



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of South Carolina

**American Council of Engineering
Companies of South Carolina
Board of Director's Meeting
September 5, 2019
Conference Call due to Dorian
Call In Info:
Call in: 877.778.5242 . Code:
8090281 Leader Pin: 4394866**

Board of Directors

- ☐ Keith Overstreet, PE, *Chair*
- ☐ Jason Eppley, PE, *Vice Chair*
- ☐ Matt Gehman, *Sec./Treasurer*
- ☐ Cameron Nations, PE, *Past Chair*
- ☐ Chuck Black, PE, *Director*
- ☐ Petrina Butler PE, *Director*
- ☐ Theresa McClure, *Director*
- ☐ Jeff Mulliken, PhD, PE, *Director*
- ☐ Ben Temple, PE *Director*
- ☐ Mike Wooten, PE, *Director*
- ☐ Kylie Page, PE, *National Director **
- ☐ Rick Fauteux, PE, F.ACEC, *Affiliate
National Director **
- ☐ Tom Jordan, PE, *Environmental
Committee Chair**
- ☐ Melvin Williams, *Transportation
Committee Chair**
- ☐ Ricky Ward, PE, *Communications
Committee Chair**
- ☐ Adam B. Jones, *Executive Director**
- ☐ Allison Jones, *ACEC-SC Staff*
- ☐ Other*

* denotes non-voting

Agenda

1. Call to Order – Keith Overstreet, PE
2. Approve Consent Agenda
 - Board Minutes August 1, 2019
 - Membership Report
 1. Wilson Furgeson & Sepi Applications
3. Financial Report – Matt Gehman
 - Financial Report
4. Chair's Report: - Keith Overstreet, PE
 - Strategic Plan
 - ACEC-SC Position on Average Overhead Rate on Fixed Fees at SCDOT
 - HB-1 Visas Webinars
 - Membership Committee Chair
5. Executive Director's Report – Adam B. Jones
 - Legislative Report
 1. SC Frivolous Civil Proceedings Sanctions Act
 2. NC HB 871
 - SC Engineering Conference & Trade Show
 - Allison King to ACEC Staff Training
 - SCESS
 1. Open Seat / John Peeple's Seat
 2. Building Code Council Seat
 3. Dinner with Registration Board
 - NSBA Steel Bridge Forum
 - PAC Bowling
 - Senator Tim Scott Cook-Out Charleston 10/5/19
6. ACEC National Directors Report – Kylie Page, PE
 - ACEC PAC Goal needs to be met by ACEC Fall Meeting
7. Committee Reports:
 - Transportation Committee
 - ✓ ACEC-SC/SCDOT Annual Meeting
 - ✓ Keynote Speaker Budget
 - Environmental Committee – dormant until Fall
 - BRE Committee
 - Communications Committee
 - Membership Committee
 - Advocacy PAC
8. Other Business
 - Surplus investments
9. Next Meeting: October 3, 2019 Davis & Floyd Columbia, SC
10. Adjourn

ACEC-SC Board of Directors Meeting Minutes

August 1, 2019

Palmetto Club, Columbia, SC

The ACEC-SC Board meeting was called to order at 10:01 AM by Chair Keith Overstreet with the following board members in attendance: Chair Keith Overstreet, Vice Chair Jason Eppley (by phone), Secretary/Treasurer Matt Gehman, Petrina Butler, Rick Fauteux, Steve Hall (ACEC National), Paul Holt, Theresa McClure, Jeff Mulliken, Brian Shiver, Peter Strub, Ben Temple, Ricky Ward, Mike Wooten, Adam B. Jones and Allison King.

A motion was made by Petrina Butler to approve the Consent Agenda, seconded by Mike Wooten and approved.

Membership Report:

- Dues were mailed on July 1, 2019.
- Enclosed report is effective July 24, 2019.
- In 2020, Design South LLC will be reflected as Ardurra.
- MA Engineering was acquired by Weston and Sampson.

Financial Report:

