Companies	10/1/2021	0.69	6
ATCS PLC	10/1/2021	0.53	2
GPD Group	10/1/2021	0.38	1
The Lexis Group	10/1/2021	0.30	1
T3	1/1/2022	0.29	2

January New Member Firms		
Firm Name	Index	Employee Count
Atkins North America, Inc.	13.49	95
Totals	13.49	95

YTD New Member Firms		
Firm Name	Index	Employee Count
CMC Engineering	10.08	57
American Engineers Group, LLC	8.69	44
KMJ Consulting, Inc.	3.73	10
Atkins North America, Inc.	13.49	95
Totals	35.99	206

January Drop Member Firms		
Firm Name	Index	Employee Count
ARRO Consulting, Inc.	12.66	85.00
Totals	12.66	85

YTD Drop Member Firms		
Firm Name	Index	Employee Count
Malarkey Consulting, Inc.	1.00	1.00
ATANE Engineers, Architects and Land Surveyors, P.C.	6.98	30.00
L.R. Kimball		
ARRO Consulting, Inc.	12.66	85.00
Totals	20.64	116



ACTION ITEMS



2022-2023 Board of Directors & Officers Slate

Officers

President

Roseline Bougher, A.D. Marble Co, Inc.

President-Elect

Michael Bougher, Stantec Consulting Services, Inc.

Vice President

Mark Markosky, The Markosky Engineering Group

Treasurer

Michael Girman, AECOM Technical Services, Inc.

Secretary

Rosanna Smithnosky, Susquehanna Civil, Inc.

Immediate Past President/National Director

D. Eric Veydt, Gannett Fleming, Inc.

Directors

Central At Large 2nd Year Director (1 Year Term filling Rosanna Smithnosky)

Josh Wilson, ATCS

Western At Large 2nd Year Director (1 Year Term filling Bill Gross)

Damon Rhodes, Larson Design Group, Inc.

At Large Directors (2 Year Term)

Eastern - Mark Kinnee, Urban Engineers, Inc.

Central - Anthony Dougherty, Traffic Planning and Design, Inc.

Western - John Perkun, Whitney, Baily, Cox & Magnani, LLC

Chapter Directors (1 Year Term)

Eastern - President - Casey Moore, McMahon Associates, Inc.

Central - President - Paul McNamee, KCI Technologies, Inc.

Western - President - Ryan Gargan, Lochner

Eastern - Vice President - James Maloney, Johnson, Mirmiran & Thompson, Inc.

Central - Vice President - Lonnie Young, RETTEW

Western - Vice President - Eric Meyer, Whitman, Requardt & Associates, LLP

03/04/2022



Financial Reports – Treasurer’s Notes

Items of note:

Fund transfers from the legacy Wells Fargo Money Market account to our short term and long term investment accounts are in process. The first transfers will be completed by the end of 1Q 2022.

Financial Reporting through January 2022

No unusual or exceptional items to note on the January reports.

Mark A. Markosky
ACEC/PA Treasurer

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - January 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	52,000.00	51,500.00	500.00	100.97 %
3002 ACEC/PA Dues	361,711.99	363,000.00	-1,288.01	99.65 %
3003 Affiliate Dues	31,164.00	31,802.00	-638.00	97.99 %
Total 3000 Dues Income	444,875.99	446,302.00	-1,426.01	99.68 %
3009 ACEC BIT Royalty	3,910.00	2,000.00	1,910.00	195.50 %
3015 Member Directory Income	3,600.00	3,600.00	0.00	100.00 %
3016 Newsletter Advertising Income	130.00		130.00	
3300 Meetings				
3301 Central Chapter Meeting	12,290.00	9,400.00	2,890.00	130.74 %
3302 Eastern Chapter Meeting	13,375.00	10,000.00	3,375.00	133.75 %
3303 Western Chapter Meeting	7,590.00	10,900.00	-3,310.00	69.63 %
3304 Govt Affairs Breakfast	3,500.00	6,750.00	-3,250.00	51.85 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,652.75	3,617.00	35.75	100.99 %
3305.2 Annual Meeting Registrations	4,170.00	2,085.00	2,085.00	200.00 %
Total 3305 Annual Meeting	7,822.75	5,702.00	2,120.75	137.19 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	2,927.75	0.00	2,927.75	
3306.2 Spring Conference Registrations	807.00	0.00	807.00	
Total 3306 Spring Conference	3,734.75	0.00	3,734.75	
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	22,559.75	20,000.00	2,559.75	112.80 %
3307.2 Fall Conference Registrations	15,483.00	14,000.00	1,483.00	110.59 %
Total 3307 ACEC/PA Fall Conference	38,042.75	34,000.00	4,042.75	111.89 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	15,167.00	17,000.00	-1,833.00	89.22 %
3308.2 Diamond Awards Registrations	0.00	35,725.00	-35,725.00	0.00 %
3308.3 Diamond Awards Project Submission Fee	10,800.00	13,500.00	-2,700.00	80.00 %
Total 3308 Diamond Awards	25,967.00	66,225.00	-40,258.00	39.21 %
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	14,500.00	12,500.00	2,000.00	116.00 %
3309.2 Golf Outing Registrations	18,000.00	25,000.00	-7,000.00	72.00 %
3309.3 Golf Outing Mulligans/Raffle	4,258.00	1,500.00	2,758.00	283.87 %
Total 3309 Scholarship Golf Outing	36,758.00	39,000.00	-2,242.00	94.25 %
3403 Legislative Day	9,619.75	2,000.00	7,619.75	480.99 %
Total 3300 Meetings	158,700.00	183,977.00	-25,277.00	86.26 %
3900 Investment Income				
3901 Interest	31.74		31.74	
3901.1 Interest from Money Market Account	7.19	7.70	-0.51	93.38 %

