



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

Board of Directors - Meeting Agenda

February 28, 2019

**Lancaster Marriott
Lancaster, PA
2:00pm**

Call to Order	Schweiss
Report by Auditors	Sherman
Action Items	
Nominating Committee	O'Neil/Schweiss
Minutes – November 14, 2018	Schweiss
Financial Report	Veydt
Membership Report	Holloway
Bylaw Change Approval	Frery/Schweiss
National Directors Report	O'Neil
a. ACEC PAC	
b. PaCE PAC	
Reports	
ACEC Report	Art Barrett
President's Report	Schweiss
Executive Director Report	Sherman
a. ACEC/PA Committee Report	
Government Affairs Report	Girman
Open Discussion	Schweiss
Adjourn	Schweiss



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

2019-2020 Board of Directors Slate

Eastern Chapter (Eric)

Matt Marquardt, Urban, continue as At-Large Director
Jeff Guzy, RK&K, nominated as new At-Large Director
Joe Riley, WSP, appointed as new Chapter President
Casey Moore, McMahon Associates, appointed as new Chapter Vice President

Central Chapter (Joe)

Mike Bougher, Stantec, nominated as Secretary
Matt Natale, JMT, continue as At-Large Director
Rosanna Smithnosky, Susquehanna Civil Inc., nominated as new At-Large Director
Sandy Basehore, Skelly & Loy, elevate to Chapter President
Paul McNamee, KCI, appointed as new Chapter Vice President

Western Chapter (Perry)

Mark Markosky, The Markosky Engineering Group, continue as At-Large Director
Dan Laird, A&A Consultants, Inc., nominated as new At-Large Director
Derek Rogers, RIG Consulting, Inc., elevate to Chapter President
Ryan Gargan, H.W. Lochner Inc., appointed as new Chapter Vice President



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

2019-2020 Nomination Committee Report

Perry Schweiss
Eric Frary
Joseph O'Neil

President
President-Elect
Immediate Past President

1. Presidential Appointments*

Derek Rogers (RIG Consulting, Inc)
Ryan Gargan (HW Lochner)

Western Chapter President
Western Chapter Vice President

Sandra Basehore (Skelly & Loy, Inc)
Paul McNamee (KCI)

Central Chapter President
Central Chapter Vice President

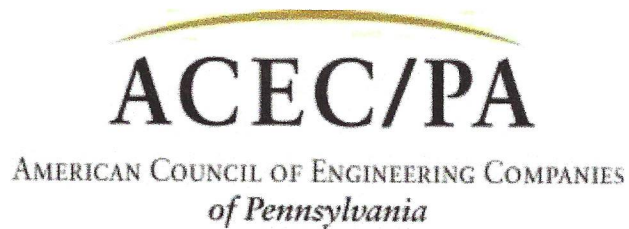
Joseph Riley (Louis Berger/WSP)
Casey Moore (McMahon Assc)

Eastern Chapter President
Eastern Chapter Vice President

2. Motion/Second

3. Confirmation Vote

*per ACEC/PA Bylaws, appointed by the President, confirmed by the Board of Directors



2019-2020 Nomination Committee Report

Perry Schweiss
Eric Frary
Joseph O'Neil

President
President-Elect
Immediate Past President

1. Officer**

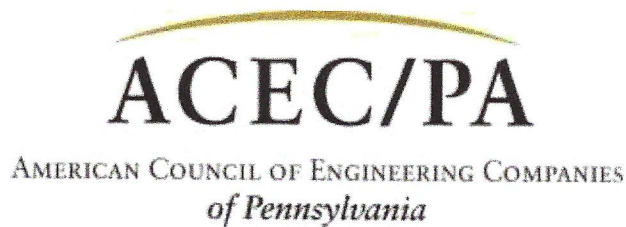
Secretary - Michael Bougher (Stantec) Central Chapter

2. Motion/Second

3. Vote

4. Submit to Membership for Balloting

**per ACEC/PA Bylaws, nominated by the Nominating Committee, confirmed by the Board of Directors and voted upon by the membership



