



Board of Directors - Meeting Agenda

November 13, 2020

3:30am – 5:00pm

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United States: +1 (571) 317-3122

Access Code: 933-252-597

Call to Order	Holloway
Action Items	
Minutes - September 30, 2020	Markosky
Consent Agenda Policy	Sherman
ED Contract (provided previously)	Holloway
Safety Task Force	Holloway
Financial Report (September)	M. Bougher
Financial Report (October)	M. Bougher
Reports	
2021 Financial Scenarios Presentation	M. Bougher
Membership Report	R. Bougher
National Directors Report	Frary
a. ACEC PAC	
b. CEPA PAC	
c. PaCE PAC	
Government Affairs Report	Pennoni/Holloway
Executive Director Report	Sherman
President's Report	Holloway
a. Executive Director Review Process	
b. Operations Manual Update	
c. Employee Manual Update	
Open Discussion	Holloway
Adjourn	Holloway



ACTION ITEMS

MEETING MINUTES

ACEC/PA Board of Directors Meeting September 30, 2020 at 9:00am Virtual Meeting

Attendees:

Board Members: Troy Holloway (President) Eric Veydt (President-Elect), Roseline Bougher (Vice President), Mike Bougher (Treasurer), Mark Markosky (Secretary), Eric Frary (Past President), Joe Riley, Jeff Guzy, Derek Rogers, Bill Gross, Damon Rhodes, Mike Girman (phone), Casey Moore, Paul McNamee, Sandy Basehore

ACEC/PA Staff: Leeann Sherman, Executive Director

Due to the COVID-19 Pandemic, this meeting was held virtually via GoToMeeting and it was recorded with the consent of all present.

Call to Order

Troy Holloway called the meeting to order at 9:09am.

Action Items

Minutes – June 16, 2020 and September 2, 2020

Mark Markosky solicited comments/questions on the minutes from the June 16, 2020 Board Meeting and the September 2, 2020 Special Board Meeting, both of which were included in the meeting packet for today's meeting.

Bill Gross requested that his comments on Page 4 of the September meeting, regarding the qualifications of the PA P3 Board, be clarified. The minutes as written do not accurately portray the opinion he expressed at the meeting. **The corrected text should read as follows:**

"Bill Gross Expressed concern that the proposed Bill as currently worded does not require 6 of the 7 transportation Partnership Board members to have transportation experience."

No other comments or questions were offered. Casey Moore moved to approve the June 16th meeting minutes as presented and the September 2nd minutes with the condition that revisions proposed by Bill Gross be reflected in today's meeting minutes. Jeff Guzy provided the second, and the motion carried.

Member Type Definitions

Sherman referred back to the June 16 meeting minutes, and the discussion pertaining to ACEC/PA member type descriptions. The Board at that time had agreed to minor revisions to the descriptions, and Sherman asked the Board to give the Executive Committee the authority to approve a resolution to adopt the revisions. The majority of the Board voted in the affirmative, with one Board member voting against the motion. The motion carried, but at the behest of the dissenting Board member, a draft of

MEETING MINUTES

the revised descriptions was presented today for Board review before forwarding to the Executive Committee for adoption.

After a brief discussion, Eric Frary moved that the revised member type descriptions adopted as drafted. Mike Bougher provided a second, and the motion carried unanimously.

Financial Report

M. Bougher presented the financial report, through August 2020. He reported that ACEC/PA is currently operating within the established budget. He noted that he and Sherman and the Finance Committee would be meeting soon to discuss forecasting. Since the budget was prepared under the assumption that in-person meetings would be taking place by January 2021, and that now appears doubtful, we will have to be vigilant to meet our approved budget. Scenario forecasting will become important as conditions change.

Holloway asked whether the food and beverage charges for the Eastern Chapter meeting were the result of the cancellation of the March meeting due to COVID-19 concerns? Sherman confirmed that was the case and added that we may be refunded that amount if we book the same venue once in-person meetings resume.

Frary noted that the CEPA PAC money is currently being used for legal and professional services costs and asked whether the Board has any concerns with those costs coming out of the PAC funds. Although it is allowable, would we rather preserve CEPA PAC funds for contributions/advocacy and cover the administrative costs from the general ACEC/PA account?

Sherman clarified that the expenses covered from the CEPA PAC funds include only Quickbooks and a few other minor expenses, and that CEPA PAC has not required legal expenses, as the PaCE PAC has. She also noted that the Board had previously agreed that it is appropriate to pay the \$500 consultant fee (for CEPA PAC compliance help) out of the ACEC/PA operating account.

M. Bougher asked what other minor expenses are currently being paid out of the CEPA PAC account. Sherman said that credit card processing fees, some graphic design fees for the newsletter, and the \$15/quarter Quickbooks expense are the only fees being paid out of the CEPA PAC funds currently.

Frary asked if those expenses make up the bulk of the \$1100 +/- in expenses shown on the financial reports. Sherman replied that the expenses showing on the CEPA PAC Statement of Activity for Legal and Professional Services includes the compliance consultant fees for January and February, before it was decided that those fees can be paid from the ACEC/PA general operating account.

R. Bougher asked Sherman for an update on the status of the PaCE PAC.

Sherman noted that a PaCE PAC report is scheduled for later in the agenda, but she did say that all of the back taxes and penalties (for late filing) were paid in August, an amount of over \$50,000. However, fines may be assessed, and they will have to be paid once the IRS defines their extent. Once the fines are assessed, ACEC/PA legal counsel (McNees, Wallace and Nurick) and accounting consultant (Stambaugh Ness) will act on our behalf to negotiate the terms and the final amount to be paid. After the PaCE PAC tax issues are resolved the remaining funds in the account will go toward paying the fines, and a final

MEETING MINUTES

annual report will be prepared at the end of that year. At that point the PaCE PAC can officially be closed.

Holloway asked Sherman if Stambaugh Ness had any idea when we will hear something from the IRS regarding their decision on fines. Sherman replied that they have no idea what the timeframe will be for resolution.

M. Bougher asked if there were additional questions on the financial report, and hearing none asked for a motion to approve. R. Bougher made the Motion, Mark Markosky provided the second, and the motion passed unanimously.

Reports

Membership Report

R. Bougher reviewed the Membership Report included in the meeting packet, noting that there has been a drop in membership. However, she said that we are still on track with what was predicted in our budget, and that dues payments are not due until September 30th, and the report is only showing payments through August 31st.

Sherman further elaborated on the status of various firms who have not yet paid but are intending to and other firms that are promising prospects, which should help mitigate the losses in membership.

R. Bougher said that the possibility of membership losses was taken into account during the budgeting process, so for now it appears as though we have adequately taken into account the reduced income resulting from the membership drop.

Frery referenced the reduced index and employee count in the report and asked if the reduction was mostly the result of firms dropping membership or was there an equivalent drop in the number of employees within the firms. Sherman said that employee counts are something we watch closely, and that there were not any dramatic swings in employment numbers with the exception of the Louis Berger/WSP merger impact. She also suggested that the impacts of employee losses due to the pandemic may have more of an impact on next year's income so our budgeting will need to take that into account.

Paul McNamee asked Sherman if she would share the list of firms that are promising prospects as potential new members so that the Board members can help with recruiting. She said she would do so. McNamee also asked if ACEC national allows Member Organizations to accept partial payments over time. Sherman replied that National does allow MO's to offer payment plans, and there are MO's that are accepting payments quarterly, semi-annually, and even monthly. ACEC/PA currently has 6 firms making scheduled payments, at their request. From what she is seeing, the MO's that have routinely offered payment plans may be having more difficulty collecting dues than the MO's collecting annually, in the current environment. She also said that ACEC National has expressed a desire to achieve consistency between all of the MO's with regard to dues collection.

MEETING MINUTES

McNamee suggested that ACEC National should offer some favorable dues payment terms to firms that may be struggling with cash flow due to the pandemic – it may save a few memberships that could potentially be lost.

R. Bougher discussed the member survey that was sent out to all 105 member firms, in a effort to help the organization better serve its members. Sherman reported that to date, 40 of the firms have responded to the survey.

Holloway asked about the exit interviews with the firms that have decided to drop membership. In particular, are they leaving due to financial strains related to the pandemic, or did we get some other valuable feedback about our value to our members? Sherman said that in all cases, the main reason cited for dropping membership was financial hardship. Most offered that they believed that their membership in ACEC/PA has been beneficial.

McNamee and R. Bougher both stressed that the firms that dropped membership during the pandemic should be encouraged to re-join post-pandemic.

Sherman pointed out that the membership report will always show membership drops monthly, as well as a YTD running list. She also reminded the Board that there will no longer be a significant inflow of cash on September 30th as dues payments meet the deadline, since annual dues payments are now spread out to align with a firm's initial membership month anniversary.

Holloway asked if there were any strong prospects for Affiliate Memberships, to which Sherman replied there were not at this time.

National Director's Report

Frery updated the Board on ACEC PAC and CEPA PAC progress:

- PAC report is included in Board packet
- We are behind our yearly goal on the CEPA PAC – we are close to 100% on Board commitment, but as Board members we need to encourage our employees to contribute as well
- It is also incumbent upon us to use PAC funds wisely
- The virtual PAC golf outings were not as effective as hoped – Central Chapter fielded 2 foursomes, Western and Eastern Chapter did not have outings

Frery is preparing a short National Director's intro video for the ACEC National Conference and is considering a PA football theme.

Mike Girman passed along thanks from the Mike Carroll campaign for ACEC/PA's support – it was appreciated.

Casey Moore motioned to approve the PAC Report, Derek Rogers provided the second, and the motion passed unanimously.

MEETING MINUTES

Government Affairs Report

Andrew Pennoni updated the Board on GA activities:

- GA Breakfasts are being held virtually, scheduling speaker for October has been a challenge
- We have been supporting Legislators – Carroll, Hennessy, Costa, Stephens
- Rep. Martina White spoke at an Eastern Chapter meeting
- Legislative Outreach Group is up to 44 members
- Considering state-wide effort to visit Legislators virtually, in lieu of our HBG Legislative Day visits
- Potential 2020 CEPA PAC fundraiser is being discussed
- Tracking several bills – P3, County referendums, Casino funding... detailed on the website
- Quarterly PAC newsletter (3Q) will go out next week

Holloway asked if ACEC National still provides the MO's with input regarding legislators that they recommend we support. Sherman said that they do. She also noted that US Rep. Scott Perry's campaign had asked for ACEC's support at a recent fundraiser, but we declined to contribute (ACEC National agreed) since he has not recently shown support for issues important to our membership.

Sherman said that an advocacy document is in the works, similar to the recent brochures produced by APC recently. A draft should be ready for Executive Committee and GAC review soon. Holloway said the goal will be to send this information to PA elected officials directly, and to also provide copies to our members for use in meetings with their legislators.

A matrix is being developed to help us track which ACEC/PA members are meeting with which elected officials, and when. Sherman said that she has been working with the At-Large Directors to coordinate virtual visits. Mike Girman requested a list of all the members who have expressed a willingness to attend visits, and which visits would be most appropriate for them to attend. Sherman will be providing an updated list. *(Sandy Basehore left the meeting at 9:58am.)*

Bill Gross reported that he has been in contact with western PA elected officials' District offices, and they have been requesting background information to review prior to meeting with us. The advocacy document being prepared should serve that purpose well. He also noted that it appears that the legislators may be more receptive to a meeting with ACEC members who are actually constituents, so he is working to identify members who are willing to attend advocacy meetings within their home Districts. Sherman's updated list of members willing to advocate will include information about their home Districts. She also noted that when members sign on to the new ACEC/PA app, their home Legislative District information will be automatically captured, which will help with the effort.

Girman suggested that although we usually concentrate our advocacy efforts on the transportation committees, there may be an opportunity now to target the appropriations committees as well. They will be working on determining how to fund the COVID response and impacts and will be looking at various funding mechanisms. Perhaps it would be a good time to push for infrastructure to be included with any significant funding initiative. Frary suggested that PA Rep. Matt Bradford may be a good person to start these conversations with. He is the Democratic Chair of the House Appropriations Committee.

MEETING MINUTES

Sherman wrapped up the discussion with an update on the status of two of the Bills discussed at the September 2 Special Board meeting, HB 2065 (P3) and HB 2063 (Design/Build).

The bills are being considered by the Senate, and they are still looking for our feedback. We had discussed concerns at the September 2 meeting, and are planning to submit a statement of those concerns, but not official opposition to the bill. Since then, the Governor's office, PennDOT, and the PTC have all taken a neutral stance on the bill as drafted in the House. Given this development, Sherman asked the Board if we still want to express our concerns, or if we should also take a neutral stance.

After a lengthy discussion, the Board decided that since our comments/concerns were not significant and will likely not result in any changes to the bill, we should forego submitting comments. However, our comments and concerns can be shared "off-line" without delaying the progress of the legislation.

Casey Moore moved that ACEC/PA should officially claim neutrality on both bills but offer comments and concerns outside of the formal legislative process. Bill Gross provided a second. McNamee requested further discussion, noting that it would not be out of character for ACEC/PA to offer formal comments, even if they are not direct requests to revise the language.

Eric Veydt offered that our comments were general in nature, but more broad statements on our position with regard to Quality Based Selection (QBS), and how these bills could result in expansion of the use of non-QBS contracts. However, since these are general comments and we are not suggesting changes to the bill language, perhaps a formal statement would not be applicable. His concern would be that the proper way to provide input would be to offer revisions to the bill language, and that may result in an adversarial relationship between us and PennDOT, PTC and Rep White.

Pennoni suggested that we should offer a revision to the bill that requires QBS methods to be employed on P3 and D/B projects. Girman offered that it would be difficult to include QBS on these types of projects, and that it may not be a battle that we want to fight now, in these particular bills. Most seemed to agree with the sentiment regarding QBS, but that perhaps these bills do not offer a good opportunity to affect change in the direction QBS is headed.

Ultimately the Board accepted the original motion by Moore, and second by Gross and approved the motion with one member (McNamee) in opposition.

Executive Director's Report

Sherman referred to the ACEC Board Governance documents included in the packet. She said that these documents were forwarded to us from ACEC National, and that she contributed to the effort to draft them. She asked that all Board members review the guidance carefully and ask questions if there is something we don't understand. She also said that Board members not in attendance at today's meeting and Committee Chairs will also receive these documents. She and Holloway have reviewed closely and are confident that ACEC/PA complies with the governance documents.

Sherman next discussed a Powerpoint presentation on governance that was included in the packet for all to review. This presentation, prepared by McNees Wallace and Nurick, was part of the 2019 Fall Conference Board meeting and can be used as a training resource. A book on the 10 basic

MEETING MINUTES

responsibilities of a serving on a non-profit board will also be forwarded to all who do not already have it as well.

Sherman then provided a brief committee update. Items of note:

- Still looking for a Business Finance Committee Chair, and she asked our Board to consider encouraging some of our accounting staff to serve
- A Safety Committee will be formed, as has been encouraged by PennDOT, APC and other industry organizations

A detailed Committee Report is included as an attachment to these minutes.

Sherman provided a Task Force update. Items of note:

- A DCNR Task Force is being formed at DCNR's request, through Mark Markosky
- The Port Authority Task Force is going well

President's Report

Holloway reported that we are due to update the ACEC/PA 3-year Strategic Plan in 2020, and information will be forthcoming to Board members in anticipation of beginning the discussion at the November Board meeting.

Holloway discussed 2021 events, and related that it is likely that events will remain virtual for the foreseeable future, through at least April or May, including the Diamond Awards Gala, which is scheduled for late January. The Spring Conference in May might be an in-person event, but we will have to consider that as we move forward. The Annual Leadership Meeting in June has not been scheduled or planned at this point.

Sherman presented a list of initiatives that ACEC/PA is involved with, outside of our regular Committee involvement. Holloway noted that although the time commitment to these activities is significant, it is worth the effort to remain involved with our partners in the industry. The list is attached to these minutes.

Open Discussion

There was no further discussion

Adjourn

R. Bougher made a motion to adjourn the meeting, a second was provided by McNamee and the motion carried unanimously. The meeting was adjourned at 11:05am.

THE CONSENT AGENDA

What is a consent agenda?

A consent agenda groups the routine, procedural, informational and self-explanatory non-controversial items typically found in an agenda. These items are then presented to the board in a single motion for an up or down vote after allowing anyone to request that a specific item be moved to the full agenda for individual attention. Other items, particularly those requiring strategic thought, decision making or action, are handled as usual.

Why would an organization want to use a consent agenda?

Consent agendas are popular with many nonprofit organizations because they help streamline meetings and allow the focus to be on substantive issues.

What does it mean if we adopt a consent agenda?

- Documentation for consent items must be provided to the board prior to meetings so that directors feel confident that their vote reflects attention to their duty of care.
- Board members are encouraged to ask prior to the meeting all the questions that they want related to consent agenda items.
- If it is determined that an item on the consent portion of the agenda actually requires action or a decision that item should be removed from the consent portion of the agenda and raised later in the meeting.
- Any board member can request that an item be moved to the full agenda.
- A vote on the single motion applies to all the items on the consent portion of the agenda.

What does it *not* mean if we adopt a consent agenda?

- Consent agendas do not make it easier to ramrod through decisions since decision items are not placed on the consent portion of the agenda and all items on the consent portion of the agenda are still open to discussion and debate if someone requests they be moved.
- It is not always necessary to remove an item from the consent agenda if people have simple questions or wish to discuss the item further. Discussion is permitted after the motion for approval is made, but before the vote. However, everyone should remember that extensive conversation defeats the purpose of the consent agenda.

What normally is found on a consent agenda?

Routine, informational, procedural and self-explanatory non-controversial items are generally placed on the consent portion of the agenda. These typically are such things as:

- Approval of board and committee minutes
- Correspondence requiring no action
- Committee and staff reports
- Updates or background reports provided for informational purposes only
- Appointments requiring board confirmation
- Approval of contracts that fall within the organization's policy guidelines
- Final approval of proposals that have been thoroughly discussed previously, where the board is comfortable with the implications
- Confirmation of pro forma items or actions that need no discussion but are required by the bylaws
- Dates of future meetings

What is the process for using a consent agenda?

- The board must begin by approving a motion to adopt the consent agenda for its meetings.
- The board should then craft a policy about what may and may not be included in the consent portion of the agenda.
- The full agenda, including the consent items should be disseminated prior to the board meeting along with copies of reports and back up materials so that board members can do their due diligence prior to voting.
- As the first item of business the chairman should ask if anyone wishes to remove an item from the consent portion of the agenda.
- The chairman then asks for a motion to accept the consent agenda.
- Once the motion has been received, the chairman opens the floor for any questions or discussion on the items remaining on the consent agenda. The understanding, though, is that the directors have come prepared and, other than a quick point or question, they are comfortable voting for the items or they would have asked to have them removed.
- If any items were removed from the consent portion of the agenda the chairman may determine where on the agenda those items will be discussed, e.g., immediately after the consent agenda has been accepted or later on the agenda.
- Quickly reviewing the remaining items, the chairman asks for any objections to the adoption of those remaining items. If none are offered all items on the consent agenda are considered to be passed.

What does the rest of the agenda look like?

The answer to this is that it depends. If the organization is most comfortable with an “old business/new business” format, this can remain. However, the organization may find more benefit tackling one or two items that relate directly to the mission, vision and organizational values and that require special attention. Time spent in educating the board on mission-related, governance, or community issues is always valuable, as is dedicating some time to those problems or concerns that keep the executive director awake at night and the BTW Talk.*

* The “By the Way” Talk refers to giving board members the opportunity to share what they’ve heard or learned since the last board meeting that might have impact on the organization either in the short or long term. It could be considered a continuous environmental scan.

CONSENT AGENDA POLICY



1. PURPOSE

This consent agenda policy:

- improves the efficiency and effectiveness of board meetings
- provides an efficient process to acknowledge receipt of reports or approve regular, non-controversial, routine issues that come before the board, or matters where no debate, discussion or explanation is expected or required
- helps to manage time, as the board addresses all items listed within or under the consent agenda as a single item with one vote

2. POLICY NAME – Consent Agenda Policy

A consent agenda groups routine business items and reports which require no discussion or debate into one agenda item called the consent agenda (Roberts Rules of Order calls it a “consent calendar”). This meeting management practice allows the board to approve or acknowledge receipt of all items listed under the consent agenda that are unanimously agreed to with one vote instead of filing multiple motions.

Requirements

A consent agenda process must be adopted as a “special rule” to suspend regular rules and would require Notice and 2/3 vote by the group to adopt this new policy.

Content of Consent Agenda

The agenda for board meetings will distinguish between the following types of matters: decision, discussion, or information.

Decision items require a motion, a seconder and a vote.

Items requiring a decision that are not expected to need any discussion or debate may, at the board chairperson’s option, be placed on the agenda under the heading Consent Agenda.

All materials and items proposed in the consent agenda shall be clearly identified as such in the meeting packages. All board members must receive and review the consent agenda items prior to the meeting, with the expectation that no discussion will take place during the board meeting.

Consent agenda items may include: approval of previous minutes; executive reports and committee reports provided for information only; correspondence requiring no action; staff appointments requiring board confirmation; or routine matters such as appointments to committees, project status report, staff and facility updates, contract renewals, membership and program reports/updates, etc... that require no discussion.

When items are placed under the heading Consent Agenda, the following must occur:

- i. A motion must be made to approve or reject the agenda.
- ii. The motion to approve the agenda must be worded “motion to approve the agenda and consent agenda.”

Approval of Agenda

The consent agenda will be approved by the board at the beginning of each meeting.

