



## **Board of Directors - Meeting Agenda**

**May 18, 2022**

**2:00 p.m. – 3:30 p.m.**

Call to Order	Veydt
Consent Agenda Action Items	Veydt
Minutes – March 4, 2022	
CEPA PAC Report	
ACEC PAC Report	
Membership Report	
Agenda Action Items	
PAC Commitment	Holloway/Veydt
Financial Report	Markosky
2022-2023 Budget Discussion	Markosky
Reports	
Finance Committee Report	Markosky
National Directors Report	Holloway
Government Affairs Report	Pennoni
President's Report	Veydt
Executive Director Report	Sherman
Open Discussion	Veydt
Adjourn	Veydt



# CONSENT AGENDA ITEMS

## **ACEC/PA Board Meeting Minutes March 4, 2022 at 8:30 a.m. Doubletree Pittsburgh and Virtual**

### Attendees Present Via Teleconference:

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

ACEC/PA Staff: Leeann Sherman, Executive Director

Guests: Shelley Row (Blue Fjord Leaders)

Not present: Michael Girman (Secretary)

Government Affairs: Andrew Pennoni was present

Due to the pandemic this meeting was held virtually and in person.

This meeting was recorded.

### Call to Order

Eric Veydt called the meeting to order at 8:42am.

1. Consent Agenda included the minutes from the January 27, 2022 Board Meeting, as well as the CEPA PAC, ACEC PAC and Membership Reports.

Minor edit to the meeting minutes (3. Financial Report) include the clarification that the Board does in fact review the Financial Report.

Meyer motioned to approve the minutes (as revised) of the January 27, 2022 Board Meeting and the noted reports. Seconded by Riley. Unanimously approved.

2. 2022-2023 Board of Directors & Officer Slate

Holloway presented the proposed slate for the Board of Directors and Officers for 2022-2023. Holloway, Veydt and R. Bougher make up the Nominating Committee. In a meeting with Sherman they worked to develop and bring forward nominations for the Board's consideration.

The current five (5) ExCom members will advance up the slate. R. Bougher (President), M. Bougher (President Elect), Markosky (Vice President, Girman (Treasurer). Smithnosky will be nominated for the Secretary position.

Josh Wilson (ATCS) will replace Smithnosky as Central At Large Director. One (1) year term) Rhodes will stay on for one (1) year as replacement for Gross, Western At Large Director. Kinnee (Eastern), Anthony Dougherty (Central (TPD)) and John Perkun (Western (WBC&M)) are nominated for Two (2) Year Term At Large Directorships.

All Chapter Directors, Presidents and Vice Presidents have been asked to stay on for an additional year.

R. Bougher motioned to accept the slate as presented. Seconded by Gross. Unanimously approved.

### 3. Financial Report

Markosky presented the Treasurer's report as submitted.

Discussion centered on the ongoing IRS issue regarding back taxes and fines for the PACE PAC. Except for 2017 all prior issues related to the PACE PAC have been resolved in our favor.

Markosky highlighted that we are on track budget wise year to date. Budget process is beginning with Markosky, Girman and Sherman. The draft budget will be discussed March 29, 2022 (Markosky, Girman, Sherman) with intent to get final budget to the Board at the May 18, 2022 meeting after the Finance Committee has vetted.

Veydt brought attention to the decrease in dues income as the result of the loss of a member firm and the Accrual Based Accounting that we follow.

Riley motioned to approve the Treasurer's Financial Report. Seconded by R. Bougher. Unanimously approved.

### 4. National Director's Report

Holloway reported that ACEC National Annual Convention (May 22 – 25) will not include visits to legislators on the Tuesday of the convention.

### 5. Government Affairs Report

Pennoni reported that there has been GA activity. These included February 9, 2022 with Rep. Tim Hennessey and Rep. Mike Carroll, as well as February 16, 2022 with Sen. Marty Flynn. There will be a meeting March 9, 2022 with Sheri Collins, PA Dept. of Community and Economic Development.

## 6. President's Report

Veydt mentioned that the yearend (2021/2022) review of Sherman will be sent out soon.

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

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

## 7. ACEC PA Strategic Plan Summary

Row provided an overview of the planning process to date.

Results for the organization's Vision and Mission were provided.

Results for the organization's Strategic Themes were provide.

Discussion of Actionable Items and implementable timelines took place.

A Strategic Planning Committee (SPC) of the board will follow up on action items for the strategic plan. It will be comprised of members of the executive committee and other directors appointed by the incoming president who will also chair the committee.

The executive committee will determine a scope of work for Blue Fjord to hold a working session to kick off work of the SPC.

## 8. Executive Director Report

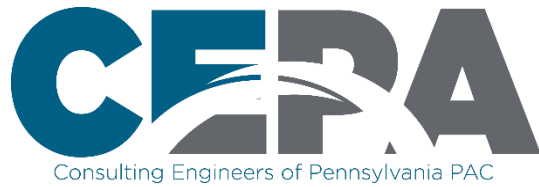
Annual Meeting info is out, registration will open soon. Reserve hotel room ASAP.

Spring Conference May 18-20, 2022 in Harrisburg. Board Meetings on the May 18, 2022.

2022/2023 schedule is being developed.

Safety moment.....do not use the ice buckets in hotels.

Motion to adjourn meeting at 10:31am. Unanimously approved.



## **2022 CEPA PAC Contributors**

*As of April 30, 2022*

2022 CEPA PAC Goal - \$25,000

Contributions received to date - \$7,150

**Total PAC Fund to date - \$43,456.94**

### \$1,000 - \$2,500

Erdman Anthony PAC  
Larson Design Group PAC  
RETTEW PAC

### \$500 - \$999

Mike Bougher, Stantec Consulting Services  
Roseline Bougher, A.D. Marble & Co. Inc.  
Dave Hamlet, Gannett Fleming, Inc.  
Troy Holloway, Century Engineering, LLC  
Mark Markosky, The Markosky Engineering Group, Inc.  
Damon Rhodes, Larson Design Group, Inc.  
Eric Veydt, Gannett Fleming, Inc.

### \$250 - \$499

Christopher Bauer, McMahon Associates, Inc.  
John Mitchell, McMahon Associates, Inc.

### \$1 - \$249

Marc Pinto, Susquehanna Civil, Inc.



**2022 ACEC PAC Contributors**

**As of April 30, 2022**

**2022 ACEC PAC Goal \$33,958 YTD Raised \$4,800**

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

**\$2500-up**

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Kevin Johnson, Traffic, Planning & Design, Inc.

**\$1,000-2499**

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Larson Design Group PAC

**\$500-999**

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Michael Bougher, Stantec

Roseline Bougher, A.D. Marble & Company

Troy Holloway, Century Engineering, Inc.

Eric Veydt, Gannett Fleming, Inc.

**\$250-499**

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**\$0-249**

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Michael Houser, The Markosky Engineering Group, Inc.

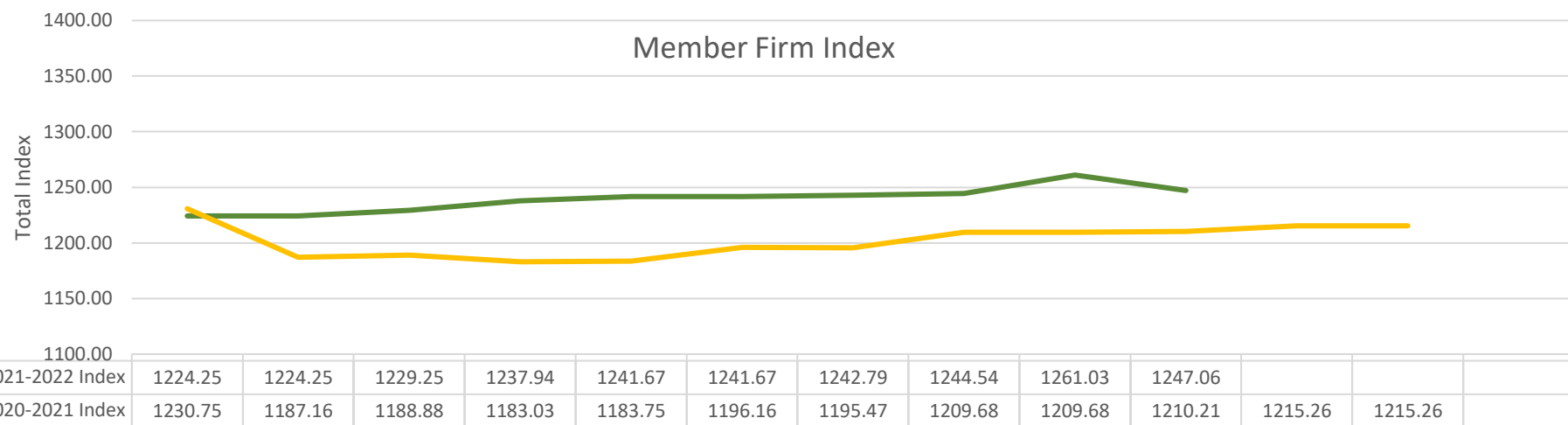
Marc Pinto, Susquehanna Civil, Inc.

Leeann Sherman, ACEC/PA

## April 2022 Membership Reports

### Member Firms

Month	Starting Index	Starting # Employees	Anniversary Variation Index	Anniversary Variation Employee Count	New Index	New # Employees	Drop Index	Drop # Employees	2021-2022 Index	Employee Count
July	1225.25	10974.00	0.00	0.00	0.00	0.00	1.00	1.00	1224.25	10973.00
Aug.	1224.25	10973.00	0.00	0.00	0.00	0.00	0.00	0.00	1224.25	10973.00
Sept.	1224.25	10973.00	1.90	10.00	10.08	57.00	6.98	30.00	1229.25	11010.00
Oct.	1229.25	11010.00	0.00	0.00	8.69	44.00	0.00	0.00	1237.94	11054.00
Nov.	1237.94	11054.00	0.00	0.00	3.73	10.00	0.00	0.00	1241.67	11064.00
Dec.	1241.67	11064.00	0.00	0.00	0.00	0.00	0.00	0.00	1241.67	11064.00
Jan.	1241.67	11064.00	0.29	2.00	13.49	95.00	12.66	85.00	1242.79	11076.00
Feb.	1242.79	11076.00	0.00	0.00	1.75	1.00	0.00	0.00	1244.54	11077.00
March	1244.54	11077.00	0.00	0.00	16.49	135.00	0.00	0.00	1261.03	11212.00
April	1261.03	11212.00	0.00	0.00	0.00	0.00	13.97	101.00	1247.06	11111.00
May										
June										
July										

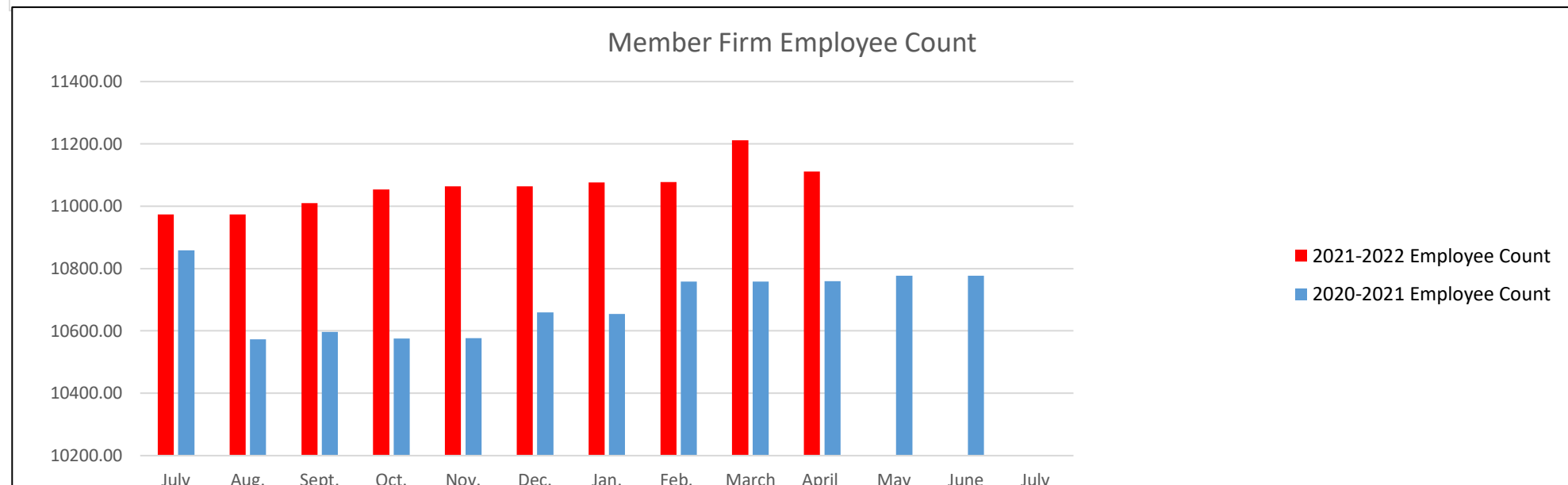


April New Member Firms		
<u>Firm Name</u>	<u>Index</u>	<u>Employee Count</u>
<b>Totals</b>	<b>0</b>	<b>0</b>