2019-2020 Nomination Committee Report

Perry Schweiss
Eric Frary
Joseph O'Neil

President
President-Elect
Immediate Past President

1. At-Large Directors 2019-2021**

Daniel Laird (A&A Consultants, Inc.)	Western Chapter
Rosanna Smithnosky (Susquehanna Civil, Inc.)	Central Chapter
Jeffrey Guzy (RK&K)	Eastern Chapter

2. Motion/Second

3. Vote

4. Submit to Membership for Balloting

**per ACEC/PA Bylaws, nominated by the Nominating Committee, confirmed by the Board of Directors and voted upon by the membership

MEETING MINUTES

ACEC/PA

AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

ACEC/PA Board Meeting Minutes November 14, 2018 @ 4:00pm Hershey, PA

Attendees Present

Board members: Perry Schweiss, Eric Frary, Joe O'Neil, Troy Holloway, Eric Veydt, Roseline Bougher, Yassmin Gramian, Jon Livingston, Ed Reese, Matt Marquardt, Maggie Talarico, Derek Rogers, Sandy Basehore, Todd Morris, Mike Bougher, Mark Markosky, Samantha Safara, Mike Girman, Matt Natale

ACEC/PA staff: Leeann Sherman, Executive Director

Absent: None

Call to Order Perry Schweiss called the meeting was called to order at 4:10pm.

Action Items

1. Approval August 22, 2018 meeting minutes – Perry Schweiss
 - a. The minutes from the August 22, 2018 meeting were approved unanimously. Eric Frary moved to approve; Eric Veydt seconded.
2. Financial Report – led by Eric Veydt
 - a. Leeann Sherman explained that the fieldwork for the audit was conducted early September 2018. There are a number of corrections to journal entries that need to be corrected/consolidated. The audit process is expected to last through early December. The goal is to have the audit wrapped up by the next board meeting.
 - b. The Draft 990 forms should be ready for a board review soon. The numbers are still in draft form.
 - c. We were to be using accrual accounting methods but that had not been the case previously. We have begun this during the year of 2017-2018.
 - d. The organization filed an extension for taxes.
 - e. Eric Veydt went through the financial statements. There were questions about the restricted /reserve accounts such as the scholarship and Merrill Lynch accounts.
 - f. At this point, all accounts have been reconciled. Leeann Sherman is signer on all accountants and is working on the financial protocols which Eric Veydt will oversee. Eric Veydt requested a list of all accounts with corresponding signers. Board members will be receiving statements every month for their review.
 - g. We now have a separate account for our state PAC. Leeann Sherman is in the process of getting an EIN for the PAC and we now have two separate signers (Leeann Sherman and the current ACEC/PA President). The state PAC is currently being audited. The audit is going back 5 years.

MEETING MINUTES

ACEC/PA

AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

- h. Troy Holloway asked if we needed a separate account for the National PAC. Leeann Sherman responded that we did not. ACEC/PA pass the contributions to ACEC.
 - i. Leeann Sherman stated that expenses have been reduced as much as possible.
 - j. The golf outing raised about \$15,000.
 - k. A discussion ensued about our payments to ACEC National. The organization is currently making \$500 monthly payments. The board will revisit this issue at the February 2019 meeting.
 - l. Eric Frary moved to approve the financial report. Matt Marquardt seconded the motion.
3. Membership Report – led by Troy Holloway
- a. Troy Holloway gave the membership report.
 - b. Troy Holloway and Leeann Sherman are working on making the report more user-friendly.
 - c. Leeann Sherman has been reaching out to firms that are based in other states but have offices in Pennsylvania.
 - d. ACEC National is getting involved and helping the states increase their membership.
 - e. Mike Bougher asked if we had a “buddy system”. We do not, but it will be considered.
 - f. It was decided that the board will no longer vote on membership; if the firm meets the criteria, Leeann Sherman will approve and let the Board know.
 - g. Eric Veydt moved to approve the membership report. Joe O’Neil seconded the motion.
4. National Directors Report – led by Joe O’Neil
- a. The state PAC raffle is on-going. Since the tickets are for Philadelphia teams, the board discussed how the eastern chapter members should help the western and central chapters’ members.
 - b. Eric Frary moved to approve the National Directors Report. Mark Markosky seconded the motion.