- Board members may request that matters be added, deleted or that the order of items be moved and the board chair shall make a decision on each request. Any decision may be subject to challenge and reversed by the board.
- Any item may be moved out of the consent agenda section at the request of any board member, before approval of the agenda. A member may request to move an item to further discuss it, inquire about it, or vote against it. No motion or vote of the board is required to a request to move an item out of the consent agenda.
- When a board member requests that an item be moved out of the consent agenda section, the board chair shall decide where to place that item on the agenda (example: immediately after the consent agenda or later on the agenda).
- When only one item on the consent agenda list does not qualify as a consent agenda item or is requested to be moved, that item shall be moved out of the consent agenda and the rest of the items shall remain on the consent agenda.
- Approval of the agenda by the board constitutes approval of each of the items listed under the consent agenda portion of the meeting. No separate vote to approve the consent agenda portion is required.

Motion to Approve Consent Agenda

When the requested changes have been made to the consent agenda:

- Chairperson reads items listed under consent agenda.
 - Chairperson then states: "If there is no objection, these items will be adopted".
 - Chairperson pauses for any objections, the chairperson then states, "As there are no objections, these items are adopted". No show of hands / vote is necessary.
- OR
- The chairperson calls for a motion to accept the consent agenda and a vote is taken and recorded.

Minutes

Minutes of the meeting will include the full text copy of approved resolutions, recommendations or reports received under the consent agenda portion of the meeting to ensure a record is kept for future reference.

Amendments

This policy may be amended by the board.



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

Safety Task Force

Mission Statement: TBD

Safety Task Force Members

- Members consist of 8 persons:
 - Chair ACEC/PA Member in good standing (qualified & appointed)
 - Vice Chair ACEC/PA Member in good standing (qualified & appointed)
 - ACEC/PA President
 - ACEC/PA Incoming President
 - ACEC/PA Construction Services Committee Chair
 - ACEC/PA Environmental Committee Chair
 - PennDOT Representative
 - PTC Representative
 - ACEC/PA Executive Director (ex-officio)
- ✓ Review, discuss and determine Safety Toolkit Resources for ACEC/PA membership which will be posted on website and communicated via standard marketing practices
- ✓ Make recommendations and plan educational sessions for the ACEC/PA Fall Conference & Spring Conference
- ✓ Discuss advocacy items pertaining to industry safety standards and make recommendations to ACEC/PA leadership
- ✓ Participate in the planning of annual Safety Stand Down with industry association and state agencies

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	49,000.00	50,500.00	-1,500.00	97.03 %
3002 ACEC/PA Dues	348,436.95	333,000.00	15,436.95	104.64 %
3003 Affiliate Dues	30,210.00	35,000.00	-4,790.00	86.31 %
Total 3000 Dues Income	427,646.95	418,500.00	9,146.95	102.19 %
3009 ACEC BIT Royalty	1,660.00	0.00	1,660.00	
3015 Member Directory Income		0.00	0.00	
3300 Meetings				
3301 Central Chapter Meeting	4,585.00	1,400.00	3,185.00	327.50 %
3302 Eastern Chapter Meeting	2,765.00	3,350.00	-585.00	82.54 %
3303 Western Chapter Meeting	4,865.00	5,500.00	-635.00	88.45 %
3304 Govt Affairs Breakfast	1,785.00	3,000.00	-1,215.00	59.50 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,617.00	0.00	3,617.00	
3305.2 Annual Meeting Registrations	2,085.00	0.00	2,085.00	
Total 3305 Annual Meeting	5,702.00	0.00	5,702.00	
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	4,618.00	0.00	4,618.00	
3306.2 Spring Conference Registrations	1,196.00	0.00	1,196.00	
Total 3306 Spring Conference	5,814.00	0.00	5,814.00	
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	500.00	1,500.00	-1,000.00	33.33 %
3307.2 Fall Conference Registrations		500.00	-500.00	
Total 3307 ACEC/PA Fall Conference	500.00	2,000.00	-1,500.00	25.00 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships		1,000.00	-1,000.00	
3308.2 Diamond Awards Registrations		0.00	0.00	
3308.3 Diamond Awards Project Submission Fee	5,100.00	13,500.00	-8,400.00	37.78 %
Total 3308 Diamond Awards	5,100.00	14,500.00	-9,400.00	35.17 %
3309 Scholarship Golf Outing		0.00	0.00	
3403 Legislative Day	6,292.00	0.00	6,292.00	
Total 3300 Meetings	37,408.00	29,750.00	7,658.00	125.74 %
3900 Investment Income				
3901 Interest	8.11		8.11	
3901.1 Interest from Money Market Account	3.27	150.00	-146.73	2.18 %
Total 3901 Interest	11.38	150.00	-138.62	7.59 %
Total 3900 Investment Income	11.38	150.00	-138.62	7.59 %
3951 Misc Income	446.87	500.00	-53.13	89.37 %
Total Revenue	\$467,173.20	\$448,900.00	\$18,273.20	104.07 %
GROSS PROFIT	\$467,173.20	\$448,900.00	\$18,273.20	104.07 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	53,856.15	64,323.00	-10,466.85	83.73 %
4001.1 Salaries - Vacation	3,340.71		3,340.71	
Total 4001 Salaries	57,196.86	64,323.00	-7,126.14	88.92 %
4002 Payroll Taxes	2,814.29	4,812.00	-1,997.71	58.48 %
4002.1 Payroll Tax Credits	-2,216.56		-2,216.56	
Total 4002 Payroll Taxes	597.73	4,812.00	-4,214.27	12.42 %
4003 Employee Benefits	5,405.51	4,200.00	1,205.51	128.70 %
4004 Retirement	2,852.06	2,670.00	182.06	106.82 %
4005 Payroll Fees	171.08	180.00	-8.92	95.04 %
Total 4000 Payroll Expenditures	66,223.24	76,185.00	-9,961.76	86.92 %
4015 Member Directory Expenses		0.00	0.00	
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel		0.00	0.00	
4302.3 Central Chapter Mtg F&B		835.00	-835.00	
4302.4 Central Chapter Mtg AV/Rm Rental		398.00	-398.00	
Total 4302 Central Chapter Mtg Expense		1,233.00	-1,233.00	
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel		0.00	0.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	1,350.00	671.25	149.72 %
4303.4 Eastern Chapter Mtg AV/Rm Rental		160.00	-160.00	
Total 4303 Eastern Chapter Mtg Expense	2,021.25	1,510.00	511.25	133.86 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		0.00	0.00	
4304.3 Western Chapter Mtg F&B		0.00	0.00	
Total 4304 Western Chapter Mtg Expense		0.00	0.00	
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		0.00	0.00	
4305.3 Govt Affairs Bfast F&B		760.00	-760.00	
4305.4 Govt Affairs Bfast AV/Rm Rental		398.00	-398.00	
Total 4305 Govt Affairs Bfast Expense		1,158.00	-1,158.00	
4306 Diamond Awards Expense				
4306.1 Awards Expense		0.00	0.00	
4306.2 Diamond Awards Travel		0.00	0.00	
4306.3 Diamond Awards F&B	1,000.00	0.00	1,000.00	
4306.4 Diamond Awards AV/Rm Rental		0.00	0.00	
4306.5 Diamond Awards Supplies/Misc.		0.00	0.00	
Total 4306 Diamond Awards Expense	1,000.00	0.00	1,000.00	
4307 Annual Meeting Expense				

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4307.2 Annual Meeting Travel		0.00	0.00	
4307.3 Annual Meeting F&B		0.00	0.00	
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	
Total 4307 Annual Meeting Expense		0.00	0.00	
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		0.00	0.00	
4308.5 Spring Conference Supplies		0.00	0.00	
4308.7 Spring Conference Speaker		0.00	0.00	
Total 4308 Spring Conference Expense		0.00	0.00	
4309 ACEC/PA Fall Conference Expense				
4309.2 Fall Conference Travel		0.00	0.00	
4309.3 Fall Conference F&B	900.00	0.00	900.00	
4309.4 Fall Conference AV/Rm Rental		0.00	0.00	
4309.5 Fall Conference Supplies	-0.69	0.00	-0.69	
Total 4309 ACEC/PA Fall Conference Expense	899.31	0.00	899.31	
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given		0.00	0.00	
Total 4310 Scholarship Golf Outing Expense		0.00	0.00	
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		0.00	0.00	
4351.2 Legislative Day Travel		0.00	0.00	
4351.3 Legislative Day F&B		0.00	0.00	
4351.5 Legislative Day Supplies		0.00	0.00	
Total 4351 Legislative Day Expenses		0.00	0.00	
Total 4300 Meetings Expense	3,920.56	3,901.00	19.56	100.50 %
4400 Insurance				
4401 Business Insurance	662.00	670.00	-8.00	98.81 %
4402 Workers Comp Insurance	447.42	375.00	72.42	119.31 %
4403 Auto Insurance	799.64	645.00	154.64	123.98 %
4404 Directors & Officers Liability	1,528.00	1,536.00	-8.00	99.48 %
4405 ERISA Retirement Insurance	180.00	270.00	-90.00	66.67 %
Total 4400 Insurance	3,617.06	3,496.00	121.06	103.46 %
4500 Office Supplies and Expenses				
4501 Supplies	408.04	1,200.00	-791.96	34.00 %
4502 Copier Supplies/Equipment	32.48	225.00	-192.52	14.44 %
4502.1 Interest Paid - Copier Lease	61.96	48.00	13.96	129.08 %
Total 4502 Copier Supplies/Equipment	94.44	273.00	-178.56	34.59 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4503 Office Expense/Gifts	72.03	150.00	-77.97	48.02 %
Total 4500 Office Supplies and Expenses	574.51	1,623.00	-1,048.49	35.40 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	119.85	120.00	-0.15	99.88 %
4602 CC Transaction Fees	645.64	2,250.00	-1,604.36	28.70 %
4603 Internet Services	647.01	510.00	137.01	126.86 %
4604 Printing		122.00	-122.00	
4605 Postage	65.20	60.00	5.20	108.67 %
4606 Rent	10,620.12	10,776.00	-155.88	98.55 %
4607 Advertising		0.00	0.00	
4608 Telephone	1,962.40	2,145.00	-182.60	91.49 %
4609 Other Misc Svc Costs	36.00		36.00	
4610 Investment Acct Bank Fees	150.00		150.00	
Total 4600 Office/Admin Expense	14,246.22	15,983.00	-1,736.78	89.13 %
4900 Board Expenses	900.00	1,050.00	-150.00	85.71 %
4910 Prof Dev/Meetings	-146.00	300.00	-446.00	-48.67 %
4920 Lobbying Expenses	2,000.01	2,085.00	-84.99	95.92 %
4940 Tenant Improvements		0.00	0.00	
5000 Committee Expenses		200.00	-200.00	
5100 Member-Related (non-travel)		200.00	-200.00	
5210 Dues/Subscriptions				
5211 Publication Subscriptions	1,975.00	1,900.00	75.00	103.95 %
5212 Prof Memberships	1,790.00	1,250.00	540.00	143.20 %
5213 Subscriptions	13,901.43	13,550.00	351.43	102.59 %
Total 5210 Dues/Subscriptions	17,666.43	16,700.00	966.43	105.79 %
5520 Professional Services				
5521 Legal	1,016.00	1,200.00	-184.00	84.67 %
5522 Accountant	385.00	2,900.00	-2,515.00	13.28 %
5523 Computer/IT	2,279.10	2,250.00	29.10	101.29 %
5525 Public Relations	15,023.33	15,600.00	-576.67	96.30 %
Total 5520 Professional Services	18,703.43	21,950.00	-3,246.57	85.21 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses		0.00	0.00	
5604 Legislative Travel Expense		600.00	-600.00	
5605 Staff/Membership Related Travel		250.00	-250.00	
Total 5600 Travel Expenses		850.00	-850.00	
5610 Auto Expenses				
5611 Vehicle Maintenance	159.90	90.00	69.90	177.67 %
5612 Vehicle Lease	1,576.29	1,578.00	-1.71	99.89 %
5613 Vehicle Gas/Tolls/Parking	104.97	300.00	-195.03	34.99 %
Total 5610 Auto Expenses	1,841.16	1,968.00	-126.84	93.55 %
6010 Depreciation Expense	570.42	570.00	0.42	100.07 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - September, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
9210 Minor A/R Write-Off	0.08		0.08	
Total Expenditures	\$130,117.12	\$147,061.00	\$ -16,943.88	88.48 %
NET OPERATING REVENUE	\$337,056.08	\$301,839.00	\$35,217.08	111.67 %
NET REVENUE	\$337,056.08	\$301,839.00	\$35,217.08	111.67 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	49,500.00	54,000.00	-4,500.00	91.67 %
3002 ACEC/PA Dues	349,185.61	338,500.00	10,685.61	103.16 %
3003 Affiliate Dues	30,210.00	38,825.00	-8,615.00	77.81 %
Total 3000 Dues Income	428,895.61	431,325.00	-2,429.39	99.44 %
3009 ACEC BIT Royalty	1,660.00	1,500.00	160.00	110.67 %
3015 Member Directory Income		1,000.00	-1,000.00	
3300 Meetings				
3301 Central Chapter Meeting	6,195.00	10,900.00	-4,705.00	56.83 %
3302 Eastern Chapter Meeting	3,115.00	18,150.00	-15,035.00	17.16 %
3303 Western Chapter Meeting	4,865.00	20,150.00	-15,285.00	24.14 %
3304 Govt Affairs Breakfast	2,835.00	11,700.00	-8,865.00	24.23 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,617.00	7,500.00	-3,883.00	48.23 %
3305.2 Annual Meeting Registrations	2,085.00	24,075.00	-21,990.00	8.66 %
Total 3305 Annual Meeting	5,702.00	31,575.00	-25,873.00	18.06 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	4,618.00	13,050.00	-8,432.00	35.39 %
3306.2 Spring Conference Registrations	1,196.00	29,000.00	-27,804.00	4.12 %
Total 3306 Spring Conference	5,814.00	42,050.00	-36,236.00	13.83 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	500.00	11,550.00	-11,050.00	4.33 %
3307.2 Fall Conference Registrations		28,238.00	-28,238.00	
Total 3307 ACEC/PA Fall Conference	500.00	39,788.00	-39,288.00	1.26 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	300.00	16,000.00	-15,700.00	1.88 %
3308.2 Diamond Awards Registrations		34,500.00	-34,500.00	
3308.3 Diamond Awards Project Submission Fee	11,400.00	13,500.00	-2,100.00	84.44 %
Total 3308 Diamond Awards	11,700.00	64,000.00	-52,300.00	18.28 %
3309 Scholarship Golf Outing		2,500.00	-2,500.00	
3403 Legislative Day	6,292.00	7,500.00	-1,208.00	83.89 %
Total 3300 Meetings	47,018.00	248,313.00	-201,295.00	18.93 %
3900 Investment Income				
3901 Interest	8.11		8.11	
3901.1 Interest from Money Market Account	3.27	600.00	-596.73	0.55 %
Total 3901 Interest	11.38	600.00	-588.62	1.90 %
Total 3900 Investment Income	11.38	600.00	-588.62	1.90 %
3951 Misc Income	446.87	900.00	-453.13	49.65 %
Total Revenue	\$478,031.86	\$683,638.00	\$ -205,606.14	69.92 %
GROSS PROFIT	\$478,031.86	\$683,638.00	\$ -205,606.14	69.92 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	63,924.35	257,300.00	-193,375.65	24.84 %
4001.1 Salaries - Vacation	3,340.71		3,340.71	
Total 4001 Salaries	67,265.06	257,300.00	-190,034.94	26.14 %
4002 Payroll Taxes	2,658.39	19,250.00	-16,591.61	13.81 %
4002.1 Payroll Tax Credits	-2,216.56		-2,216.56	
Total 4002 Payroll Taxes	441.83	19,250.00	-18,808.17	2.30 %
4003 Employee Benefits	5,405.51	16,800.00	-11,394.49	32.18 %
4004 Retirement	3,197.06	10,680.00	-7,482.94	29.94 %
4005 Payroll Fees	197.63	720.00	-522.37	27.45 %
Total 4000 Payroll Expenditures	76,507.09	304,750.00	-228,242.91	25.10 %
4015 Member Directory Expenses		500.00	-500.00	
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel		12.00	-12.00	
4302.3 Central Chapter Mtg F&B		5,100.00	-5,100.00	
4302.4 Central Chapter Mtg AV/Rm Rental		1,990.00	-1,990.00	
Total 4302 Central Chapter Mtg Expense		7,102.00	-7,102.00	
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel		100.00	-100.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	9,800.00	-7,778.75	20.63 %
4303.4 Eastern Chapter Mtg AV/Rm Rental		1,000.00	-1,000.00	
Total 4303 Eastern Chapter Mtg Expense	2,021.25	10,900.00	-8,878.75	18.54 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		320.00	-320.00	
4304.3 Western Chapter Mtg F&B		6,920.00	-6,920.00	
Total 4304 Western Chapter Mtg Expense		7,240.00	-7,240.00	
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		10.50	-10.50	
4305.3 Govt Affairs Bfast F&B		3,800.00	-3,800.00	
4305.4 Govt Affairs Bfast AV/Rm Rental		1,990.00	-1,990.00	
Total 4305 Govt Affairs Bfast Expense		5,800.50	-5,800.50	
4306 Diamond Awards Expense				
4306.1 Awards Expense		2,000.00	-2,000.00	
4306.2 Diamond Awards Travel		280.00	-280.00	
4306.3 Diamond Awards F&B	1,000.00	32,295.00	-31,295.00	3.10 %
4306.4 Diamond Awards AV/Rm Rental		10,950.00	-10,950.00	
4306.5 Diamond Awards Supplies/Misc.		8,300.00	-8,300.00	
Total 4306 Diamond Awards Expense	1,000.00	53,825.00	-52,825.00	1.86 %
4307 Annual Meeting Expense				

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4307.2 Annual Meeting Travel		2,800.00	-2,800.00	
4307.3 Annual Meeting F&B		13,870.00	-13,870.00	
4307.4 Annual Meeting AV/Rm Rental		3,500.00	-3,500.00	
4307.5 Annual Meeting Supplies		625.00	-625.00	
4307.6 Annual Meeting Activities		9,585.00	-9,585.00	
Total 4307 Annual Meeting Expense		30,380.00	-30,380.00	
4308 Spring Conference Expense				
4308.2 Spring Conference Travel		50.00	-50.00	
4308.3 Spring Conference F&B		17,100.00	-17,100.00	
4308.4 Spring Conference AV/Rm Rental		5,850.00	-5,850.00	
4308.5 Spring Conference Supplies		555.00	-555.00	
4308.7 Spring Conference Speaker		2,000.00	-2,000.00	
Total 4308 Spring Conference Expense		25,555.00	-25,555.00	
4309 ACEC/PA Fall Conference Expense				
4309.2 Fall Conference Travel		20.00	-20.00	
4309.3 Fall Conference F&B	900.00	11,970.00	-11,070.00	7.52 %
4309.4 Fall Conference AV/Rm Rental		3,300.00	-3,300.00	
4309.5 Fall Conference Supplies	500.00	250.00	250.00	200.00 %
Total 4309 ACEC/PA Fall Conference Expense	1,400.00	15,540.00	-14,140.00	9.01 %
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given		2,500.00	-2,500.00	
Total 4310 Scholarship Golf Outing Expense		2,500.00	-2,500.00	
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		3,210.00	-3,210.00	
4351.2 Legislative Day Travel		30.00	-30.00	
4351.3 Legislative Day F&B		4,050.00	-4,050.00	
4351.5 Legislative Day Supplies		200.00	-200.00	
Total 4351 Legislative Day Expenses		7,490.00	-7,490.00	
Total 4300 Meetings Expense	4,421.25	166,332.50	-161,911.25	2.66 %
4400 Insurance				
4401 Business Insurance	662.00	670.00	-8.00	98.81 %
4402 Workers Comp Insurance	447.42	1,500.00	-1,052.58	29.83 %
4403 Auto Insurance	867.67	2,580.00	-1,712.33	33.63 %
4404 Directors & Officers Liability	1,528.00	1,536.00	-8.00	99.48 %
4405 ERISA Retirement Insurance	180.00	270.00	-90.00	66.67 %
Total 4400 Insurance	3,685.09	6,556.00	-2,870.91	56.21 %
4500 Office Supplies and Expenses				
4501 Supplies	408.04	4,800.00	-4,391.96	8.50 %
4502 Copier Supplies/Equipment	148.02	900.00	-751.98	16.45 %
4502.1 Interest Paid - Copier Lease	61.96	192.00	-130.04	32.27 %
Total 4502 Copier Supplies/Equipment	209.98	1,092.00	-882.02	19.23 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4503 Office Expense/Gifts	72.03	600.00	-527.97	12.01 %
Total 4500 Office Supplies and Expenses	690.05	6,492.00	-5,801.95	10.63 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	159.80	480.00	-320.20	33.29 %
4602 CC Transaction Fees	645.64	9,000.00	-8,354.36	7.17 %
4603 Internet Services	647.01	2,040.00	-1,392.99	31.72 %
4604 Printing		500.00	-500.00	
4605 Postage	65.20	250.00	-184.80	26.08 %
4606 Rent	14,160.16	43,100.00	-28,939.84	32.85 %
4607 Advertising		125.00	-125.00	
4608 Telephone	2,194.61	8,580.00	-6,385.39	25.58 %
4609 Other Misc Svc Costs	36.00		36.00	
4610 Investment Acct Bank Fees	150.00		150.00	
Total 4600 Office/Admin Expense	18,058.42	64,075.00	-46,016.58	28.18 %
4900 Board Expenses	900.00	4,500.00	-3,600.00	20.00 %
4910 Prof Dev/Meetings	-146.00	1,200.00	-1,346.00	-12.17 %
4920 Lobbying Expenses	2,666.68	8,340.00	-5,673.32	31.97 %
4940 Tenant Improvements		1,000.00	-1,000.00	
5000 Committee Expenses		1,025.00	-1,025.00	
5100 Member-Related (non-travel)		3,500.00	-3,500.00	
5210 Dues/Subscriptions				
5211 Publication Subscriptions	1,975.00	5,700.00	-3,725.00	34.65 %
5212 Prof Memberships	1,790.00	2,195.00	-405.00	81.55 %
5213 Subscriptions	13,901.43	15,825.00	-1,923.57	87.84 %
Total 5210 Dues/Subscriptions	17,666.43	23,720.00	-6,053.57	74.48 %
5520 Professional Services				
5521 Legal	1,016.00	5,000.00	-3,984.00	20.32 %
5522 Accountant	385.00	12,000.00	-11,615.00	3.21 %
5523 Computer/IT	2,346.90	9,000.00	-6,653.10	26.08 %
5525 Public Relations	20,244.99	62,400.00	-42,155.01	32.44 %
Total 5520 Professional Services	23,992.89	88,400.00	-64,407.11	27.14 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses		7,500.00	-7,500.00	
5604 Legislative Travel Expense		2,400.00	-2,400.00	
5605 Staff/Membership Related Travel		3,250.00	-3,250.00	
Total 5600 Travel Expenses		13,150.00	-13,150.00	
5610 Auto Expenses				
5611 Vehicle Maintenance	159.90	360.00	-200.10	44.42 %
5612 Vehicle Lease	1,576.29	6,312.00	-4,735.71	24.97 %
5613 Vehicle Gas/Tolls/Parking	104.97	1,200.00	-1,095.03	8.75 %
Total 5610 Auto Expenses	1,841.16	7,872.00	-6,030.84	23.39 %
6010 Depreciation Expense	570.42	2,280.00	-1,709.58	25.02 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
9210 Minor A/R Write-Off	0.09		0.09	
Total Expenditures	\$150,853.57	\$703,692.50	\$ -552,838.93	21.44 %
NET OPERATING REVENUE	\$327,178.29	\$ -20,054.50	\$347,232.79	-1,631.45 %
NET REVENUE	\$327,178.29	\$ -20,054.50	\$347,232.79	-1,631.45 %