YTD New Member Firms		
<u>Firm Name</u>	<u>Index</u>	<u>Employee Count</u>
CMC Engineering	10.08	57
American Engineers Group, LLC	8.69	44
KMJ Consulting, Inc.	3.73	10
Atkins North America, Inc.	13.49	95
RS&H	1.75	1
Borton-Lawson	16.49	135
<b>Totals</b>	<b>54.23</b>	<b>342</b>

April Drop Member Firms		
<u>Firm Name</u>	<u>Index</u>	<u>Employee Count</u>
Dawood Engineering	13.97	101.00
<b>Totals</b>	<b>13.97</b>	<b>101</b>

YTD Drop Member Firms		
<u>Firm Name</u>	<u>Index</u>	<u>Employee Count</u>
Malarkey Consulting, Inc.	1.00	1.00
ATANE Engineers, Architects and Land Surveyors, P.C.	6.98	30.00
L.R. Kimball (merged)		
ARRO Consulting, Inc.	12.66	85.00
LTK Engineering (merged)		
<b>Totals</b>	<b>20.64</b>	<b>116</b>

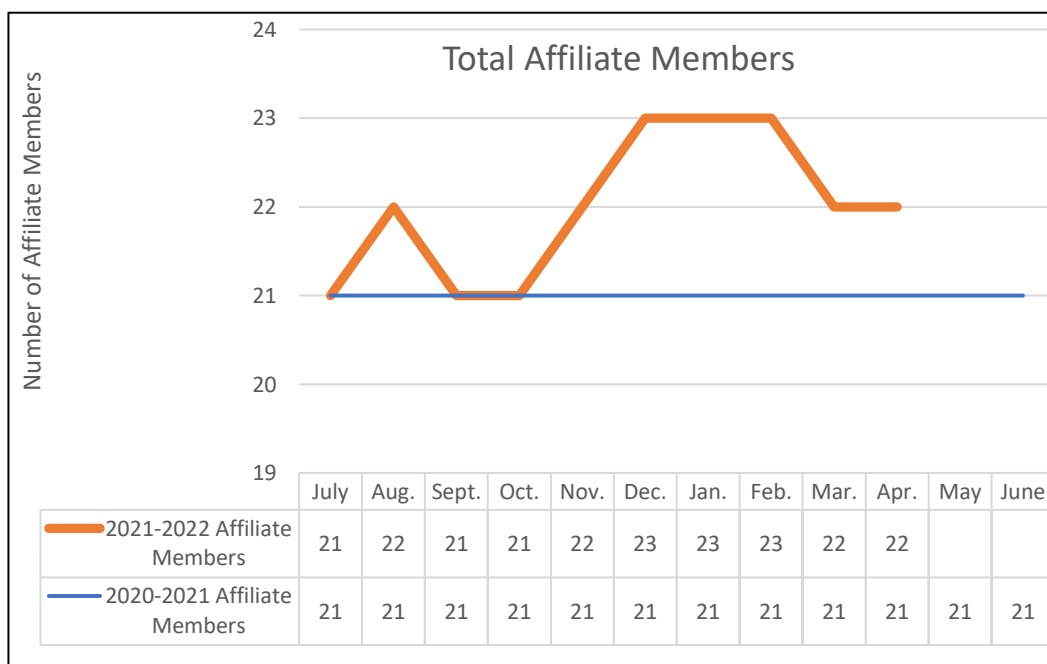


Reconciliation from Certification	6.30.2021 Ending Index	6.30.2021 Ending EE Cnt	7.1.2021 Starting Index after cert	7.1.2021 Starting EE Cnt after cert
	1215.26	10777	1225.25	10974

Anniversary Variation	Invoice Date	Index Chg	EE Count Chg
Naik Group	10/1/2021	0	-
JHA Companies	10/1/2021	0.69	6
ATCS PLC	10/1/2021	0.53	2
GPD Group	10/1/2021	0.38	1
The Lexis Group	10/1/2021	0.30	1
T3	1/1/2022	0.29	2
Kittleson	4/1/2022	0	0



<b>April New Affiliate Members</b>
Trimble
KJ Consulting & Environmental, LLC

[illegible][illegible]



# ACTION ITEMS



## **Treasurer's Notes**

### **April 2022 Financial Reports Proposed FY 2022/2023 Budget**

#### **Items of note:**

##### **Financial Reporting through April 2022**

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

##### **FY 2022/2023 Proposed Budget**

##### **Summary**

The FY 2022/2023 budget limits expense increases on items within our control, but anticipates significant overall expense increases due to inflation.

Dues and event fees will need to be increased, but we do not think they can be reasonably increased enough to cover rising expenses. Therefore, we are budgeting for a small loss, which is not unprecedented. The goal will be to end the year better than budgeted.

The budget assumes no funds will be drawn from the short-term or long-term reserve funds.

##### **Expenses**

- We are budgeting for significantly higher expenses for many items, as compared to last year's budget
  - In particular, costs for events have increased dramatically over the last year. Room rental, food & beverage and A/V rental costs have increased from 15-40%
  - We are assuming events will be in-person or hybrid



AMERICAN COUNCIL OF ENGINEERING COMPANIES  
*of Pennsylvania*

- Other budgeted expense items have been vetted by the Treasurer, the incoming Treasurer, and the Finance Committee, and we are confident that they are reasonable
- Our recent Strategic Planning efforts have not resulted in specific initiatives or programs that warrant a budget line item, but we are aware that some of our efforts will require additional staff and/or direct expense.
  - **To account for this, we have allocated a general line “Strategic Plan Initiatives” and budgeted \$10,000**

**Income**

- Dues income budget assumes:
  - 98% existing member retention, and 5 additional member firms will be added in FY 2022/2023
    - These assumptions are supported by historical retention/growth
  - **Dues increase of 6%**
    - ACEC/PA dues were not increased in FY 20/21 or FY 21/22
    - Pre-pandemic, ACEC/PA policy was a 3% increase per year to keep pace with inflation and grow the organization
    - CPI for Pennsylvania in FY 2022/2023 alone will likely exceed 6%
    - ACEC National is raising dues 6%
- Event income budgets assume:
  - **Chapter event registration fees will be increased from \$60 to \$75**
  - Increased registration fees for other events as well
    - Expenses must be covered by sponsorships/registrations

Mark A. Markosky  
ACEC/PA Treasurer

# American Council of Engineering Companies of Penns

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

July 2021 - April 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	53,500.00	52,000.00	1,500.00	102.88 %
3002 ACEC/PA Dues	367,804.99	365,200.00	2,604.99	100.71 %
3003 Affiliate Dues	34,026.00	31,802.00	2,224.00	106.99 %
3005 ACEC Dues Rounding Difference	68.31		68.31	
<b>Total 3000 Dues Income</b>	<b>455,399.30</b>	<b>449,002.00</b>	<b>6,397.30</b>	<b>101.42 %</b>
3009 ACEC BIT Royalty	3,910.00	2,000.00	1,910.00	195.50 %
3015 Member Directory Income	3,600.00	3,600.00	0.00	100.00 %
3016 Newsletter Advertising Income	130.00		130.00	
3300 Meetings				
3301 Central Chapter Meeting	13,932.00	13,000.00	932.00	107.17 %
3302 Eastern Chapter Meeting	18,455.00	15,000.00	3,455.00	123.03 %
3303 Western Chapter Meeting	18,891.68	16,100.00	2,791.68	117.34 %
3304 Govt Affairs Breakfast	5,740.00	9,475.00	-3,735.00	60.58 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	8,762.75	5,117.00	3,645.75	171.25 %
3305.2 Annual Meeting Registrations	22,855.00	6,085.00	16,770.00	375.60 %
<b>Total 3305 Annual Meeting</b>	<b>31,617.75</b>	<b>11,202.00</b>	<b>20,415.75</b>	<b>282.25 %</b>
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	17,357.75	18,000.00	-642.25	96.43 %
3306.2 Spring Conference Registrations	25,286.00	30,705.00	-5,419.00	82.35 %
<b>Total 3306 Spring Conference</b>	<b>42,643.75</b>	<b>48,705.00</b>	<b>-6,061.25</b>	<b>87.56 %</b>
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	22,559.75	20,000.00	2,559.75	112.80 %
3307.2 Fall Conference Registrations	15,483.00	14,000.00	1,483.00	110.59 %
<b>Total 3307 ACEC/PA Fall Conference</b>	<b>38,042.75</b>	<b>34,000.00</b>	<b>4,042.75</b>	<b>111.89 %</b>
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	15,167.00	17,000.00	-1,833.00	89.22 %
3308.2 Diamond Awards Registrations	0.00	35,725.00	-35,725.00	0.00 %
3308.3 Diamond Awards Project Submission Fee	10,800.00	13,500.00	-2,700.00	80.00 %
<b>Total 3308 Diamond Awards</b>	<b>25,967.00</b>	<b>66,225.00</b>	<b>-40,258.00</b>	<b>39.21 %</b>
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	14,500.00	12,500.00	2,000.00	116.00 %
3309.2 Golf Outing Registrations	18,000.00	25,000.00	-7,000.00	72.00 %
3309.3 Golf Outing Mulligans/Raffle	4,258.00	1,500.00	2,758.00	283.87 %
<b>Total 3309 Scholarship Golf Outing</b>	<b>36,758.00</b>	<b>39,000.00</b>	<b>-2,242.00</b>	<b>94.25 %</b>
3403 Legislative Day	0.00	8,000.00	-8,000.00	0.00 %
<b>Total 3300 Meetings</b>	<b>232,047.93</b>	<b>260,707.00</b>	<b>-28,659.07</b>	<b>89.01 %</b>
3900 Investment Income				
3901 Interest	41.47		41.47	