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - January 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
3901.2 Interest from Scholarship Account	1.02		1.02	
Total 3901 Interest	39.95	7.70	32.25	518.83 %
Total 3900 Investment Income	39.95	7.70	32.25	518.83 %
3951 Misc Income	461.79	750.37	-288.58	61.54 %
Sales	5.00		5.00	
Total Revenue	\$611,722.73	\$636,637.07	\$ -24,914.34	96.09 %
GROSS PROFIT	\$611,722.73	\$636,637.07	\$ -24,914.34	96.09 %
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	148,843.34	163,331.00	-14,487.66	91.13 %
4001.1 Salaries - Vacation	-4,460.55	1,400.00	-5,860.55	-318.61 %
Total 4001 Salaries	144,382.79	164,731.00	-20,348.21	87.65 %
4002 Payroll Taxes	11,681.89	14,777.00	-3,095.11	79.05 %
4002.1 Payroll Tax Credits	-19,835.98		-19,835.98	
Total 4002 Payroll Taxes	-8,154.09	14,777.00	-22,931.09	-55.18 %
4003 Employee Benefits	14,615.76	10,794.00	3,821.76	135.41 %
4004 Retirement	6,551.21	5,950.00	601.21	110.10 %
4005 Payroll Fees	1,172.10	406.00	766.10	288.69 %
Total 4000 Payroll Expenditures	158,567.77	196,658.00	-38,090.23	80.63 %
4015 Member Directory Expenses		750.00	-750.00	
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	14.16	5.00	9.16	283.20 %
4302.3 Central Chapter Mtg F&B	1,769.60	1,220.00	549.60	145.05 %
4302.4 Central Chapter Mtg AV/Rm Rental	1,750.06	150.00	1,600.06	1,166.71 %
4302.5 Central Chapter Mtg Supplies		10.00	-10.00	
Total 4302 Central Chapter Mtg Expense	3,533.82	1,385.00	2,148.82	255.15 %
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	210.65	80.00	130.65	263.31 %
4303.3 Eastern Chapter Mtg F&B	2,108.75	1,902.00	206.75	110.87 %
4303.4 Eastern Chapter Mtg AV/Rm Rental	171.72	225.00	-53.28	76.32 %
4303.5 Eastern Chapter Mtg Supplies		10.00	-10.00	
Total 4303 Eastern Chapter Mtg Expense	2,491.12	2,217.00	274.12	112.36 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		120.00	-120.00	
4304.3 Western Chapter Mtg F&B		1,700.00	-1,700.00	
4304.5 Western Chapter Mtg Supplies		10.00	-10.00	
Total 4304 Western Chapter Mtg Expense		1,830.00	-1,830.00	
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		10.00	-10.00	
4305.3 Govt Affairs Bfast F&B	825.00	1,000.00	-175.00	82.50 %

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - January 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4305.4 Govt Affairs Bfast AV/Rm Rental		150.00	-150.00	
4305.5 Govt Affairs Bfast Supplies		10.00	-10.00	
Total 4305 Govt Affairs Bfast Expense	825.00	1,170.00	-345.00	70.51 %
4306 Diamond Awards Expense				
4306.1 Awards Expense	1,969.97	0.00	1,969.97	
4306.2 Diamond Awards Travel		0.00	0.00	
4306.3 Diamond Awards F&B	0.00	0.00	0.00	
4306.4 Diamond Awards AV/Rm Rental	9,085.50	0.00	9,085.50	
4306.5 Diamond Awards Supplies/Misc.	268.34	0.00	268.34	
Total 4306 Diamond Awards Expense	11,323.81	0.00	11,323.81	
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel		0.00	0.00	
4307.3 Annual Meeting F&B	2,500.00	0.00	2,500.00	
4307.4 Annual Meeting AV/Rm Rental		0.00	0.00	
4307.5 Annual Meeting Supplies		0.00	0.00	
4307.6 Annual Meeting Activities		0.00	0.00	
4307.7 Annual Meeting Speaker		0.00	0.00	
Total 4307 Annual Meeting Expense	2,500.00	0.00	2,500.00	
4308 Spring Conference Expense				
4308.2 Spring Conference Travel		0.00	0.00	
4308.3 Spring Conference F&B		0.00	0.00	
4308.4 Spring Conference AV/Rm Rental	611.00	0.00	611.00	
4308.5 Spring Conference Supplies		0.00	0.00	
4308.7 Spring Conference Speaker		0.00	0.00	
Total 4308 Spring Conference Expense	611.00	0.00	611.00	
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	93.51	250.00	-156.49	37.40 %
4309.4 Fall Conference AV/Rm Rental	2,996.00	7,000.00	-4,004.00	42.80 %
4309.5 Fall Conference Supplies	270.84	100.00	170.84	270.84 %
Total 4309 ACEC/PA Fall Conference Expense	3,360.35	7,350.00	-3,989.65	45.72 %
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,000.00	5,000.00	7,000.00	240.00 %
4310.2 Golf Outing Travel	26.45	30.00	-3.55	88.17 %
4310.3 Golf Outing F&B	5,583.28	6,600.00	-1,016.72	84.60 %
4310.4 Golf Outing Green/Cart Fees	9,760.00	14,500.00	-4,740.00	67.31 %
4310.5 Golf Outing Supplies	2,665.35	2,500.00	165.35	106.61 %
4310.6 Other Golf Outing Expenses	1,388.33	1,655.00	-266.67	83.89 %
4310.7 Scholarship Income Tfr		4,715.00	-4,715.00	
4310.8 Golf Outing Staff Time	5,601.04	4,000.00	1,601.04	140.03 %
Total 4310 Scholarship Golf Outing Expense	37,024.45	39,000.00	-1,975.55	94.93 %
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		0.00	0.00	

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - January 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4351.3 Legislative Day F&B		0.00	0.00	
Total 4351 Legislative Day Expenses		0.00	0.00	
Total 4300 Meetings Expense	61,669.55	52,952.00	8,717.55	116.46 %
4312 Safety				
4312.1 Safety Stand Down Marketing	81.67		81.67	
4312.3 Safety Stand Down AV/Technology	1,304.16		1,304.16	
Total 4312 Safety	1,385.83		1,385.83	
4400 Insurance				
4401 Business Insurance	1,592.47	1,593.00	-0.53	99.97 %
4402 Workers Comp Insurance	788.95	875.00	-86.05	90.17 %
4403 Auto Insurance	1,497.69	1,365.00	132.69	109.72 %
4404 Directors & Officers Liability	1,549.00	1,550.00	-1.00	99.94 %
4405 ERISA Retirement Insurance	90.00	39.34	50.66	228.77 %
Total 4400 Insurance	5,518.11	5,422.34	95.77	101.77 %
4500 Office Supplies and Expenses				
4501 Supplies	1,289.86	700.00	589.86	184.27 %
4502 Copier Supplies/Equipment	447.74	210.00	237.74	213.21 %
4502.1 Interest Paid - Copier Lease	70.21	62.86	7.35	111.69 %
Total 4502 Copier Supplies/Equipment	517.95	272.86	245.09	189.82 %
4503 Office Expense/Gifts	541.13	140.00	401.13	386.52 %
Total 4500 Office Supplies and Expenses	2,348.94	1,112.86	1,236.08	211.07 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	279.65	280.00	-0.35	99.88 %
4602 CC Transaction Fees	3,464.13	3,325.00	139.13	104.18 %
4603 Internet Services	2,116.61	1,820.00	296.61	116.30 %
4604 Printing		140.00	-140.00	
4605 Postage	188.30	105.00	83.30	179.33 %
4606 Rent	24,421.81	24,381.00	40.81	100.17 %
4607 Advertising		140.00	-140.00	
4608 Telephone	4,694.46	4,783.10	-88.64	98.15 %
4609 Other Misc Svc Costs	136.27	35.00	101.27	389.34 %
4610 Investment Acct Bank Fees	150.00		150.00	
Total 4600 Office/Admin Expense	35,451.23	35,009.10	442.13	101.26 %
4700 PennDOT Innovations Challenge Expense	1,500.00		1,500.00	
4900 Board Expenses	12,188.55	1,200.00	10,988.55	1,015.71 %
4910 Prof Dev/Meetings	60.00	700.00	-640.00	8.57 %
4920 Lobbying Expenses	4,758.69	5,833.35	-1,074.66	81.58 %
4940 Tenant Improvements		750.00	-750.00	
5000 Committee Expenses	87.50	250.00	-162.50	35.00 %
5100 Member-Related (non-travel)	65.21	200.00	-134.79	32.61 %
5210 Dues/Subscriptions				