Reports

1. President’s Report – Perry Schweiss
- a. Strategic Plan – Perry Schweiss reported that there is still work being done on the strategic plan.
 - b. Perry Schweiss expressed concern about ACEC/PA’s involvement in the quality side for PennDOT and the PTC including construction inspection and design management. ACEC/PA needs to be more proactive.
 - i. We are representing ACEC/PA in the new TQI initiative with various people, STIC (Greg Lebo), Women’s Forum (Judy Andersen), Oil and Gas Association (Duane Peters- pending), econstruction initiative through PennDOT & PA Turnpike (Derek Rogers & Brian Hart).
 - c. Perry Schweiss also brought up the topic of advocacy – what is our message? ACEC/PA is supposed to be a problem solver. When we meet with representatives, we should not just be asking for funding, but also providing solutions. Our legislative composition has changed significantly, and ACEC/PA needs to do a lot of educating. Perry Schweiss will

MEETING MINUTES

think about whether he wants to put a task force together to address this issue and will get back to us.

- d. Perry Schweiss also brought up the idea of hiring a third staff member for ACEC/PA. He asked Leeann for a list of duties that this person could perform. No action required at this time.

2. Executive Director's Report led by Leeann Sherman

- a. ACEC/PA Committee Report – all ACEC/PA committees reported today at the ACEC/PA Fall Conference. There is a record attendance for the conference this year.

3. Government Affairs Report led by Mike Girman with input from Leeann Sherman– Various advocacy discussion items were presented by Michael Girman including decision to move forward with a Legislative Day in the late winter/early spring depending on the session schedule. Based on the recent election results, many new members were elected and several advocates have left office or lost their seats in the election. We will need to determine how/what we do to educate the legislators. KTFC legislative briefings occurred leading up to the election with very good attendance.

Open Discussion

Eric Frary presented the revised by-laws. Board members need to review this document in preparation for a board call to give approval by the end of the year. After that, the final by-laws go to the membership at large.

Adjourn

The meeting adjourned at 5:50pm. Ed Reese moved to adjourn the meeting. Matt Natale seconded the motion. The board went into Executive Session after the board meeting.