# American Council of Engineering Companies of Penns

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

July 2021 - April 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
3901.1 Interest from Money Market Account	7.65	11.00	-3.35	69.55 %
3901.2 Interest from Scholarship Account	1.54		1.54	
3901.3 Unrealized Gain/Loss	-1,334.28		-1,334.28	
<b>Total 3901 Interest</b>	<b>-1,283.62</b>	<b>11.00</b>	<b>-1,294.62</b>	<b>-11,669.27 %</b>
<b>Total 3900 Investment Income</b>	<b>-1,283.62</b>	<b>11.00</b>	<b>-1,294.62</b>	<b>-11,669.27 %</b>
3951 Misc Income	539.83	807.02	-267.19	66.89 %
<b>Total Revenue</b>	<b>\$694,343.44</b>	<b>\$716,127.02</b>	<b>\$ -21,783.58</b>	<b>96.96 %</b>
<b>GROSS PROFIT</b>	<b>\$694,343.44</b>	<b>\$716,127.02</b>	<b>\$ -21,783.58</b>	<b>96.96 %</b>
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	207,136.57	233,330.00	-26,193.43	88.77 %
4001.1 Salaries - Vacation	-4,501.61	2,000.00	-6,501.61	-225.08 %
<b>Total 4001 Salaries</b>	<b>202,634.96</b>	<b>235,330.00</b>	<b>-32,695.04</b>	<b>86.11 %</b>
4002 Payroll Taxes	16,414.24	21,110.00	-4,695.76	77.76 %
4002.1 Payroll Tax Credits	-19,835.98		-19,835.98	
<b>Total 4002 Payroll Taxes</b>	<b>-3,421.74</b>	<b>21,110.00</b>	<b>-24,531.74</b>	<b>-16.21 %</b>
4003 Employee Benefits	17,926.54	15,418.00	2,508.54	116.27 %
4004 Retirement	8,586.12	8,500.00	86.12	101.01 %
4005 Payroll Fees	1,725.38	580.00	1,145.38	297.48 %
<b>Total 4000 Payroll Expenditures</b>	<b>227,451.26</b>	<b>280,938.00</b>	<b>-53,486.74</b>	<b>80.96 %</b>
4015 Member Directory Expenses	1,569.17	750.00	819.17	209.22 %
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	28.32	15.00	13.32	188.80 %
4302.3 Central Chapter Mtg F&B	3,131.30	3,660.00	-528.70	85.55 %
4302.4 Central Chapter Mtg AV/Rm Rental	3,213.92	450.00	2,763.92	714.20 %
4302.5 Central Chapter Mtg Supplies		30.00	-30.00	
<b>Total 4302 Central Chapter Mtg Expense</b>	<b>6,373.54</b>	<b>4,155.00</b>	<b>2,218.54</b>	<b>153.39 %</b>
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	380.37	240.00	140.37	158.49 %
4303.3 Eastern Chapter Mtg F&B	4,224.57	5,706.00	-1,481.43	74.04 %
4303.4 Eastern Chapter Mtg AV/Rm Rental	343.44	675.00	-331.56	50.88 %
4303.5 Eastern Chapter Mtg Supplies		30.00	-30.00	
<b>Total 4303 Eastern Chapter Mtg Expense</b>	<b>4,948.38</b>	<b>6,651.00</b>	<b>-1,702.62</b>	<b>74.40 %</b>
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel	718.98	360.00	358.98	199.72 %
4304.3 Western Chapter Mtg F&B	4,674.13	5,100.00	-425.87	91.65 %
4304.4 Western Chapter Mtg AV/Rm Rental	2,010.08		2,010.08	
4304.5 Western Chapter Mtg Supplies		30.00	-30.00	
<b>Total 4304 Western Chapter Mtg Expense</b>	<b>7,403.19</b>	<b>5,490.00</b>	<b>1,913.19</b>	<b>134.85 %</b>
4305 Govt Affairs Bfast Expense				

# American Council of Engineering Companies of Penns

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

July 2021 - April 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4305.2 Govt Affairs Bfast Travel		30.00	-30.00	
4305.3 Govt Affairs Bfast F&B	825.00	3,000.00	-2,175.00	27.50 %
4305.4 Govt Affairs Bfast AV/Rm Rental		450.00	-450.00	
4305.5 Govt Affairs Bfast Supplies		30.00	-30.00	
<b>Total 4305 Govt Affairs Bfast Expense</b>	<b>825.00</b>	<b>3,510.00</b>	<b>-2,685.00</b>	<b>23.50 %</b>
4306 Diamond Awards Expense				
4306.1 Awards Expense	1,969.97	2,000.00	-30.03	98.50 %
4306.2 Diamond Awards Travel		225.00	-225.00	
4306.3 Diamond Awards F&B	0.00	27,000.00	-27,000.00	0.00 %
4306.4 Diamond Awards AV/Rm Rental	25,871.66	12,500.00	13,371.66	206.97 %
4306.5 Diamond Awards Supplies/Misc.	368.34	7,500.00	-7,131.66	4.91 %
<b>Total 4306 Diamond Awards Expense</b>	<b>28,209.97</b>	<b>49,225.00</b>	<b>-21,015.03</b>	<b>57.31 %</b>
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel	1,728.42	0.00	1,728.42	
4307.3 Annual Meeting F&B	2,500.00	0.00	2,500.00	
4307.4 Annual Meeting AV/Rm Rental		0.00	0.00	
4307.5 Annual Meeting Supplies	81.67	0.00	81.67	
4307.6 Annual Meeting Activities	300.00	0.00	300.00	
4307.7 Annual Meeting Speaker		0.00	0.00	
<b>Total 4307 Annual Meeting Expense</b>	<b>4,610.09</b>	<b>0.00</b>	<b>4,610.09</b>	
4308 Spring Conference Expense				
4308.2 Spring Conference Travel		100.00	-100.00	
4308.3 Spring Conference F&B		22,000.00	-22,000.00	
4308.4 Spring Conference AV/Rm Rental	1,011.00	5,850.00	-4,839.00	17.28 %
4308.5 Spring Conference Supplies		500.00	-500.00	
4308.7 Spring Conference Speaker	750.00	2,000.00	-1,250.00	37.50 %
<b>Total 4308 Spring Conference Expense</b>	<b>1,761.00</b>	<b>30,450.00</b>	<b>-28,689.00</b>	<b>5.78 %</b>
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	93.51	250.00	-156.49	37.40 %
4309.4 Fall Conference AV/Rm Rental	2,996.00	7,000.00	-4,004.00	42.80 %
4309.5 Fall Conference Supplies	375.84	100.00	275.84	375.84 %
<b>Total 4309 ACEC/PA Fall Conference Expense</b>	<b>3,465.35</b>	<b>7,350.00</b>	<b>-3,884.65</b>	<b>47.15 %</b>
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,000.00	5,000.00	7,000.00	240.00 %
4310.2 Golf Outing Travel	26.45	30.00	-3.55	88.17 %
4310.3 Golf Outing F&B	5,583.28	6,600.00	-1,016.72	84.60 %
4310.4 Golf Outing Green/Cart Fees	9,760.00	14,500.00	-4,740.00	67.31 %
4310.5 Golf Outing Supplies	2,665.35	2,500.00	165.35	106.61 %
4310.6 Other Golf Outing Expenses	1,388.33	1,655.00	-266.67	83.89 %
4310.7 Scholarship Income Tfr		4,715.00	-4,715.00	
4310.8 Golf Outing Staff Time	5,601.04	4,000.00	1,601.04	140.03 %
<b>Total 4310 Scholarship Golf Outing Expense</b>	<b>37,024.45</b>	<b>39,000.00</b>	<b>-1,975.55</b>	<b>94.93 %</b>

# American Council of Engineering Companies of Penns

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

July 2021 - April 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		3,500.00	-3,500.00	
4351.3 Legislative Day F&B		4,200.00	-4,200.00	
<b>Total 4351 Legislative Day Expenses</b>		<b>7,700.00</b>	<b>-7,700.00</b>	
<b>Total 4300 Meetings Expense</b>	<b>94,620.97</b>	<b>153,531.00</b>	<b>-58,910.03</b>	<b>61.63 %</b>
4312 Safety				
4312.1 Safety Stand Down Marketing	81.67		81.67	
4312.3 Safety Stand Down AV/Technology	1,304.16		1,304.16	
<b>Total 4312 Safety</b>	<b>1,385.83</b>		<b>1,385.83</b>	
4400 Insurance				
4401 Business Insurance	1,592.47	1,593.00	-0.53	99.97 %
4402 Workers Comp Insurance	1,113.58	1,250.00	-136.42	89.09 %
4403 Auto Insurance	2,115.33	1,950.00	165.33	108.48 %
4404 Directors & Officers Liability	1,549.00	1,550.00	-1.00	99.94 %
4405 ERISA Retirement Insurance	90.00	56.20	33.80	160.14 %
<b>Total 4400 Insurance</b>	<b>6,460.38</b>	<b>6,399.20</b>	<b>61.18</b>	<b>100.96 %</b>
4500 Office Supplies and Expenses				
4501 Supplies	2,771.86	1,000.00	1,771.86	277.19 %
4502 Copier Supplies/Equipment	3,909.44	300.00	3,609.44	1,303.15 %
4502.1 Interest Paid - Copier Lease	94.01	89.80	4.21	104.69 %
<b>Total 4502 Copier Supplies/Equipment</b>	<b>4,003.45</b>	<b>389.80</b>	<b>3,613.65</b>	<b>1,027.05 %</b>
4503 Office Expense/Gifts	743.31	200.00	543.31	371.66 %
<b>Total 4500 Office Supplies and Expenses</b>	<b>7,518.62</b>	<b>1,589.80</b>	<b>5,928.82</b>	<b>472.93 %</b>
4600 Office/Admin Expense				
4601 Bank Monthly Charges	399.50	400.00	-0.50	99.88 %
4602 CC Transaction Fees	6,078.16	4,750.00	1,328.16	127.96 %
4603 Internet Services	2,922.19	2,600.00	322.19	112.39 %
4604 Printing		200.00	-200.00	
4605 Postage	295.40	150.00	145.40	196.93 %
4606 Rent	34,888.30	34,830.00	58.30	100.17 %
4607 Advertising		200.00	-200.00	
4608 Telephone	6,537.10	6,833.00	-295.90	95.67 %
4609 Other Misc Svc Costs	1,308.66	50.00	1,258.66	2,617.32 %
4610 Investment Acct Bank Fees	225.00		225.00	
<b>Total 4600 Office/Admin Expense</b>	<b>52,654.31</b>	<b>50,013.00</b>	<b>2,641.31</b>	<b>105.28 %</b>
4700 PennDOT Innovations Challenge Expense	3,000.00		3,000.00	
4900 Board Expenses	37,859.36	1,200.00	36,659.36	3,154.95 %
4910 Prof Dev/Meetings	1,108.00	1,000.00	108.00	110.80 %
4920 Lobbying Expenses	7,308.70	8,333.34	-1,024.64	87.70 %
4940 Tenant Improvements		750.00	-750.00	
5000 Committee Expenses	256.66	400.00	-143.34	64.17 %



# American Council of Engineering Companies of Penns

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

July 2021 - April 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
5100 Member-Related (non-travel)	535.93	500.00	35.93	107.19 %
5210 Dues/Subscriptions				
5211 Publication Subscriptions	6,400.00	6,475.00	-75.00	98.84 %
5212 Prof Memberships	1,945.00	2,495.00	-550.00	77.96 %
5213 Subscriptions	20,173.65	25,750.00	-5,576.35	78.34 %
<b>Total 5210 Dues/Subscriptions</b>	<b>28,518.65</b>	<b>34,720.00</b>	<b>-6,201.35</b>	<b>82.14 %</b>
5520 Professional Services				
5521 Legal		1,000.00	-1,000.00	
5522 Accountant	21,831.25	22,800.00	-968.75	95.75 %
5523 Computer/IT	8,307.03	9,000.00	-692.97	92.30 %
5525 Public Relations	50,000.00	51,500.00	-1,500.00	97.09 %
<b>Total 5520 Professional Services</b>	<b>80,138.28</b>	<b>84,300.00</b>	<b>-4,161.72</b>	<b>95.06 %</b>
5600 Travel Expenses				
5601 ACEC/NACEC Event Expenses	2,647.71	9,700.00	-7,052.29	27.30 %
5604 Legislative Travel Expense		200.00	-200.00	
5605 Staff/Membership Related Travel	35.10	250.00	-214.90	14.04 %
<b>Total 5600 Travel Expenses</b>	<b>2,682.81</b>	<b>10,150.00</b>	<b>-7,467.19</b>	<b>26.43 %</b>
5610 Auto Expenses				
5611 Vehicle Maintenance	96.33	120.00	-23.67	80.28 %
5612 Vehicle Lease	4,755.92	6,234.00	-1,478.08	76.29 %
5613 Vehicle Gas/Tolls/Parking	607.93	670.00	-62.07	90.74 %
<b>Total 5610 Auto Expenses</b>	<b>5,460.18</b>	<b>7,024.00</b>	<b>-1,563.82</b>	<b>77.74 %</b>
6010 Depreciation Expense	1,901.40	325.11	1,576.29	584.85 %
9210 Minor A/R Write-Off	0.01		0.01	
<b>Total Expenditures</b>	<b>\$560,430.52</b>	<b>\$641,923.45</b>	<b>\$ -81,492.93</b>	<b>87.30 %</b>
NET OPERATING REVENUE	<b>\$133,912.92</b>	<b>\$74,203.57</b>	<b>\$59,709.35</b>	<b>180.47 %</b>
Other Expenditures				
Reconciliation Discrepancies-1		0.00	0.00	
<b>Total Other Expenditures</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
NET OTHER REVENUE	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
NET REVENUE	<b>\$133,912.92</b>	<b>\$74,203.57</b>	<b>\$59,709.35</b>	<b>180.47 %</b>