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - January 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
5211 Publication Subscriptions	4,800.00	4,500.00	300.00	106.67 %
5212 Prof Memberships	1,945.00	1,900.00	45.00	102.37 %
5213 Subscriptions	17,455.76	24,250.00	-6,794.24	71.98 %
Total 5210 Dues/Subscriptions	24,200.76	30,650.00	-6,449.24	78.96 %
5520 Professional Services				
5521 Legal		700.00	-700.00	
5522 Accountant	21,706.25	22,500.00	-793.75	96.47 %
5523 Computer/IT	5,066.33	6,300.00	-1,233.67	80.42 %
5525 Public Relations	35,000.00	36,000.00	-1,000.00	97.22 %
Total 5520 Professional Services	61,772.58	65,500.00	-3,727.42	94.31 %
5600 Travel Expenses				
5601 ACEC/NACEC Event Expenses	447.71	5,950.00	-5,502.29	7.52 %
5604 Legislative Travel Expense		50.00	-50.00	
5605 Staff/Membership Related Travel	5.10	100.00	-94.90	5.10 %
Total 5600 Travel Expenses	452.81	6,100.00	-5,647.19	7.42 %
5610 Auto Expenses				
5611 Vehicle Maintenance	92.31	60.00	32.31	153.85 %
5612 Vehicle Lease	3,163.40	3,682.00	-518.60	85.92 %
5613 Vehicle Gas/Tolls/Parking	365.96	345.00	20.96	106.08 %
Total 5610 Auto Expenses	3,621.67	4,087.00	-465.33	88.61 %
6010 Depreciation Expense	1,330.98	325.11	1,005.87	409.39 %
9210 Minor A/R Write-Off	0.01		0.01	
Total Expenditures	\$374,980.19	\$407,499.76	\$ -32,519.57	92.02 %
NET OPERATING REVENUE	\$236,742.54	\$229,137.31	\$7,605.23	103.32 %
Other Expenditures				
Reconciliation Discrepancies-1		0.02	-0.02	
Total Other Expenditures	\$0.00	\$0.02	\$ -0.02	0.00%
NET OTHER REVENUE	\$0.00	\$ -0.02	\$0.02	0.00 %
NET REVENUE	\$236,742.54	\$229,137.29	\$7,605.25	103.32 %

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	52,000.00	52,500.00	-500.00	99.05 %
3002 ACEC/PA Dues	361,711.99	367,200.00	-5,488.01	98.51 %
3003 Affiliate Dues	31,164.00	33,074.00	-1,910.00	94.23 %
Total 3000 Dues Income	444,875.99	452,774.00	-7,898.01	98.26 %
3009 ACEC BIT Royalty	3,910.00	2,000.00	1,910.00	195.50 %
3015 Member Directory Income	3,600.00	3,600.00	0.00	100.00 %
3016 Newsletter Advertising Income	130.00		130.00	
3300 Meetings				
3301 Central Chapter Meeting	13,192.00	13,000.00	192.00	101.48 %
3302 Eastern Chapter Meeting	14,805.00	15,000.00	-195.00	98.70 %
3303 Western Chapter Meeting	7,980.00	16,100.00	-8,120.00	49.57 %
3304 Govt Affairs Breakfast	5,145.00	9,475.00	-4,330.00	54.30 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,652.75	9,367.00	-5,714.25	39.00 %
3305.2 Annual Meeting Registrations	4,170.00	23,300.00	-19,130.00	17.90 %
Total 3305 Annual Meeting	7,822.75	32,667.00	-24,844.25	23.95 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	2,927.75	18,000.00	-15,072.25	16.27 %
3306.2 Spring Conference Registrations	807.00	30,705.00	-29,898.00	2.63 %
Total 3306 Spring Conference	3,734.75	48,705.00	-44,970.25	7.67 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	22,559.75	20,000.00	2,559.75	112.80 %
3307.2 Fall Conference Registrations	15,483.00	14,000.00	1,483.00	110.59 %
Total 3307 ACEC/PA Fall Conference	38,042.75	34,000.00	4,042.75	111.89 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	15,167.00	17,000.00	-1,833.00	89.22 %
3308.2 Diamond Awards Registrations	0.00	35,725.00	-35,725.00	0.00 %
3308.3 Diamond Awards Project Submission Fee	10,800.00	13,500.00	-2,700.00	80.00 %
Total 3308 Diamond Awards	25,967.00	66,225.00	-40,258.00	39.21 %
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	14,500.00	12,500.00	2,000.00	116.00 %
3309.2 Golf Outing Registrations	18,000.00	25,000.00	-7,000.00	72.00 %
3309.3 Golf Outing Mulligans/Raffle	4,258.00	1,500.00	2,758.00	283.87 %
Total 3309 Scholarship Golf Outing	36,758.00	39,000.00	-2,242.00	94.25 %
3403 Legislative Day	9,619.75	8,000.00	1,619.75	120.25 %
Total 3300 Meetings	163,067.00	282,172.00	-119,105.00	57.79 %
3900 Investment Income				
3901 Interest	31.74		31.74	
3901.1 Interest from Money Market Account	7.19	13.20	-6.01	54.47 %