American Council of Engineering Companies of Pennsylvania

BUDGET VS. ACTUALS: 2018-2019 - FY19 P&L

July 2018 - June 2019

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
3000 Dues Income				
3001 Base ACEC/PA Dues	52,144.61	53,000.00	-855.39	98.39 %
3002 ACEC/PA Dues	348,215.30	330,000.00	18,215.30	105.52 %
3003 Affiliate Dues	27,552.50	23,000.00	4,552.50	119.79 %
Total 3000 Dues Income	427,912.41	406,000.00	21,912.41	105.40 %
3009 ACEC BIT Royalty	1,600.00	2,000.00	-400.00	80.00 %
3015 Membership Directory Income	1,400.00		1,400.00	
3300 Meetings				
3301 Central Chapter Meeting	18,224.00	19,000.00	-776.00	95.92 %
3302 Eastern Chapter Meeting	27,074.90	22,000.00	5,074.90	123.07 %
3303 Western Chapter Meeting	28,277.00	35,000.00	-6,723.00	80.79 %
3304 Govt Affairs Breakfast	17,060.00	18,000.00	-940.00	94.78 %
3305 Annual Meeting				
3305.1 Annual Meeting Sponsorships		14,000.00	-14,000.00	
3305.2 Annual Meeting Registrations		18,000.00	-18,000.00	
Total 3305 Annual Meeting		32,000.00	-32,000.00	
3306 Spring Conference				
3306.1 Spring Conference Sponsorships	3,250.00	17,500.00	-14,250.00	18.57 %
3306.2 Spring Conference Registrations		28,000.00	-28,000.00	
Total 3306 Spring Conference	3,250.00	45,500.00	-42,250.00	7.14 %
3307 ACEC/PA Fall Conference				
3307.1 Fall Conference Sponsorships	12,200.00	10,000.00	2,200.00	122.00 %
3307.2 Fall Conference Registrations	23,153.75	20,000.00	3,153.75	115.77 %
Total 3307 ACEC/PA Fall Conference	35,353.75	30,000.00	5,353.75	117.85 %
3308 Diamond Awards				
3308.1 Diamond Awards Sponsorships	38,500.00	40,000.00	-1,500.00	96.25 %
3308.2 Diamond Awards Registrations	18,090.00	19,000.00	-910.00	95.21 %
3308.3 Diamond Awards Project Submission Fee	12,300.00	8,400.00	3,900.00	146.43 %
Total 3308 Diamond Awards	68,890.00	67,400.00	1,490.00	102.21 %
3309 Scholarship Golf Outing				
3309.1 Golf Outing Sponsorships	19,550.00	25,000.00	-5,450.00	78.20 %
3309.2 Golf Outing Registrations	2,640.00	4,750.00	-2,110.00	55.58 %
3309.3 Golf Outing Mulligans/Raffle	4,410.00		4,410.00	
Total 3309 Scholarship Golf Outing	26,600.00	29,750.00	-3,150.00	89.41 %
3403 Legislative Day	1,000.00	8,000.00	-7,000.00	12.50 %
Total 3300 Meetings	225,729.65	306,650.00	-80,920.35	73.61 %
3900 Investment Income				
3901 Interest	2,950.69	75.00	2,875.69	3,934.25 %
3902 Dividends	-36.78		-36.78	
3903 Unrealized Gains/(Losses)		100.00	-100.00	

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 3900 Investment Income	2,913.91	175.00	2,738.91	1,665.09 %
3951 Misc Income	785.05	750.00	35.05	104.67 %
Total Revenue	\$660,341.02	\$715,575.00	\$ -55,233.98	92.28 %
GROSS PROFIT	\$660,341.02	\$715,575.00	\$ -55,233.98	92.28 %
Expenditures				
4000 Payroll Expenditures				
4001 Salaries	117,033.37	176,000.00	-58,966.63	66.50 %
4002 Payroll Taxes	10,221.29	12,000.00	-1,778.71	85.18 %
4003 Employee Benefits	6,339.12	9,000.00	-2,660.88	70.43 %
4004 Retirement	4,322.68	6,000.00	-1,677.32	72.04 %
4005 Payroll Fees	355.50	1,200.00	-844.50	29.63 %
Total 4000 Payroll Expenditures	138,271.96	204,200.00	-65,928.04	67.71 %
4300 Meetings Expense				
4301 Prior Year AM Expense	11.98		11.98	
4302 Central Chapter Mtg Expense				
4302.2 Central Chapter Mtg Travel	41.16	50.00	-8.84	82.32 %
4302.3 Central Chapter Mtg F&B	6,951.36	10,700.00	-3,748.64	64.97 %
4302.4 Central Chapter Mtg AV/Rm Rental	510.29		510.29	
4302.5 Central Chapter Mtg Supplies		300.00	-300.00	
Total 4302 Central Chapter Mtg Expense	7,502.81	11,050.00	-3,547.19	67.90 %
4303 Eastern Chapter Mtg Expense				
4303.2 Eastern Chapter Mtg Travel	132.92	360.00	-227.08	36.92 %
4303.3 Eastern Chapter Mtg F&B	10,401.54	10,830.00	-428.46	96.04 %
4303.4 Eastern Chapter Mtg AV/Rm Rental	686.88		686.88	
4303.5 Eastern Chapter Mtg Supplies		60.00	-60.00	
Total 4303 Eastern Chapter Mtg Expense	11,221.34	11,250.00	-28.66	99.75 %
4304 Western Chapter Mtg Expense				
4304.2 Western Chapter Mtg Travel	521.65	560.00	-38.35	93.15 %
4304.3 Western Chapter Mtg F&B	13,188.71	17,700.00	-4,511.29	74.51 %
4304.4 Western Chapter Mtg AV/Rm Rental	100.00		100.00	
4304.5 Western Chapter Mtg Supplies		240.00	-240.00	
Total 4304 Western Chapter Mtg Expense	13,810.36	18,500.00	-4,689.64	74.65 %
4305 Govt Affairs Bfast Expense				
4305.2 Govt Affairs Bfast Travel	42.52		42.52	
4305.3 Govt Affairs Bfast F&B	7,941.09	11,925.00	-3,983.91	66.59 %
4305.4 Govt Affairs Bfast AV/Rm Rental	779.11		779.11	
4305.5 Govt Affairs Bfast Supplies		75.00	-75.00	
Total 4305 Govt Affairs Bfast Expense	8,762.72	12,000.00	-3,237.28	73.02 %
4306 Diamond Awards Expense				
4306.1 Awards Expense	126.35	6,900.00	-6,773.65	1.83 %
4306.2 Diamond Awards Travel	14.28	200.00	-185.72	7.14 %
4306.3 Diamond Awards F&B		28,000.00	-28,000.00	
4306.4 Diamond Awards AV/Rm Rental		6,000.00	-6,000.00	
4306.5 Diamond Awards Supplies/Misc.	1,262.50	1,200.00	62.50	105.21 %
Total 4306 Diamond Awards Expense	1,403.13	42,300.00	-40,896.87	3.32 %
4307 Annual Meeting Expense				
4307.2 Annual Meeting Travel		1,500.00	-1,500.00	