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION

As of September 30, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1604 Merrill Edge Money Market	0.00
4135 Scholarship Account	26,968.98
5407 Wells Fargo Checking	467,919.72
9758 Wells Fargo Money Market	129,791.23
Total Bank Accounts	\$624,679.93
Accounts Receivable	
1200 *Accounts Receivable	29,705.22
1201 Allowance for Bad Debts	0.00
Total Accounts Receivable	\$29,705.22
Other Current Assets	
1010C1 Unrealized G (L) ML Reserved	796.06
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	-6,194.42
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	0.00
1210.2 Prepaid Insurance	0.00
Total 1210 Prepaid Expenses	0.00
1499 Undeposited Funds	18,355.72
3210 Scholarship Fund - check deposits	0.00
Total Other Current Assets	\$12,957.36
Total Current Assets	\$667,342.51
Fixed Assets	
1062 Office Equipment	0.00
1062A Original Cost	21,991.06
1062B Accumulated Depreciation	-15,885.89
Total 1062 Office Equipment	6,105.17
Total Fixed Assets	\$6,105.17
TOTAL ASSETS	\$673,447.68

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION

As of September 30, 2020

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2200 *Accounts Payable	1,074.42
Total Accounts Payable	\$1,074.42
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
2210 Due to PAC	0.00
2211 Deferred Income	0.00
2502 Capital Lease Obligation	3,480.83
25600 Dues Owed to National	0.00
25610 Dues Owed to National - Current	75,555.11
25615 Prepaid ACEC Dues-Anniversary Billing	578.20
25620 Dues Owed to National - Past Due	23,549.04
Total 25600 Dues Owed to National	99,682.35
25700 Accrued Payroll and Taxes	0.00
25800 ACCRUED VACATION	2,437.47
3315 Scholarship Donations	1,000.00
PA Department of Revenue Payable	0.00
Total Other Current Liabilities	\$106,600.65
Total Current Liabilities	\$107,675.07
Total Liabilities	\$107,675.07
Equity	
2900 Opening Bal Equity	0.00
2960 Retained Earnings	203,195.71
3100 Scholarship (Golf Outing) Restricted Net Assets	25,520.82
Net Revenue	337,056.08
Total Equity	\$565,772.61
TOTAL LIABILITIES AND EQUITY	\$673,447.68

**American Council of Engineering Companies of Pennsylvania
2020-2021 Meeting Profitability Snapshot**

Central Chapter	
To Date Revenue	\$ 4,585.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 4,585.00</i>

Fall Conference	
To Date Revenue	\$ 500.00
To Date Expense	\$ 899.31
<i>To Date Net</i>	<i>\$ (399.31)</i>

Eastern Chapter	
To Date Revenue	\$ 2,765.00
To Date Expense	\$ 2,021.25
<i>To Date Net</i>	<i>\$ 743.75</i>

Diamond Awards	
To Date Revenue	\$ 5,100.00
To Date Expense	\$ 1,000.00
<i>To Date Net</i>	<i>\$ 4,100.00</i>

Western Chapter	
To Date Revenue	\$ 4,865.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 4,865.00</i>

Legislative Day	
To Date Revenue	\$ 6,292.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 6,292.00</i>

Government Affairs Breakfast	
To Date Revenue	\$ 1,785.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 1,785.00</i>

Spring Conference	
To Date Revenue	\$ 5,814.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 5,814.00</i>

Annual Meeting	
To Date Revenue	\$ 5,702.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 5,702.00</i>

Net Total: \$ 33,487.44

9/30/2020 ac

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - September, 2020

	TOTAL			
	JUL - SEP, 2020	JUL - SEP, 2019 (PY)	CHANGE	% CHANGE
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	49,000.00	53,500.00	-4,500.00	-8.41 %
3002 ACEC/PA Dues	348,436.95	366,630.83	-18,193.88	-4.96 %
3003 Affiliate Dues	30,210.00	32,754.00	-2,544.00	-7.77 %
Total 3000 Dues Income	427,646.95	452,884.83	-25,237.88	-5.57 %
3009 ACEC BIT Royalty	1,660.00		1,660.00	
3015 Member Directory Income		3,500.00	-3,500.00	-100.00 %
3300 Meetings				
3301 Central Chapter Meeting	4,585.00	6,175.00	-1,590.00	-25.75 %
3302 Eastern Chapter Meeting	2,765.00	6,305.00	-3,540.00	-56.15 %
3303 Western Chapter Meeting	4,865.00	8,320.00	-3,455.00	-41.53 %
3304 Govt Affairs Breakfast	1,785.00	6,770.00	-4,985.00	-73.63 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,617.00	1,760.50	1,856.50	105.45 %
3305.2 Annual Meeting Registrations	2,085.00	1,390.00	695.00	50.00 %
Total 3305 Annual Meeting	5,702.00	3,150.50	2,551.50	80.99 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	4,618.00	1,800.50	2,817.50	156.48 %
3306.2 Spring Conference Registrations	1,196.00	598.00	598.00	100.00 %
Total 3306 Spring Conference	5,814.00	2,398.50	3,415.50	142.40 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	500.00	7,875.50	-7,375.50	-93.65 %
3307.2 Fall Conference Registrations		5,250.00	-5,250.00	-100.00 %
Total 3307 ACEC/PA Fall Conference	500.00	13,125.50	-12,625.50	-96.19 %
3308 Diamond Awards				
3308.3 Diamond Awards Project Submission Fee	5,100.00	3,300.00	1,800.00	54.55 %
Total 3308 Diamond Awards	5,100.00	3,300.00	1,800.00	54.55 %
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships		12,520.00	-12,520.00	-100.00 %
3309.2 Golf Outing Registrations		13,490.00	-13,490.00	-100.00 %
3309.3 Golf Outing Mulligans/Raffle		1,760.00	-1,760.00	-100.00 %
Total 3309 Scholarship Golf Outing		27,770.00	-27,770.00	-100.00 %
3403 Legislative Day	6,292.00	2,250.50	4,041.50	179.58 %
Total 3300 Meetings	37,408.00	79,565.00	-42,157.00	-52.98 %
3900 Investment Income				
3901 Interest	8.11	37.06	-28.95	-78.12 %
3901.1 Interest from Money Market Account	3.27		3.27	
Total 3901 Interest	11.38	37.06	-25.68	-69.29 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - September, 2020

	TOTAL			
	JUL - SEP, 2020	JUL - SEP, 2019 (PY)	CHANGE	% CHANGE
3902 Dividends		802.46	-802.46	-100.00 %
Total 3900 Investment Income	11.38	839.52	-828.14	-98.64 %
3951 Misc Income	446.87	459.42	-12.55	-2.73 %
Total Revenue	\$467,173.20	\$537,248.77	\$ -70,075.57	-13.04 %
GROSS PROFIT	\$467,173.20	\$537,248.77	\$ -70,075.57	-13.04 %
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	53,856.15	65,420.46	-11,564.31	-17.68 %
4001.1 Salaries - Vacation	3,340.71	2,820.74	519.97	18.43 %
Total 4001 Salaries	57,196.86	68,241.20	-11,044.34	-16.18 %
4002 Payroll Taxes	2,814.29	5,220.46	-2,406.17	-46.09 %
4002.1 Payroll Tax Credits	-2,216.56		-2,216.56	
Total 4002 Payroll Taxes	597.73	5,220.46	-4,622.73	-88.55 %
4003 Employee Benefits	5,405.51	5,070.12	335.39	6.62 %
4004 Retirement	2,852.06	2,454.92	397.14	16.18 %
4005 Payroll Fees	171.08	177.75	-6.67	-3.75 %
Total 4000 Payroll Expenditures	66,223.24	81,164.45	-14,941.21	-18.41 %
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel		5.69	-5.69	-100.00 %
4302.3 Central Chapter Mtg F&B		1,508.22	-1,508.22	-100.00 %
Total 4302 Central Chapter Mtg Expense		1,513.91	-1,513.91	-100.00 %
4303 Eastern Chapter Mtg Expense				
4303.3 Eastern Chapter Mtg F&B	2,021.25	2,742.43	-721.18	-26.30 %
4303.4 Eastern Chapter Mtg AV/Rm Rental		394.32	-394.32	-100.00 %
Total 4303 Eastern Chapter Mtg Expense	2,021.25	3,136.75	-1,115.50	-35.56 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		95.76	-95.76	-100.00 %
4304.3 Western Chapter Mtg F&B		2,082.33	-2,082.33	-100.00 %
Total 4304 Western Chapter Mtg Expense		2,178.09	-2,178.09	-100.00 %
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		5.68	-5.68	-100.00 %
4305.3 Govt Affairs Bfast F&B		1,127.70	-1,127.70	-100.00 %
Total 4305 Govt Affairs Bfast Expense		1,133.38	-1,133.38	-100.00 %
4306 Diamond Awards Expense				
4306.3 Diamond Awards F&B	1,000.00	6,000.00	-5,000.00	-83.33 %
Total 4306 Diamond Awards Expense	1,000.00	6,000.00	-5,000.00	-83.33 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - September, 2020

	TOTAL			
	JUL - SEP, 2020	JUL - SEP, 2019 (PY)	CHANGE	% CHANGE
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel		667.38	-667.38	-100.00 %
4307.3 Annual Meeting F&B		6,000.00	-6,000.00	-100.00 %
Total 4307 Annual Meeting Expense		6,667.38	-6,667.38	-100.00 %
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	900.00		900.00	
4309.5 Fall Conference Supplies	-0.69		-0.69	
Total 4309 ACEC/PA Fall Conference Expense	899.31		899.31	
4310 Scholarship Golf Outing Expense				
4310.2 Golf Outing Travel		82.01	-82.01	-100.00 %
4310.3 Golf Outing F&B		4,675.30	-4,675.30	-100.00 %
4310.4 Golf Outing Green/Cart Fees		4,480.00	-4,480.00	-100.00 %
4310.5 Golf Outing Supplies		546.65	-546.65	-100.00 %
4310.6 Other Golf Outing Expenses		656.00	-656.00	-100.00 %
Total 4310 Scholarship Golf Outing Expense		10,439.96	-10,439.96	-100.00 %
Total 4300 Meetings Expense	3,920.56	31,069.47	-27,148.91	-87.38 %
4350 Special Events Expenses				
4353 Tri-State Conference Expense		79.69	-79.69	-100.00 %
Total 4350 Special Events Expenses		79.69	-79.69	-100.00 %
4400 Insurance				
4401 Business Insurance	662.00	630.00	32.00	5.08 %
4402 Workers Comp Insurance	447.42	655.32	-207.90	-31.72 %
4403 Auto Insurance	799.64	848.36	-48.72	-5.74 %
4404 Directors & Officers Liability	1,528.00	1,528.00	0.00	0.00 %
4405 ERISA Retirement Insurance	180.00		180.00	
Total 4400 Insurance	3,617.06	3,661.68	-44.62	-1.22 %
4500 Office Supplies and Expenses				
4501 Supplies	408.04	153.37	254.67	166.05 %
4502 Copier Supplies/Equipment	32.48	402.91	-370.43	-91.94 %
4502.1 Interest Paid - Copier Lease	61.96		61.96	
Total 4502 Copier Supplies/Equipment	94.44	402.91	-308.47	-76.56 %
4503 Office Expense/Gifts	72.03	64.00	8.03	12.55 %
Total 4500 Office Supplies and Expenses	574.51	620.28	-45.77	-7.38 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	119.85	119.85	0.00	0.00 %
4602 CC Transaction Fees	645.64	1,088.10	-442.46	-40.66 %
4603 Internet Services	647.01	704.99	-57.98	-8.22 %
4605 Postage	65.20		65.20	
4606 Rent	10,620.12	10,432.47	187.65	1.80 %
4608 Telephone	1,962.40	1,961.03	1.37	0.07 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - September, 2020

	TOTAL			
	JUL - SEP, 2020	JUL - SEP, 2019 (PY)	CHANGE	% CHANGE
4609 Other Misc Svc Costs	36.00	-0.18	36.18	20,100.00 %
4610 Investment Acct Bank Fees	150.00	150.00	0.00	0.00 %
Total 4600 Office/Admin Expense	14,246.22	14,456.26	-210.04	-1.45 %
4900 Board Expenses	900.00	1,167.75	-267.75	-22.93 %
4910 Prof Dev/Meetings	-146.00	-155.46	9.46	6.09 %
4920 Lobbying Expenses	2,000.01	500.01	1,500.00	299.99 %
5000 Committee Expenses		322.27	-322.27	-100.00 %
5100 Member-Related (non-travel)		222.10	-222.10	-100.00 %
5210 Dues/Subscriptions				
5211 Publication Subscriptions	1,975.00	1,850.00	125.00	6.76 %
5212 Prof Memberships	1,790.00	1,200.00	590.00	49.17 %
5213 Subscriptions	13,901.43	7,491.17	6,410.26	85.57 %
Total 5210 Dues/Subscriptions	17,666.43	10,541.17	7,125.26	67.59 %
5520 Professional Services				
5521 Legal	1,016.00		1,016.00	
5522 Accountant	385.00	634.05	-249.05	-39.28 %
5523 Computer/IT	2,279.10	1,822.62	456.48	25.05 %
5524 Internet Survey		1,876.00	-1,876.00	-100.00 %
5525 Public Relations	15,023.33	15,000.00	23.33	0.16 %
Total 5520 Professional Services	18,703.43	19,332.67	-629.24	-3.25 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses		3,128.58	-3,128.58	-100.00 %
5604 Legislative Travel Expense		79.52	-79.52	-100.00 %
5605 Staff/Membership Related Travel		386.15	-386.15	-100.00 %
Total 5600 Travel Expenses		3,594.25	-3,594.25	-100.00 %
5610 Auto Expenses				
5611 Vehicle Maintenance	159.90		159.90	
5612 Vehicle Lease	1,576.29	1,576.29	0.00	0.00 %
5613 Vehicle Gas/Tolls/Parking	104.97	350.57	-245.60	-70.06 %
Total 5610 Auto Expenses	1,841.16	1,926.86	-85.70	-4.45 %
6010 Depreciation Expense	570.42	325.11	245.31	75.45 %
9210 Minor A/R Write-Off	0.08		0.08	
Total Expenditures	\$130,117.12	\$168,828.56	\$ -38,711.44	-22.93 %
NET OPERATING REVENUE	\$337,056.08	\$368,420.21	\$ -31,364.13	-8.51 %
NET REVENUE	\$337,056.08	\$368,420.21	\$ -31,364.13	-8.51 %

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION COMPARISON

As of September 30, 2020

	TOTAL			
	AS OF SEP 30, 2020	AS OF SEP 30, 2019 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1604 Merrill Edge Money Market	0.00	42,637.21	-42,637.21	-100.00 %
4135 Scholarship Account	26,968.98	25,522.75	1,446.23	5.67 %
5407 Wells Fargo Checking	467,919.72	469,983.97	-2,064.25	-0.44 %
9758 Wells Fargo Money Market	129,791.23	83,646.49	46,144.74	55.17 %
Total Bank Accounts	\$624,679.93	\$621,790.42	\$2,889.51	0.46 %
Accounts Receivable				
1200 *Accounts Receivable	29,705.22	34,106.91	-4,401.69	-12.91 %
1201 Allowance for Bad Debts	0.00	0.00	0.00	
Total Accounts Receivable	\$29,705.22	\$34,106.91	\$ -4,401.69	-12.91 %
Other Current Assets				
1010C1 Unrealized G (L) ML Reserved	796.06	2,371.07	-1,575.01	-66.43 %
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	-6,194.42	-5,886.96	-307.46	-5.22 %
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	0.00	0.00	0.00	
1210.2 Prepaid Insurance	0.00		0.00	
Total 1210 Prepaid Expenses	0.00	0.00	0.00	
1499 Undeposited Funds	18,355.72	5,150.00	13,205.72	256.42 %
3210 Scholarship Fund - check deposits	0.00	0.00	0.00	
Total Other Current Assets	\$12,957.36	\$1,634.11	\$11,323.25	692.93 %
Total Current Assets	\$667,342.51	\$657,531.44	\$9,811.07	1.49 %
Fixed Assets				
1062 Office Equipment	0.00	0.00	0.00	
1062A Original Cost	21,991.06	21,991.06	0.00	0.00 %
1062B Accumulated Depreciation	-15,885.89	-13,358.90	-2,526.99	-18.92 %
Total 1062 Office Equipment	6,105.17	8,632.16	-2,526.99	-29.27 %
Total Fixed Assets	\$6,105.17	\$8,632.16	\$ -2,526.99	-29.27 %
TOTAL ASSETS	\$673,447.68	\$666,163.60	\$7,284.08	1.09 %

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION COMPARISON

As of September 30, 2020

	TOTAL			
	AS OF SEP 30, 2020	AS OF SEP 30, 2019 (PY)	CHANGE	% CHANGE
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2200 *Accounts Payable	1,074.42	4,536.74	-3,462.32	-76.32 %
Total Accounts Payable	\$1,074.42	\$4,536.74	\$ -3,462.32	-76.32 %
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	100.00	-100.00	-100.00 %
2210 Due to PAC	0.00	0.00	0.00	
2211 Deferred Income	0.00	0.00	0.00	
2502 Capital Lease Obligation	3,480.83	4,956.00	-1,475.17	-29.77 %
25600 Dues Owed to National	0.00	0.00	0.00	
25610 Dues Owed to National - Current	75,555.11	78,969.29	-3,414.18	-4.32 %
25615 Prepaid ACEC Dues-Anniversary Billing	578.20		578.20	
25620 Dues Owed to National - Past Due	23,549.04	29,549.04	-6,000.00	-20.31 %
Total 25600 Dues Owed to National	99,682.35	108,518.33	-8,835.98	-8.14 %
25700 Accrued Payroll and Taxes	0.00	0.00	0.00	
25800 ACCRUED VACATION	2,437.47	9,028.58	-6,591.11	-73.00 %
3315 Scholarship Donations	1,000.00	500.00	500.00	100.00 %
PA Department of Revenue Payable	0.00	0.00	0.00	
Total Other Current Liabilities	\$106,600.65	\$123,102.91	\$ -16,502.26	-13.41 %
Total Current Liabilities	\$107,675.07	\$127,639.65	\$ -19,964.58	-15.64 %
Total Liabilities	\$107,675.07	\$127,639.65	\$ -19,964.58	-15.64 %
Equity				
2900 Opening Bal Equity	0.00	0.00	0.00	
2960 Retained Earnings	203,195.71	144,582.92	58,612.79	40.54 %
3100 Scholarship (Golf Outing) Restricted Net Assets	25,520.82	25,520.82	0.00	0.00 %
Net Revenue	337,056.08	368,420.21	-31,364.13	-8.51 %
Total Equity	\$565,772.61	\$538,523.95	\$27,248.66	5.06 %
TOTAL LIABILITIES AND EQUITY	\$673,447.68	\$666,163.60	\$7,284.08	1.09 %