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
3901.2 Interest from Scholarship Account	1.02		1.02	
Total 3901 Interest	39.95	13.20	26.75	302.65 %
Total 3900 Investment Income	39.95	13.20	26.75	302.65 %
3951 Misc Income	461.79	807.02	-345.23	57.22 %
Sales	5.00		5.00	
Total Revenue	\$616,089.73	\$741,366.22	\$ -125,276.49	83.10 %
GROSS PROFIT	\$616,089.73	\$741,366.22	\$ -125,276.49	83.10 %
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	159,267.46	279,996.00	-120,728.54	56.88 %
4001.1 Salaries - Vacation	-4,288.04	2,400.00	-6,688.04	-178.67 %
Total 4001 Salaries	154,979.42	282,396.00	-127,416.58	54.88 %
4002 Payroll Taxes	12,575.74	25,332.00	-12,756.26	49.64 %
4002.1 Payroll Tax Credits	-19,835.98		-19,835.98	
Total 4002 Payroll Taxes	-7,260.24	25,332.00	-32,592.24	-28.66 %
4003 Employee Benefits	14,615.76	18,500.00	-3,884.24	79.00 %
4004 Retirement	6,938.43	10,200.00	-3,261.57	68.02 %
4005 Payroll Fees	1,250.24	696.00	554.24	179.63 %
Total 4000 Payroll Expenditures	170,523.61	337,124.00	-166,600.39	50.58 %
4015 Member Directory Expenses		750.00	-750.00	
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	14.16	15.00	-0.84	94.40 %
4302.3 Central Chapter Mtg F&B	2,618.80	3,660.00	-1,041.20	71.55 %
4302.4 Central Chapter Mtg AV/Rm Rental	3,213.92	450.00	2,763.92	714.20 %
4302.5 Central Chapter Mtg Supplies		30.00	-30.00	
Total 4302 Central Chapter Mtg Expense	5,846.88	4,155.00	1,691.88	140.72 %
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	210.65	240.00	-29.35	87.77 %
4303.3 Eastern Chapter Mtg F&B	2,108.75	5,706.00	-3,597.25	36.96 %
4303.4 Eastern Chapter Mtg AV/Rm Rental	171.72	675.00	-503.28	25.44 %
4303.5 Eastern Chapter Mtg Supplies		30.00	-30.00	
Total 4303 Eastern Chapter Mtg Expense	2,491.12	6,651.00	-4,159.88	37.45 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		360.00	-360.00	
4304.3 Western Chapter Mtg F&B		5,100.00	-5,100.00	
4304.5 Western Chapter Mtg Supplies		30.00	-30.00	
Total 4304 Western Chapter Mtg Expense		5,490.00	-5,490.00	
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		30.00	-30.00	
4305.3 Govt Affairs Bfast F&B	825.00	3,000.00	-2,175.00	27.50 %

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4305.4 Govt Affairs Bfast AV/Rm Rental		450.00	-450.00	
4305.5 Govt Affairs Bfast Supplies		30.00	-30.00	
Total 4305 Govt Affairs Bfast Expense	825.00	3,510.00	-2,685.00	23.50 %
4306 Diamond Awards Expense				
4306.1 Awards Expense	1,969.97	2,000.00	-30.03	98.50 %
4306.2 Diamond Awards Travel		225.00	-225.00	
4306.3 Diamond Awards F&B	0.00	27,000.00	-27,000.00	0.00 %
4306.4 Diamond Awards AV/Rm Rental	9,085.50	12,500.00	-3,414.50	72.68 %
4306.5 Diamond Awards Supplies/Misc.	268.34	7,500.00	-7,231.66	3.58 %
Total 4306 Diamond Awards Expense	11,323.81	49,225.00	-37,901.19	23.00 %
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel		4,000.00	-4,000.00	
4307.3 Annual Meeting F&B	2,500.00	8,000.00	-5,500.00	31.25 %
4307.4 Annual Meeting AV/Rm Rental		3,000.00	-3,000.00	
4307.5 Annual Meeting Supplies		1,500.00	-1,500.00	
4307.6 Annual Meeting Activities		9,000.00	-9,000.00	
4307.7 Annual Meeting Speaker		250.00	-250.00	
Total 4307 Annual Meeting Expense	2,500.00	25,750.00	-23,250.00	9.71 %
4308 Spring Conference Expense				
4308.2 Spring Conference Travel		100.00	-100.00	
4308.3 Spring Conference F&B		22,000.00	-22,000.00	
4308.4 Spring Conference AV/Rm Rental	611.00	5,850.00	-5,239.00	10.44 %
4308.5 Spring Conference Supplies		500.00	-500.00	
4308.7 Spring Conference Speaker		2,000.00	-2,000.00	
Total 4308 Spring Conference Expense	611.00	30,450.00	-29,839.00	2.01 %
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	93.51	250.00	-156.49	37.40 %
4309.4 Fall Conference AV/Rm Rental	2,996.00	7,000.00	-4,004.00	42.80 %
4309.5 Fall Conference Supplies	270.84	100.00	170.84	270.84 %
Total 4309 ACEC/PA Fall Conference Expense	3,360.35	7,350.00	-3,989.65	45.72 %
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,000.00	5,000.00	7,000.00	240.00 %
4310.2 Golf Outing Travel	26.45	30.00	-3.55	88.17 %
4310.3 Golf Outing F&B	5,583.28	6,600.00	-1,016.72	84.60 %
4310.4 Golf Outing Green/Cart Fees	9,760.00	14,500.00	-4,740.00	67.31 %
4310.5 Golf Outing Supplies	2,665.35	2,500.00	165.35	106.61 %
4310.6 Other Golf Outing Expenses	1,388.33	1,655.00	-266.67	83.89 %
4310.7 Scholarship Income Tfr		4,715.00	-4,715.00	
4310.8 Golf Outing Staff Time	5,601.04	4,000.00	1,601.04	140.03 %
Total 4310 Scholarship Golf Outing Expense	37,024.45	39,000.00	-1,975.55	94.93 %
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		3,500.00	-3,500.00	

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4351.3 Legislative Day F&B		4,200.00	-4,200.00	
Total 4351 Legislative Day Expenses		7,700.00	-7,700.00	
Total 4300 Meetings Expense	63,982.61	179,281.00	-115,298.39	35.69 %
4312 Safety				
4312.1 Safety Stand Down Marketing	81.67		81.67	
4312.3 Safety Stand Down AV/Technology	1,304.16		1,304.16	
Total 4312 Safety	1,385.83		1,385.83	
4400 Insurance				
4401 Business Insurance	1,592.47	1,593.00	-0.53	99.97 %
4402 Workers Comp Insurance	897.16	1,500.00	-602.84	59.81 %
4403 Auto Insurance	1,703.57	2,300.00	-596.43	74.07 %
4404 Directors & Officers Liability	1,549.00	1,550.00	-1.00	99.94 %
4405 ERISA Retirement Insurance	90.00	67.44	22.56	133.45 %
Total 4400 Insurance	5,832.20	7,010.44	-1,178.24	83.19 %
4500 Office Supplies and Expenses				
4501 Supplies	1,289.86	1,200.00	89.86	107.49 %
4502 Copier Supplies/Equipment	447.74	6,330.00	-5,882.26	7.07 %
4502.1 Interest Paid - Copier Lease	70.21	107.76	-37.55	65.15 %
Total 4502 Copier Supplies/Equipment	517.95	6,437.76	-5,919.81	8.05 %
4503 Office Expense/Gifts	541.13	240.00	301.13	225.47 %
Total 4500 Office Supplies and Expenses	2,348.94	7,877.76	-5,528.82	29.82 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	319.60	480.00	-160.40	66.58 %
4602 CC Transaction Fees	4,076.71	5,700.00	-1,623.29	71.52 %
4603 Internet Services	2,116.61	3,120.00	-1,003.39	67.84 %
4604 Printing		240.00	-240.00	
4605 Postage	179.40	180.00	-0.60	99.67 %
4606 Rent	27,910.64	41,796.00	-13,885.36	66.78 %
4607 Advertising		240.00	-240.00	
4608 Telephone	4,973.01	8,199.60	-3,226.59	60.65 %
4609 Other Misc Svc Costs	136.27	60.00	76.27	227.12 %
4610 Investment Acct Bank Fees	150.00		150.00	
Total 4600 Office/Admin Expense	39,862.24	60,015.60	-20,153.36	66.42 %
4700 PennDOT Innovations Challenge Expense	1,500.00		1,500.00	
4900 Board Expenses	18,232.79	6,200.00	12,032.79	294.08 %
4910 Prof Dev/Meetings	60.00	1,200.00	-1,140.00	5.00 %
4920 Lobbying Expenses	5,425.36	10,000.00	-4,574.64	54.25 %
4940 Tenant Improvements		750.00	-750.00	
5000 Committee Expenses	87.50	550.00	-462.50	15.91 %
5100 Member-Related (non-travel)	65.21	1,600.00	-1,534.79	4.08 %
5210 Dues/Subscriptions				