TOTAL				
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4307.3 Annual Meeting F&B	1,250.00	10,000.00	-8,750.00	12.50 %
4307.4 Annual Meeting AV/Rm Rental		3,000.00	-3,000.00	
4307.5 Annual Meeting Supplies		500.00	-500.00	
4307.6 Annual Meeting Activities		8,000.00	-8,000.00	
Total 4307 Annual Meeting Expense	1,250.00	23,000.00	-21,750.00	5.43 %
4308 Spring Conference Expense				
4308.3 Spring Conference F&B		17,900.00	-17,900.00	
4308.4 Spring Conference AV/Rm Rental		5,500.00	-5,500.00	
4308.5 Spring Conference Supplies		2,500.00	-2,500.00	
4308.7 Spring Conference Speaker		2,000.00	-2,000.00	
Total 4308 Spring Conference Expense		27,900.00	-27,900.00	
4309 ACEC/PA Fall Conference Expense				
4309.2 Fall Conference Travel	17.85	50.00	-32.15	35.70 %
4309.3 Fall Conference F&B	10,522.91	11,950.00	-1,427.09	88.06 %
4309.4 Fall Conference AV/Rm Rental	1,762.78		1,762.78	
4309.5 Fall Conference Supplies	965.31	750.00	215.31	128.71 %
Total 4309 ACEC/PA Fall Conference Expense	13,268.85	12,750.00	518.85	104.07 %
4310 Scholarship Golf Outing Expense				
4310.1 Scholarship Gift Given	12,500.00	10,000.00	2,500.00	125.00 %
4310.2 Golf Outing Travel	36.82	50.00	-13.18	73.64 %
4310.3 Golf Outing F&B	4,378.13	4,950.00	-571.87	88.45 %
4310.4 Golf Outing Green/Cart Fees	3,432.00	5,000.00	-1,568.00	68.64 %
4310.5 Golf Outing Supplies	2,131.43	3,500.00	-1,368.57	60.90 %
4310.6 Other Scholarship Expenses	1,865.00		1,865.00	
4310.7 Scholarship Income Tfr		6,250.00	-6,250.00	
Total 4310 Scholarship Golf Outing Expense	24,343.38	29,750.00	-5,406.62	81.83 %
4351 Legislative Day Expenses				
4351.3 Legislative Day F&B		4,000.00	-4,000.00	
4351.5 Legislative Day Supplies		100.00	-100.00	
Total 4351 Legislative Day Expenses		4,100.00	-4,100.00	
Total 4300 Meetings Expense	81,574.57	192,600.00	-111,025.43	42.35 %
4400 Insurance				
4401 Business Insurance		600.00	-600.00	
4402 Workers Comp Insurance	331.74	1,100.00	-768.26	30.16 %
4403 Auto Insurance	675.27	1,530.00	-854.73	44.14 %
4404 Directors & Officers Liability		1,805.00	-1,805.00	
Total 4400 Insurance	1,007.01	5,035.00	-4,027.99	20.00 %
4500 Office Supplies and Expenses				
4501 Supplies	2,076.71	7,000.00	-4,923.29	29.67 %
4502 Copier Supplies/Equipment	2,703.42	3,600.00	-896.58	75.10 %
4503 Office Expense/Gifts	325.81	1,500.00	-1,174.19	21.72 %
Total 4500 Office Supplies and Expenses	5,105.94	12,100.00	-6,994.06	42.20 %
4600 Office/Admin Expense				
4601 Bank CC Monthly Charges	429.65	500.00	-70.35	85.93 %
4602 CC Transaction Fees	6,459.64	14,000.00	-7,540.36	46.14 %
4603 Internet Services	2,256.73	3,500.00	-1,243.27	64.48 %
4605 Postage	388.10	300.00	88.10	129.37 %