Consulting Engineers of Pennsylvania PAC

STATEMENT OF ACTIVITY

January - September, 2020

	TOTAL
Revenue	
4001 Contributions	20,750.00
Total Revenue	\$20,750.00
GROSS PROFIT	\$20,750.00
Expenditures	
6002 CC Fees	315.10
6003 Legal & Professional Services	1,250.57
6100 Campaign Donations	6,000.00
Total Expenditures	\$7,565.67
NET OPERATING REVENUE	\$13,184.33
NET REVENUE	\$13,184.33

Consulting Engineers of Pennsylvania PAC

STATEMENT OF FINANCIAL POSITION

As of September 30, 2020

		TOTAL
ASSETS		
Current Assets		
Bank Accounts		
1001 Wells Fargo Checking		20,980.07
Total Bank Accounts		\$20,980.07
Total Current Assets		\$20,980.07
TOTAL ASSETS		\$20,980.07
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		7,795.74
Net Revenue		13,184.33
Total Equity		\$20,980.07
TOTAL LIABILITIES AND EQUITY		\$20,980.07

PA Consulting Engineers PAC

STATEMENT OF ACTIVITY

January - September, 2020

	TOTAL
Revenue	
Total Revenue	
GROSS PROFIT	\$0.00
Expenditures	
6000 General & Administrative	
6001 Bank Service Charges	14.00
6003 Legal & Professional Services	3,692.70
6004 Current Year Taxes Paid	3,003.00
6005 Prior Years Taxes Paid	47,449.00
Total 6000 General & Administrative	54,158.70
Total Expenditures	\$54,158.70
NET OPERATING REVENUE	\$ -54,158.70
NET REVENUE	\$ -54,158.70

PA Consulting Engineers PAC

STATEMENT OF FINANCIAL POSITION

As of September 30, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	6,328.00
Total Bank Accounts	\$6,328.00
Other Current Assets	
1200 Bank Clearing Account	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$6,328.00
TOTAL ASSETS	\$6,328.00
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	60,486.70
Net Revenue	-54,158.70
Total Equity	\$6,328.00
TOTAL LIABILITIES AND EQUITY	\$6,328.00

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	49,500.00	50,500.00	-1,000.00	98.02 %
3002 ACEC/PA Dues	349,185.61	333,000.00	16,185.61	104.86 %
3003 Affiliate Dues	30,210.00	35,000.00	-4,790.00	86.31 %
Total 3000 Dues Income	428,895.61	418,500.00	10,395.61	102.48 %
3009 ACEC BIT Royalty	1,660.00	0.00	1,660.00	
3015 Member Directory Income		0.00	0.00	
3300 Meetings				
3301 Central Chapter Meeting	6,405.00	2,300.00	4,105.00	278.48 %
3302 Eastern Chapter Meeting	4,900.00	5,250.00	-350.00	93.33 %
3303 Western Chapter Meeting	5,285.00	8,500.00	-3,215.00	62.18 %
3304 Govt Affairs Breakfast	2,975.00	4,300.00	-1,325.00	69.19 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,617.00	0.00	3,617.00	
3305.2 Annual Meeting Registrations	2,085.00	0.00	2,085.00	
Total 3305 Annual Meeting	5,702.00	0.00	5,702.00	
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	4,618.00	0.00	4,618.00	
3306.2 Spring Conference Registrations	1,196.00	0.00	1,196.00	
Total 3306 Spring Conference	5,814.00	0.00	5,814.00	
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	19,308.00	7,000.00	12,308.00	275.83 %
3307.2 Fall Conference Registrations	8,019.00	11,300.00	-3,281.00	70.96 %
Total 3307 ACEC/PA Fall Conference	27,327.00	18,300.00	9,027.00	149.33 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	300.00	2,000.00	-1,700.00	15.00 %
3308.2 Diamond Awards Registrations		0.00	0.00	
3308.3 Diamond Awards Project Submission Fee	13,200.00	13,500.00	-300.00	97.78 %
Total 3308 Diamond Awards	13,500.00	15,500.00	-2,000.00	87.10 %
3309 Scholarship Golf Outing		0.00	0.00	
3403 Legislative Day	6,292.00	0.00	6,292.00	
Total 3300 Meetings	78,200.00	54,150.00	24,050.00	144.41 %
3900 Investment Income				
3901 Interest	12.52		12.52	
3901.1 Interest from Money Market Account	4.37	200.00	-195.63	2.19 %
Total 3901 Interest	16.89	200.00	-183.11	8.45 %
Total 3900 Investment Income	16.89	200.00	-183.11	8.45 %
3951 Misc Income	446.87	500.00	-53.13	89.37 %
Total Revenue	\$509,219.37	\$473,350.00	\$35,869.37	107.58 %
GROSS PROFIT	\$509,219.37	\$473,350.00	\$35,869.37	107.58 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	73,200.23	85,764.00	-12,563.77	85.35 %
4001.1 Salaries - Vacation	4,133.03		4,133.03	
Total 4001 Salaries	77,333.26	85,764.00	-8,430.74	90.17 %
4002 Payroll Taxes	4,251.38	6,416.00	-2,164.62	66.26 %
4002.1 Payroll Tax Credits	-2,216.56		-2,216.56	
Total 4002 Payroll Taxes	2,034.82	6,416.00	-4,381.18	31.71 %
4003 Employee Benefits	7,333.30	5,600.00	1,733.30	130.95 %
4004 Retirement	3,542.06	3,560.00	-17.94	99.50 %
4005 Payroll Fees	250.73	240.00	10.73	104.47 %
Total 4000 Payroll Expenditures	90,494.17	101,580.00	-11,085.83	89.09 %
4015 Member Directory Expenses		0.00	0.00	
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel		0.00	0.00	
4302.3 Central Chapter Mtg F&B		1,670.00	-1,670.00	
4302.4 Central Chapter Mtg AV/Rm Rental		796.00	-796.00	
Total 4302 Central Chapter Mtg Expense		2,466.00	-2,466.00	
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel		0.00	0.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	2,700.00	-678.75	74.86 %
4303.4 Eastern Chapter Mtg AV/Rm Rental		320.00	-320.00	
Total 4303 Eastern Chapter Mtg Expense	2,021.25	3,020.00	-998.75	66.93 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		0.00	0.00	
4304.3 Western Chapter Mtg F&B		0.00	0.00	
Total 4304 Western Chapter Mtg Expense		0.00	0.00	
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		0.00	0.00	
4305.3 Govt Affairs Bfast F&B		1,520.00	-1,520.00	
4305.4 Govt Affairs Bfast AV/Rm Rental		796.00	-796.00	
Total 4305 Govt Affairs Bfast Expense		2,316.00	-2,316.00	
4306 Diamond Awards Expense				
4306.1 Awards Expense		0.00	0.00	
4306.2 Diamond Awards Travel		0.00	0.00	
4306.3 Diamond Awards F&B	1,000.00	0.00	1,000.00	
4306.4 Diamond Awards AV/Rm Rental		0.00	0.00	
4306.5 Diamond Awards Supplies/Misc.		0.00	0.00	
Total 4306 Diamond Awards Expense	1,000.00	0.00	1,000.00	
4307 Annual Meeting Expense				

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4307.2 Annual Meeting Travel		0.00	0.00	
4307.3 Annual Meeting F&B		0.00	0.00	
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	
Total 4307 Annual Meeting Expense		0.00	0.00	
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		0.00	0.00	
4308.5 Spring Conference Supplies		0.00	0.00	
4308.7 Spring Conference Speaker		0.00	0.00	
Total 4308 Spring Conference Expense		0.00	0.00	
4309 ACEC/PA Fall Conference Expense				
4309.2 Fall Conference Travel		0.00	0.00	
4309.3 Fall Conference F&B	900.00	0.00	900.00	
4309.4 Fall Conference AV/Rm Rental	500.00	0.00	500.00	
4309.5 Fall Conference Supplies		0.00	0.00	
Total 4309 ACEC/PA Fall Conference Expense	1,400.00	0.00	1,400.00	
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	7,500.00	0.00	7,500.00	
Total 4310 Scholarship Golf Outing Expense	7,500.00	0.00	7,500.00	
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		0.00	0.00	
4351.2 Legislative Day Travel		0.00	0.00	
4351.3 Legislative Day F&B		0.00	0.00	
4351.5 Legislative Day Supplies		0.00	0.00	
Total 4351 Legislative Day Expenses		0.00	0.00	
Total 4300 Meetings Expense	11,921.25	7,802.00	4,119.25	152.80 %
4400 Insurance				
4401 Business Insurance	662.00	670.00	-8.00	98.81 %
4402 Workers Comp Insurance	447.42	500.00	-52.58	89.48 %
4403 Auto Insurance	867.67	860.00	7.67	100.89 %
4404 Directors & Officers Liability	1,528.00	1,536.00	-8.00	99.48 %
4405 ERISA Retirement Insurance	180.00	270.00	-90.00	66.67 %
Total 4400 Insurance	3,685.09	3,836.00	-150.91	96.07 %
4500 Office Supplies and Expenses				
4501 Supplies	446.79	1,600.00	-1,153.21	27.92 %
4502 Copier Supplies/Equipment	148.02	300.00	-151.98	49.34 %
4502.1 Interest Paid - Copier Lease	61.96	64.00	-2.04	96.81 %
Total 4502 Copier Supplies/Equipment	209.98	364.00	-154.02	57.69 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4503 Office Expense/Gifts	72.03	200.00	-127.97	36.02 %
Total 4500 Office Supplies and Expenses	728.80	2,164.00	-1,435.20	33.68 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	159.80	160.00	-0.20	99.88 %
4602 CC Transaction Fees	1,369.86	3,000.00	-1,630.14	45.66 %
4603 Internet Services	865.37	680.00	185.37	127.26 %
4604 Printing		164.00	-164.00	
4605 Postage	65.20	80.00	-14.80	81.50 %
4606 Rent	14,160.16	14,368.00	-207.84	98.55 %
4607 Advertising		0.00	0.00	
4608 Telephone	2,611.50	2,860.00	-248.50	91.31 %
4609 Other Misc Svc Costs	36.00		36.00	
4610 Investment Acct Bank Fees	150.00		150.00	
Total 4600 Office/Admin Expense	19,417.89	21,312.00	-1,894.11	91.11 %
4900 Board Expenses	1,040.00	1,050.00	-10.00	99.05 %
4910 Prof Dev/Meetings	-146.00	400.00	-546.00	-36.50 %
4920 Lobbying Expenses	2,666.68	2,780.00	-113.32	95.92 %
4940 Tenant Improvements		0.00	0.00	
5000 Committee Expenses	35.00	300.00	-265.00	11.67 %
5100 Member-Related (non-travel)		300.00	-300.00	
5210 Dues/Subscriptions				
5211 Publication Subscriptions	1,975.00	1,900.00	75.00	103.95 %
5212 Prof Memberships	2,140.00	1,250.00	890.00	171.20 %
5213 Subscriptions	14,114.68	13,575.00	539.68	103.98 %
Total 5210 Dues/Subscriptions	18,229.68	16,725.00	1,504.68	109.00 %
5520 Professional Services				
5521 Legal	1,436.00	1,600.00	-164.00	89.75 %
5522 Accountant	771.25	5,400.00	-4,628.75	14.28 %
5523 Computer/IT	2,466.89	3,000.00	-533.11	82.23 %
5525 Public Relations	20,244.99	20,800.00	-555.01	97.33 %
Total 5520 Professional Services	24,919.13	30,800.00	-5,880.87	80.91 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses		0.00	0.00	
5604 Legislative Travel Expense		800.00	-800.00	
5605 Staff/Membership Related Travel	1.50	750.00	-748.50	0.20 %
Total 5600 Travel Expenses	1.50	1,550.00	-1,548.50	0.10 %
5610 Auto Expenses				
5611 Vehicle Maintenance	202.90	120.00	82.90	169.08 %
5612 Vehicle Lease	2,101.72	2,104.00	-2.28	99.89 %
5613 Vehicle Gas/Tolls/Parking	104.97	400.00	-295.03	26.24 %
Total 5610 Auto Expenses	2,409.59	2,624.00	-214.41	91.83 %
6010 Depreciation Expense	760.56	760.00	0.56	100.07 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July - October, 2020

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
9210 Minor A/R Write-Off	0.09		0.09	
Total Expenditures	\$176,163.43	\$193,983.00	\$ -17,819.57	90.81 %
NET OPERATING REVENUE	\$333,055.94	\$279,367.00	\$53,688.94	119.22 %
NET REVENUE	\$333,055.94	\$279,367.00	\$53,688.94	119.22 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	50,500.00	54,000.00	-3,500.00	93.52 %
3002 ACEC/PA Dues	350,289.21	338,500.00	11,789.21	103.48 %
3003 Affiliate Dues	30,210.00	38,825.00	-8,615.00	77.81 %
Total 3000 Dues Income	430,999.21	431,325.00	-325.79	99.92 %
3009 ACEC BIT Royalty	1,660.00	1,500.00	160.00	110.67 %
3015 Member Directory Income		1,000.00	-1,000.00	
3300 Meetings				
3301 Central Chapter Meeting	6,405.00	10,900.00	-4,495.00	58.76 %
3302 Eastern Chapter Meeting	4,970.00	18,150.00	-13,180.00	27.38 %
3303 Western Chapter Meeting	5,285.00	20,150.00	-14,865.00	26.23 %
3304 Govt Affairs Breakfast	2,975.00	11,700.00	-8,725.00	25.43 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,617.00	7,500.00	-3,883.00	48.23 %
3305.2 Annual Meeting Registrations	2,085.00	24,075.00	-21,990.00	8.66 %
Total 3305 Annual Meeting	5,702.00	31,575.00	-25,873.00	18.06 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	4,618.00	13,050.00	-8,432.00	35.39 %
3306.2 Spring Conference Registrations	1,196.00	29,000.00	-27,804.00	4.12 %
Total 3306 Spring Conference	5,814.00	42,050.00	-36,236.00	13.83 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	19,308.00	11,550.00	7,758.00	167.17 %
3307.2 Fall Conference Registrations	8,019.00	28,238.00	-20,219.00	28.40 %
Total 3307 ACEC/PA Fall Conference	27,327.00	39,788.00	-12,461.00	68.68 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	300.00	16,000.00	-15,700.00	1.88 %
3308.2 Diamond Awards Registrations		34,500.00	-34,500.00	
3308.3 Diamond Awards Project Submission Fee	13,200.00	13,500.00	-300.00	97.78 %
Total 3308 Diamond Awards	13,500.00	64,000.00	-50,500.00	21.09 %
3309 Scholarship Golf Outing		2,500.00	-2,500.00	
3403 Legislative Day	6,292.00	7,500.00	-1,208.00	83.89 %
Total 3300 Meetings	78,270.00	248,313.00	-170,043.00	31.52 %
3900 Investment Income				
3901 Interest	12.52		12.52	
3901.1 Interest from Money Market Account	4.37	600.00	-595.63	0.73 %
Total 3901 Interest	16.89	600.00	-583.11	2.82 %
Total 3900 Investment Income	16.89	600.00	-583.11	2.82 %
3951 Misc Income	446.87	900.00	-453.13	49.65 %
Total Revenue	\$511,392.97	\$683,638.00	\$ -172,245.03	74.80 %
GROSS PROFIT	\$511,392.97	\$683,638.00	\$ -172,245.03	74.80 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	73,200.23	257,300.00	-184,099.77	28.45 %
4001.1 Salaries - Vacation	4,133.03		4,133.03	
Total 4001 Salaries	77,333.26	257,300.00	-179,966.74	30.06 %
4002 Payroll Taxes	4,251.38	19,250.00	-14,998.62	22.09 %
4002.1 Payroll Tax Credits	-2,216.56		-2,216.56	
Total 4002 Payroll Taxes	2,034.82	19,250.00	-17,215.18	10.57 %
4003 Employee Benefits	7,333.30	16,800.00	-9,466.70	43.65 %
4004 Retirement	3,542.06	10,680.00	-7,137.94	33.17 %
4005 Payroll Fees	250.73	720.00	-469.27	34.82 %
Total 4000 Payroll Expenditures	90,494.17	304,750.00	-214,255.83	29.69 %
4015 Member Directory Expenses		500.00	-500.00	
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel		12.00	-12.00	
4302.3 Central Chapter Mtg F&B		5,100.00	-5,100.00	
4302.4 Central Chapter Mtg AV/Rm Rental		1,990.00	-1,990.00	
Total 4302 Central Chapter Mtg Expense		7,102.00	-7,102.00	
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel		100.00	-100.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	9,800.00	-7,778.75	20.63 %
4303.4 Eastern Chapter Mtg AV/Rm Rental		1,000.00	-1,000.00	
Total 4303 Eastern Chapter Mtg Expense	2,021.25	10,900.00	-8,878.75	18.54 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		320.00	-320.00	
4304.3 Western Chapter Mtg F&B		6,920.00	-6,920.00	
Total 4304 Western Chapter Mtg Expense		7,240.00	-7,240.00	
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		10.50	-10.50	
4305.3 Govt Affairs Bfast F&B		3,800.00	-3,800.00	
4305.4 Govt Affairs Bfast AV/Rm Rental		1,990.00	-1,990.00	
Total 4305 Govt Affairs Bfast Expense		5,800.50	-5,800.50	
4306 Diamond Awards Expense				
4306.1 Awards Expense		2,000.00	-2,000.00	
4306.2 Diamond Awards Travel		280.00	-280.00	
4306.3 Diamond Awards F&B	1,000.00	32,295.00	-31,295.00	3.10 %
4306.4 Diamond Awards AV/Rm Rental		10,950.00	-10,950.00	
4306.5 Diamond Awards Supplies/Misc.		8,300.00	-8,300.00	
Total 4306 Diamond Awards Expense	1,000.00	53,825.00	-52,825.00	1.86 %
4307 Annual Meeting Expense				

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4307.2 Annual Meeting Travel		2,800.00	-2,800.00	
4307.3 Annual Meeting F&B		13,870.00	-13,870.00	
4307.4 Annual Meeting AV/Rm Rental		3,500.00	-3,500.00	
4307.5 Annual Meeting Supplies		625.00	-625.00	
4307.6 Annual Meeting Activities		9,585.00	-9,585.00	
Total 4307 Annual Meeting Expense		30,380.00	-30,380.00	
4308 Spring Conference Expense				
4308.2 Spring Conference Travel		50.00	-50.00	
4308.3 Spring Conference F&B		17,100.00	-17,100.00	
4308.4 Spring Conference AV/Rm Rental		5,850.00	-5,850.00	
4308.5 Spring Conference Supplies		555.00	-555.00	
4308.7 Spring Conference Speaker		2,000.00	-2,000.00	
Total 4308 Spring Conference Expense		25,555.00	-25,555.00	
4309 ACEC/PA Fall Conference Expense				
4309.2 Fall Conference Travel		20.00	-20.00	
4309.3 Fall Conference F&B	900.00	11,970.00	-11,070.00	7.52 %
4309.4 Fall Conference AV/Rm Rental	500.00	3,300.00	-2,800.00	15.15 %
4309.5 Fall Conference Supplies		250.00	-250.00	
Total 4309 ACEC/PA Fall Conference Expense	1,400.00	15,540.00	-14,140.00	9.01 %
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	7,500.00	2,500.00	5,000.00	300.00 %
Total 4310 Scholarship Golf Outing Expense	7,500.00	2,500.00	5,000.00	300.00 %
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		3,210.00	-3,210.00	
4351.2 Legislative Day Travel		30.00	-30.00	
4351.3 Legislative Day F&B		4,050.00	-4,050.00	
4351.5 Legislative Day Supplies		200.00	-200.00	
Total 4351 Legislative Day Expenses		7,490.00	-7,490.00	
Total 4300 Meetings Expense	11,921.25	166,332.50	-154,411.25	7.17 %
4400 Insurance				
4401 Business Insurance	662.00	670.00	-8.00	98.81 %
4402 Workers Comp Insurance	447.42	1,500.00	-1,052.58	29.83 %
4403 Auto Insurance	867.67	2,580.00	-1,712.33	33.63 %
4404 Directors & Officers Liability	1,528.00	1,536.00	-8.00	99.48 %
4405 ERISA Retirement Insurance	180.00	270.00	-90.00	66.67 %
Total 4400 Insurance	3,685.09	6,556.00	-2,870.91	56.21 %
4500 Office Supplies and Expenses				
4501 Supplies	446.79	4,800.00	-4,353.21	9.31 %
4502 Copier Supplies/Equipment	148.02	900.00	-751.98	16.45 %
4502.1 Interest Paid - Copier Lease	61.96	192.00	-130.04	32.27 %
Total 4502 Copier Supplies/Equipment	209.98	1,092.00	-882.02	19.23 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4503 Office Expense/Gifts	72.03	600.00	-527.97	12.01 %
Total 4500 Office Supplies and Expenses	728.80	6,492.00	-5,763.20	11.23 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	159.80	480.00	-320.20	33.29 %
4602 CC Transaction Fees	1,369.86	9,000.00	-7,630.14	15.22 %
4603 Internet Services	865.37	2,040.00	-1,174.63	42.42 %
4604 Printing		500.00	-500.00	
4605 Postage	65.20	250.00	-184.80	26.08 %
4606 Rent	14,160.16	43,100.00	-28,939.84	32.85 %
4607 Advertising		125.00	-125.00	
4608 Telephone	2,611.50	8,580.00	-5,968.50	30.44 %
4609 Other Misc Svc Costs	36.00		36.00	
4610 Investment Acct Bank Fees	150.00		150.00	
Total 4600 Office/Admin Expense	19,417.89	64,075.00	-44,657.11	30.30 %
4900 Board Expenses	1,040.00	4,500.00	-3,460.00	23.11 %
4910 Prof Dev/Meetings	-146.00	1,200.00	-1,346.00	-12.17 %
4920 Lobbying Expenses	2,666.68	8,340.00	-5,673.32	31.97 %
4940 Tenant Improvements		1,000.00	-1,000.00	
5000 Committee Expenses	35.00	1,025.00	-990.00	3.41 %
5100 Member-Related (non-travel)		3,500.00	-3,500.00	
5210 Dues/Subscriptions				
5211 Publication Subscriptions	1,975.00	5,700.00	-3,725.00	34.65 %
5212 Prof Memberships	2,140.00	2,195.00	-55.00	97.49 %
5213 Subscriptions	14,114.68	15,825.00	-1,710.32	89.19 %
Total 5210 Dues/Subscriptions	18,229.68	23,720.00	-5,490.32	76.85 %
5520 Professional Services				
5521 Legal	1,436.00	5,000.00	-3,564.00	28.72 %
5522 Accountant	771.25	12,000.00	-11,228.75	6.43 %
5523 Computer/IT	2,466.89	9,000.00	-6,533.11	27.41 %
5525 Public Relations	25,244.99	62,400.00	-37,155.01	40.46 %
Total 5520 Professional Services	29,919.13	88,400.00	-58,480.87	33.85 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses		7,500.00	-7,500.00	
5604 Legislative Travel Expense		2,400.00	-2,400.00	
5605 Staff/Membership Related Travel	1.50	3,250.00	-3,248.50	0.05 %
Total 5600 Travel Expenses	1.50	13,150.00	-13,148.50	0.01 %
5610 Auto Expenses				
5611 Vehicle Maintenance	202.90	360.00	-157.10	56.36 %
5612 Vehicle Lease	2,101.72	6,312.00	-4,210.28	33.30 %
5613 Vehicle Gas/Tolls/Parking	104.97	1,200.00	-1,095.03	8.75 %
Total 5610 Auto Expenses	2,409.59	7,872.00	-5,462.41	30.61 %
6010 Depreciation Expense	760.56	2,280.00	-1,519.44	33.36 %