# American Council of Engineering Companies of Penns

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

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	53,500.00	52,500.00	1,000.00	101.90 %
3002 ACEC/PA Dues	367,804.99	367,200.00	604.99	100.16 %
3003 Affiliate Dues	34,026.00	33,074.00	952.00	102.88 %
3005 ACEC Dues Rounding Difference	68.31		68.31	
<b>Total 3000 Dues Income</b>	<b>455,399.30</b>	<b>452,774.00</b>	<b>2,625.30</b>	<b>100.58 %</b>
3009 ACEC BIT Royalty	3,910.00	2,000.00	1,910.00	195.50 %
3015 Member Directory Income	3,600.00	3,600.00	0.00	100.00 %
3016 Newsletter Advertising Income	130.00		130.00	
3300 Meetings				
3301 Central Chapter Meeting	13,932.00	13,000.00	932.00	107.17 %
3302 Eastern Chapter Meeting	18,455.00	15,000.00	3,455.00	123.03 %
3303 Western Chapter Meeting	18,891.68	16,100.00	2,791.68	117.34 %
3304 Govt Affairs Breakfast	5,740.00	9,475.00	-3,735.00	60.58 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	8,762.75	9,367.00	-604.25	93.55 %
3305.2 Annual Meeting Registrations	22,855.00	23,300.00	-445.00	98.09 %
<b>Total 3305 Annual Meeting</b>	<b>31,617.75</b>	<b>32,667.00</b>	<b>-1,049.25</b>	<b>96.79 %</b>
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	17,357.75	18,000.00	-642.25	96.43 %
3306.2 Spring Conference Registrations	28,435.00	30,705.00	-2,270.00	92.61 %
<b>Total 3306 Spring Conference</b>	<b>45,792.75</b>	<b>48,705.00</b>	<b>-2,912.25</b>	<b>94.02 %</b>
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	22,559.75	20,000.00	2,559.75	112.80 %
3307.2 Fall Conference Registrations	15,483.00	14,000.00	1,483.00	110.59 %
<b>Total 3307 ACEC/PA Fall Conference</b>	<b>38,042.75</b>	<b>34,000.00</b>	<b>4,042.75</b>	<b>111.89 %</b>
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	15,167.00	17,000.00	-1,833.00	89.22 %
3308.2 Diamond Awards Registrations	0.00	35,725.00	-35,725.00	0.00 %
3308.3 Diamond Awards Project Submission Fee	10,800.00	13,500.00	-2,700.00	80.00 %
<b>Total 3308 Diamond Awards</b>	<b>25,967.00</b>	<b>66,225.00</b>	<b>-40,258.00</b>	<b>39.21 %</b>
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	14,500.00	12,500.00	2,000.00	116.00 %
3309.2 Golf Outing Registrations	18,000.00	25,000.00	-7,000.00	72.00 %
3309.3 Golf Outing Mulligans/Raffle	4,258.00	1,500.00	2,758.00	283.87 %
<b>Total 3309 Scholarship Golf Outing</b>	<b>36,758.00</b>	<b>39,000.00</b>	<b>-2,242.00</b>	<b>94.25 %</b>
3403 Legislative Day	0.00	8,000.00	-8,000.00	0.00 %
<b>Total 3300 Meetings</b>	<b>235,196.93</b>	<b>282,172.00</b>	<b>-46,975.07</b>	<b>83.35 %</b>
3900 Investment Income				
3901 Interest	41.47		41.47	

# American Council of Engineering Companies of Penns

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

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
3901.1 Interest from Money Market Account	7.65	13.20	-5.55	57.95 %
3901.2 Interest from Scholarship Account	1.54		1.54	
3901.3 Unrealized Gain/Loss	-1,334.28		-1,334.28	
<b>Total 3901 Interest</b>	<b>-1,283.62</b>	<b>13.20</b>	<b>-1,296.82</b>	<b>-9,724.39 %</b>
<b>Total 3900 Investment Income</b>	<b>-1,283.62</b>	<b>13.20</b>	<b>-1,296.82</b>	<b>-9,724.39 %</b>
3951 Misc Income	539.83	807.02	-267.19	66.89 %
<b>Total Revenue</b>	<b>\$697,492.44</b>	<b>\$741,366.22</b>	<b>\$ -43,873.78</b>	<b>94.08 %</b>
<b>GROSS PROFIT</b>	<b>\$697,492.44</b>	<b>\$741,366.22</b>	<b>\$ -43,873.78</b>	<b>94.08 %</b>
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	217,862.47	279,996.00	-62,133.53	77.81 %
4001.1 Salaries - Vacation	-4,317.49	2,400.00	-6,717.49	-179.90 %
<b>Total 4001 Salaries</b>	<b>213,544.98</b>	<b>282,396.00</b>	<b>-68,851.02</b>	<b>75.62 %</b>
4002 Payroll Taxes	17,278.47	25,332.00	-8,053.53	68.21 %
4002.1 Payroll Tax Credits	-19,835.98		-19,835.98	
<b>Total 4002 Payroll Taxes</b>	<b>-2,557.51</b>	<b>25,332.00</b>	<b>-27,889.51</b>	<b>-10.10 %</b>
4003 Employee Benefits	17,736.06	18,500.00	-763.94	95.87 %
4004 Retirement	8,243.88	10,200.00	-1,956.12	80.82 %
4005 Payroll Fees	1,725.38	696.00	1,029.38	247.90 %
<b>Total 4000 Payroll Expenditures</b>	<b>238,692.79</b>	<b>337,124.00</b>	<b>-98,431.21</b>	<b>70.80 %</b>
4015 Member Directory Expenses	1,569.17	750.00	819.17	209.22 %
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	28.32	15.00	13.32	188.80 %
4302.3 Central Chapter Mtg F&B	3,131.30	3,660.00	-528.70	85.55 %
4302.4 Central Chapter Mtg AV/Rm Rental	3,213.92	450.00	2,763.92	714.20 %
4302.5 Central Chapter Mtg Supplies		30.00	-30.00	
<b>Total 4302 Central Chapter Mtg Expense</b>	<b>6,373.54</b>	<b>4,155.00</b>	<b>2,218.54</b>	<b>153.39 %</b>
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	380.37	240.00	140.37	158.49 %
4303.3 Eastern Chapter Mtg F&B	4,224.57	5,706.00	-1,481.43	74.04 %
4303.4 Eastern Chapter Mtg AV/Rm Rental	343.44	675.00	-331.56	50.88 %
4303.5 Eastern Chapter Mtg Supplies		30.00	-30.00	
<b>Total 4303 Eastern Chapter Mtg Expense</b>	<b>4,948.38</b>	<b>6,651.00</b>	<b>-1,702.62</b>	<b>74.40 %</b>
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel	718.98	360.00	358.98	199.72 %
4304.3 Western Chapter Mtg F&B	4,674.13	5,100.00	-425.87	91.65 %
4304.4 Western Chapter Mtg AV/Rm Rental	2,010.08		2,010.08	
4304.5 Western Chapter Mtg Supplies		30.00	-30.00	
<b>Total 4304 Western Chapter Mtg Expense</b>	<b>7,403.19</b>	<b>5,490.00</b>	<b>1,913.19</b>	<b>134.85 %</b>
4305 Govt Affairs Bfast Expense				

# American Council of Engineering Companies of Penns

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

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4305.2 Govt Affairs Bfast Travel		30.00	-30.00	
4305.3 Govt Affairs Bfast F&B	825.00	3,000.00	-2,175.00	27.50 %
4305.4 Govt Affairs Bfast AV/Rm Rental		450.00	-450.00	
4305.5 Govt Affairs Bfast Supplies		30.00	-30.00	
<b>Total 4305 Govt Affairs Bfast Expense</b>	<b>825.00</b>	<b>3,510.00</b>	<b>-2,685.00</b>	<b>23.50 %</b>
4306 Diamond Awards Expense				
4306.1 Awards Expense	1,969.97	2,000.00	-30.03	98.50 %
4306.2 Diamond Awards Travel		225.00	-225.00	
4306.3 Diamond Awards F&B	0.00	27,000.00	-27,000.00	0.00 %
4306.4 Diamond Awards AV/Rm Rental	25,871.66	12,500.00	13,371.66	206.97 %
4306.5 Diamond Awards Supplies/Misc.	368.34	7,500.00	-7,131.66	4.91 %
<b>Total 4306 Diamond Awards Expense</b>	<b>28,209.97</b>	<b>49,225.00</b>	<b>-21,015.03</b>	<b>57.31 %</b>
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel	1,728.42	4,000.00	-2,271.58	43.21 %
4307.3 Annual Meeting F&B	2,500.00	8,000.00	-5,500.00	31.25 %
4307.4 Annual Meeting AV/Rm Rental		3,000.00	-3,000.00	
4307.5 Annual Meeting Supplies	1,027.52	1,500.00	-472.48	68.50 %
4307.6 Annual Meeting Activities	300.00	9,000.00	-8,700.00	3.33 %
4307.7 Annual Meeting Speaker		250.00	-250.00	
<b>Total 4307 Annual Meeting Expense</b>	<b>5,555.94</b>	<b>25,750.00</b>	<b>-20,194.06</b>	<b>21.58 %</b>
4308 Spring Conference Expense				
4308.2 Spring Conference Travel		100.00	-100.00	
4308.3 Spring Conference F&B		22,000.00	-22,000.00	
4308.4 Spring Conference AV/Rm Rental	1,011.00	5,850.00	-4,839.00	17.28 %
4308.5 Spring Conference Supplies		500.00	-500.00	
4308.7 Spring Conference Speaker	750.00	2,000.00	-1,250.00	37.50 %
<b>Total 4308 Spring Conference Expense</b>	<b>1,761.00</b>	<b>30,450.00</b>	<b>-28,689.00</b>	<b>5.78 %</b>
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	93.51	250.00	-156.49	37.40 %
4309.4 Fall Conference AV/Rm Rental	2,996.00	7,000.00	-4,004.00	42.80 %
4309.5 Fall Conference Supplies	375.84	100.00	275.84	375.84 %
<b>Total 4309 ACEC/PA Fall Conference Expense</b>	<b>3,465.35</b>	<b>7,350.00</b>	<b>-3,884.65</b>	<b>47.15 %</b>
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,000.00	5,000.00	7,000.00	240.00 %
4310.2 Golf Outing Travel	26.45	30.00	-3.55	88.17 %
4310.3 Golf Outing F&B	5,583.28	6,600.00	-1,016.72	84.60 %
4310.4 Golf Outing Green/Cart Fees	9,760.00	14,500.00	-4,740.00	67.31 %
4310.5 Golf Outing Supplies	2,665.35	2,500.00	165.35	106.61 %
4310.6 Other Golf Outing Expenses	1,388.33	1,655.00	-266.67	83.89 %
4310.7 Scholarship Income Tfr		4,715.00	-4,715.00	
4310.8 Golf Outing Staff Time	5,601.04	4,000.00	1,601.04	140.03 %
<b>Total 4310 Scholarship Golf Outing Expense</b>	<b>37,024.45</b>	<b>39,000.00</b>	<b>-1,975.55</b>	<b>94.93 %</b>