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
4606 Rent	27,329.36	40,275.00	-12,945.64	67.86 %
4607 Advertising		100.00	-100.00	
4608 Telephone	4,031.83	3,000.00	1,031.83	134.39 %
4609 Other Misc Svc Costs	35.00	1,000.00	-965.00	3.50 %
Total 4600 Office/Admin Expense	40,930.31	62,675.00	-21,744.69	65.31 %
4900 Board Expenses	520.63	11,500.00	-10,979.37	4.53 %
4910 Prof Dev/Meetings	2,458.34	3,500.00	-1,041.66	70.24 %
4920 Lobbying Expenses	842.00	310.00	532.00	271.61 %
5000 Committee Expenses	501.60	500.00	1.60	100.32 %
5100 Member-Related (non-travel)		2,500.00	-2,500.00	
5210 Dues/Subscriptions				
5211 Publication Subscriptions	2,478.00	5,500.00	-3,022.00	45.05 %
5212 Prof Memberships	1,550.00	1,500.00	50.00	103.33 %
5213 Subscriptions	7,639.64	9,000.00	-1,360.36	84.88 %
Total 5210 Dues/Subscriptions	11,667.64	16,000.00	-4,332.36	72.92 %
5520 Professional Services	955.50		955.50	
5521 Legal	17,864.50	25,000.00	-7,135.50	71.46 %
5522 Accountant	22,974.00	20,000.00	2,974.00	114.87 %
5523 Computer/IT	7,790.09	15,000.00	-7,209.91	51.93 %
5525 Public Relations	40,000.00	60,000.00	-20,000.00	66.67 %
Total 5520 Professional Services	89,584.09	120,000.00	-30,415.91	74.65 %
5600 Travel Expenses				
5601 ACEC/NACEC Travel Expenses	4,813.98	11,000.00	-6,186.02	43.76 %
5602 ACEC/PA Presidents Travel	713.83		713.83	
5604 Legislative Travel Expense	2,360.44	500.00	1,860.44	472.09 %
5605 Staff/Membership Related Travel	12.47	1,000.00	-987.53	1.25 %
Total 5600 Travel Expenses	7,900.72	12,500.00	-4,599.28	63.21 %
5610 Auto Expenses				
5611 Vehicle Maintenance	149.41	250.00	-100.59	59.76 %
5612 Vehicle Lease	3,769.92	6,500.00	-2,730.08	58.00 %
5613 Vehicle Gas/Tolls/Parking	465.73	2,000.00	-1,534.27	23.29 %
Total 5610 Auto Expenses	4,385.06	8,750.00	-4,364.94	50.11 %
6010 Depreciation Expense		15,000.00	-15,000.00	
Total Expenditures	\$384,749.87	\$667,170.00	\$ -282,420.13	57.67 %
NET OPERATING REVENUE	\$275,591.15	\$48,405.00	\$227,186.15	569.34 %
Other Expenditures				
Reconciliation Discrepancies-1	-320.00		-320.00	
Total Other Expenditures	\$ -320.00	\$0.00	\$ -320.00	0.00%
NET OTHER REVENUE	\$320.00	\$0.00	\$320.00	0.00%
NET REVENUE	\$275,911.15	\$48,405.00	\$227,506.15	570.01 %