- Treasurer Matt Gehman provided the financial report.
 - P&L Statement reflects the 1st month of fiscal year; therefore, a delta is not provided.
 - Approximately 30% of dues have been paid.
 - Gehman said to let him know if there are specific questions about the P & L.
 - Monetary tracking begins now.
 - Income is \$97,600.05, Expense is \$15,915.40 and Net Income is \$81,684.65.
- Gehman asked Allison King to relay the difference in the financial statement sent the prior week vs what is in the agenda sent this week.
 - King said the End of Year financial statement sent last week had an incorrect amount listed on the budget because the Bookkeeper made the changes to the chart of accounts as requested by the ACEC-SC Board. By adding and deleting accounts, QuickBooks deleted a budgeted line item of \$10,000.
 - For the end of year for 2018-2019, the net income is \$68,948.75. The budgeted amount was \$9,116.03 with the percent of budget of 756.35%. This means ACEC-SC made 756.35% of the budget from 2018-2019.
- Jeff Mulliken asked what is in code 6160 – Dues and Subscriptions – Other.
 - Allison King checked with the bookkeeper after the meeting. The fees have been coded to the correct location. \$100 is for the App and \$32.40 was for MailChimp.
- Income shows receipt of money for Future Leaders.
 - Adam Jones explained Future Leaders is sold out.
 - All of the money has not been received as many companies chose to pay by check.
- Ricky Ward asked about the Emergency Fund.
 - Most National Member Organizations put 40% in reserves. This is an action item that will be discussed later in the meeting.
- A motion to approve the financial report was made by Petrina Butler, seconded by Jeff Mulliken, and passed.

Chairs Report:

- Chair Keith Overstreet provided the Chair's Report.
 - Board Member Responsibilities - A single sheet is included in the packet. Keep this handy and reflect upon it periodically.
 - Strategic Plan - A lot was accomplished at the retreat. Keep the 5 items of the strategic plan as the year proceeds: Grow and Diversify Membership, Grow the Brand, Legislative Influence, Impactful Committees, Energize and Engage Membership.

- Grow and Diversify Membership is the first part of the Strategic Plan. The membership committee was headed by Kevin Shoemake. Jason Eppley indicated Shoemake will no longer head this committee and a new volunteer will need to be appointed to this position.
- ACEC National is working on a potential member list.
- ACEC-SC to develop a mailer. Wooten suggested board members visit potential members as a mailer will be trashed. \$6,000 was budgeted for a mailer and membership meetings combined. Adam Jones said a 3-touch approach will be used – email, phone call and mailer.
- Budget Committee – A committee will be set for the 2020-2021 budget with 3 people including the Executive Director, Vice Chair and Treasurer. A motion was made to accept the newly formed Budget committee by Mike Wooten, seconded by Petrina Butler and approved.
 - Peter Stub suggested a 3-year budget as adopted by many MO's across the country. This helps with planning. Committee may determine to go this route after the first budget is made with the committee.

Executive Directors Report:

- Adam Jones provided the Executive Director's Report.
- Legislative off season starts in mid-September.
- Nancy Mace of Charleston asked for support for her run for Congress. The seat is currently held by Joe Cunningham. Mace is very critical of SCDOT and Christy Hall. Gehman said she needs education on the SCDOT. Matt Gehman and ACEC-SC will meet with her before determining to provide PAC funding.
- SC Frivolous Civil Proceedings Sanctions Act.
 - Affiliate Member of ACEC-SC, Gibbs Burton, LLC / Stephanie Burton brought this issue to ACEC-SC.
 - In 2005 South Carolina passed a Tort Bill. The bill adopted a gatekeeping statute which allows a plaintiff to bring a professional negligence suit against a licensed professional if a plaintiff files a complaint with expert witness saying a professional was negligent.
 - **ACEC-SC's Concern:** A federal district judge says this does not apply if the defendant is a company, so plaintiff's attorneys are now skirting the law by going after design firms.
 - Adam Jones will contact Stephanie Burton with a request to speak to the board.
 - The board supports ACEC-SC pursuing legislation on this issue.
- Several states have worked on Indemnity bills recently.
 - Indemnity: security or protection against a loss or other financial burden/security against or exemption from legal liability for one's actions.
 - NC Recently Passed their bill on indemnity.
 - **Issue:** Design professionals are asked to sign contracts that require them to indemnify, hold harmless and defend an owner and unrelated third parties against claims for damages that are outside the scope of the engineer's work and or control.
 - Steve Hall of ACEC National said this was an arduous process. The largest opposition was Carolinas AGC.
 - The Board supports introducing a bill like ACEC-SC's HB. 871
- The Citadel Contacted ACEC-SC asking for help to develop a program that best fits needs of SC's Engineering industry
 - They're looking for ACEC-SC's firms to provide the average number of engineers hired annually, what principals you're hiring and programs that would help students you hire.
- The SC Engineering Conference & Trade Show was our most successful yet.
- August 7, 2019 is Licensed Professional Engineers Day.
- National Steel Bridge Alliance approached ACEC-SC about hosting a steel bridge forum with ACEC. He asked about November and I said that was too close to the DOT Meeting. ACEC-SC keeps proceeds. It was successful in NC. Board advised Jones to go forward with setting this up for the fall.
- Melvin Williams wins ACEC Community Service Award.
- In Kylie Page's absence, Adam Jones asked the board to donate to the ACEC National PAC. ACEC is in the top 3% in the nation. SC has not yet met their goal. SC has a National PAC contribution goal of \$12,164 for 2019 and we have met \$5,043 of that goal as of today. You can donate by credit card or check.
- Jones Medical Leave effective Wednesday, August 14, 2019 with surgery on the 14th, and 2-3 nights in hospital. Jones should be back by next board meeting in September. If not, Jones will call in and Allison King & new employee will be present.