American Council of Engineering Companies of Penns

BUDGET VS. ACTUALS: FY 2020-2021 - FY21 P&L

July 2020 - June 2021

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
9210 Minor A/R Write-Off	0.09		0.09	
Total Expenditures	\$181,163.43	\$703,692.50	\$ -522,529.07	25.74 %
NET OPERATING REVENUE	\$330,229.54	\$ -20,054.50	\$350,284.04	-1,646.66 %
NET REVENUE	\$330,229.54	\$ -20,054.50	\$350,284.04	-1,646.66 %

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION

As of October 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1604 Merrill Edge Money Market	0.00
4135 Scholarship Account	19,469.19
5407 Wells Fargo Checking	498,622.64
9758 Wells Fargo Money Market	129,792.33
Total Bank Accounts	\$647,884.16
Accounts Receivable	
1200 *Accounts Receivable	17,748.66
1201 Allowance for Bad Debts	0.00
Total Accounts Receivable	\$17,748.66
Other Current Assets	
1010C1 Unrealized G (L) ML Reserved	796.06
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	-6,194.42
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	0.00
1210.2 Prepaid Insurance	0.00
Total 1210 Prepaid Expenses	0.00
1499 Undeposited Funds	4,987.00
3210 Scholarship Fund - check deposits	0.00
Total Other Current Assets	\$ -411.36
Total Current Assets	\$665,221.46
Fixed Assets	
1062 Office Equipment	0.00
1062A Original Cost	21,991.06
1062B Accumulated Depreciation	-16,076.03
Total 1062 Office Equipment	5,915.03
Total Fixed Assets	\$5,915.03
TOTAL ASSETS	\$671,136.49

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION

As of October 31, 2020

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2200 *Accounts Payable	3,263.37
Total Accounts Payable	\$3,263.37
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
2210 Due to PAC	0.00
2211 Deferred Income	0.00
2502 Capital Lease Obligation	3,480.83
25600 Dues Owed to National	0.00
25610 Dues Owed to National - Current	75,555.11
25615 Prepaid ACEC Dues-Anniversary Billing	578.20
25620 Dues Owed to National - Past Due	23,049.04
Total 25600 Dues Owed to National	99,182.35
25700 Accrued Payroll and Taxes	0.00
25800 ACCRUED VACATION	2,437.47
3315 Scholarship Donations	1,000.00
PA Department of Revenue Payable	0.00
Total Other Current Liabilities	\$106,100.65
Total Current Liabilities	\$109,364.02
Total Liabilities	\$109,364.02
Equity	
2900 Opening Bal Equity	0.00
2960 Retained Earnings	203,195.71
3100 Scholarship (Golf Outing) Restricted Net Assets	25,520.82
Net Revenue	333,055.94
Total Equity	\$561,772.47
TOTAL LIABILITIES AND EQUITY	\$671,136.49

**American Council of Engineering Companies of Pennsylvania
2020-2021 Meeting Profitability Snapshot**

Central Chapter	
To Date Revenue	\$ 6,405.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 6,405.00</i>

Fall Conference	
To Date Revenue	\$ 27,327.00
To Date Expense	\$ 1,400.00
<i>To Date Net</i>	<i>\$ 25,927.00</i>

Eastern Chapter	
To Date Revenue	\$ 4,900.00
To Date Expense	\$ 2,021.25
<i>To Date Net</i>	<i>\$ 2,878.75</i>

Diamond Awards	
To Date Revenue	\$ 13,500.00
To Date Expense	\$ 1,000.00
<i>To Date Net</i>	<i>\$ 12,500.00</i>

Western Chapter	
To Date Revenue	\$ 5,285.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 5,285.00</i>

Legislative Day	
To Date Revenue	\$ 6,292.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 6,292.00</i>

Government Affairs Breakfast	
To Date Revenue	\$ 2,975.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 2,975.00</i>

Spring Conference	
To Date Revenue	\$ 5,814.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 5,814.00</i>

Annual Meeting	
To Date Revenue	\$ 5,702.00
To Date Expense	\$ -
<i>To Date Net</i>	<i>\$ 5,702.00</i>

Net Total: \$ 73,778.75

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American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - October, 2020

	TOTAL			
	JUL - OCT, 2020	JUL - OCT, 2019 (PY)	CHANGE	% CHANGE
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	49,500.00	54,000.00	-4,500.00	-8.33 %
3002 ACEC/PA Dues	349,185.61	368,026.74	-18,841.13	-5.12 %
3003 Affiliate Dues	30,210.00	32,754.00	-2,544.00	-7.77 %
Total 3000 Dues Income	428,895.61	454,780.74	-25,885.13	-5.69 %
3009 ACEC BIT Royalty	1,660.00		1,660.00	
3015 Member Directory Income		5,200.00	-5,200.00	-100.00 %
3300 Meetings				
3301 Central Chapter Meeting	6,405.00	6,955.00	-550.00	-7.91 %
3302 Eastern Chapter Meeting	4,900.00	10,270.00	-5,370.00	-52.29 %
3303 Western Chapter Meeting	5,285.00	12,085.00	-6,800.00	-56.27 %
3304 Govt Affairs Breakfast	2,975.00	7,160.00	-4,185.00	-58.45 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	3,617.00	3,072.00	545.00	17.74 %
3305.2 Annual Meeting Registrations	2,085.00	2,085.00	0.00	0.00 %
Total 3305 Annual Meeting	5,702.00	5,157.00	545.00	10.57 %
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	4,618.00	3,032.00	1,586.00	52.31 %
3306.2 Spring Conference Registrations	1,196.00	897.00	299.00	33.33 %
Total 3306 Spring Conference	5,814.00	3,929.00	1,885.00	47.98 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	19,308.00	12,807.00	6,501.00	50.76 %
3307.2 Fall Conference Registrations	8,019.00	25,925.00	-17,906.00	-69.07 %
Total 3307 ACEC/PA Fall Conference	27,327.00	38,732.00	-11,405.00	-29.45 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	300.00	700.00	-400.00	-57.14 %
3308.3 Diamond Awards Project Submission Fee	13,200.00	14,700.00	-1,500.00	-10.20 %
Total 3308 Diamond Awards	13,500.00	15,400.00	-1,900.00	-12.34 %
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships		12,520.00	-12,520.00	-100.00 %
3309.2 Golf Outing Registrations		13,490.00	-13,490.00	-100.00 %
3309.3 Golf Outing Mulligans/Raffle		4,392.00	-4,392.00	-100.00 %
Total 3309 Scholarship Golf Outing		30,402.00	-30,402.00	-100.00 %
3403 Legislative Day	6,292.00	3,307.00	2,985.00	90.26 %
Total 3300 Meetings	78,200.00	133,397.00	-55,197.00	-41.38 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - October, 2020

	TOTAL			
	JUL - OCT, 2020	JUL - OCT, 2019 (PY)	CHANGE	% CHANGE
3900 Investment Income				
3901 Interest	12.52	58.45	-45.93	-78.58 %
3901.1 Interest from Money Market Account	4.37		4.37	
Total 3901 Interest	16.89	58.45	-41.56	-71.10 %
3902 Dividends		971.57	-971.57	-100.00 %
Total 3900 Investment Income	16.89	1,030.02	-1,013.13	-98.36 %
3951 Misc Income	446.87	459.42	-12.55	-2.73 %
Total Revenue	\$509,219.37	\$594,867.18	\$ -85,647.81	-14.40 %
GROSS PROFIT	\$509,219.37	\$594,867.18	\$ -85,647.81	-14.40 %
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	73,200.23	77,910.05	-4,709.82	-6.05 %
4001.1 Salaries - Vacation	4,133.03	6,492.47	-2,359.44	-36.34 %
Total 4001 Salaries	77,333.26	84,402.52	-7,069.26	-8.38 %
4002 Payroll Taxes	4,251.38	6,561.37	-2,309.99	-35.21 %
4002.1 Payroll Tax Credits	-2,216.56		-2,216.56	
Total 4002 Payroll Taxes	2,034.82	6,561.37	-4,526.55	-68.99 %
4003 Employee Benefits	7,333.30	5,915.14	1,418.16	23.98 %
4004 Retirement	3,542.06	3,066.34	475.72	15.51 %
4005 Payroll Fees	250.73	237.00	13.73	5.79 %
Total 4000 Payroll Expenditures	90,494.17	100,182.37	-9,688.20	-9.67 %
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel		5.69	-5.69	-100.00 %
4302.3 Central Chapter Mtg F&B		1,508.22	-1,508.22	-100.00 %
Total 4302 Central Chapter Mtg Expense		1,513.91	-1,513.91	-100.00 %
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel		14.38	-14.38	-100.00 %
4303.3 Eastern Chapter Mtg F&B	2,021.25	4,456.45	-2,435.20	-54.64 %
4303.4 Eastern Chapter Mtg AV/Rm Rental		566.04	-566.04	-100.00 %
Total 4303 Eastern Chapter Mtg Expense	2,021.25	5,036.87	-3,015.62	-59.87 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel		147.28	-147.28	-100.00 %
4304.3 Western Chapter Mtg F&B		4,196.69	-4,196.69	-100.00 %
Total 4304 Western Chapter Mtg Expense		4,343.97	-4,343.97	-100.00 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - October, 2020

	TOTAL			
	JUL - OCT, 2020	JUL - OCT, 2019 (PY)	CHANGE	% CHANGE
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel		5.68	-5.68	-100.00 %
4305.3 Govt Affairs Bfast F&B		1,127.70	-1,127.70	-100.00 %
Total 4305 Govt Affairs Bfast Expense		1,133.38	-1,133.38	-100.00 %
4306 Diamond Awards Expense				
4306.3 Diamond Awards F&B	1,000.00	6,000.00	-5,000.00	-83.33 %
Total 4306 Diamond Awards Expense	1,000.00	6,000.00	-5,000.00	-83.33 %
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel		667.38	-667.38	-100.00 %
4307.3 Annual Meeting F&B		6,000.00	-6,000.00	-100.00 %
Total 4307 Annual Meeting Expense		6,667.38	-6,667.38	-100.00 %
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	900.00		900.00	
4309.4 Fall Conference AV/Rm Rental	500.00		500.00	
Total 4309 ACEC/PA Fall Conference Expense	1,400.00		1,400.00	
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	7,500.00	12,000.00	-4,500.00	-37.50 %
4310.2 Golf Outing Travel		82.01	-82.01	-100.00 %
4310.3 Golf Outing F&B		4,675.30	-4,675.30	-100.00 %
4310.4 Golf Outing Green/Cart Fees		4,480.00	-4,480.00	-100.00 %
4310.5 Golf Outing Supplies		2,471.93	-2,471.93	-100.00 %
4310.6 Other Golf Outing Expenses		1,826.00	-1,826.00	-100.00 %
4310.8 Golf Outing Staff Time		3,925.73	-3,925.73	-100.00 %
Total 4310 Scholarship Golf Outing Expense	7,500.00	29,460.97	-21,960.97	-74.54 %
Total 4300 Meetings Expense	11,921.25	54,156.48	-42,235.23	-77.99 %
4350 Special Events Expenses				
4353 Tri-State Conference Expense		262.45	-262.45	-100.00 %
Total 4350 Special Events Expenses		262.45	-262.45	-100.00 %
4400 Insurance				
4401 Business Insurance	662.00	630.00	32.00	5.08 %
4402 Workers Comp Insurance	447.42	759.78	-312.36	-41.11 %
4403 Auto Insurance	867.67	1,060.19	-192.52	-18.16 %
4404 Directors & Officers Liability	1,528.00	1,528.00	0.00	0.00 %
4405 ERISA Retirement Insurance	180.00		180.00	
Total 4400 Insurance	3,685.09	3,977.97	-292.88	-7.36 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - October, 2020

	TOTAL			
	JUL - OCT, 2020	JUL - OCT, 2019 (PY)	CHANGE	% CHANGE
4500 Office Supplies and Expenses				
4501 Supplies	446.79	546.76	-99.97	-18.28 %
4502 Copier Supplies/Equipment	148.02	575.18	-427.16	-74.27 %
4502.1 Interest Paid - Copier Lease	61.96		61.96	
Total 4502 Copier Supplies/Equipment	209.98	575.18	-365.20	-63.49 %
4503 Office Expense/Gifts	72.03	73.99	-1.96	-2.65 %
Total 4500 Office Supplies and Expenses	728.80	1,195.93	-467.13	-39.06 %
4600 Office/Admin Expense				
4601 Bank Monthly Charges	159.80	159.80	0.00	0.00 %
4602 CC Transaction Fees	1,369.86	2,050.57	-680.71	-33.20 %
4603 Internet Services	865.37	868.78	-3.41	-0.39 %
4605 Postage	65.20		65.20	
4606 Rent	14,160.16	13,909.96	250.20	1.80 %
4608 Telephone	2,611.50	2,533.21	78.29	3.09 %
4609 Other Misc Svc Costs	36.00	-0.18	36.18	20,100.00 %
4610 Investment Acct Bank Fees	150.00	150.00	0.00	0.00 %
Total 4600 Office/Admin Expense	19,417.89	19,672.14	-254.25	-1.29 %
4900 Board Expenses	1,040.00	1,167.75	-127.75	-10.94 %
4910 Prof Dev/Meetings	-146.00	-120.46	-25.54	-21.20 %
4920 Lobbying Expenses	2,666.68	666.68	2,000.00	299.99 %
5000 Committee Expenses	35.00	480.95	-445.95	-92.72 %
5100 Member-Related (non-travel)		222.10	-222.10	-100.00 %
5210 Dues/Subscriptions				
5211 Publication Subscriptions	1,975.00	1,850.00	125.00	6.76 %
5212 Prof Memberships	2,140.00	1,550.00	590.00	38.06 %
5213 Subscriptions	14,114.68	7,507.76	6,606.92	88.00 %
Total 5210 Dues/Subscriptions	18,229.68	10,907.76	7,321.92	67.13 %
5520 Professional Services				
5521 Legal	1,436.00	925.50	510.50	55.16 %
5522 Accountant	771.25	884.05	-112.80	-12.76 %
5523 Computer/IT	2,466.89	2,447.76	19.13	0.78 %
5524 Internet Survey		1,876.00	-1,876.00	-100.00 %
5525 Public Relations	20,244.99	20,000.00	244.99	1.22 %
Total 5520 Professional Services	24,919.13	26,133.31	-1,214.18	-4.65 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses		5,978.52	-5,978.52	-100.00 %
5604 Legislative Travel Expense		116.82	-116.82	-100.00 %
5605 Staff/Membership Related Travel	1.50	506.75	-505.25	-99.70 %
Total 5600 Travel Expenses	1.50	6,602.09	-6,600.59	-99.98 %

American Council of Engineering Companies of Penns

STATEMENT OF ACTIVITY COMPARISON

July - October, 2020

	TOTAL			
	JUL - OCT, 2020	JUL - OCT, 2019 (PY)	CHANGE	% CHANGE
5610 Auto Expenses				
5611 Vehicle Maintenance	202.90	206.55	-3.65	-1.77 %
5612 Vehicle Lease	2,101.72	2,101.72	0.00	0.00 %
5613 Vehicle Gas/Tolls/Parking	104.97	519.29	-414.32	-79.79 %
Total 5610 Auto Expenses	2,409.59	2,827.56	-417.97	-14.78 %
6010 Depreciation Expense	760.56	325.11	435.45	133.94 %
9210 Minor A/R Write-Off	0.09		0.09	
Total Expenditures	\$176,163.43	\$228,660.19	\$ -52,496.76	-22.96 %
NET OPERATING REVENUE	\$333,055.94	\$366,206.99	\$ -33,151.05	-9.05 %
NET REVENUE	\$333,055.94	\$366,206.99	\$ -33,151.05	-9.05 %

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION COMPARISON

As of October 31, 2020

	TOTAL			
	AS OF OCT 31, 2020	AS OF OCT 31, 2019 (PY)	CHANGE	% CHANGE
ASSETS				
Current Assets				
Bank Accounts				
1604 Merrill Edge Money Market	0.00	43,683.49	-43,683.49	-100.00 %
4135 Scholarship Account	19,469.19	25,773.41	-6,304.22	-24.46 %
5407 Wells Fargo Checking	498,622.64	461,580.89	37,041.75	8.02 %
9758 Wells Fargo Money Market	129,792.33	84,209.59	45,582.74	54.13 %
Total Bank Accounts	\$647,884.16	\$615,247.38	\$32,636.78	5.30 %
Accounts Receivable				
1200 *Accounts Receivable	17,748.66	2,940.00	14,808.66	503.70 %
1201 Allowance for Bad Debts	0.00	0.00	0.00	
Total Accounts Receivable	\$17,748.66	\$2,940.00	\$14,808.66	503.70 %
Other Current Assets				
1010C1 Unrealized G (L) ML Reserved	796.06	1,423.09	-627.03	-44.06 %
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	-6,194.42	-6,379.25	184.83	2.90 %
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	0.00	0.00	0.00	
1210.2 Prepaid Insurance	0.00		0.00	
Total 1210 Prepaid Expenses	0.00	0.00	0.00	
1499 Undeposited Funds	4,987.00	19,568.52	-14,581.52	-74.52 %
3210 Scholarship Fund - check deposits	0.00	0.00	0.00	
Total Other Current Assets	\$ -411.36	\$14,612.36	\$ -15,023.72	-102.82 %
Total Current Assets	\$665,221.46	\$632,799.74	\$32,421.72	5.12 %
Fixed Assets				
1062 Office Equipment	0.00	0.00	0.00	
1062A Original Cost	21,991.06	21,991.06	0.00	0.00 %
1062B Accumulated Depreciation	-16,076.03	-13,358.90	-2,717.13	-20.34 %
Total 1062 Office Equipment	5,915.03	8,632.16	-2,717.13	-31.48 %
Total Fixed Assets	\$5,915.03	\$8,632.16	\$ -2,717.13	-31.48 %
TOTAL ASSETS	\$671,136.49	\$641,431.90	\$29,704.59	4.63 %

American Council of Engineering Companies of Penns

STATEMENT OF FINANCIAL POSITION COMPARISON

As of October 31, 2020

	TOTAL			
	AS OF OCT 31, 2020	AS OF OCT 31, 2019 (PY)	CHANGE	% CHANGE
LIABILITIES AND EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2200 *Accounts Payable	3,263.37	4,535.35	-1,271.98	-28.05 %
Total Accounts Payable	\$3,263.37	\$4,535.35	\$ -1,271.98	-28.05 %
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	100.00	-100.00	-100.00 %
2210 Due to PAC	0.00	0.00	0.00	
2211 Deferred Income	0.00	0.00	0.00	
2502 Capital Lease Obligation	3,480.83	4,956.00	-1,475.17	-29.77 %
25600 Dues Owed to National	0.00	0.00	0.00	
25610 Dues Owed to National - Current	75,555.11	54,143.59	21,411.52	39.55 %
25615 Prepaid ACEC Dues-Anniversary Billing	578.20		578.20	
25620 Dues Owed to National - Past Due	23,049.04	29,049.04	-6,000.00	-20.65 %
Total 25600 Dues Owed to National	99,182.35	83,192.63	15,989.72	19.22 %
25700 Accrued Payroll and Taxes	0.00	0.00	0.00	
25800 ACCRUED VACATION	2,437.47	11,587.19	-9,149.72	-78.96 %
3315 Scholarship Donations	1,000.00	750.00	250.00	33.33 %
PA Department of Revenue Payable	0.00	0.00	0.00	
Total Other Current Liabilities	\$106,100.65	\$100,585.82	\$5,514.83	5.48 %
Total Current Liabilities	\$109,364.02	\$105,121.17	\$4,242.85	4.04 %
Total Liabilities	\$109,364.02	\$105,121.17	\$4,242.85	4.04 %
Equity				
2900 Opening Bal Equity	0.00	0.00	0.00	
2960 Retained Earnings	203,195.71	144,582.92	58,612.79	40.54 %
3100 Scholarship (Golf Outing) Restricted Net Assets	25,520.82	25,520.82	0.00	0.00 %
Net Revenue	333,055.94	366,206.99	-33,151.05	-9.05 %
Total Equity	\$561,772.47	\$536,310.73	\$25,461.74	4.75 %
TOTAL LIABILITIES AND EQUITY	\$671,136.49	\$641,431.90	\$29,704.59	4.63 %