American Council of Engineering Companies of Pennsylvania

STATEMENT OF FINANCIAL POSITION

As of January 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
0361 Scholarship Fund	25,517.68
1604 Merrill Edge - Reserved	43,317.31
5217 PaCE PAC	81,275.89
5407 Wells Fargo Checking	295,154.84
9758 Wells Fargo Invest Reserved	75,565.11
Total Bank Accounts	\$520,830.83
Accounts Receivable	
1200 *Accounts Receivable	9,655.95
1201 Allowance for Bad Debts	0.00
Total Accounts Receivable	\$9,655.95
Other Current Assets	
1010C1 Unrealized G (L) ML Reserved	710.61
1010D1 Unrealized G (L) Wells Fargo-Inv Reserved	952.05
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	1,000.00
Total 1210 Prepaid Expenses	1,000.00
1499 Undeposited Funds	2,135.00
3210 Scholarship Fund - check deposits	-500.00
Total Other Current Assets	\$4,297.66
Total Current Assets	\$534,784.44
Fixed Assets	
1062 Office Equipment	0.00
1062A Original Cost	157,457.87
1062B Accumulated Depreciation	-160,430.56
Total 1062 Office Equipment	-2,972.69
Total Fixed Assets	\$ -2,972.69
TOTAL ASSETS	\$531,811.75
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2200 *Accounts Payable	5,996.08
Total Accounts Payable	\$5,996.08
Other Current Liabilities	
2206 Prepaid Dues	0.00
2206.1 Prepaid Firm Dues	0.00

	TOTAL
2206.2 Prepaid Index Dues	0.00
2206.3 Prepaid ACEC Dues	0.00
2206.4 Prepaid Associate Dues	0.00
Total 2206 Prepaid Dues	0.00
2207 Prepaid AM Income	
2207.1 Prepaid AM Sponsorships	0.00
2207.2 Prepaid AM Registrations	0.00
2207.3 Prepaid AM Golf	0.00
2207.4 Prepaid AM Excursion	0.00
Total 2207 Prepaid AM Income	0.00
2209 PAC Clearing Account	1,000.00
25600 Dues Owed to National	0.00
25610 Dues Owed to National - Current	18,363.03
25620 Dues Owed to National - Past Due	38,562.71
Total 25600 Dues Owed to National	56,925.74
25700 Accrued Payroll and Taxes	6,226.60
25800 ACCRUED VACATION	9,049.77
25850 Garnishments	0.00
25890 MISC Payroll Liability	0.00
25900 Employee Retirement Withholding	0.00
3209 PaCE PAC Donations by Check or Charge	45,530.00
7209 PaCE PAC Campaign Donations	-5,750.00
7920 PaCE PAC Lobbying Expenses	-2,100.00
PA Department of Revenue Payable	0.00
Total Other Current Liabilities	\$110,882.11
Total Current Liabilities	\$116,878.19
Total Liabilities	\$116,878.19
Equity	
2900 Opening Bal Equity	42,795.89
2960 Retained Earnings	96,327.68
Net Revenue	275,809.99
Total Equity	\$414,933.56
TOTAL LIABILITIES AND EQUITY	\$531,811.75