American Council of Engineering Companies of Penns

Budget vs. Actuals: FY 2021-2022 - FY22 P&L

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
5211 Publication Subscriptions	6,400.00	9,000.00	-2,600.00	71.11 %
5212 Prof Memberships	1,945.00	2,495.00	-550.00	77.96 %
5213 Subscriptions	17,455.76	25,850.00	-8,394.24	67.53 %
Total 5210 Dues/Subscriptions	25,800.76	37,345.00	-11,544.24	69.09 %
5520 Professional Services				
5521 Legal		1,200.00	-1,200.00	
5522 Accountant	21,706.25	23,000.00	-1,293.75	94.38 %
5523 Computer/IT	5,161.47	10,800.00	-5,638.53	47.79 %
5525 Public Relations	40,000.00	62,000.00	-22,000.00	64.52 %
Total 5520 Professional Services	66,867.72	97,000.00	-30,132.28	68.94 %
5600 Travel Expenses				
5601 ACEC/NACEC Event Expenses	447.71	9,700.00	-9,252.29	4.62 %
5604 Legislative Travel Expense		300.00	-300.00	
5605 Staff/Membership Related Travel	5.10	350.00	-344.90	1.46 %
Total 5600 Travel Expenses	452.81	10,350.00	-9,897.19	4.37 %
5610 Auto Expenses				
5611 Vehicle Maintenance	92.31	180.00	-87.69	51.28 %
5612 Vehicle Lease	3,694.24	7,284.00	-3,589.76	50.72 %
5613 Vehicle Gas/Tolls/Parking	365.96	820.00	-454.04	44.63 %
Total 5610 Auto Expenses	4,152.51	8,284.00	-4,131.49	50.13 %
6010 Depreciation Expense	1,330.98	3,368.68	-2,037.70	39.51 %
9210 Minor A/R Write-Off	0.01		0.01	
Total Expenditures	\$407,911.08	\$768,706.48	\$ -360,795.40	53.06 %
NET OPERATING REVENUE	\$208,178.65	\$ -27,340.26	\$235,518.91	-761.44 %
Other Expenditures				
Reconciliation Discrepancies-1		0.00	0.00	
Total Other Expenditures	\$0.00	\$0.00	\$0.00	0.00%
NET OTHER REVENUE	\$0.00	\$0.00	\$0.00	0.00%
NET REVENUE	\$208,178.65	\$ -27,340.26	\$235,518.91	-761.44 %

American Council of Engineering Companies of Penns

Statement of Financial Position

As of January 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
4135 Scholarship Account	21,126.92
5407 Wells Fargo Checking	439,937.83
9758 Wells Fargo Money Market	112,761.92
Total Bank Accounts	\$573,826.67
Accounts Receivable	
1200 *Accounts Receivable	1,350.00
1201 Allowance for Bad Debts	0.00
Total Accounts Receivable	\$1,350.00
Other Current Assets	
1010C1 Unrealized G (L) ML Reserved	0.00
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	0.00
1010R Investment Acct - cash reclass	0.00
1010SN Investment acct - cash portion	0.00
1210 Prepaid Expenses	0.00
1210.1 Prepaid Meetings and Events	22,236.25
1210.2 Prepaid Insurance	22.56
Total 1210 Prepaid Expenses	22,258.81
1499 Undeposited Funds	1,470.00
Total Other Current Assets	\$23,728.81
Total Current Assets	\$598,905.48
Fixed Assets	
1062 Office Equipment	0.00
1062A Original Cost	34,883.06
1062B Accumulated Depreciation	-22,214.13
Total 1062 Office Equipment	12,668.93
1063 Lease Improvements	3,410.00
Total Fixed Assets	\$16,078.93
TOTAL ASSETS	\$614,984.41

American Council of Engineering Companies of Penns

Statement of Financial Position

As of January 31, 2022

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2200 *Accounts Payable	1,520.20
Total Accounts Payable	\$1,520.20
Other Current Liabilities	
2206 Prepaid Dues	0.00
2206.1 Prepaid Firm Dues	0.00
2206.2 Prepaid Index Dues	0.00
2206.3 Prepaid ACEC Dues	0.00
2206.4 Prepaid Affiliate Dues	0.00
Total 2206 Prepaid Dues	0.00
2209 PAC Clearing Account	0.00
2211 Deferred Income	-0.50
2502 Capital Lease Obligation	2,005.81
25600 Dues Owed to National	0.00
25610 Dues Owed to National - Current	22,399.45
25615 Prepaid ACEC Dues-Anniversary Billing	8,181.64
25620 Dues Owed to National - Past Due	0.00
Total 25600 Dues Owed to National	30,581.09
25700 Accrued Payroll and Taxes	3,270.00
25800 ACCRUED VACATION	345.02
3315 Scholarship Donations	675.00
PA Department of Revenue Payable	0.00
Total Other Current Liabilities	\$36,876.42
Total Current Liabilities	\$38,396.62
Total Liabilities	\$38,396.62
Equity	
2900 Opening Bal Equity	0.00
2960 Retained Earnings	339,845.25
3100 Scholarship (Golf Outing) Restricted Net Assets	0.00
Net Revenue	236,742.54
Total Equity	\$576,587.79
TOTAL LIABILITIES AND EQUITY	\$614,984.41

**American Council of Engineering Companies of Pennsylvania
2021-2022 Meeting Profitability Snapshot**

Central Chapter	
To Date Revenue	\$ 12,290.00
To Date Expense	\$ 3,533.82
<i>To Date Net</i>	<i>\$ 8,756.18</i>

Fall Conference	
To Date Revenue	\$ 38,042.75
To Date Expense	\$ 3,360.35
<i>To Date Net</i>	<i>\$ 34,682.40</i>