# American Council of Engineering Companies of Penns

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

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4351 Legislative Day Expenses				
4351.1 Legislative Day Printing/Postage		3,500.00	-3,500.00	
4351.3 Legislative Day F&B		4,200.00	-4,200.00	
<b>Total 4351 Legislative Day Expenses</b>		<b>7,700.00</b>	<b>-7,700.00</b>	
<b>Total 4300 Meetings Expense</b>	<b>95,566.82</b>	<b>179,281.00</b>	<b>-83,714.18</b>	<b>53.31 %</b>
4312 Safety				
4312.1 Safety Stand Down Marketing	81.67		81.67	
4312.3 Safety Stand Down AV/Technology	1,304.16		1,304.16	
<b>Total 4312 Safety</b>	<b>1,385.83</b>		<b>1,385.83</b>	
4400 Insurance				
4401 Business Insurance	1,592.47	1,593.00	-0.53	99.97 %
4402 Workers Comp Insurance	1,113.58	1,500.00	-386.42	74.24 %
4403 Auto Insurance	2,115.33	2,300.00	-184.67	91.97 %
4404 Directors & Officers Liability	1,549.00	1,550.00	-1.00	99.94 %
4405 ERISA Retirement Insurance	90.00	67.44	22.56	133.45 %
<b>Total 4400 Insurance</b>	<b>6,460.38</b>	<b>7,010.44</b>	<b>-550.06</b>	<b>92.15 %</b>
4500 Office Supplies and Expenses				
4501 Supplies	2,771.86	1,200.00	1,571.86	230.99 %
4502 Copier Supplies/Equipment	3,909.44	6,330.00	-2,420.56	61.76 %
4502.1 Interest Paid - Copier Lease	94.01	107.76	-13.75	87.24 %
<b>Total 4502 Copier Supplies/Equipment</b>	<b>4,003.45</b>	<b>6,437.76</b>	<b>-2,434.31</b>	<b>62.19 %</b>
4503 Office Expense/Gifts	743.31	240.00	503.31	309.71 %
<b>Total 4500 Office Supplies and Expenses</b>	<b>7,518.62</b>	<b>7,877.76</b>	<b>-359.14</b>	<b>95.44 %</b>
4600 Office/Admin Expense				
4601 Bank Monthly Charges	439.45	480.00	-40.55	91.55 %
4602 CC Transaction Fees	6,078.16	5,700.00	378.16	106.63 %
4603 Internet Services	2,922.19	3,120.00	-197.81	93.66 %
4604 Printing		240.00	-240.00	
4605 Postage	295.40	180.00	115.40	164.11 %
4606 Rent	38,377.13	41,796.00	-3,418.87	91.82 %
4607 Advertising		240.00	-240.00	
4608 Telephone	6,814.54	8,199.60	-1,385.06	83.11 %
4609 Other Misc Svc Costs	1,308.66	60.00	1,248.66	2,181.10 %
4610 Investment Acct Bank Fees	225.00		225.00	
<b>Total 4600 Office/Admin Expense</b>	<b>56,460.53</b>	<b>60,015.60</b>	<b>-3,555.07</b>	<b>94.08 %</b>
4700 PennDOT Innovations Challenge Expense	3,000.00		3,000.00	
4900 Board Expenses	37,859.36	6,200.00	31,659.36	610.63 %
4910 Prof Dev/Meetings	1,108.00	1,200.00	-92.00	92.33 %
4920 Lobbying Expenses	7,975.37	10,000.00	-2,024.63	79.75 %
4940 Tenant Improvements		750.00	-750.00	
5000 Committee Expenses	367.49	550.00	-182.51	66.82 %

# American Council of Engineering Companies of Penns

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

July 2021 - June 2022

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
5100 Member-Related (non-travel)	535.93	1,600.00	-1,064.07	33.50 %
5210 Dues/Subscriptions				
5211 Publication Subscriptions	8,000.00	9,000.00	-1,000.00	88.89 %
5212 Prof Memberships	1,945.00	2,495.00	-550.00	77.96 %
5213 Subscriptions	20,173.65	25,850.00	-5,676.35	78.04 %
<b>Total 5210 Dues/Subscriptions</b>	<b>30,118.65</b>	<b>37,345.00</b>	<b>-7,226.35</b>	<b>80.65 %</b>
5520 Professional Services				
5521 Legal		1,200.00	-1,200.00	
5522 Accountant	21,831.25	23,000.00	-1,168.75	94.92 %
5523 Computer/IT	8,406.41	10,800.00	-2,393.59	77.84 %
5525 Public Relations	50,000.00	62,000.00	-12,000.00	80.65 %
<b>Total 5520 Professional Services</b>	<b>80,237.66</b>	<b>97,000.00</b>	<b>-16,762.34</b>	<b>82.72 %</b>
5600 Travel Expenses				
5601 ACEC/NACEC Event Expenses	2,647.71	9,700.00	-7,052.29	27.30 %
5604 Legislative Travel Expense		300.00	-300.00	
5605 Staff/Membership Related Travel	35.10	350.00	-314.90	10.03 %
<b>Total 5600 Travel Expenses</b>	<b>2,682.81</b>	<b>10,350.00</b>	<b>-7,667.19</b>	<b>25.92 %</b>
5610 Auto Expenses				
5611 Vehicle Maintenance	96.33	180.00	-83.67	53.52 %
5612 Vehicle Lease	5,286.76	7,284.00	-1,997.24	72.58 %
5613 Vehicle Gas/Tolls/Parking	607.93	820.00	-212.07	74.14 %
<b>Total 5610 Auto Expenses</b>	<b>5,991.02</b>	<b>8,284.00</b>	<b>-2,292.98</b>	<b>72.32 %</b>
6010 Depreciation Expense	1,901.40	3,368.68	-1,467.28	56.44 %
9210 Minor A/R Write-Off	0.01		0.01	
<b>Total Expenditures</b>	<b>\$579,431.84</b>	<b>\$768,706.48</b>	<b>\$ -189,274.64</b>	<b>75.38 %</b>
NET OPERATING REVENUE	<b>\$118,060.60</b>	<b>\$ -27,340.26</b>	<b>\$145,400.86</b>	<b>-431.82 %</b>
Other Expenditures				
Reconciliation Discrepancies-1		0.00	0.00	
<b>Total Other Expenditures</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
NET OTHER REVENUE	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
NET REVENUE	<b>\$118,060.60</b>	<b>\$ -27,340.26</b>	<b>\$145,400.86</b>	<b>-431.82 %</b>

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

Central Chapter	
Final Revenue	\$ 13,932.00
Final Expense	\$ 6,373.54
<b><i>Final Net</i></b>	<b><i>\$ 7,558.46</i></b>

Fall Conference	
Final Revenue	\$ 38,042.75
Final Expense	\$ 3,465.35
<b><i>Final Net</i></b>	<b><i>\$ 34,577.40</i></b>

Eastern Chapter	
Final Revenue	\$ 18,455.00
Final Expense	\$ 4,948.38
<b><i>Final Net</i></b>	<b><i>\$ 13,506.62</i></b>

Diamond Awards	
Final Revenue	\$ 25,967.00
Final Expense	\$ 28,209.97
<b><i>Final Net</i></b>	<b><i>\$ (2,242.97)</i></b>

Western Chapter	
To Date Revenue	\$ 18,891.68
To Date Expense	\$ 7,403.19
<b><i>Final Net</i></b>	<b><i>\$ 11,488.49</i></b>

Legislative Day	
To Date Revenue	\$ -
To Date Expense	\$ -
<b><i>Final Net</i></b>	<b><i>\$ -</i></b>

Government Affairs Breakfast	
Final Revenue	\$ 5,740.00
Final Expense	\$ 825.00
<b><i>Final Net</i></b>	<b><i>\$ 4,915.00</i></b>

Spring Conference	
To Date Revenue	\$ 42,643.75
To Date Expense	\$ 1,761.00
<b><i>To Date Net</i></b>	<b><i>\$ 40,882.75</i></b>

Annual Leadership Meeting	
To Date Revenue	\$ 31,617.75
To Date Expense	\$ 4,610.09
<b><i>To Date Net</i></b>	<b><i>\$ 27,007.66</i></b>

**Net Total:                   \$   137,693.41**

04/30/2022 SB

# American Council of Engineering Companies of Penns

## Statement of Financial Position

As of April 30, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
4135 Scholarship Account	21,127.44
4856 Wells Fargo Short Term	27,598.42
5407 Wells Fargo Checking	346,949.21
9758 Wells Fargo Long Term	83,754.68
<b>Total Bank Accounts</b>	<b>\$479,429.75</b>
Accounts Receivable	
1200 *Accounts Receivable	7,064.08
1201 Allowance for Bad Debts	0.00
<b>Total Accounts Receivable</b>	<b>\$7,064.08</b>
Other Current Assets	
1010C1 Unrealized G (L) ML Reserved	0.00
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	0.00
1010R Investment Acct - cash reclass	0.00
1010SN Investment acct - cash portion	0.00
1210 Prepaid Expenses	0.00
1210.1 Prepaid Meetings and Events	24,986.25
1210.2 Prepaid Insurance	22.56
<b>Total 1210 Prepaid Expenses</b>	<b>25,008.81</b>
1499 Undeposited Funds	2,421.00
<b>Total Other Current Assets</b>	<b>\$27,429.81</b>
<b>Total Current Assets</b>	<b>\$513,923.64</b>
Fixed Assets	
1062 Office Equipment	0.00
1062A Original Cost	34,883.06
1062B Accumulated Depreciation	-22,784.55
<b>Total 1062 Office Equipment</b>	<b>12,098.51</b>
1063 Lease Improvements	3,410.00
<b>Total Fixed Assets</b>	<b>\$15,508.51</b>
<b>TOTAL ASSETS</b>	<b>\$529,432.15</b>



# American Council of Engineering Companies of Penns

## Statement of Financial Position

As of April 30, 2022

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
2200 *Accounts Payable	30,755.54
<b>Total Accounts Payable</b>	<b>\$30,755.54</b>
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
<b>Total 2206 Prepaid Dues</b>	<b>0.00</b>
2209 PAC Clearing Account	0.00
2211 Deferred Income	9,619.25
2502 Capital Lease Obligation	1,699.61
25600 Dues Owed to National	0.00
25610 Dues Owed to National - Current	0.00
25615 Prepaid ACEC Dues-Anniversary Billing	9,350.62
25620 Dues Owed to National - Past Due	0.00
<b>Total 25600 Dues Owed to National</b>	<b>9,350.62</b>
25700 Accrued Payroll and Taxes	3,270.00
25800 ACCRUED VACATION	303.96
3315 Scholarship Donations	675.00
PA Department of Revenue Payable	0.00
<b>Total Other Current Liabilities</b>	<b>\$24,918.44</b>
<b>Total Current Liabilities</b>	<b>\$55,673.98</b>
<b>Total Liabilities</b>	<b>\$55,673.98</b>
Equity	
2900 Opening Bal Equity	0.00
2960 Retained Earnings	339,845.25
3100 Scholarship (Golf Outing) Restricted Net Assets	0.00
Net Revenue	133,912.92
<b>Total Equity</b>	<b>\$473,758.17</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$529,432.15</b>