January 2018 Membership Report

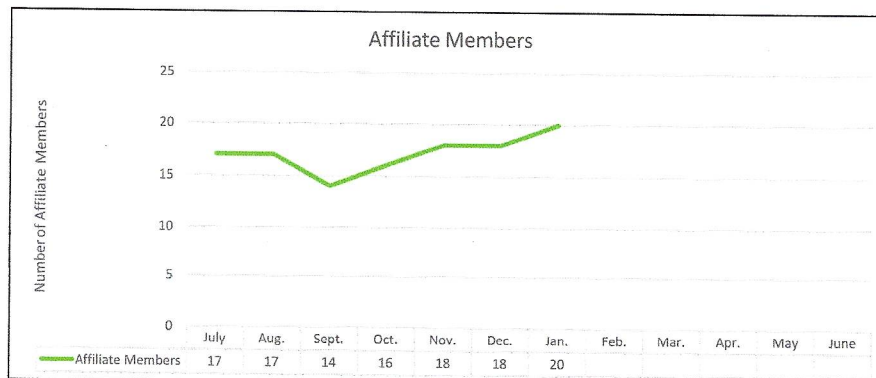
Month	Member Firms			
	Starting Index	New Member Index	Drop Member Index	Index
July	1239.13	0	0	1239.13
Aug.	1239.13	10.28	0	1249.41
Sept.	1249.41	0	-28.72	1220.69
Oct.	1220.69	13.08	0	1233.77
Nov.	1233.77	25.26	0	1259.03
Dec.	1259.03	12.14	0	1271.17
Jan.	1271.17	0	0	1271.17
Feb.				
Mar.				
Apr.				
May				
June				

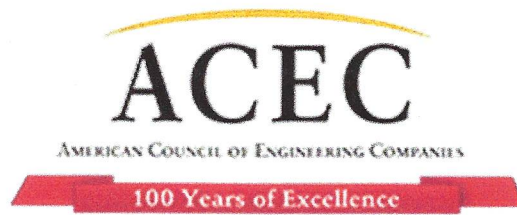
New Member Firms	
Name	Index
N/A	



Month	Affiliate Members			
	Starting Members	New Members	Dropped Members	Affiliate Members
July	18	0	-1	17
Aug.	17	1	-1	17
Sept.	17	0	-3	14
Oct.	14	2	0	16
Nov.	16	2	0	18
Dec.	18	0	0	18
Jan.	18	2	0	20
Feb.				
Mar.				
Apr.				
May				
June				

New Affiliate Members	
Brehm Nofer & McCarter, P.C.	
ACE Construction, Maintenance & More	





2019 ACEC PAC Contributors
As of January 31, 2019
2019 ACEC PAC Goal \$33,958
YTD Raised \$3,600

\$2,500 and greater

\$1,000-2499

Larson Design Group PAC

\$500-999

Joseph O'Neil, Whitney, Bailey, Cox & Magnani
Derek Rogers, RIG Consulting, Inc.
Perry Schweiss, SPK, Inc.
Margaret Talarico, Foresight Construction Services, LLC

\$250-499

\$1-249



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania

2019 PaCE PAC Contributors

As of January 31, 2019

2019 PaCE PAC Goal - \$25,000
Contributions received to-date - \$6,450

\$1,000 and greater

Larson Design Group

\$500 - \$999

Michael Bougher, Stantec
Roseline Bougher, A.D. Marble & Company
Joseph O'Neil, WBCM
Derek Rogers, RIG Consulting, Inc.
Perry Schweiss, SPK
Margaret Talarico, Foresight Construction Services, LLC
D. Eric Veydt, Gannett Fleming

\$250 - \$499

Christopher Bauer, McMahon Associates
Jeff Guzy, RK&K

\$1 - \$249

Steven Barber, Michael Baker Intl
James Brady, STV Incorporated
Paul McNamee, KCI Technologies, Inc.
Leonard Smith, STV Incorporated