Eastern Chapter	
To Date Revenue	\$ 13,375.00
To Date Expense	\$ 2,491.12
<i>To Date Net</i>	<i>\$ 10,883.88</i>

Diamond Awards	
To Date Revenue	\$ 25,967.00
To Date Expense	\$ 11,323.81
<i>To Date Net</i>	<i>\$ 14,643.19</i>

Western Chapter	
To Date Revenue	\$ 7,590.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 7,590.00</i>

Legislative Day	
To Date Revenue	\$ 9,619.75
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 9,619.75</i>

Government Affairs Breakfast	
To Date Revenue	\$ 3,500.00
To Date Expense	\$ 825.00
<i>To Date Net</i>	<i>\$ 2,675.00</i>

Spring Conference	
To Date Revenue	\$ 3,734.75
To Date Expense	\$ 611.00
<i>To Date Net</i>	<i>\$ 3,123.75</i>

Annual Leadership Meeting	
To Date Revenue	\$ 7,822.75
To Date Expense	\$ 2,500.00
<i>To Date Net</i>	<i>\$ 5,322.75</i>

Net Total: \$ 97,296.90

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American Council of Engineering Companies of Penns

Statement of Activity Comparison

July 2021 - January 2022

	TOTAL			
	JUL 2021 - JAN 2022	JUL 2020 - JAN 2021 (PY)	CHANGE	% CHANGE
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	52,000.00	51,500.00	500.00	0.97 %
3002 ACEC/PA Dues	361,711.99	354,507.45	7,204.54	2.03 %
3003 Affiliate Dues	31,164.00	30,210.00	954.00	3.16 %
Total 3000 Dues Income	444,875.99	436,217.45	8,658.54	1.98 %
3009 ACEC BIT Royalty	3,910.00	1,660.00	2,250.00	135.54 %
3015 Member Directory Income	3,600.00	2,800.00	800.00	28.57 %
3016 Newsletter Advertising Income	130.00		130.00	
3300 Meetings				
3301 Central Chapter Meeting	12,290.00	10,360.00	1,930.00	18.63 %
3302 Eastern Chapter Meeting	13,375.00	12,390.00	985.00	7.95 %
3303 Western Chapter Meeting	7,590.00	13,125.00	-5,535.00	-42.17 %
3304 Govt Affairs Breakfast	3,500.00	5,775.00	-2,275.00	-39.39 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,652.75	1,832.75	1,820.00	99.30 %
3305.2 Annual Meeting Registrations	4,170.00		4,170.00	
Total 3305 Annual Meeting	7,822.75	1,832.75	5,990.00	326.83 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	2,927.75	4,618.00	-1,690.25	-36.60 %
3306.2 Spring Conference Registrations	807.00	1,196.00	-389.00	-32.53 %
Total 3306 Spring Conference	3,734.75	5,814.00	-2,079.25	-35.76 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	22,559.75	22,910.00	-350.25	-1.53 %
3307.2 Fall Conference Registrations	15,483.00	14,103.00	1,380.00	9.79 %
Total 3307 ACEC/PA Fall Conference	38,042.75	37,013.00	1,029.75	2.78 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	15,167.00	12,650.00	2,517.00	19.90 %
3308.2 Diamond Awards Registrations	0.00		0.00	
3308.3 Diamond Awards Project Submission Fee	10,800.00	13,200.00	-2,400.00	-18.18 %
Total 3308 Diamond Awards	25,967.00	25,850.00	117.00	0.45 %
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	14,500.00		14,500.00	
3309.2 Golf Outing Registrations	18,000.00		18,000.00	
3309.3 Golf Outing Mulligans/Raffle	4,258.00		4,258.00	
Total 3309 Scholarship Golf Outing	36,758.00		36,758.00	
3403 Legislative Day	9,619.75	6,292.00	3,327.75	52.89 %
Total 3300 Meetings	158,700.00	118,451.75	40,248.25	33.98 %

American Council of Engineering Companies of Penns

Statement of Activity Comparison

July 2021 - January 2022

	TOTAL			
	JUL 2021 - JAN 2022	JUL 2020 - JAN 2021 (PY)	CHANGE	% CHANGE
3900 Investment Income				
3901 Interest	31.74	24.22	7.52	31.05 %
3901.1 Interest from Money Market Account	7.19	7.64	-0.45	-5.89 %
3901.2 Interest from Scholarship Account	1.02		1.02	
Total 3901 Interest	39.95	31.86	8.09	25.39 %
Total 3900 Investment Income	39.95	31.86	8.09	25.39 %
3951 Misc Income	461.79	1,007.71	-545.92	-54.17 %
Sales	5.00		5.00	
Total Revenue	\$611,722.73	\$560,168.77	\$51,553.96	9.20 %
GROSS PROFIT	\$611,722.73	\$560,168.77	\$51,553.96	9.20 %
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	148,843.34	143,561.74	5,281.60	3.68 %
4001.1 Salaries - Vacation	-4,460.55	4,888.07	-9,348.62	-191.25 %
Total 4001 Salaries	144,382.79	148,449.81	-4,067.02	-2.74 %
4002 Payroll Taxes	11,681.89	8,403.71	3,278.18	39.01 %
4002.1 Payroll Tax Credits	-19,835.98	-2,216.56	-17,619.42	-794.90 %
Total 4002 Payroll Taxes	-8,154.09	6,187.15	-14,341.24	-231.79 %
4003 Employee Benefits	14,615.76	12,468.49	2,147.27	17.22 %
4004 Retirement	6,551.21	5,961.70	589.51	9.89 %
4005 Payroll Fees	1,172.10	410.03	762.07	185.86 %
Total 4000 Payroll Expenditures	158,567.77	173,477.18	-14,909.41	-8.59 %
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	14.16		14.16	
4302.3 Central Chapter Mtg F&B	1,769.60		1,769.60	
4302.4 Central Chapter Mtg AV/Rm Rental	1,750.06		1,750.06	
Total 4302 Central Chapter Mtg Expense	3,533.82		3,533.82	
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	210.65		210.65	
4303.3 Eastern Chapter Mtg F&B	2,108.75	0.00	2,108.75	
4303.4 Eastern Chapter Mtg AV/Rm Rental	171.72		171.72	
Total 4303 Eastern Chapter Mtg Expense	2,491.12	0.00	2,491.12	
4305 Govt Affairs Bfast Expense				
4305.3 Govt Affairs Bfast F&B	825.00		825.00	
Total 4305 Govt Affairs Bfast Expense	825.00		825.00	