# American Council of Engineering Companies of Penns

## Statement of Activity Comparison

July 2021 - April 2022

	TOTAL			
	JUL 2021 - APR 2022	JUL 2020 - APR 2021 (PY)	CHANGE	% CHANGE
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	53,500.00	52,500.00	1,000.00	1.90 %
3002 ACEC/PA Dues	367,804.99	358,804.93	9,000.06	2.51 %
3003 Affiliate Dues	34,026.00	31,800.00	2,226.00	7.00 %
3005 ACEC Dues Rounding Difference	68.31		68.31	
<b>Total 3000 Dues Income</b>	<b>455,399.30</b>	<b>443,104.93</b>	<b>12,294.37</b>	<b>2.77 %</b>
3009 ACEC BIT Royalty	3,910.00	1,660.00	2,250.00	135.54 %
3015 Member Directory Income	3,600.00	3,300.00	300.00	9.09 %
3016 Newsletter Advertising Income	130.00	0.00	130.00	
3300 Meetings				
3301 Central Chapter Meeting	13,932.00	14,945.00	-1,013.00	-6.78 %
3302 Eastern Chapter Meeting	18,455.00	16,695.00	1,760.00	10.54 %
3303 Western Chapter Meeting	18,891.68	18,935.00	-43.32	-0.23 %
3304 Govt Affairs Breakfast	5,740.00	9,065.00	-3,325.00	-36.68 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships	8,762.75	0.00	8,762.75	
3305.2 Annual Meeting Registrations	22,855.00	0.00	22,855.00	
<b>Total 3305 Annual Meeting</b>	<b>31,617.75</b>	<b>0.00</b>	<b>31,617.75</b>	
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	17,357.75	34,393.00	-17,035.25	-49.53 %
3306.2 Spring Conference Registrations	25,286.00	24,789.00	497.00	2.00 %
<b>Total 3306 Spring Conference</b>	<b>42,643.75</b>	<b>59,182.00</b>	<b>-16,538.25</b>	<b>-27.94 %</b>
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	22,559.75	22,910.00	-350.25	-1.53 %
3307.2 Fall Conference Registrations	15,483.00	14,103.00	1,380.00	9.79 %
<b>Total 3307 ACEC/PA Fall Conference</b>	<b>38,042.75</b>	<b>37,013.00</b>	<b>1,029.75</b>	<b>2.78 %</b>
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	15,167.00	12,650.00	2,517.00	19.90 %
3308.2 Diamond Awards Registrations	0.00		0.00	
3308.3 Diamond Awards Project Submission Fee	10,800.00	13,200.00	-2,400.00	-18.18 %
<b>Total 3308 Diamond Awards</b>	<b>25,967.00</b>	<b>25,850.00</b>	<b>117.00</b>	<b>0.45 %</b>
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	14,500.00		14,500.00	
3309.2 Golf Outing Registrations	18,000.00		18,000.00	
3309.3 Golf Outing Mulligans/Raffle	4,258.00		4,258.00	
<b>Total 3309 Scholarship Golf Outing</b>	<b>36,758.00</b>		<b>36,758.00</b>	
3403 Legislative Day	0.00	6,292.00	-6,292.00	-100.00 %
<b>Total 3300 Meetings</b>	<b>232,047.93</b>	<b>187,977.00</b>	<b>44,070.93</b>	<b>23.44 %</b>

# American Council of Engineering Companies of Penns

## Statement of Activity Comparison

July 2021 - April 2022

	TOTAL			
	JUL 2021 - APR 2022	JUL 2020 - APR 2021 (PY)	CHANGE	% CHANGE
3900 Investment Income				
3901 Interest	41.47	32.98	8.49	25.74 %
3901.1 Interest from Money Market Account	7.65	10.81	-3.16	-29.23 %
3901.2 Interest from Scholarship Account	1.54		1.54	
3901.3 Unrealized Gain/Loss	-1,334.28		-1,334.28	
<b>Total 3901 Interest</b>	<b>-1,283.62</b>	<b>43.79</b>	<b>-1,327.41</b>	<b>-3,031.31 %</b>
<b>Total 3900 Investment Income</b>	<b>-1,283.62</b>	<b>43.79</b>	<b>-1,327.41</b>	<b>-3,031.31 %</b>
3951 Misc Income	539.83	702.74	-162.91	-23.18 %
<b>Total Revenue</b>	<b>\$694,343.44</b>	<b>\$636,788.46</b>	<b>\$57,554.98</b>	<b>9.04 %</b>
<b>GROSS PROFIT</b>	<b>\$694,343.44</b>	<b>\$636,788.46</b>	<b>\$57,554.98</b>	<b>9.04 %</b>
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	207,136.57	204,318.52	2,818.05	1.38 %
4001.1 Salaries - Vacation	-4,501.61	5,894.33	-10,395.94	-176.37 %
<b>Total 4001 Salaries</b>	<b>202,634.96</b>	<b>210,212.85</b>	<b>-7,577.89</b>	<b>-3.60 %</b>
4002 Payroll Taxes	16,414.24	13,276.58	3,137.66	23.63 %
4002.1 Payroll Tax Credits	-19,835.98	-21,228.14	1,392.16	6.56 %
<b>Total 4002 Payroll Taxes</b>	<b>-3,421.74</b>	<b>-7,951.56</b>	<b>4,529.82</b>	<b>56.97 %</b>
4003 Employee Benefits	17,926.54	17,603.68	322.86	1.83 %
4004 Retirement	8,586.12	8,189.87	396.25	4.84 %
4005 Payroll Fees	1,725.38	750.65	974.73	129.85 %
<b>Total 4000 Payroll Expenditures</b>	<b>227,451.26</b>	<b>228,805.49</b>	<b>-1,354.23</b>	<b>-0.59 %</b>
4015 Member Directory Expenses	1,569.17	1,131.67	437.50	38.66 %
4300 Meetings Expense				
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	28.32		28.32	
4302.3 Central Chapter Mtg F&B	3,131.30		3,131.30	
4302.4 Central Chapter Mtg AV/Rm Rental	3,213.92		3,213.92	
<b>Total 4302 Central Chapter Mtg Expense</b>	<b>6,373.54</b>		<b>6,373.54</b>	
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	380.37		380.37	
4303.3 Eastern Chapter Mtg F&B	4,224.57	0.00	4,224.57	
4303.4 Eastern Chapter Mtg AV/Rm Rental	343.44		343.44	
<b>Total 4303 Eastern Chapter Mtg Expense</b>	<b>4,948.38</b>	<b>0.00</b>	<b>4,948.38</b>	
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel	718.98		718.98	
4304.3 Western Chapter Mtg F&B	4,674.13		4,674.13	
4304.4 Western Chapter Mtg AV/Rm Rental	2,010.08		2,010.08	
<b>Total 4304 Western Chapter Mtg Expense</b>	<b>7,403.19</b>		<b>7,403.19</b>	

# American Council of Engineering Companies of Penns

## Statement of Activity Comparison

July 2021 - April 2022

	TOTAL			
	JUL 2021 - APR 2022	JUL 2020 - APR 2021 (PY)	CHANGE	% CHANGE
4305 Govt Affairs Bfast Expense				
4305.3 Govt Affairs Bfast F&B	825.00		825.00	
<b>Total 4305 Govt Affairs Bfast Expense</b>	<b>825.00</b>		<b>825.00</b>	
4306 Diamond Awards Expense				
4306.1 Awards Expense	1,969.97	2,189.16	-219.19	-10.01 %
4306.3 Diamond Awards F&B	0.00	0.00	0.00	
4306.4 Diamond Awards AV/Rm Rental	25,871.66	22,136.24	3,735.42	16.87 %
4306.5 Diamond Awards Supplies/Misc.	368.34	98.00	270.34	275.86 %
<b>Total 4306 Diamond Awards Expense</b>	<b>28,209.97</b>	<b>24,423.40</b>	<b>3,786.57</b>	<b>15.50 %</b>
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel	1,728.42		1,728.42	
4307.3 Annual Meeting F&B	2,500.00		2,500.00	
4307.5 Annual Meeting Supplies	81.67		81.67	
4307.6 Annual Meeting Activities	300.00		300.00	
<b>Total 4307 Annual Meeting Expense</b>	<b>4,610.09</b>		<b>4,610.09</b>	
4308 Spring Conference Expense				
4308.4 Spring Conference AV/Rm Rental	1,011.00		1,011.00	
4308.7 Spring Conference Speaker	750.00		750.00	
<b>Total 4308 Spring Conference Expense</b>	<b>1,761.00</b>		<b>1,761.00</b>	
4309 ACEC/PA Fall Conference Expense				
4309.3 Fall Conference F&B	93.51	230.77	-137.26	-59.48 %
4309.4 Fall Conference AV/Rm Rental	2,996.00	5,590.65	-2,594.65	-46.41 %
4309.5 Fall Conference Supplies	375.84	6,641.96	-6,266.12	-94.34 %
<b>Total 4309 ACEC/PA Fall Conference Expense</b>	<b>3,465.35</b>	<b>12,463.38</b>	<b>-8,998.03</b>	<b>-72.20 %</b>
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,000.00	7,500.00	4,500.00	60.00 %
4310.2 Golf Outing Travel	26.45		26.45	
4310.3 Golf Outing F&B	5,583.28		5,583.28	
4310.4 Golf Outing Green/Cart Fees	9,760.00		9,760.00	
4310.5 Golf Outing Supplies	2,665.35	13.13	2,652.22	20,199.70 %
4310.6 Other Golf Outing Expenses	1,388.33		1,388.33	
4310.8 Golf Outing Staff Time	5,601.04		5,601.04	
<b>Total 4310 Scholarship Golf Outing Expense</b>	<b>37,024.45</b>	<b>7,513.13</b>	<b>29,511.32</b>	<b>392.80 %</b>
<b>Total 4300 Meetings Expense</b>	<b>94,620.97</b>	<b>44,399.91</b>	<b>50,221.06</b>	<b>113.11 %</b>
4312 Safety				
4312.1 Safety Stand Down Marketing	81.67		81.67	
4312.3 Safety Stand Down AV/Technology	1,304.16		1,304.16	
<b>Total 4312 Safety</b>	<b>1,385.83</b>		<b>1,385.83</b>	
4400 Insurance				
4401 Business Insurance	1,592.47	662.00	930.47	140.55 %

# American Council of Engineering Companies of Penns

## Statement of Activity Comparison

July 2021 - April 2022

	TOTAL			
	JUL 2021 - APR 2022	JUL 2020 - APR 2021 (PY)	CHANGE	% CHANGE
4402 Workers Comp Insurance	1,113.58	1,182.14	-68.56	-5.80 %
4403 Auto Insurance	2,115.33	2,261.86	-146.53	-6.48 %
4404 Directors & Officers Liability	1,549.00	1,528.00	21.00	1.37 %
4405 ERISA Retirement Insurance	90.00	67.44	22.56	33.45 %
<b>Total 4400 Insurance</b>	<b>6,460.38</b>	<b>5,701.44</b>	<b>758.94</b>	<b>13.31 %</b>
4500 Office Supplies and Expenses				
4501 Supplies	2,771.86	502.36	2,269.50	451.77 %
4502 Copier Supplies/Equipment	3,909.44	884.93	3,024.51	341.78 %
4502.1 Interest Paid - Copier Lease	94.01	142.96	-48.95	-34.24 %
<b>Total 4502 Copier Supplies/Equipment</b>	<b>4,003.45</b>	<b>1,027.89</b>	<b>2,975.56</b>	<b>289.48 %</b>
4503 Office Expense/Gifts	743.31	389.07	354.24	91.05 %
<b>Total 4500 Office Supplies and Expenses</b>	<b>7,518.62</b>	<b>1,919.32</b>	<b>5,599.30</b>	<b>291.73 %</b>
4600 Office/Admin Expense				
4601 Bank Monthly Charges	399.50	399.50	0.00	0.00 %
4602 CC Transaction Fees	6,078.16	5,473.91	604.25	11.04 %
4603 Internet Services	2,922.19	2,342.47	579.72	24.75 %
4605 Postage	295.40	121.60	173.80	142.93 %
4606 Rent	34,888.30	35,400.40	-512.10	-1.45 %
4608 Telephone	6,537.10	6,502.77	34.33	0.53 %
4609 Other Misc Svc Costs	1,308.66	352.56	956.10	271.19 %
4610 Investment Acct Bank Fees	225.00	150.00	75.00	50.00 %
<b>Total 4600 Office/Admin Expense</b>	<b>52,654.31</b>	<b>50,743.21</b>	<b>1,911.10</b>	<b>3.77 %</b>
4700 PennDOT Innovations Challenge Expense	3,000.00		3,000.00	
4900 Board Expenses	37,859.36	325.00	37,534.36	11,549.03 %
4910 Prof Dev/Meetings	1,108.00	-116.00	1,224.00	1,055.17 %
4920 Lobbying Expenses	7,308.70	7,266.70	42.00	0.58 %
5000 Committee Expenses	256.66	48.13	208.53	433.26 %
5100 Member-Related (non-travel)	535.93	17.13	518.80	3,028.60 %
5210 Dues/Subscriptions				
5211 Publication Subscriptions	6,400.00	5,925.00	475.00	8.02 %
5212 Prof Memberships	1,945.00	1,870.00	75.00	4.01 %
5213 Subscriptions	20,173.65	28,551.18	-8,377.53	-29.34 %
<b>Total 5210 Dues/Subscriptions</b>	<b>28,518.65</b>	<b>36,346.18</b>	<b>-7,827.53</b>	<b>-21.54 %</b>
5520 Professional Services				
5521 Legal		1,921.00	-1,921.00	-100.00 %
5522 Accountant	21,831.25	11,996.25	9,835.00	81.98 %
5523 Computer/IT	8,307.03	7,025.09	1,281.94	18.25 %
5525 Public Relations	50,000.00	50,554.15	-554.15	-1.10 %
<b>Total 5520 Professional Services</b>	<b>80,138.28</b>	<b>71,496.49</b>	<b>8,641.79</b>	<b>12.09 %</b>