ACEC National / National Directors Report:

- Rick Fauteux reported the ACEC Fall Conference is in Chicago Oct. 13 – 16, 2019. You can make reservations now.
- Steve Hall thanked Jones for requesting funding for PAC. It is important – doesn't guarantee anything but helps with relations and builds the organizations profile. PAC was started in 2001 and spent \$300,000 in 2001. Now, ACEC PAC is over \$2,000,000.
- Hall said ACEC is currently working on the two-year budget deal with the appropriations bills. This would allow more money in the discretionary accounts with hope to remain in place and be augmented. Deal the president worked with congressional democrats and republicans. It has President Trump's approval.
- Hall said the Highway Bill will be in the forefront. Where is the funding? This must be a bipartisan push for it to pass.
- Peter Strub said ACEC National will have a presentation next week with new leadership and a Strategic Plan. The committee is headed up by Greg Kelly of WSP. It will be refined and presented at the Fall Meeting in Chicago.
 - The Goal is for the MOs to follow in line with the strategic plan alignment with national.

Committee Reports:

- Transportation Report: SCDOT instituting average overhead rate that will not allow the use of audited rates.
 - ACEC cannot allow this to happen. Limit profitability would award firms with a lower overhead rate. ACEC-SC must present a unified front on this issue as soon as it is brought to light. ACEC-SC cannot let it get too far before we voice our opposition.
 - Firms with lower overhead rate were being penalized for staying under.
 - Partnering committee meeting next week.
- Environmental Committee is dormant until Fall.
- BRE Report: Chuck Black reported only 1 application was received. He will work on applicants for the Member Firm Scholarship.
 - ACEC Webinars on H-1B Visas and Workforce Development. Webinars will be produced quarterly. Currently, the H1B visas are capped at 65,000. In less than 2 weeks, all spots were filled. ACEC is interested in at least doubling this number.
- Communications Committee has no report at the meeting.
- Membership Committee needs a new chair as determined earlier in the meeting.
- Advocacy/PAC reminded the ACEC PAC is lacking and donations are needed.

Other Business:

- Surplus investments (Investment Committee) – the committee will be revived. Adam Jones reached out to other MOs to see how they are handling this to provide ideas for this committee.
 - Chair Overstreet suggested the formation of a committee to read the suggestions and have some motionable and actionable item.
 - Peter Strub, Tom Jordan, Rick Fauteux and Adam Jones to meet, review and provide a presentation.
- Theresa McClure said Women in Transportation started a SC Chapter. Petrina Butler said both men and women can join the organization.

Next Meeting:

- September 5, 2019, Davis & Floyd Columbia, SC

The meeting was adjourned at 11:36 AM.

Respectfully submitted by,

Allison King

ACEC-SC Associate.

[illegible]