American Council of Engineering Companies of Penns

Statement of Activity Comparison

July 2021 - January 2022

	TOTAL			
	JUL 2021 - JAN 2022	JUL 2020 - JAN 2021 (PY)	CHANGE	% CHANGE
4306 Diamond Awards Expense				
4306.1 Awards Expense	1,969.97	2,106.16	-136.19	-6.47 %
4306.3 Diamond Awards F&B	0.00	0.00	0.00	
4306.4 Diamond Awards AV/Rm Rental	9,085.50	2,500.00	6,585.50	263.42 %
4306.5 Diamond Awards Supplies/Misc.	268.34	98.00	170.34	173.82 %
Total 4306 Diamond Awards Expense	11,323.81	4,704.16	6,619.65	140.72 %
4307 Annual Meeting Expense				
4307.3 Annual Meeting F&B	2,500.00		2,500.00	
Total 4307 Annual Meeting Expense	2,500.00		2,500.00	
4308 Spring Conference Expense				
4308.4 Spring Conference AV/Rm Rental	611.00		611.00	
Total 4308 Spring Conference Expense	611.00		611.00	
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	93.51	230.77	-137.26	-59.48 %
4309.4 Fall Conference AV/Rm Rental	2,996.00	5,590.65	-2,594.65	-46.41 %
4309.5 Fall Conference Supplies	270.84	6,641.96	-6,371.12	-95.92 %
Total 4309 ACEC/PA Fall Conference Expense	3,360.35	12,463.38	-9,103.03	-73.04 %
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,000.00	7,500.00	4,500.00	60.00 %
4310.2 Golf Outing Travel	26.45		26.45	
4310.3 Golf Outing F&B	5,583.28		5,583.28	
4310.4 Golf Outing Green/Cart Fees	9,760.00		9,760.00	
4310.5 Golf Outing Supplies	2,665.35		2,665.35	
4310.6 Other Golf Outing Expenses	1,388.33		1,388.33	
4310.8 Golf Outing Staff Time	5,601.04		5,601.04	
Total 4310 Scholarship Golf Outing Expense	37,024.45	7,500.00	29,524.45	393.66 %
Total 4300 Meetings Expense	61,669.55	24,667.54	37,002.01	150.00 %
4312 Safety				
4312.1 Safety Stand Down Marketing	81.67		81.67	
4312.3 Safety Stand Down AV/Technology	1,304.16		1,304.16	
Total 4312 Safety	1,385.83		1,385.83	
4400 Insurance				
4401 Business Insurance	1,592.47	662.00	930.47	140.55 %
4402 Workers Comp Insurance	788.95	763.80	25.15	3.29 %
4403 Auto Insurance	1,497.69	1,466.68	31.01	2.11 %
4404 Directors & Officers Liability	1,549.00	1,528.00	21.00	1.37 %
4405 ERISA Retirement Insurance	90.00	180.00	-90.00	-50.00 %
Total 4400 Insurance	5,518.11	4,600.48	917.63	19.95 %

American Council of Engineering Companies of Penns

Statement of Activity Comparison

July 2021 - January 2022

	TOTAL			
	JUL 2021 - JAN 2022	JUL 2020 - JAN 2021 (PY)	CHANGE	% CHANGE
4500 Office Supplies and Expenses				
4501 Supplies	1,289.86	489.67	800.19	163.41 %
4502 Copier Supplies/Equipment	447.74	173.69	274.05	157.78 %
4502.1 Interest Paid - Copier Lease	70.21	104.26	-34.05	-32.66 %
Total 4502 Copier Supplies/Equipment	517.95	277.95	240.00	86.35 %
4503 Office Expense/Gifts	541.13	175.93	365.20	207.58 %
Total 4500 Office Supplies and Expenses	2,348.94	943.55	1,405.39	148.95 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	279.65	279.65	0.00	0.00 %
4602 CC Transaction Fees	3,464.13	3,275.46	188.67	5.76 %
4603 Internet Services	2,116.61	1,562.18	554.43	35.49 %
4605 Postage	188.30	66.60	121.70	182.73 %
4606 Rent	24,421.81	24,780.28	-358.47	-1.45 %
4608 Telephone	4,694.46	4,580.53	113.93	2.49 %
4609 Other Misc Svc Costs	136.27	263.56	-127.29	-48.30 %
4610 Investment Acct Bank Fees	150.00	150.00	0.00	0.00 %
Total 4600 Office/Admin Expense	35,451.23	34,958.26	492.97	1.41 %
4700 PennDOT Innovations Challenge Expense	1,500.00		1,500.00	
4900 Board Expenses	12,188.55	290.00	11,898.55	4,102.95 %
4910 Prof Dev/Meetings	60.00	-116.00	176.00	151.72 %
4920 Lobbying Expenses	4,758.69	5,266.69	-508.00	-9.65 %
5000 Committee Expenses	87.50	35.00	52.50	150.00 %
5100 Member-Related (non-travel)	65.21		65.21	
5210 Dues/Subscriptions				
5211 Publication Subscriptions	4,800.00	3,950.00	850.00	21.52 %
5212 Prof Memberships	1,945.00	1,870.00	75.00	4.01 %
5213 Subscriptions	17,455.76	15,117.02	2,338.74	15.47 %
Total 5210 Dues/Subscriptions	24,200.76	20,937.02	3,263.74	15.59 %
5520 Professional Services				
5521 Legal		1,921.00	-1,921.00	-100.00 %
5522 Accountant	21,706.25	2,396.25	19,310.00	805.84 %
5523 Computer/IT	5,066.33	4,745.99	320.34	6.75 %
5525 Public Relations	35,000.00	35,244.99	-244.99	-0.70 %
Total 5520 Professional Services	61,772.58	44,308.23	17,464.35	39.42 %
5600 Travel Expenses				
5601 ACEC/NACEC Event Expenses	447.71		447.71	
5605 Staff/Membership Related Travel	5.10	12.70	-7.60	-59.84 %
Total 5600 Travel Expenses	452.81	12.70	440.11	3,465.43 %

American Council of Engineering Companies of Penns

Statement of Activity Comparison

July 2021 - January 2022

	TOTAL			
	JUL 2021 - JAN 2022	JUL 2020 - JAN 2021 (PY)	CHANGE	% CHANGE
5610 Auto Expenses				
5611 Vehicle Maintenance	92.31	202.90	-110.59	-54.50 %
5612 Vehicle Lease	3,163.40	3,678.01	-514.61	-13.99 %
5613 Vehicle Gas/Tolls/Parking	365.96	186.97	178.99	95.73 %
Total 5610 Auto Expenses	3,621.67	4,067.88	-446.21	-10.97 %
6010 Depreciation Expense	1,330.98	1,330.98	0.00	0.00 %
9210 Minor A/R Write-Off	0.01	0.10	-0.09	-90.00 %
Total Expenditures	\$374,980.19	\$314,779.61	\$60,200.58	19.12 %
NET OPERATING REVENUE	\$236,742.54	\$245,389.16	\$ -8,646.62	-3.52 %
NET REVENUE	\$236,742.54	\$245,389.16	\$ -8,646.62	-3.52 %