# American Council of Engineering Companies of Penns

## Statement of Activity Comparison

July 2021 - April 2022

	TOTAL			
	JUL 2021 - APR 2022	JUL 2020 - APR 2021 (PY)	CHANGE	% CHANGE
5600 Travel Expenses				
5601 ACEC/NACEC Event Expenses	2,647.71	349.00	2,298.71	658.66 %
5605 Staff/Membership Related Travel	35.10	12.70	22.40	176.38 %
<b>Total 5600 Travel Expenses</b>	<b>2,682.81</b>	<b>361.70</b>	<b>2,321.11</b>	<b>641.72 %</b>
5610 Auto Expenses				
5611 Vehicle Maintenance	96.33	202.90	-106.57	-52.52 %
5612 Vehicle Lease	4,755.92	5,254.30	-498.38	-9.49 %
5613 Vehicle Gas/Tolls/Parking	607.93	186.97	420.96	225.15 %
<b>Total 5610 Auto Expenses</b>	<b>5,460.18</b>	<b>5,644.17</b>	<b>-183.99</b>	<b>-3.26 %</b>
6010 Depreciation Expense	1,901.40	1,901.40	0.00	0.00 %
66900 Reconciliation Discrepancies		-2.05	2.05	100.00 %
9210 Minor A/R Write-Off	0.01	0.10	-0.09	-90.00 %
<b>Total Expenditures</b>	<b>\$560,430.52</b>	<b>\$455,989.99</b>	<b>\$104,440.53</b>	<b>22.90 %</b>
NET OPERATING REVENUE	<b>\$133,912.92</b>	<b>\$180,798.47</b>	<b>\$ -46,885.55</b>	<b>-25.93 %</b>
NET REVENUE	<b>\$133,912.92</b>	<b>\$180,798.47</b>	<b>\$ -46,885.55</b>	<b>-25.93 %</b>

# American Council of Engineering Companies of Penns

## Statement of Financial Position Comparison

As of April 30, 2022

	TOTAL			
	AS OF APR 30, 2022	AS OF APR 30, 2021 (PY)	CHANGE	% CHANGE
<b>ASSETS</b>				
Current Assets				
Bank Accounts				
4135 Scholarship Account	21,127.44	19,456.86	1,670.58	8.59 %
4856 Wells Fargo Short Term	27,598.42		27,598.42	
5407 Wells Fargo Checking	346,949.21	313,738.16	33,211.05	10.59 %
9758 Wells Fargo Long Term	83,754.68	129,798.77	-46,044.09	-35.47 %
<b>Total Bank Accounts</b>	<b>\$479,429.75</b>	<b>\$462,993.79</b>	<b>\$16,435.96</b>	<b>3.55 %</b>
Accounts Receivable				
1200 *Accounts Receivable	7,064.08	21,438.93	-14,374.85	-67.05 %
1201 Allowance for Bad Debts	0.00	0.00	0.00	
<b>Total Accounts Receivable</b>	<b>\$7,064.08</b>	<b>\$21,438.93</b>	<b>\$ -14,374.85</b>	<b>-67.05 %</b>
Other Current Assets				
1010C1 Unrealized G (L) ML Reserved	0.00	796.06	-796.06	-100.00 %
1010D1 Unrealized G (L)Wells Fargo-Inv Reserved	0.00	-6,194.42	6,194.42	100.00 %
1010R Investment Acct - cash reclass	0.00	0.00	0.00	
1010SN Investment acct - cash portion	0.00	0.00	0.00	
1210 Prepaid Expenses	0.00	112.86	-112.86	-100.00 %
1210.1 Prepaid Meetings and Events	24,986.25	3,921.25	21,065.00	537.20 %
1210.2 Prepaid Insurance	22.56	112.56	-90.00	-79.96 %
<b>Total 1210 Prepaid Expenses</b>	<b>25,008.81</b>	<b>4,146.67</b>	<b>20,862.14</b>	<b>503.11 %</b>
1499 Undeposited Funds	2,421.00	189.00	2,232.00	1,180.95 %
<b>Total Other Current Assets</b>	<b>\$27,429.81</b>	<b>\$ -1,062.69</b>	<b>\$28,492.50</b>	<b>2,681.17 %</b>
<b>Total Current Assets</b>	<b>\$513,923.64</b>	<b>\$483,370.03</b>	<b>\$30,553.61</b>	<b>6.32 %</b>
Fixed Assets				
1062 Office Equipment	0.00	0.00	0.00	
1062A Original Cost	34,883.06	32,102.06	2,781.00	8.66 %
1062B Accumulated Depreciation	-22,784.55	-18,303.87	-4,480.68	-24.48 %
<b>Total 1062 Office Equipment</b>	<b>12,098.51</b>	<b>13,798.19</b>	<b>-1,699.68</b>	<b>-12.32 %</b>
1063 Lease Improvements	3,410.00	3,410.00	0.00	0.00 %
<b>Total Fixed Assets</b>	<b>\$15,508.51</b>	<b>\$17,208.19</b>	<b>\$ -1,699.68</b>	<b>-9.88 %</b>
<b>TOTAL ASSETS</b>	<b>\$529,432.15</b>	<b>\$500,578.22</b>	<b>\$28,853.93</b>	<b>5.76 %</b>

# American Council of Engineering Companies of Penns

## Statement of Financial Position Comparison

As of April 30, 2022

	TOTAL			
	AS OF APR 30, 2022	AS OF APR 30, 2021 (PY)	CHANGE	% CHANGE
<b>LIABILITIES AND EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
2200 *Accounts Payable	30,755.54	28,166.30	2,589.24	9.19 %
<b>Total Accounts Payable</b>	<b>\$30,755.54</b>	<b>\$28,166.30</b>	<b>\$2,589.24</b>	<b>9.19 %</b>
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	
<b>Total 2206 Prepaid Dues</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
2209 PAC Clearing Account	0.00	0.00	0.00	
2211 Deferred Income	9,619.25	12,790.50	-3,171.25	-24.79 %
2502 Capital Lease Obligation	1,699.61	2,901.83	-1,202.22	-41.43 %
25600 Dues Owed to National	0.00	0.00	0.00	
25610 Dues Owed to National - Current	0.00	0.00	0.00	
25615 Prepaid ACEC Dues-Anniversary Billing	9,350.62	6,995.86	2,354.76	33.66 %
25620 Dues Owed to National - Past Due	0.00	19,896.21	-19,896.21	-100.00 %
<b>Total 25600 Dues Owed to National</b>	<b>9,350.62</b>	<b>26,892.07</b>	<b>-17,541.45</b>	<b>-65.23 %</b>
25700 Accrued Payroll and Taxes	3,270.00	0.00	3,270.00	
25800 ACCRUED VACATION	303.96	3,967.02	-3,663.06	-92.34 %
3315 Scholarship Donations	675.00	1,000.00	-325.00	-32.50 %
PA Department of Revenue Payable	0.00	0.00	0.00	
<b>Total Other Current Liabilities</b>	<b>\$24,918.44</b>	<b>\$47,551.42</b>	<b>\$ -22,632.98</b>	<b>-47.60 %</b>
<b>Total Current Liabilities</b>	<b>\$55,673.98</b>	<b>\$75,717.72</b>	<b>\$ -20,043.74</b>	<b>-26.47 %</b>
<b>Total Liabilities</b>	<b>\$55,673.98</b>	<b>\$75,717.72</b>	<b>\$ -20,043.74</b>	<b>-26.47 %</b>
Equity				
2900 Opening Bal Equity	0.00	0.00	0.00	
2960 Retained Earnings	339,845.25	244,062.21	95,783.04	39.25 %
3100 Scholarship (Golf Outing) Restricted Net Assets	0.00	-0.18	0.18	100.00 %
Net Revenue	133,912.92	180,798.47	-46,885.55	-25.93 %
<b>Total Equity</b>	<b>\$473,758.17</b>	<b>\$424,860.50</b>	<b>\$48,897.67</b>	<b>11.51 %</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$529,432.15</b>	<b>\$500,578.22</b>	<b>\$28,853.93</b>	<b>5.76 %</b>



# Consulting Engineers of Pennsylvania PAC

## Statement of Activity

January - April, 2022

	TOTAL
Revenue	
4001 Contributions	7,150.00
<b>Total Revenue</b>	<b>\$7,150.00</b>
GROSS PROFIT	<b>\$7,150.00</b>
Expenditures	
6002 CC Fees	76.15
6003 Legal & Professional Services	127.20
<b>Total Expenditures</b>	<b>\$203.35</b>
NET OPERATING REVENUE	<b>\$6,946.65</b>
NET REVENUE	<b>\$6,946.65</b>

# Consulting Engineers of Pennsylvania PAC

## Statement of Financial Position

As of April 30, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	47,048.59
<b>Total Bank Accounts</b>	<b>\$47,048.59</b>
<b>Total Current Assets</b>	<b>\$47,048.59</b>
<b>TOTAL ASSETS</b>	<b>\$47,048.59</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$0.00</b>
<b>Total Liabilities</b>	<b>\$0.00</b>
Equity	
Retained Earnings	40,101.94
Net Revenue	6,946.65
<b>Total Equity</b>	<b>\$47,048.59</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$47,048.59</b>

# PA Consulting Engineers PAC

## Statement of Activity

January - April, 2022

	TOTAL
Revenue	
4000 Revenue	40.03
<b>Total Revenue</b>	<b>\$40.03</b>
GROSS PROFIT	<b>\$40.03</b>
Expenditures	
6000 General & Administrative	8.90
6003 Legal & Professional Services	1,627.20
<b>Total 6000 General &amp; Administrative</b>	<b>1,636.10</b>
<b>Total Expenditures</b>	<b>\$1,636.10</b>
NET OPERATING REVENUE	<b>\$ -1,596.07</b>
NET REVENUE	<b>\$ -1,596.07</b>

# PA Consulting Engineers PAC

## Statement of Financial Position

As of April 30, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
1001 Wells Fargo Checking	986.30
<b>Total Bank Accounts</b>	<b>\$986.30</b>
Other Current Assets	
1200 Bank Clearing Account	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$986.30</b>
<b>TOTAL ASSETS</b>	<b>\$986.30</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$0.00</b>
<b>Total Liabilities</b>	<b>\$0.00</b>
Equity	
3000 Retained Earnings	2,582.37
Net Revenue	-1,596.07
<b>Total Equity</b>	<b>\$986.30</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$986.30</b>

# American Council of Engineering Companies of Penns

Budget Overview: FY 2022-2023 - FY22 P&L

July 2021 - June 2022

	TOTAL
Revenue	
3000 Dues Income	
3001 Base ACEC/PA Dues	58,300.00
3002 ACEC/PA Dues	397,500.00
3003 Affiliate Dues	33,920.00
3005 ACEC Dues Rounding Difference	45.00
<b>Total 3000 Dues Income</b>	<b>489,765.00</b>
3009 ACEC BIT Royalty	3,900.00
3015 Member Directory Income	3,600.00
3016 Newsletter Advertising Income	100.00
3300 Meetings	
3301 Central Chapter Meeting	18,750.00
3302 Eastern Chapter Meeting	22,500.00
3303 Western Chapter Meeting	24,375.00
3304 Govt Affairs Breakfast	8,200.00
3305 Annual Meeting	
3305.1 Annual Meeting Sponsorships	10,000.00
3305.2 Annual Meeting Registrations	21,000.00
<b>Total 3305 Annual Meeting</b>	<b>31,000.00</b>
3306 Spring Conference	
3306.1 Spring Conference Sponsorships	19,000.00
3306.2 Spring Conference Registrations	34,200.00
<b>Total 3306 Spring Conference</b>	<b>53,200.00</b>
3307 ACEC/PA Fall Conference	
3307.1 Fall Conference Sponsorships	22,500.00
3307.2 Fall Conference Registrations	21,275.00
<b>Total 3307 ACEC/PA Fall Conference</b>	<b>43,775.00</b>
3308 Diamond Awards	
3308.1 Diamond Awards Sponsorships	18,000.00
3308.2 Diamond Awards Registrations	39,000.00
3308.3 Diamond Awards Project Submission Fee	11,400.00
<b>Total 3308 Diamond Awards</b>	<b>68,400.00</b>
3309 Scholarship Golf Outing	
3309.1 Golf Outing Sponsorships	15,000.00
3309.2 Golf Outing Registrations	19,000.00
3309.3 Golf Outing Mulligans/Raffle	4,500.00
<b>Total 3309 Scholarship Golf Outing</b>	<b>38,500.00</b>
3403 Legislative Day	8,500.00
<b>Total 3300 Meetings</b>	<b>317,200.00</b>
3900 Investment Income	
3901 Interest	48.00
3901.1 Interest from Money Market Account	12.00