Consulting Engineers of Pennsylvania PAC

STATEMENT OF ACTIVITY

January - October, 2020

	TOTAL
Revenue	
4001 Contributions	22,250.00
Total Revenue	\$22,250.00
GROSS PROFIT	\$22,250.00
Expenditures	
6002 CC Fees	361.50
6003 Legal & Professional Services	1,349.74
6100 Campaign Donations	6,000.00
Total Expenditures	\$7,711.24
NET OPERATING REVENUE	\$14,538.76
NET REVENUE	\$14,538.76

Consulting Engineers of Pennsylvania PAC

STATEMENT OF FINANCIAL POSITION

As of October 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	22,433.67
Total Bank Accounts	\$22,433.67
Total Current Assets	\$22,433.67
TOTAL ASSETS	\$22,433.67
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	99.17
Total Accounts Payable	\$99.17
Total Current Liabilities	\$99.17
Total Liabilities	\$99.17
Equity	
Retained Earnings	7,795.74
Net Revenue	14,538.76
Total Equity	\$22,334.50
TOTAL LIABILITIES AND EQUITY	\$22,433.67

PA Consulting Engineers PAC

STATEMENT OF ACTIVITY

January - October, 2020

	TOTAL
Revenue	
Total Revenue	
GROSS PROFIT	\$0.00
Expenditures	
6000 General & Administrative	
6001 Bank Service Charges	28.00
6003 Legal & Professional Services	3,692.70
6004 Current Year Taxes Paid	3,003.00
6005 Prior Years Taxes Paid	47,449.00
Total 6000 General & Administrative	54,172.70
Total Expenditures	\$54,172.70
NET OPERATING REVENUE	\$ -54,172.70
NET REVENUE	\$ -54,172.70

PA Consulting Engineers PAC

STATEMENT OF FINANCIAL POSITION

As of October 31, 2020

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	6,314.00
Total Bank Accounts	\$6,314.00
Other Current Assets	
1200 Bank Clearing Account	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$6,314.00
TOTAL ASSETS	\$6,314.00
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	60,486.70
Net Revenue	-54,172.70
Total Equity	\$6,314.00
TOTAL LIABILITIES AND EQUITY	\$6,314.00



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

REPORTS

American Council of Engineering Companies of Penns					
Budget vs. Actuals: FY 2020-2021 - FY21 P&L					
July 2020 - June 2021					
	Actual	Budget	10 Months Virtual	12 Months Virtual	
Revenue					
3000 Dues Income					
3001 Base ACEC/PA Dues	50,500.00	54,000.00	51,500.00	51,500.00	2 new
3002 ACEC/PA Dues	350,289.21	338,500.00	353,000.00	353,000.00	includes anniversary
3003 Affiliate Dues	30,210.00	38,825.00	35,000.00	35,000.00	3 new
Total 3000 Dues Income	\$ 430,999.21	\$ 431,325.00	\$ 439,500.00	\$ 439,500.00	
3009 ACEC BIT Royalty	1,660.00	1,500.00	1,660.00	1,660.00	
3015 Member Directory Income	0.00	1,000.00	1,000.00	1,000.00	
3300 Meetings					
3301 Central Chapter Meeting	6,405.00	10,900.00	10,605.00	10,605.00	40 per meeting
3302 Eastern Chapter Meeting	5,145.00	18,150.00	9,000.00	9,000.00	45 per meeting
3303 Western Chapter Meeting	5,530.00	20,150.00	10,000.00	10,000.00	45 per meeting
3304 Govt Affairs Breakfast	2,975.00	11,700.00	6,650.00	6,650.00	35 per meeting
3305 Annual Meeting					
3305.1 Annual Meeting Sponsorships	3,617.00	7,500.00	3,000.00	0.00	wild card
3305.2 Annual Meeting Registrations	2,085.00	24,075.00	20,000.00	0.00	wild card
Total 3305 Annual Meeting	\$ 5,702.00	\$ 31,575.00	\$ 23,000.00	\$ 0.00	
3306 Spring Conference					
3306.1 Spring Conference Sponsorships	4,618.00	13,050.00	13,050.00	11,000.00	
3306.2 Spring Conference Registrations	1,196.00	29,000.00	22,825.00	19,370.00	budgeted 105@\$275; in-person 83@ \$275; virtual 130@\$149
Total 3306 Spring Conference	\$ 5,814.00	\$ 42,050.00	\$ 35,875.00	\$ 30,370.00	
3307 ACEC/PA Fall Conference					
3307.1 Fall Conference Sponsorships	19,308.00	11,550.00	13,106.00	13,106.00	
3307.2 Fall Conference Registrations	8,217.00	28,238.00	14,850.00	14,850.00	150 @\$99
Total 3307 ACEC/PA Fall Conference	\$ 27,525.00	\$ 39,788.00	\$ 27,956.00	\$ 27,956.00	
3308 Diamond Awards					
3308.1 Diamond Awards Sponsorships	300.00	16,000.00	7,000.00	7,000.00	
3308.2 Diamond Awards Registrations	0.00	34,500.00	0.00	0.00	Free event to members
3308.3 Diamond Awards Project Submission	13,200.00	13,500.00	13,200.00	13,200.00	
Total 3308 Diamond Awards	\$ 13,500.00	\$ 64,000.00	\$ 20,200.00	\$ 20,200.00	
3309 Scholarship Golf Outing		2,500.00	7,500.00	7,500.00	Actual scholarship transfer in
3403 Legislative Day	6,292.00	7,500.00	7,500.00	7,500.00	
Total 3300 Meetings	\$ 78,888.00	\$ 248,313.00	\$ 158,286.00	\$ 129,781.00	
3900 Investment Income					
3901 Interest	12.52	0.00	35.00	35.00	
3901.1 Interest from Money Market Account	4.37	600.00	30.00	30.00	
Total 3901 Interest	\$ 16.89	\$ 600.00	65.00	65.00	
Total 3900 Investment Income	\$ 16.89	\$ 600.00	65.00	65.00	
3951 Misc Income	446.87	900.00	500.00	500.00	
Total Revenue	\$ 512,010.97	\$ 683,638.00	\$ 601,011.00	\$ 572,506.00	
Gross Profit	\$ 512,010.97	\$ 683,638.00	\$ 601,011.00	\$ 572,506.00	
Expenditures					
4000 Payroll Expenditures					
4001 Salaries	73,200.23	257,300.00	266,000.00	266,000.00	
4001.1 Salaries - Vacation	4,133.03	0.00	8,000.00	8,000.00	wasn't budgeted
Total 4001 Salaries	\$ 77,333.26	\$ 257,300.00	274,000.00	274,000.00	
4002 Payroll Taxes	4,251.38	19,250.00	20,000.00	20,000.00	
4002.1 Payroll Tax Credits	-2,216.56	0.00	-2,216.56	-2,216.56	
Total 4002 Payroll Taxes	\$ 2,034.82	\$ 19,250.00	17,783.44	17,783.44	
4003 Employee Benefits	7,333.30	16,800.00	16,800.00	16,800.00	
4004 Retirement	4,275.00	10,680.00	11,000.00	11,000.00	
4005 Payroll Fees	250.73	720.00	720.00	720.00	
Total 4000 Payroll Expenditures	\$ 91,227.11	\$ 304,750.00	\$ 320,303.44	\$ 320,303.44	
4015 Member Directory Expenses	0.00	500.00	500.00	500.00	
4300 Meetings Expense					

4302 Central Chapter Mtg Expense					
4302.2 Central Chapter Mtg Travel	0.00	12.00	0.00	0.00	
4302.3 Central Chapter Mtg F&B	0.00	5,100.00	0.00	0.00	
4302.4 Central Chapter Mtg AV/Rm Rental	0.00	1,990.00	0.00	0.00	platform is pd for via subscription
Total 4302 Central Chapter Mtg Expense	\$ 0.00	\$ 7,102.00	\$ 0.00	\$ 0.00	
4303 Eastern Chapter Mtg Expense					
4303.2 Eastern Chapter Mtg Travel	0.00	100.00	0.00	0.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	9,800.00	2,021.25	2,021.25	assuming we get out of contracts w/ no fee (\$6000)
4303.4 Eastern Chapter Mtg AV/Rm Rental	0.00	1,000.00	0.00	0.00	platform is pd for via subscription
Total 4303 Eastern Chapter Mtg Expense	\$ 2,021.25	\$ 10,900.00	\$ 2,021.25	\$ 2,021.25	
4304 Western Chapter Mtg Expense					
4304.2 Western Chapter Mtg Travel	0.00	320.00	0.00	0.00	
4304.3 Western Chapter Mtg F&B	0.00	6,920.00	0.00	0.00	platform is pd for via subscription
Total 4304 Western Chapter Mtg Expense	\$ 0.00	\$ 7,240.00	\$ 0.00	\$ 0.00	
4305 Govt Affairs Bfast Expense					
4305.2 Govt Affairs Bfast Travel	0.00	10.50	0.00	0.00	
4305.3 Govt Affairs Bfast F&B	0.00	3,800.00	0.00	0.00	platform is pd for via subscription
4305.4 Govt Affairs Bfast AV/Rm Rental	0.00	1,990.00	0.00	0.00	
Total 4305 Govt Affairs Bfast Expense	\$ 0.00	\$ 5,800.50	\$ 0.00	\$ 0.00	
4306 Diamond Awards Expense					
4306.1 Awards Expense	0.00	2,000.00	2,500.00	2,500.00	mail awards
4306.2 Diamond Awards Travel	0.00	280.00	0.00	0.00	
4306.3 Diamond Awards F&B	1,000.00	32,295.00	0.00	0.00	
4306.4 Diamond Awards AV/Rm Rental	0.00	10,950.00	25,000.00	25,000.00	platform for event
4306.5 Diamond Awards Supplies/Misc.	0.00	8,300.00	750.00	750.00	
Total 4306 Diamond Awards Expense	\$ 1,000.00	\$ 53,825.00	\$ 28,250.00	\$ 28,250.00	
4307 Annual Meeting Expense					
4307.2 Annual Meeting Travel	0.00	2,800.00	2,000.00	0.00	
4307.3 Annual Meeting F&B	0.00	13,870.00	9,000.00	0.00	
4307.4 Annual Meeting AV/Rm Rental	0.00	3,500.00	2,000.00	0.00	
4307.5 Annual Meeting Supplies	0.00	625.00	500.00	0.00	
4307.6 Annual Meeting Activities	0.00	9,585.00	9,585.00	0.00	
Total 4307 Annual Meeting Expense	\$ 0.00	\$ 30,380.00	\$ 23,085.00	\$ 0.00	
4308 Spring Conference Expense					
4308.2 Spring Conference Travel	0.00	50.00	50.00	0.00	
4308.3 Spring Conference F&B	0.00	17,100.00	17,100.00	0.00	
4308.4 Spring Conference AV/Rm Rental	0.00	5,850.00	5,850.00	2,000.00	
4308.5 Spring Conference Supplies	0.00	555.00	5,000.00	7,000.00	
4308.7 Spring Conference Speaker	0.00	2,000.00	2,000.00	3,000.00	
Total 4308 Spring Conference Expense	\$ 0.00	\$ 25,555.00	\$ 30,000.00	\$ 12,000.00	
4309 ACEC/PA Fall Conference Expense					
4309.2 Fall Conference Travel	0.00	20.00	0.00	0.00	
4309.3 Fall Conference F&B	900.00	11,970.00	0.00	0.00	
4309.4 Fall Conference AV/Rm Rental	500.00	3,300.00	1,500.00	1,500.00	
4309.5 Fall Conference Supplies	0.00	250.00	6,000.00	6,000.00	
Total 4309 ACEC/PA Fall Conference Expense	\$ 1,400.00	\$ 15,540.00	\$ 7,500.00	\$ 7,500.00	
4310 Scholarship Golf Outing Expense					
4310.1 Scholarship Gift Given	7,500.00	2,500.00	7,500.00	7,500.00	Actual scholarship pd out
Total 4310 Scholarship Golf Outing Expense	\$ 7,500.00	\$ 2,500.00	\$ 7,500.00	\$ 7,500.00	
4351 Legislative Day Expenses					
4351.1 Legislative Day Printing/Postage	0.00	3,210.00	3,210.00	3,210.00	
4351.2 Legislative Day Travel	0.00	30.00	30.00	0.00	
4351.3 Legislative Day F&B	0.00	4,050.00	4,050.00	0.00	having in late April/early May
4351.5 Legislative Day Supplies	0.00	200.00	750.00	750.00	
Total 4351 Legislative Day Expenses	\$ 0.00	\$ 7,490.00	\$ 8,040.00	\$ 3,960.00	
Total 4300 Meetings Expense	\$ 11,921.25	\$ 166,332.50	\$ 106,396.25	\$ 61,231.25	

4400 Insurance					
4401 Business Insurance	662.00	670.00	662.00	662.00	
4402 Workers Comp Insurance	447.42	1,500.00	1,500.00	1,500.00	
4403 Auto Insurance	867.67	2,580.00	2,580.00	2,580.00	
4404 Directors & Officers Liability	1,528.00	1,536.00	1,536.00	1,536.00	
4405 ERISA Retirement Insurance	180.00	270.00	270.00	270.00	
Total 4400 Insurance	\$ 3,685.09	\$ 6,556.00	\$ 6,548.00	\$ 6,548.00	
4500 Office Supplies and Expenses					
4501 Supplies	446.79	4,800.00	4,800.00	4,800.00	
4502 Copier Supplies/Equipment	148.02	900.00	900.00	900.00	
4502.1 Interest Paid - Copier Lease	61.96	192.00	192.00	192.00	
Total 4502 Copier Supplies/Equipment	\$ 209.98	\$ 1,092.00	1,092.00	1,092.00	
4503 Office Expense/Gifts	72.03	600.00	600.00	600.00	
Total 4500 Office Supplies and Expenses	\$ 728.80	\$ 6,492.00	\$ 6,492.00	\$ 6,492.00	
4600 Office/Admin Expense					
4601 Bank Monthly Charges	159.80	480.00	480.00	480.00	
4602 CC Transaction Fees	1,369.86	9,000.00	7,500.00	7,500.00	
4603 Internet Services	865.37	2,040.00	2,620.00	2,620.00	
4604 Printing	0.00	500.00	500.00	500.00	
4605 Postage	65.20	250.00	250.00	250.00	
4606 Rent	14,160.16	43,100.00	43,100.00	43,100.00	
4607 Advertising	0.00	125.00	50.00	50.00	
4608 Telephone	2,842.62	8,580.00	8,580.00	8,580.00	
4609 Other Misc Svc Costs	36.00	0.00	36.00	36.00	
4610 Investment Acct Bank Fees	150.00	0.00	150.00	150.00	
Total 4600 Office/Admin Expense	\$ 19,649.01	\$ 64,075.00	\$ 63,266.00	\$ 63,266.00	
4900 Board Expenses	1,040.00	4,500.00	4,500.00	1,500.00	pd facilitator or not?
4910 Prof Dev/Meetings	-146.00	1,200.00	1,200.00	1,200.00	
4920 Lobbying Expenses	3,333.35	8,340.00	8,340.00	8,340.00	
4940 Tenant Improvements	0.00	1,000.00	500.00	500.00	
5000 Committee Expenses	35.00	1,025.00	350.00	50.00	
5100 Member-Related (non-travel)	0.00	3,500.00	500.00	500.00	
5210 Dues/Subscriptions					
5211 Publication Subscriptions	3,950.00	5,700.00	5,700.00	5,700.00	
5212 Prof Memberships	2,140.00	2,195.00	2,195.00	2,195.00	
5213 Subscriptions	14,114.68	15,825.00	15,825.00	15,825.00	
Total 5210 Dues/Subscriptions	\$ 20,204.68	\$ 23,720.00	\$ 23,720.00	\$ 23,720.00	
5520 Professional Services					
5521 Legal	1,436.00	5,000.00	5,000.00	5,000.00	
5522 Accountant	771.25	12,000.00	12,000.00	12,000.00	
5523 Computer/IT	2,466.89	9,000.00	9,000.00	9,000.00	
5525 Public Relations	25,244.99	62,400.00	62,400.00	62,400.00	
Total 5520 Professional Services	\$ 29,919.13	\$ 88,400.00	\$ 88,400.00	\$ 88,400.00	
5600 Travel Expenses					
5601 ACEC/NACEC Travel Expenses	0.00	7,500.00	2,500.00	2,500.00	Legislative in DC
5604 Legislative Travel Expense	0.00	2,400.00	250.00	0.00	
5605 Staff/Membership Related Travel	1.50	3,250.00	250.00	0.00	
Total 5600 Travel Expenses	\$ 1.50	\$ 13,150.00	\$ 3,000.00	\$ 2,500.00	
5610 Auto Expenses					
5611 Vehicle Maintenance	202.90	360.00	360.00	360.00	
5612 Vehicle Lease	2,101.72	6,312.00	6,312.00	6,312.00	
5613 Vehicle Gas/Tolls/Parking	104.97	1,200.00	500.00	350.00	
Total 5610 Auto Expenses	\$ 2,409.59	\$ 7,872.00	\$ 7,172.00	\$ 7,022.00	
6010 Depreciation Expense	760.56	2,280.00	2,280.00	2,280.00	
9210 Minor A/R Write-Off	0.09	0.00	0.09	0.09	
Total Expenditures	\$ 184,769.16	\$ 703,692.50	\$ 643,467.78	\$ 594,352.78	
Net Operating Revenue	\$ 327,241.81	-\$ 20,054.50	-\$ 42,456.78	-\$ 21,846.78	
Net Revenue	\$ 327,241.81	-\$ 20,054.50	-\$ 42,456.78	-\$ 21,846.78	
Thursday, Oct 31, 2020 - Accrual Basis					

	Actual	Budget	Virtual 10 Months	Virtual 12 Months	
3300 Meetings Revenue					
3301 Central Chapter Meeting	6,405.00	10,900.00	10,605.00	10,605.00	40 per meeting
3302 Eastern Chapter Meeting	5,145.00	18,150.00	9,000.00	9,000.00	45 per meeting
3303 Western Chapter Meeting	5,530.00	20,150.00	10,000.00	10,000.00	45 per meeting
3304 Govt Affairs Breakfast	2,975.00	11,700.00	6,650.00	6,650.00	35 per meeting
4300 Meetings Expense					
4302 Central Chapter Mtg Expense					
4302.2 Central Chapter Mtg Travel	0.00	12.00	0.00	0.00	
4302.3 Central Chapter Mtg F&B	0.00	5,100.00	0.00	0.00	
4302.4 Central Chapter Mtg AV/Rm Rental	0.00	1,990.00	0.00	0.00	platform is pd for via subscription
Total 4302 Central Chapter Mtg Expense	\$ 0.00	\$ 7,102.00	\$ 0.00	\$ 0.00	
4303 Eastern Chapter Mtg Expense					
4303.2 Eastern Chapter Mtg Travel	0.00	100.00	0.00	0.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	9,800.00	2,021.25	2,021.25	assuming we get out of contracts w/ no fee (\$6000) platform is pd for via subscription
4303.4 Eastern Chapter Mtg AV/Rm Rental	0.00	1,000.00	0.00	0.00	
Total 4303 Eastern Chapter Mtg Expense	\$ 2,021.25	\$ 10,900.00	\$ 2,021.25	\$ 2,021.25	
4304 Western Chapter Mtg Expense					
4304.2 Western Chapter Mtg Travel	0.00	320.00	0.00	0.00	platform is pd for via subscription
4304.3 Western Chapter Mtg F&B	0.00	6,920.00	0.00	0.00	
Total 4304 Western Chapter Mtg Expense	\$ 0.00	\$ 7,240.00	\$ 0.00	\$ 0.00	
4305 Govt Affairs Bfast Expense					
4305.2 Govt Affairs Bfast Travel	0.00	10.50	0.00	0.00	platform is pd for via subscription
4305.3 Govt Affairs Bfast F&B	0.00	3,800.00	0.00	0.00	
4305.4 Govt Affairs Bfast AV/Rm Rental	0.00	1,990.00	0.00	0.00	
Total 4305 Govt Affairs Bfast Expense	\$ 0.00	\$ 5,800.50	\$ 0.00	\$ 0.00	
Meetings Revenue	\$ 20,055.00	\$ 60,900.00	\$ 36,255.00	\$ 36,255.00	
Meetings Expenses	\$ 2,021.25	\$ 31,042.50	\$ 2,021.25	\$ 2,021.25	
Meetings Income	\$ 18,033.75	\$ 29,857.50	\$ 34,233.75	\$ 34,233.75	
3305 Annual Meeting Revenue					
3305.1 Annual Meeting Sponsorships	3,617.00	7,500.00	3,000.00	0.00	
3305.2 Annual Meeting Registrations	2,085.00	24,075.00	20,000.00	0.00	
Total 3305 Annual Meeting	\$ 5,702.00	\$ 31,575.00	\$ 23,000.00	\$ 0.00	
4307 Annual Meeting Expense					
4307.2 Annual Meeting Travel	0.00	2,800.00	2,000.00	0.00	
4307.3 Annual Meeting F&B	0.00	13,870.00	9,000.00	0.00	
4307.4 Annual Meeting AV/Rm Rental	0.00	3,500.00	2,000.00	0.00	
4307.5 Annual Meeting Supplies	0.00	625.00	500.00	0.00	
4307.6 Annual Meeting Activities	0.00	9,585.00	9,585.00	0.00	
Total 4307 Annual Meeting Expense	\$ 0.00	\$ 30,380.00	\$ 23,085.00	\$ 0.00	
Annual Meeting Income	\$5,702.00	\$1,195.00	(\$85.00)	\$0.00	
3306 Spring Conference Revenue					
3306.1 Spring Conference Sponsorships	4,618.00	13,050.00	13,050.00	11,000.00	