American Council of Engineering Companies of Penns

Statement of Financial Position Comparison

As of January 31, 2022

	TOTAL			
	AS OF JAN 31, 2022	AS OF JAN 31, 2021 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
4135 Scholarship Account	21,126.92	19,469.68	1,657.24	8.51 %
5407 Wells Fargo Checking	439,937.83	403,591.60	36,346.23	9.01 %
9758 Wells Fargo Money Market	112,761.92	129,795.60	-17,033.68	-13.12 %
Total Bank Accounts	\$573,826.67	\$552,856.88	\$20,969.79	3.79 %
Accounts Receivable				
1200 *Accounts Receivable	1,350.00	10,248.73	-8,898.73	-86.83 %
1201 Allowance for Bad Debts	0.00	0.00	0.00	
Total Accounts Receivable	\$1,350.00	\$10,248.73	\$ -8,898.73	-86.83 %
Other Current Assets				
1010C1 Unrealized G (L) ML Reserved	0.00	796.06	-796.06	-100.00 %
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	0.00	-6,194.42	6,194.42	100.00 %
1010R Investment Acct - cash reclass	0.00	0.00	0.00	
1010SN Investment acct - cash portion	0.00	0.00	0.00	
1210 Prepaid Expenses	0.00	0.00	0.00	
1210.1 Prepaid Meetings and Events	22,236.25	3,921.25	18,315.00	467.07 %
1210.2 Prepaid Insurance	22.56	0.00	22.56	
Total 1210 Prepaid Expenses	22,258.81	3,921.25	18,337.56	467.65 %
1499 Undeposited Funds	1,470.00	385.00	1,085.00	281.82 %
Total Other Current Assets	\$23,728.81	\$ -1,092.11	\$24,820.92	2,272.75 %
Total Current Assets	\$598,905.48	\$562,013.50	\$36,891.98	6.56 %
Fixed Assets				
1062 Office Equipment	0.00	0.00	0.00	
1062A Original Cost	34,883.06	32,102.06	2,781.00	8.66 %
1062B Accumulated Depreciation	-22,214.13	-17,733.45	-4,480.68	-25.27 %
Total 1062 Office Equipment	12,668.93	14,368.61	-1,699.68	-11.83 %
1063 Lease Improvements	3,410.00	3,410.00	0.00	0.00 %
Total Fixed Assets	\$16,078.93	\$17,778.61	\$ -1,699.68	-9.56 %
TOTAL ASSETS	\$614,984.41	\$579,792.11	\$35,192.30	6.07 %

American Council of Engineering Companies of Penns

Statement of Financial Position Comparison

As of January 31, 2022

	TOTAL			
	AS OF JAN 31, 2022	AS OF JAN 31, 2021 (PY)	CHANGE	% CHANGE
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2200 *Accounts Payable	1,520.20	29,902.50	-28,382.30	-94.92 %
Total Accounts Payable	\$1,520.20	\$29,902.50	\$ -28,382.30	-94.92 %
Other Current Liabilities				
2206 Prepaid Dues	0.00	0.00	0.00	
2206.1 Prepaid Firm Dues	0.00	0.00	0.00	
2206.2 Prepaid Index Dues	0.00	0.00	0.00	
2206.3 Prepaid ACEC Dues	0.00	0.00	0.00	
2206.4 Prepaid Affiliate Dues	0.00	0.00	0.00	
Total 2206 Prepaid Dues	0.00	0.00	0.00	
2209 PAC Clearing Account	0.00	0.00	0.00	
2211 Deferred Income	-0.50	957.75	-958.25	-100.05 %
2502 Capital Lease Obligation	2,005.81	3,193.13	-1,187.32	-37.18 %
25600 Dues Owed to National	0.00	0.00	0.00	
25610 Dues Owed to National - Current	22,399.45	27,530.90	-5,131.45	-18.64 %
25615 Prepaid ACEC Dues-Anniversary Billing	8,181.64	2,746.84	5,434.80	197.86 %
25620 Dues Owed to National - Past Due	0.00	22,049.04	-22,049.04	-100.00 %
Total 25600 Dues Owed to National	30,581.09	52,326.78	-21,745.69	-41.56 %
25700 Accrued Payroll and Taxes	3,270.00	0.00	3,270.00	
25800 ACCRUED VACATION	345.02	2,960.76	-2,615.74	-88.35 %
3315 Scholarship Donations	675.00	1,000.00	-325.00	-32.50 %
PA Department of Revenue Payable	0.00	0.00	0.00	
Total Other Current Liabilities	\$36,876.42	\$60,438.42	\$ -23,562.00	-38.99 %
Total Current Liabilities	\$38,396.62	\$90,340.92	\$ -51,944.30	-57.50 %
Total Liabilities	\$38,396.62	\$90,340.92	\$ -51,944.30	-57.50 %
Equity				
2900 Opening Bal Equity	0.00	0.00	0.00	
2960 Retained Earnings	339,845.25	244,062.21	95,783.04	39.25 %
3100 Scholarship (Golf Outing) Restricted Net Assets	0.00	-0.18	0.18	100.00 %
Net Revenue	236,742.54	245,389.16	-8,646.62	-3.52 %
Total Equity	\$576,587.79	\$489,451.19	\$87,136.60	17.80 %
TOTAL LIABILITIES AND EQUITY	\$614,984.41	\$579,792.11	\$35,192.30	6.07 %

Consulting Engineers of Pennsylvania PAC

Statement of Activity

January 2022

	TOTAL
Revenue	
4001 Contributions	1,500.00
Total Revenue	\$1,500.00
GROSS PROFIT	\$1,500.00
Expenditures	
6002 CC Fees	17.80
Total Expenditures	\$17.80
NET OPERATING REVENUE	\$1,482.20
NET REVENUE	\$1,482.20

Consulting Engineers of Pennsylvania PAC

Statement of Financial Position

As of January 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	41,584.14
Total Bank Accounts	\$41,584.14
Total Current Assets	\$41,584.14
TOTAL ASSETS	\$41,584.14
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
Retained Earnings	40,101.94
Net Revenue	1,482.20
Total Equity	\$41,584.14
TOTAL LIABILITIES AND EQUITY	\$41,584.14

PA Consulting Engineers PAC

Statement of Activity
January 2022

Revenue

Total Revenue

GROSS PROFIT

Expenditures

Total Expenditures

NET OPERATING REVENUE

NET REVENUE

PA Consulting Engineers PAC

Statement of Financial Position

As of January 31, 2022

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	2,582.37
Total Bank Accounts	\$2,582.37
Other Current Assets	
1200 Bank Clearing Account	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$2,582.37
TOTAL ASSETS	\$2,582.37
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
Total Accounts Payable	\$0.00
Total Current Liabilities	\$0.00
Total Liabilities	\$0.00
Equity	
3000 Retained Earnings	2,582.37
Net Revenue	
Total Equity	\$2,582.37
TOTAL LIABILITIES AND EQUITY	\$2,582.37



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

REPORTS