# American Council of Engineering Companies of Penns

Budget Overview: FY 2022-2023 - FY22 P&L

July 2021 - June 2022

	TOTAL
3901.2 Interest from Scholarship Account	2.00
<b>Total 3901 Interest</b>	<b>62.00</b>
<b>Total 3900 Investment Income</b>	<b>62.00</b>
3951 Misc Income	600.00
<b>Total Revenue</b>	<b>\$815,227.00</b>
<b>GROSS PROFIT</b>	<b>\$815,227.00</b>
Expenditures	
4000 Payroll Expenditures	
4001 Salaries	295,000.00
4001.1 Salaries - Vacation	1,000.00
<b>Total 4001 Salaries</b>	<b>296,000.00</b>
4002 Payroll Taxes	25,000.00
4003 Employee Benefits	21,000.00
4004 Retirement	8,000.00
4005 Payroll Fees	2,032.00
<b>Total 4000 Payroll Expenditures</b>	<b>352,032.00</b>
4015 Member Directory Expenses	1,800.00
4300 Meetings Expense	
4302 Central Chapter Mtg Expense	
4302.2 Central Chapter Mtg Travel	50.00
4302.3 Central Chapter Mtg F&B	7,000.00
4302.4 Central Chapter Mtg AV/Rm Rental	5,000.00
4302.5 Central Chapter Mtg Supplies	30.00
<b>Total 4302 Central Chapter Mtg Expense</b>	<b>12,080.00</b>
4303 Eastern Chapter Mtg Expense	
4303.2 Eastern Chapter Mtg Travel	300.00
4303.3 Eastern Chapter Mtg F&B	8,000.00
4303.4 Eastern Chapter Mtg AV/Rm Rental	1,200.00
4303.5 Eastern Chapter Mtg Supplies	30.00
<b>Total 4303 Eastern Chapter Mtg Expense</b>	<b>9,530.00</b>
4304 Western Chapter Mtg Expense	
4304.2 Western Chapter Mtg Travel	500.00
4304.3 Western Chapter Mtg F&B	6,400.00
4304.4 Western Chapter Mtg AV/Rm Rental	300.00
4304.5 Western Chapter Mtg Supplies	30.00
<b>Total 4304 Western Chapter Mtg Expense</b>	<b>7,230.00</b>
4305 Govt Affairs Bfast Expense	
4305.2 Govt Affairs Bfast Travel	300.00
4305.3 Govt Affairs Bfast F&B	8,000.00
4305.4 Govt Affairs Bfast AV/Rm Rental	1,200.00
4305.5 Govt Affairs Bfast Supplies	30.00
<b>Total 4305 Govt Affairs Bfast Expense</b>	<b>9,530.00</b>

# American Council of Engineering Companies of Penns

Budget Overview: FY 2022-2023 - FY22 P&L

July 2021 - June 2022

	TOTAL
4306 Diamond Awards Expense	
4306.1 Awards Expense	2,100.00
4306.2 Diamond Awards Travel	225.00
4306.3 Diamond Awards F&B	34,000.00
4306.4 Diamond Awards AV/Rm Rental	12,500.00
4306.5 Diamond Awards Supplies/Misc.	8,000.00
<b>Total 4306 Diamond Awards Expense</b>	<b>56,825.00</b>
4307 Annual Meeting Expense	
4307.2 Annual Meeting Travel	5,000.00
4307.3 Annual Meeting F&B	14,000.00
4307.4 Annual Meeting AV/Rm Rental	3,000.00
4307.5 Annual Meeting Supplies	1,500.00
4307.6 Annual Meeting Activities	8,000.00
4307.7 Annual Meeting Speaker	250.00
<b>Total 4307 Annual Meeting Expense</b>	<b>31,750.00</b>
4308 Spring Conference Expense	
4308.2 Spring Conference Travel	100.00
4308.3 Spring Conference F&B	23,000.00
4308.4 Spring Conference AV/Rm Rental	6,100.00
4308.5 Spring Conference Supplies	500.00
4308.7 Spring Conference Speaker	1,500.00
<b>Total 4308 Spring Conference Expense</b>	<b>31,200.00</b>
4309 ACEC/PA Fall Conference Expense	
4309.2 Fall Conference Travel	1,200.00
4309.3 Fall Conference F&B	9,500.00
4309.4 Fall Conference AV/Rm Rental	3,400.00
4309.5 Fall Conference Supplies	750.00
<b>Total 4309 ACEC/PA Fall Conference Expense</b>	<b>14,850.00</b>
4310 Scholarship Golf Outing Expense	
4310.1 Scholarship Gift Given	2,500.00
4310.2 Golf Outing Travel	750.00
4310.3 Golf Outing F&B	9,300.00
4310.4 Golf Outing Green/Cart Fees	10,800.00
4310.5 Golf Outing Supplies	2,800.00
4310.6 Other Golf Outing Expenses	1,600.00
4310.7 Scholarship Income Tfr	4,850.00
4310.8 Golf Outing Staff Time	5,900.00
<b>Total 4310 Scholarship Golf Outing Expense</b>	<b>38,500.00</b>
4351 Legislative Day Expenses	
4351.1 Legislative Day Printing/Postage	3,500.00
4351.3 Legislative Day F&B	5,000.00
<b>Total 4351 Legislative Day Expenses</b>	<b>8,500.00</b>

# American Council of Engineering Companies of Penns

Budget Overview: FY 2022-2023 - FY22 P&L

July 2021 - June 2022

	TOTAL
<b>Total 4300 Meetings Expense</b>	<b>219,995.00</b>
4312 Safety	
4312.1 Safety Stand Down Marketing	100.00
4312.3 Safety Stand Down AV/Technology	1,750.00
<b>Total 4312 Safety</b>	<b>1,850.00</b>
4400 Insurance	
4401 Business Insurance	1,800.00
4402 Workers Comp Insurance	1,200.00
4403 Auto Insurance	2,601.00
4404 Directors & Officers Liability	1,550.00
4405 ERISA Retirement Insurance	90.00
<b>Total 4400 Insurance</b>	<b>7,241.00</b>
4500 Office Supplies and Expenses	
4501 Supplies	3,200.00
4502 Copier Supplies/Equipment	5,400.00
4502.1 Interest Paid - Copier Lease	107.00
<b>Total 4502 Copier Supplies/Equipment</b>	<b>5,507.00</b>
<b>Total 4500 Office Supplies and Expenses</b>	<b>8,707.00</b>
4600 Office/Admin Expense	750.00
4601 Bank Monthly Charges	480.00
4602 CC Transaction Fees	5,400.00
4603 Internet Services	3,200.00
4604 Printing	250.00
4605 Postage	250.00
4606 Rent	44,027.00
4607 Advertising	200.00
4608 Telephone	8,000.00
4609 Other Misc Svc Costs	50.00
<b>Total 4600 Office/Admin Expense</b>	<b>62,607.00</b>
4700 PennDOT Innovations Challenge Expense	1,500.00
4900 Board Expenses	9,000.00
4905 Strategic Plan Initiatives	10,000.00
4910 Prof Dev/Meetings	1,500.00
4920 Lobbying Expenses	10,000.00
4940 Tenant Improvements	500.00
5000 Committee Expenses	500.00
5100 Member-Related (non-travel)	750.00
5210 Dues/Subscriptions	
5211 Publication Subscriptions	9,200.00
5212 Prof Memberships	2,500.00
5213 Subscriptions	27,900.00
<b>Total 5210 Dues/Subscriptions</b>	<b>39,600.00</b>



# American Council of Engineering Companies of Penns

Budget Overview: FY 2022-2023 - FY22 P&L

July 2021 - June 2022

	TOTAL
5520 Professional Services	
5521 Legal	750.00
5522 Accountant	14,000.00
5523 Computer/IT	11,000.00
5525 Public Relations	63,000.00
<b>Total 5520 Professional Services</b>	<b>88,750.00</b>
5600 Travel Expenses	
5601 ACEC/NACEC Event Expenses	12,000.00
5604 Legislative Travel Expense	500.00
5605 Staff/Membership Related Travel	500.00
<b>Total 5600 Travel Expenses</b>	<b>13,000.00</b>
5610 Auto Expenses	
5611 Vehicle Maintenance	180.00
5612 Vehicle Lease	6,400.00
5613 Vehicle Gas/Tolls/Parking	1,000.00
<b>Total 5610 Auto Expenses</b>	<b>7,580.00</b>
6010 Depreciation Expense	1,700.00
<b>Total Expenditures</b>	<b>\$838,612.00</b>
NET OPERATING REVENUE	<b>\$ -23,385.00</b>
NET REVENUE	<b>\$ -23,385.00</b>



AMERICAN COUNCIL OF ENGINEERING COMPANIES  
*of Pennsylvania*

# REPORTS

## 2022/2023 Meeting Dates At-A-Glance

August 18	ACEC/PA Board of Directors Meeting, Virtual
September 19	ACEC/PA Scholarship Golf Outing, Toftrees, State College
September 19-20	ACEC/PA Fall Conference, Toftrees, State College
September 20	ACEC/PA Board of Directors Meeting, Toftrees, State College
October 7	Western Chapter Meeting, Cefalo's
October 11	Government Affairs Reception, Harrisburg
October 12	Central Chapter Meeting, Hershey Country Club
October 16-19	ACEC Fall Conference, The Broadmoor, Colo.
October 25	Eastern Chapter Meeting, Desmond Hotel
November 4	Western Chapter Meeting, Cefalo's
November 8	Eastern Chapter Meeting, Desmond Hotel
November 8	Government Affairs Reception, Harrisburg
November 9	Central Chapter Meeting, Hershey Country Club
November 16	ACEC/PA Board of Directors Meeting, Hershey Lodge
December TBD	Pennsylvania Society ACEC/PA Reception, New York, N.Y.
January 6	Western Chapter Meeting, Cefalo's
January 10	Government Affairs Reception, Harrisburg
January 11	Central Chapter Meeting, Hershey Country Club
January 17	Eastern Chapter Meeting, Desmond Hotel
January 26	ACEC/PA Board of Directors Meeting, Lancaster Marriott
January 26	ACEC/PA Diamond Awards, Lancaster Marriott
February 3	Western Chapter Meeting, Cefalo's
February 7	Government Affairs Reception
February 8	Central Chapter Meeting, Hershey Country Club
February 21	Eastern Chapter Meeting, Desmond Hotel
March 3	Western Chapter Meeting, Cefalo's
March 7	Government Affairs Reception
March 8	Central Chapter Meeting, Hershey Country Club
March 21	Eastern Chapter Meeting, Desmond Hotel
Spring 2023	ACEC/PA Legislative Day, Pennsylvania State Capitol
April 19	ACEC/PA Board of Directors Meeting, Hilton Harrisburg
April 20-21	ACEC/PA Spring Conference, Hilton Harrisburg
May 2023	ACEC/PA Annual Leadership Meeting
June 11-14	ACEC Annual Convention/Legislative Day, Grand Hyatt, Washington DC