3306.2 Spring Conference Registrations	1,196.00	29,000.00	22,825.00	19,370.00	budgeted 105@\$275; in-person 83@\$275; virtual 130 @\$149
	\$ 5,814.00	\$ 42,050.00	\$ 35,875.00	\$ 30,370.00	
Total 3306 Spring Conference					
4308 Spring Conference Expense					
4308.2 Spring Conference Travel	0.00	50.00	50.00	0.00	
4308.3 Spring Conference F&B	0.00	17,100.00	17,100.00	0.00	
4308.4 Spring Conference AV/Rm Rental	0.00	5,850.00	5,850.00	2,000.00	
4308.5 Spring Conference Supplies	0.00	555.00	5,000.00	7,000.00	
4308.7 Spring Conference Speaker	0.00	2,000.00	2,000.00	3,000.00	
Total 4308 Spring Conference Expense	\$ 0.00	\$ 25,555.00	\$ 30,000.00	\$ 12,000.00	
Spring Conference Income	\$ 5,814.00	\$ 16,495.00	\$ 5,875.00	\$ 18,370.00	
3307 ACEC/PA Fall Conference					
3307.1 Fall Conference Sponsorships	19,308.00	11,550.00	13,106.00	13,106.00	
3307.2 Fall Conference Registrations	8,217.00	28,238.00	14,850.00	14,850.00	150 @\$99
Total 3307 ACEC/PA Fall Conference	\$ 27,525.00	\$ 39,788.00	\$ 27,956.00	\$ 27,956.00	
4309 ACEC/PA Fall Conference Expense					
4309.2 Fall Conference Travel	0.00	20.00	0.00	0.00	
4309.3 Fall Conference F&B	900.00	11,970.00	0.00	0.00	
4309.4 Fall Conference AV/Rm Rental	500.00	3,300.00	1,500.00	1,500.00	
4309.5 Fall Conference Supplies	0.00	250.00	6,000.00	6,000.00	
Total 4309 ACEC/PA Fall Conference Expense	\$ 1,400.00	\$ 15,540.00	\$ 7,500.00	\$ 7,500.00	
Fall Conference Income	\$ 26,125.00	\$ 24,248.00	\$ 20,456.00	\$ 20,456.00	
3308 Diamond Awards					
3308.1 Diamond Awards Sponsorships	300.00	16,000.00	7,000.00	7,000.00	
3308.2 Diamond Awards Registrations	0.00	34,500.00	0.00	0.00	Free event to members
3308.3 Diamond Awards Project Submission Fee	13,200.00	13,500.00	13,200.00	13,200.00	
Total 3308 Diamond Awards	\$ 13,500.00	\$ 64,000.00	\$ 20,200.00	\$ 20,200.00	
4306 Diamond Awards Expense					
4306.1 Awards Expense	0.00	2,000.00	2,500.00	2,500.00	mail awards
4306.2 Diamond Awards Travel	0.00	280.00	0.00	0.00	
4306.3 Diamond Awards F&B	1,000.00	32,295.00	0.00	0.00	
4306.4 Diamond Awards AV/Rm Rental	0.00	10,950.00	25,000.00	25,000.00	platform for event
4306.5 Diamond Awards Supplies/Misc.	0.00	8,300.00	750.00	750.00	
Total 4306 Diamond Awards Expense	\$ 1,000.00	\$ 53,825.00	\$ 28,250.00	\$ 28,250.00	
Diamond Awards Income	\$12,500.00	\$10,175.00	(\$8,050.00)	(\$8,050.00)	
Total Revenue	\$512,010.97	\$683,638.00	\$601,011.00	\$572,506.00	
Total Expenditures	\$184,769.16	\$703,692.50	\$643,467.78	\$594,352.78	
Net Operating Revenue	\$327,241.81	(\$20,054.50)	(\$42,456.78)	(\$21,846.78)	

	Actual	Budget	Virtual 10 Months	Virtual 12 Months	
3300 Meetings Revenue					
3301 Central Chapter Meeting	6,405.00	10,900.00	10,605.00	10,605.00	40 per meeting
3302 Eastern Chapter Meeting	5,145.00	18,150.00	9,000.00	9,000.00	45 per meeting
3303 Western Chapter Meeting	5,530.00	20,150.00	10,000.00	10,000.00	45 per meeting
3304 Govt Affairs Breakfast	2,975.00	11,700.00	6,650.00	6,650.00	35 per meeting
4300 Meetings Expense					
4302 Central Chapter Mtg Expense					
4302.2 Central Chapter Mtg Travel	0.00	12.00	0.00	0.00	
4302.3 Central Chapter Mtg F&B	0.00	5,100.00	0.00	0.00	
4302.4 Central Chapter Mtg AV/Rm Rental	0.00	1,990.00	0.00	0.00	platform is pd for via subscription
Total 4302 Central Chapter Mtg Expense	\$ 0.00	\$ 7,102.00	\$ 0.00	\$ 0.00	
4303 Eastern Chapter Mtg Expense					
4303.2 Eastern Chapter Mtg Travel	0.00	100.00	0.00	0.00	
4303.3 Eastern Chapter Mtg F&B	2,021.25	9,800.00	2,021.25	2,021.25	assuming we get out of contracts w/ no fee (\$6000) platform is pd for via subscription
4303.4 Eastern Chapter Mtg AV/Rm Rental	0.00	1,000.00	0.00	0.00	
Total 4303 Eastern Chapter Mtg Expense	\$ 2,021.25	\$ 10,900.00	\$ 2,021.25	\$ 2,021.25	
4304 Western Chapter Mtg Expense					
4304.2 Western Chapter Mtg Travel	0.00	320.00	0.00	0.00	
4304.3 Western Chapter Mtg F&B	0.00	6,920.00	0.00	0.00	platform is pd for via subscription
Total 4304 Western Chapter Mtg Expense	\$ 0.00	\$ 7,240.00	\$ 0.00	\$ 0.00	
4305 Govt Affairs Bfast Expense					
4305.2 Govt Affairs Bfast Travel	0.00	10.50	0.00	0.00	
4305.3 Govt Affairs Bfast F&B	0.00	3,800.00	0.00	0.00	platform is pd for via subscription
4305.4 Govt Affairs Bfast AV/Rm Rental	0.00	1,990.00	0.00	0.00	
Total 4305 Govt Affairs Bfast Expense	\$ 0.00	\$ 5,800.50	\$ 0.00	\$ 0.00	
Meetings Revenue	\$ 20,055.00	\$ 60,900.00	\$ 36,255.00	\$ 36,255.00	
Meetings Expenses	\$ 2,021.25	\$ 31,042.50	\$ 2,021.25	\$ 2,021.25	
Meetings Income	\$ 18,033.75	\$ 29,857.50	\$ 34,233.75	\$ 34,233.75	

3305 Annual Meeting Revenue					
3305.1 Annual Meeting Sponsorships	3,617.00	7,500.00	3,000.00	0.00	
3305.2 Annual Meeting Registrations	2,085.00	24,075.00	20,000.00	0.00	
Total 3305 Annual Meeting	\$ 5,702.00	\$ 31,575.00	\$ 23,000.00	\$ 0.00	
4307 Annual Meeting Expense					
4307.2 Annual Meeting Travel	0.00	2,800.00	2,000.00	0.00	
4307.3 Annual Meeting F&B	0.00	13,870.00	9,000.00	0.00	
4307.4 Annual Meeting AV/Rm Rental	0.00	3,500.00	2,000.00	0.00	
4307.5 Annual Meeting Supplies	0.00	625.00	500.00	0.00	
4307.6 Annual Meeting Activities	0.00	9,585.00	9,585.00	0.00	
Total 4307 Annual Meeting Expense	\$ 0.00	\$ 30,380.00	\$ 23,085.00	\$ 0.00	
Annual Meeting Income	\$5,702.00	\$1,195.00	(\$85.00)	\$0.00	

3306 Spring Conference Revenue					
3306.1 Spring Conference Sponsorships	4,618.00	13,050.00	13,050.00	11,000.00	

					budgeted 105@\$275; in-person 83@\$275; virtual 130 @\$149
3306.2 Spring Conference Registrations	1,196.00	29,000.00	22,825.00	19,370.00	
Total 3306 Spring Conference	\$ 5,814.00	\$ 42,050.00	\$ 35,875.00	\$ 30,370.00	
4308 Spring Conference Expense					
4308.2 Spring Conference Travel	0.00	50.00	50.00	0.00	
4308.3 Spring Conference F&B	0.00	17,100.00	17,100.00	0.00	
4308.4 Spring Conference AV/Rm Rental	0.00	5,850.00	5,850.00	2,000.00	
4308.5 Spring Conference Supplies	0.00	555.00	5,000.00	7,000.00	
4308.7 Spring Conference Speaker	0.00	2,000.00	2,000.00	3,000.00	
Total 4308 Spring Conference Expense	\$ 0.00	\$ 25,555.00	\$ 30,000.00	\$ 12,000.00	
Spring Conference Income	\$ 5,814.00	\$ 16,495.00	\$ 5,875.00	\$ 18,370.00	

3307 ACEC/PA Fall Conference					
3307.1 Fall Conference Sponsorships	19,308.00	11,550.00	13,106.00	13,106.00	
3307.2 Fall Conference Registrations	8,217.00	28,238.00	14,850.00	14,850.00	150 @\$99
Total 3307 ACEC/PA Fall Conference	\$ 27,525.00	\$ 39,788.00	\$ 27,956.00	\$ 27,956.00	
4309 ACEC/PA Fall Conference Expense					
4309.2 Fall Conference Travel	0.00	20.00	0.00	0.00	
4309.3 Fall Conference F&B	900.00	11,970.00	0.00	0.00	
4309.4 Fall Conference AV/Rm Rental	500.00	3,300.00	1,500.00	1,500.00	
4309.5 Fall Conference Supplies	0.00	250.00	6,000.00	6,000.00	
Total 4309 ACEC/PA Fall Conference Expense	\$ 1,400.00	\$ 15,540.00	\$ 7,500.00	\$ 7,500.00	
Fall Conference Income	\$ 26,125.00	\$ 24,248.00	\$ 20,456.00	\$ 20,456.00	

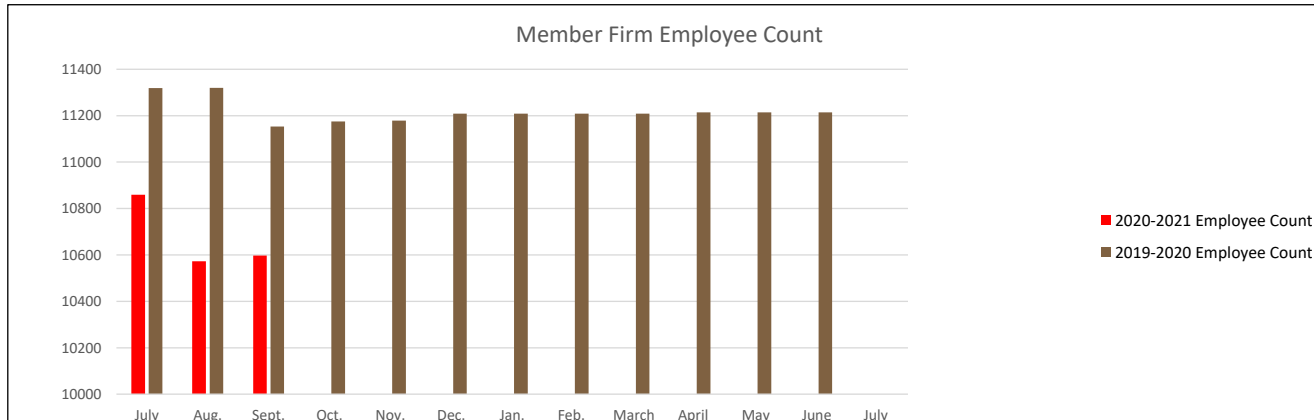
3308 Diamond Awards					
3308.1 Diamond Awards Sponsorships	300.00	16,000.00	7,000.00	7,000.00	
3308.2 Diamond Awards Registrations	0.00	34,500.00	0.00	0.00	Free event to members
3308.3 Diamond Awards Project Submission Fee	13,200.00	13,500.00	13,200.00	13,200.00	
Total 3308 Diamond Awards	\$ 13,500.00	\$ 64,000.00	\$ 20,200.00	\$ 20,200.00	
4306 Diamond Awards Expense					
4306.1 Awards Expense	0.00	2,000.00	2,500.00	2,500.00	mail awards
4306.2 Diamond Awards Travel	0.00	280.00	0.00	0.00	
4306.3 Diamond Awards F&B	1,000.00	32,295.00	0.00	0.00	
4306.4 Diamond Awards AV/Rm Rental	0.00	10,950.00	25,000.00	25,000.00	platform for event
4306.5 Diamond Awards Supplies/Misc.	0.00	8,300.00	750.00	750.00	
Total 4306 Diamond Awards Expense	\$ 1,000.00	\$ 53,825.00	\$ 28,250.00	\$ 28,250.00	
Diamond Awards Income	\$12,500.00	\$10,175.00	(\$8,050.00)	(\$8,050.00)	

Total Revenue	\$512,010.97	\$683,638.00	\$601,011.00	\$572,506.00
Total Expenditures	\$184,769.16	\$703,692.50	\$643,467.78	\$594,352.78
Net Operating Revenue	\$327,241.81	(\$20,054.50)	(\$42,456.78)	(\$21,846.78)

September 2020 Membership Reports

Member Firms

Month	Starting Index	Starting # Employees	Anniversary Variation Index	Anniversary Variation Employee Count	New Index	New # Employees	Drop Index	Drop # Employees	2020-2021 Index	Employee Count
July	1249.93	11020	0	0	0	0	19.18	161	1230.75	10859
Aug.	1230.75	10859	0	0	0	0	43.59	286	1187.16	10573
Sept.	1187.16	10573	0	0	8.23	40	6.51	16	1188.88	10597
Oct.										
Nov.										
Dec.										
Jan.										
Feb.										
March										
April										
May										
June										
July										



Reconciliation from Certification	6.30.2020 Ending Index	6.30.2020 Ending EE Cnt	7.1.2020 Starting Index after cert	7.1.2020 Starting EE Cnt after cert
	1278.01	11214	1249.93	11020

Anniversary Variation	Invoice Date	Index	Employee Count
Naik Group	9.1.2020	-	-

September New Member Firms		
Firm Name	Index	Employee Count
JHA Companies	8.23	40
Totals	8.23	40

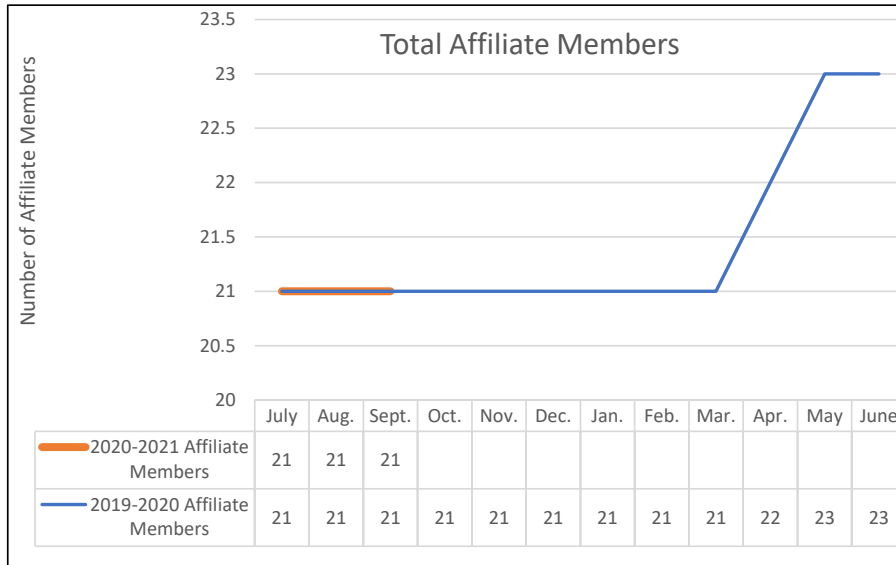
YTD New Member Firms		
Firm Name	Index	Employee Count
JHA Companies	8.23	40
Totals	8.23	40

September Drop Member Firms		
Firm Name	Index	Employee Count
Geo-Explorers, Inc.	2.78	6
FIGG Bridge Engineers, Inc.	3.73	10
Totals	6.51	16

YTD Drop Member Firms		
Firm Name	Index	Employee Count
Borton-Lawson	18.18	160
Eugene J. Aufiero & Associates, Inc.	1.00	1
First Capital Engineering, Inc.	5.05	17
Stahl Sheaffer Engineering, LLC	16.28	132
Armstrong Engineering Associates, Inc.	9.77	54
Earth Engineering, Inc.	12.49	83
Geo-Explorers, Inc.	2.78	6
FIGG Bridge Engineers, Inc.	3.73	10
Totals	69.28	463

**September 2020 Membership Reports
Affiliate Members**

Month	Starting Members	New Members	Dropped Members	2020-2021 Affiliate Members
July	23	0	2	21
Aug.	21	0	0	21
Sept.	21	0	0	21
Oct.				
Nov.				
Dec.				
Jan.				
Feb.				
Mar.				
Apr.				
May				
June				



September New Affiliate Members

YTD New Affiliate Members

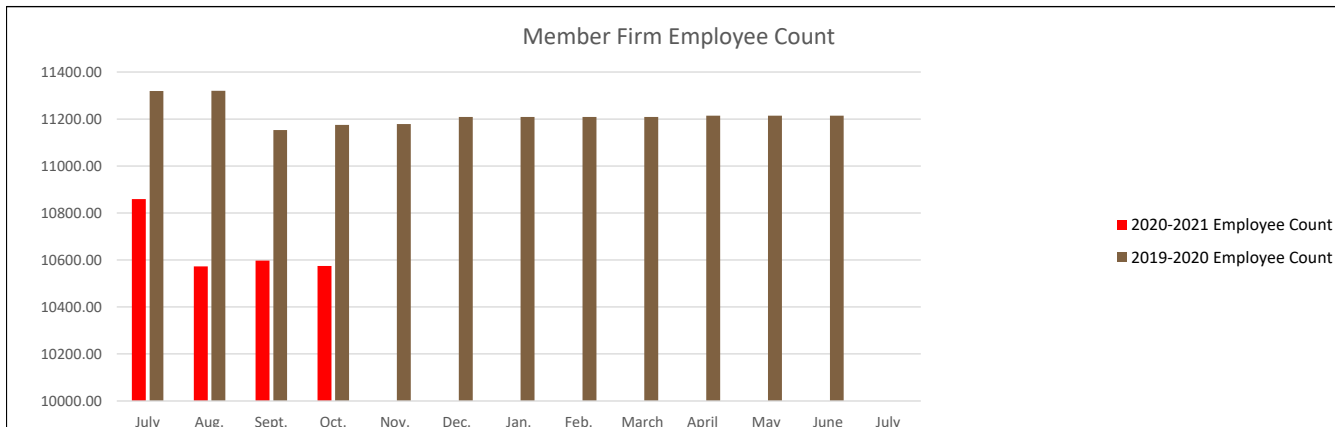
September Drop Affiliate Members

YTD Drop Affiliate Members
Customer Follow Up, Inc. (7.30.2020)
Oswald Companies (7.31.2020)

October 2020 Membership Reports

Member Firms

Month	Starting Index	Starting # Employees	Anniversary Variation Index	Anniversary Variation Employee Count	New Index	New # Employees	Drop Index	Drop # Employees	2020-2021 Index	Employee Count
July	1249.93	11020.00	0.00	0.00	0.00	0.00	19.18	161.00	1230.75	10859.00
Aug.	1230.75	10859.00	0.00	0.00	0.00	0.00	43.59	286.00	1187.16	10573.00
Sept.	1187.16	10573.00	0.00	0.00	8.23	40.00	6.51	16.00	1188.88	10597.00
Oct.	1188.88	10597.00	0.00	0.00	0.00	0.00	5.85	22.00	1183.03	10575.00
Nov.										
Dec.										
Jan.										
Feb.										
March										
April										
May										
June										
July										



Reconciliation from Certification	6.30.2020 Ending Index	6.30.2020 Ending EE Cnt	7.1.2020 Starting Index after cert	7.1.2020 Starting EE Cnt after cert
	1278.01	11214	1249.93	11020

Anniversary Variation	Invoice Date	Index	Employee Count
Naik Group	9.1.2020	-	-
ATCS PLC	10.1.2020	-	-

October New Member Firms		
Firm Name	Index	Employee Count
Totals		

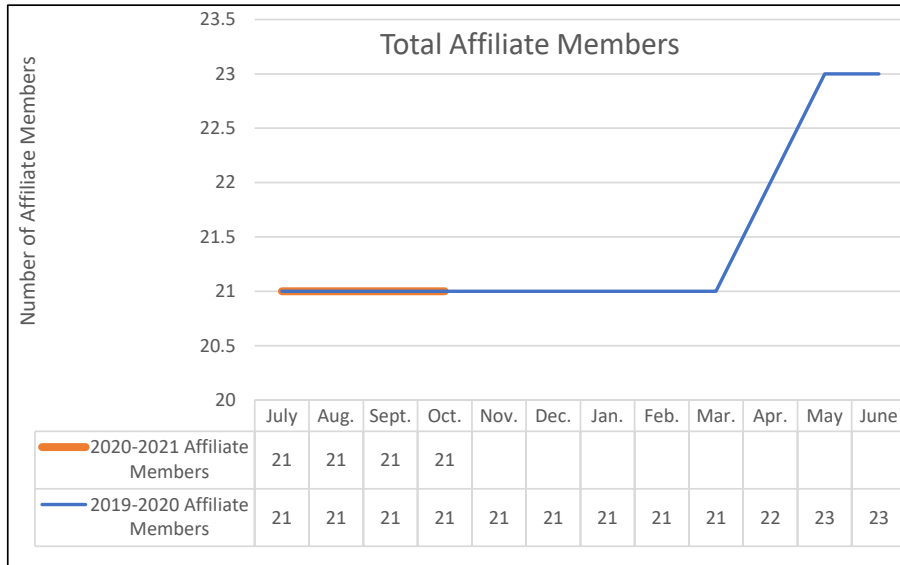
YTD New Member Firms		
Firm Name	Index	Employee Count
JHA Companies	8.23	40
Totals	8.23	40

October Drop Member Firms		
Firm Name	Index	Employee Count
S P Engineering	5.85	22
Totals	5.85	22

YTD Drop Member Firms		
Firm Name	Index	Employee Count
Borton-Lawson	18.18	160
Eugene J. Aufiero & Associates, Inc.	1.00	1
First Capital Engineering, Inc.	5.05	17
Stahl Sheaffer Engineering, LLC	16.28	132
Armstrong Engineering Associates, Inc.	9.77	54
Earth Engineering, Inc.	12.49	83
Geo-Explorers, Inc.	2.78	6
FIGG Bridge Engineers, Inc.	3.73	10
S P Engineering	5.85	22
Totals	75.13	485

**October 2020 Membership Reports
Affiliate Members**

Month	Starting Members	New Members	Dropped Members	2020-2021 Affiliate Members
July	23	0	2	21
Aug.	21	0	0	21
Sept.	21	0	0	21
Oct.	21	0	0	21
Nov.				
Dec.				
Jan.				
Feb.				
Mar.				
Apr.				
May				
June				



October New Affiliate Members

YTD New Affiliate Members

October Drop Affiliate Members

YTD Drop Affiliate Members
Customer Follow Up, Inc. (7.30.2020)
Oswald Companies (7.31.2020)



2020 ACEC PAC Contributors

As of October 31, 2020

2020 ACEC PAC Goal \$33,958 YTD Raised **\$31,250**

2019 ACEC PAC Goal-\$33,958, Raised-\$24,625

\$2500-up

David DeLizza, Pennoni Associates

Tom Reilly, The EADS Group, Inc.

\$1,000-2499

John Burns, Burns Engineering

Larson Design Group PAC

Michael Baker Corporation PAC

\$500-999

Sandra Basehore, Skelly and Loy, Inc.

Michael Bougher, Stantec

Roseline Bougher, A.D. Marble

Eric Frary, Michael Baker International

Ryan Gargan, Lochner

Michael Girman, AECOM

Bill Gross, HDR

Jeffrey Guzy, Rummel, Klepper & Kahl, LLP

Ernest Hanna, GZA Geoenvironmental, Inc.

Troy Holloway, Century Engineering, Inc.

Kevin Johnson, TPD, Inc.

Joyce Markosky, The Markosky Engineering Group, Inc.

Mark Markosky, The Markosky Engineering Group, Inc.

Matt Marquardt, Urban Engineers, Inc.

Matthew Natale, Johnson, Mirmiran & Thompson

Donna Newell, NTM Engineering, Inc.

Andrew Pennoni, Pennoni Associates, Inc.

Domenic Piccolomini, SPK Engineering, Inc.

John Prybella, WBCM

Joseph Riley, WSP

Derek Rogers, RIG Consulting, Inc.

Perry Schweiss, SPK Engineering, Inc.

Rosanna Smithnosky, Susquehanna Civil, Inc.

Eric Veydt, Gannett Fleming, Inc.

\$250-499

Art Barrett, Gannett Fleming, Inc.

Paul McNamee, KCI Technologies
Casey Moore, McMahon Associates, Inc.
Todd Morris, Pennoni Associates, Inc.
Joseph O'Neil, WBCM
Glenn Stickel, SAI Consulting Engineers, Inc.

\$1-249

Matthew Archey, Borton-Lawson
Apryle Davis, The Markosky Engineering Group, Inc.
Barry Epley, Johnson, Mirmiran & Thompson
Stan Favlick, AXA XL
Douglas George, Stantec
Richard Hilboky, Gibson-Thomas Engineering, Co., Inc.
Deborah Hoover, KCI Technologies, Inc.
Joel Keels, KCI Technologies, Inc.
Polina Knaster, AGES, Inc.
Gregory Lang, KCI Technologies, Inc.
Thomas Lindsey, KCI Technologies, Inc.
Jesse Love, Gannett Fleming, Inc.
Michael Marso, Stahl Sheaffer Engineering, LLC
Eric Martz, KCI Technologies, Inc.
Adam Melewsky, Pennoni Associates, Inc.
Eric Meyer, WRA
Robert Nuss, KCI Technologies, Inc.
Marc Pinto, Susquehanna Civil, Inc.
Barry Schoch, KCI Technologies, Inc.
Christopher Vollmer, Gannett Fleming, Inc.



2020 CEPA PAC Contributors

As of October 31, 2020

2020 CEPA PAC Goal - \$25,000
Contributions received to date - \$22,250
Total PAC Fund to date - \$22,433

\$1,000 - \$2,500

Erdman Anthony PAC
Larson Design Group PAC

\$500 - \$999

Sandra Basehore, Skelly & Loy
Michael Bougher, Stantec Consulting Services, Inc.
Roseline Bougher, AD Marble & Company
Gregory Brennan, Alfred Benesch & Company
Eric Frary, Michael Baker International
Ryan Gargan, Lochner
Michael Girman, AECOM
Jeff Guzy, RK&K
Bill Gross, HDR
David Hamlet, Gannett Fleming, Inc.
Troy Holloway, Century Engineering
Kevin Johnson, TPD
Patrick Kane, GPI
Joyce Markosky, Markosky Engineering
Mark Markosky, Markosky Engineering
Matthew Marquardt, Urban Engineers
Casey Moore, McMahon Associates, Inc.
Andrew Pennoni, Pennoni
Domenic Piccolomini, SPK Engineering, Inc.
John Prybella, WBCM
Damon Rhodes, Larson Design Group
Joe Riley, WSP USA, Inc.
Derek Rogers, RIG Consulting, Inc.
Perry Schweiss, SPK Engineering, Inc.
Rosanna Smithnosky, Susquehanna Civil, Inc.
Maggie Talarico, Foresight Construction Services, LLC
Eric Veydt, Gannett Fleming, Inc.

\$250 - \$499

Tom Bice, Gannett Fleming, Inc.
Janet Cunningham, JBC Associates, Inc.
Thomas Cushman, AECOM

Gerald Fry, JMT
Ernest Hanna, GZA
Paul McNamee, KCI Technologies, Inc.
John Mitchell, McMahon Associates
Jeffrey Roken, Urban Engineers
Glenn Stickel, SAI Consulting Engineers
Matthew Walerysiak, The Engineering Markosky Group, Inc.
Scott Zeevaart, Gannett Fleming, Inc.

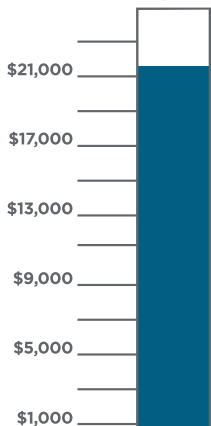
\$1 - \$249

Jonathon Balko, The Markosky Engineering Group, Inc.
Christopher Bauer, McMahon Associates
Greg Cerminara, Gannett Fleming, Inc.
W. Casey Deller, KCI Technologies, Inc.
Barry Epley, JMT
Deb Hoover, KCI Technologies, Inc.
Michael Houser, The Markosky Engineering Group, Inc.
Jeffrey Knueppel, KCI Technologies, Inc.
Matt Kozsuch, McMahon Associates
Thomas Leckrone, Gannett Fleming, Inc.
Thomas Lindsey, Jr, KCI Technologies, Inc.
Jesse Love, Gannett Fleming, Inc.
Eric Martz, KCI Technologies, Inc.
Robert Nuss, KCI Technologies, Inc.
Marc Pinto, Susquehanna Civil, Inc.
John Porter, KCI Technologies, Inc.
Ed Reese, GPD Group
Douglas Smith, Prime AE
Brian Teles, Gannett Fleming, Inc.
Christopher Vollmer, Gannett Fleming, Inc.

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 Janet Cunningham
 Thomas Cushman
 Barry Epley
 Jeff Guzy
 Troy Holloway
 Patrick Kane
 Matthew Kozsuch
 Paul McNamee
 Andrew Pennoni
 Domenic Piccolomini
 Ed Reese
 Damon Rhodes
 Rosanna Smithnosky
 Glenn Stickel
 Matthew Walerysiak
 (From July 1 to September 30, 2020)

\$25,000



LEGISLATIVE

Senate

SB 494 Local Government Commission

SB 596 Pennsylvania Clean Transportation Infrastructure Act (ACEC/PA has taken a supportive position)

SB 778 Amends Titles 74 (Transportation) & 75 (Vehicles), in

sustainable mobility options, further providing for Public Transportation Trust Fund; and, in Pennsylvania Turnpike, further providing for definitions.

SB 1133 Information Technology Billing Verification Software

House

HB 99 Improving DEP Permitting Process – On-Line Permit Tracking System

HB 163 Modernize PA's Separations Act

HB 414 DEP Permitting Review Timeframes – Erosion & Sediment Control Program

HB 509 Reform to Increase Permit Transparency

HB 1003 Amends Title 30 (Fish), in dams, bar racks and migration devices, further providing for marking of dams. Signed by the Governor (ACT 39) 07.01.2020

HB 1103 Amends Fiscal Code further providing for definitions, use of funds, amount of grant and for guidelines for applications.

HB 2025 RGGI Bill regarding authorization

HB 2062 Asphalt vs Concrete; Pavement Advisory Committee

HB 2063 Design Build

HB 2065 P3

HB 2066 Ticket Funding Going to PSP

HB 2067 Phl Casino Revenues to First Class Cities for Transit Capital Programs

HB 2068 County Referendums

HB 2069 Consolidated Permitting for Hwy/Large Projects

HB 2101 Engineer, Land Surveyor and Geologist Registration Law

HB 2172 PASSHE Reform _ Bill Package (QBS Elimination)

HB 2361 Mobility Option; Public Transportation Trust Fund; PTC Stepdown

Contribute by going to acecpa.org/page/CEPAPACState

*View the [CEPA PAC](#) and [ACEC](#) monthly reports.

CEPA PAC DONATIONS TO CANDIDATES

Friends of Tim Hennessey	\$2,000.00
Friends of Todd Stephens	\$1,000.00
Friends of Mike Carroll	\$2,000.00

ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES

American Council of Engineering Companies

1015 15th Street NW, 8th Floor
Washington DC 20005-2605

Phone: 202-347-7474 | Fax: 202-898-0068

E-mail: acec@acec.org | www.acec.org

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Ernest Hanna

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Joel Keels

Polina Knaster

Gregory Lang

Thomas Lindsey

Michael Marso

Eric Martz

Paul McNamee

Adam Melewsky

Eric Meyer

Casey Moore

Robert Nuss

Andrew Pennoni

Domenic Piccolomini

Marc Pinto

Barry Schoch

Glenn Stickel

Michael Baker Corporation PAC

Transystems Corporation PAC

(From July 1 to September 30, 2020)



LEGISLATIVE

The American Council of Engineering Companies – the voice of the business of engineering – released the following statement on passage of H.R. 2, the Moving Forward Act: [HR 2](#)

[ACEC Recovery Agenda for Transportation](#)

The centerpiece of a national infrastructure-based recovery agenda should be a multi-year reauthorization of the nation's surface transportation law – the FAST Act – with sustainable and growing revenues to support critical highway and transit projects.

[ACEC Recovery Agenda for Water Infrastructure](#)

Congress should include a robust water infrastructure component to an infrastructure-based recovery agenda in 2020, built around investments in ports and waterways, flood control, hydropower, and water and wastewater programs under a new Water Resources Development Act (WRDA).

ACEC and Seven Partner Groups Oppose Spyware Legislation in Pennsylvania [SB 1133](#) ([link to document](#))



ACEC DONATIONS TO CANDIDATES

Committee	Amount
Brian Fitzpatrick For Congress	\$2,500.00
Dwight Evans For Congress	\$2,000.00
Conor Lamb For Congress	\$1,000.00
Friends of Glenn Thompson	\$1,000.00
Smucker For Congress	\$1,000.00

To contribute to the ACEC PAC,
[click here.](#)

To be expanded upon and included in the Governance Manual:

Procedures for annual evaluation for the Executive Director of the ACEC/PA

1. On or before May 1st, the President distributes the following documents to each member of the current Board of Directors:
 - a. Goals and Priorities established prior to current evaluation period;
 - b. Strategic goals for the Association;
 - c. Evaluation Instrument.
2. May Board meeting – BOD establishes goals and priorities for the next program year.
3. On or before June 1st, each Board member returns completed *Evaluation Instrument* as directed within the document.
4. On or before June 1st, the ED completes the self-evaluation performance review and provides a copy to the Immediate Past President, President, and President Elect.
5. Prior to July 1st, the Immediate Past President, President, and President Elect compile, review, and prepare the formal review document for the ED.
6. Prior to July 1st, the President conducts the formal review with the ED.
7. Prior to next board meeting, the President provides a summary of the evaluation to the board.

ANNUAL EVALUATION INSTRUMENT FOR THE ACEC/PA EXECUTIVE DIRECTOR

**Annual Review for Program Year 2020/2021 –
July 2020 through June 2021**

This evaluation instrument is confidential. It will be shared only with the three members of the ACEC/PA Executive Committee's Executive Director Annual Review Committee, consisting of the Immediate Past President, the President, and the President Elect.

This evaluation is based on the attached priorities and goals document for the Executive Director (ED) and ACEC/PA Strategic Goals and Plan for 2020/2021 program year (both documents attached). Please review the attached documents and this evaluation form carefully and circle "YES", "NO" or "CAN'T SAY", depending on whether or not you believe the ED fulfilled expectations as stated. Should you wish to elaborate on a particular aspect of the ED's performance, please do so in the space provided for each item.

The purpose of this evaluation is to assist the ED and ACEC/PA in doing the best job possible for its members. ***Therefore, if you answer "NO" for any question, please be sure to provide specific examples and/or possible solutions so that we can learn from the evaluation.***

Keep in mind that this evaluation covers the period from July 1, 2020 through June 30, 2021 and that your responses should be based on the ED's overall performance rather than on isolated incidents.

BASIC FUNCTIONS:

The Executive Director has responsibility for ensuring the legal and ethical integrity of ACEC/PA and for the effective conduct of its affairs by participating in the formulation of ACEC/PA's mission, goals, objectives and related policies. In this regard, the Executive Director:

1. Has high standards of ethics and is committed to the integrity of the Association and the profession it represents.

YES

NO

CAN'T SAY

-
2. Has a vision of where the association is headed and adheres to ACEC/PA's mission, goals and related policies.

YES

NO

CAN'T SAY

SPECIFIC RESPONSIBILITIES

The Executive Director's performance is evaluated both in terms of goals and process. Keep in mind the attached annual statement of goals when completing the rest of this evaluation form.

A. Advocacy:

1. Has the Executive Director focused the appropriate amount of time and resources to support the association in this category?

YES

NO

CAN'T SAY

2. Has the ED engaged in meetings and interacted with legislators in a sufficient manner to advance the goals of the associations?

YES

NO

CAN'T SAY

3. Has the ED engaged and provided support to promote legislative outreach and Government Affairs?

YES

NO

CAN'T SAY

4. Additional comments:
-
-
-

B. Partnerships:

1. Has the Executive Director focused the appropriate amount of time and resources to support the association in this category?

YES

NO

CAN'T SAY

2. Has the ED performed in accordance with expectations in preparing and participating in Meetings and Workshops specifically related to PennDOT and the Pennsylvania Turnpike Commission?

YES

NO

CAN'T SAY

3. The ED works effectively with representatives of other professional associations, and nongovernmental organizations on behalf of Board leadership and membership.

YES

NO

CAN'T SAY

-
4. The ED performed in accordance with expectations in maintaining and enhancing the association's relationship with the KTFC?

YES

NO

CAN'T SAY

-
5. Additional comments:
-
-
-

C. Membership Retainage and Recruitment:

1. The ED has maintained and distributed promotional materials for membership retainage and recruitment.

YES

NO

CAN'T SAY

-
2. The ED maintains a potential member list and takes the lead in performing timely and meaningful engagement.

YES

NO

CAN'T SAY

-
3. Initiates and implements activities to promote membership and its value in practice and in education.

YES

NO

CAN'T SAY

-
4. Additional comments:
-
-
-

D. Committee and Task Force Participation:

1. Has the Executive Director focused the appropriate amount of time and resources to support the association in this category?

YES NO CAN'T SAY

2. Has the Executive Director maintained a presence on the Core Committees to advance the interests of member firms?

YES NO CAN'T SAY

3. Additional comments:

E. Association Management: The Executive Director is responsible to the Board and membership for promoting the growth and development of ACEC/PA and its individual members. To this end, the Executive Director:

1. Provides the Board and the Executive Committee with information to prepare them for making informed decisions and for carrying out their leadership responsibilities.

YES NO CAN'T SAY

2. Has the ED supported the development of ACEC/PA annual events?

YES NO CAN'T SAY

3. Effectively communicates, directs and supervises ACEC/PA staff to meet the expectations of the association.

YES NO CAN'T SAY

4. Coordinated with third party entities in preparation of the association's tax documents and provided the Board information to allow them to make informed decisions.

YES NO CAN'T SAY

In conjunction with the Officers, the Executive Director serves as a major spokesperson for ACEC/PA outside the Association. In this regard, the Executive Director:

5. Collaborates, when appropriate, with the leadership and staff at ACEC National, the media and with other interested parties.

YES

NO

CAN'T SAY

-
6. Presents a professional image of ACEC/PA.

YES

NO

CAN'T SAY

-
7. Additional comments:
-
-
-

OTHER QUESTIONS:

From your perspective, did the ED perform as expected regarding the priorities established for this program year, (time allocation, communication, documentation, etc.)

In your opinion, are there different/other things you would like the ED to concentrate on for the upcoming program year? If so, please explain.

Is there anything else that you would like comment upon?

Signature

Date

Print your name

Please send your confidential response to the address below, for receipt **no later** than June 1, 2021:

(Include)
Immediate Past President Email Address:
President Email Address:
President Elect Email Address:

Priorities/Goal Setting

30% Advocacy

- Coordinate Individual Meetings with legislators
- ACEC/PA Advocacy Events – Spring Conference/Legislative Forum
- Flyers/Brochure development and distribution
- Interaction with Legislative Transportation Committees/Leadership
- Preparation and Delivery of Legislative Briefings/hearings
- Evaluation and Comments on pertinent legislation – prepare position papers or letters of support for Board Approval
- Provide Insight for support of State and Federal legislators
- Assist ACEC/PA Legislative Outreach/Government Affairs
- Communicate plans and results to the membership on a regular basis

25% Partnership

- Maintain ACEC/PA Presence with PennDOT/PTC through:
 - Transportation Task Force
 - Quality Task Force
 - Project Delivery Workshop
 - Industry Stakeholders Meeting
 - Quarterly Meeting with the Secretary
- Group of 7, Work with APC, PAPA, ACPA, CAWP, PACA, PennDOT, PTC
- Maintain / Enhance Relationship with Keystone Transportation Funding Coalition

25% Membership Retainage and Recruitment

- Develop and Distribute Promotional Materials for Membership Recruitment
- Develop and maintain a “Potential Member List”
- Track Membership additions and losses
- Be the primary point of contact with potential members
- Perform exit interviews with any member that leaves ACEC/PA

10% Committee and Task Force Participation

- Maintain presence on Core Committee obligations with PennDOT, PTC and other primary owners
- Delegate responsibilities for maintaining committee activity to Board Members (At Large Directors with support from ACEC/PA staff)
- Delegate leadership responsibilities to the Chairs and Vice Chairs of the committees
- Continue to evaluate effectiveness of each committee and work with President / Ex Comm on modifications or new committee.

10% Association Management

- Support the development of ACEC/PA Annual Events, eg Diamond Awards, Spring Conference, Legislative Forum, Legislative Day, Annual Meeting, Fall Conference
- Provide liaison/representation to ACEC National through attendance of National Meetings for Exec Directors, Spring and Fall Conference
- Manage, Set Goals and Perform Annual Evaluations for ACEC/PA Staff
- Work with Treasurer / Finance Committee to establish annual budgets and report back on monthly status.