McCormick Taylor							\$0.00	\$0.00
Mead & Hunt, Inc.	7/29/19	93	\$4,282.20	\$535.27		\$43.00	\$0.00	\$4,860.47
Michael Baker International	7/22/19	90	\$4,282.20	\$535.27		\$43.00	\$0.00	\$4,860.47
MLB Engineering, LLC							\$0.00	\$0.00
A Morton Thomas and Associates, Inc. (AMT)							\$0.00	\$0.00
Neel-Schaffer, Inc.							\$0.00	\$0.00
NOVA Engineering							\$0.00	\$0.00
OLH, Inc.	7/15/19	20	\$2,141.10	\$267.63	\$3,718.00	\$21.00	\$0.00	\$6,147.73
WSP Parsons Brinkerhoff (formerly PB Americas)							\$0.00	\$0.00
Parrish and Partners, LLC	7/22/19	40	\$2,997.54	\$374.69		\$30.00	\$0.00	\$3,402.23
Pond							\$0.00	\$0.00
Professional Engineering Associates, Inc.	7/16/19		\$1,608.31	\$214.11	\$1,918.00	\$17.00	\$0.00	\$3,757.42
Ramey Kemp & Associates Inc	7/22/19	8	\$1,284.66			\$13.00	\$160.58	\$1,458.24
RK&K-Rummel, Klepper & Kahl, LLP							\$0.00	\$0.00
Rowe Professional Services Company							\$0.00	\$0.00
RS&H							\$0.00	\$0.00
S&ME, Inc.	7/15/19	236	\$6,851.52	\$856.44		\$68.00	\$0.00	\$7,775.96
SAM, LLC	7/22/19	8	\$1,284.66	\$160.58		\$13.00	\$0.00	\$1,458.24
Sims Group Engineers, Inc	7/29/19	6	\$1,284.66	\$160.58	\$1,092.00	\$13.00	\$0.00	\$2,550.24
Stantec Consulting	8/12/19	51	\$3,425.76			\$34.00	\$428.22	\$3,887.98
Stevens & Wilkinson SC, Inc.	7/15/19	32	\$2,569.32	\$321.16		\$26.00	\$0.00	\$2,916.48
STV Incorporated							\$0.00	\$0.00
SynTerra							\$0.00	\$0.00
Terracon Consultants, Inc.	7/15/19	138	\$5,138.64	\$642.33		\$51.00	\$0.00	\$5,831.97
The Sheridan Corporation							\$0.00	\$0.00
Thomas & Hutton Engineering Co.							\$0.00	\$0.00
Three Oaks Engineering	8/5/19	9	\$1,284.66	\$160.58		\$13.00	\$0.00	\$1,458.24
TranSystems Corporation	8/12/19	40	\$2,997.54	\$374.69		\$30.00	\$0.00	\$3,402.23
TRC Environmental Corporation							\$0.00	\$0.00
Vaughn & Melton Consulting Engineers							\$0.00	\$0.00
W. R. Riggs And Associates, Inc.	07/10/19	5	\$856.44	\$107.05	\$986.00	\$8.00	\$0.00	\$1,957.49
Weston & Sampson							\$0.00	\$0.00
Wurster Engineering							\$0.00	\$0.00
Cardno							\$0.00	\$0.00
WSP							\$0.00	\$0.00
Tidemark Land Services, Inc.	7/15/19	15	\$1,147.62	\$143.45	\$1,231.00	\$11.00	\$0.00	\$2,533.07
Development Resource Group	8/12/19	12	\$577.24	\$72.12	\$357.72	\$0.00	\$0.00	\$1,007.08
TOTAL			\$97,673.85	\$10,888.85	\$38,624.72	\$921.80	\$1,124.06	\$149,233.28

<u>AFFILIATE MEMBERS</u>	Date Received		4050 ACEC SC Dues	4020 ACEC PAC	4030 ACEC National Dues	4040 Minute Man	4045 Education Fund	
ACEC Business Insurance Trust				\$0.00			\$0.00	\$0.00
Advance Drainage Systems, Inc.				\$0.00			\$0.00	\$0.00
Burkett Burkett & Burkett Certified Public Accountants, PA				\$0.00			\$0.00	\$0.00
Edwards-Pitman Environmental, Inc.				\$0.00			\$0.00	\$0.00
Enterprise Fleet Management				\$0.00			\$0.00	\$0.00
Gibbes Burton, LLC	8/5/19	0	\$650.00	\$81.25		\$6.50	\$0.00	\$737.75
Insurance Management Consultants, Inc.	8/19/19		\$650.00	\$81.25		\$6.50	\$0.00	\$737.75
Mar Mac Construction Products Co.				\$0.00			\$0.00	\$0.00

O R Colan Associates, LLC	7/22/19		\$650.00	\$81.25		\$6.50		\$737.75
Oldcastle-Adams Products		0					\$0.00	\$0.00
Primacq Group, Inc.	8/19/19		\$650.00	\$81.25		\$6.50	\$0.00	\$737.75
SC Asphalt Pavement Association				\$0.00			\$0.00	\$0.00
T. Wayne Owens & Associates, PC				\$0.00			\$0.00	\$0.00
THC, Inc.	7/16/19		\$629.78	\$81.25		\$6.50		\$717.53
The Canaan Agency				\$0.00			\$0.00	\$0.00
Tindall Corporation	7/29/19		\$650.00	\$81.25		\$6.50	\$0.00	\$737.75
TJS Deemer Dana LLP				\$0.00			\$0.00	\$0.00
Utility Coordination Consultants, LLC	7/15/19		\$650.00	\$81.25		\$6.50	\$0.00	\$737.75
TOTAL			\$4,529.78	\$568.75	\$0.00	\$45.50	\$0.00	\$5,144.03

GRAND TOTALS:

\$102,203.63

\$11,457.60

\$38,624.72

\$967.30

\$1,124.06

\$154,377.31

MEMBERSHIP APPLICATION
Section I

Firm Name Wilson.Ferguson Associates, LLC
Parent Company (if branch or subsidiary) _____
Address 1607 Hunters Place Road
City/State/Zip York, SC 29745
Phone 803-280-6939 Fax _____
Website www.wilsonferguson.com

Key Principal or Primary Contact (Required):

James K. Schill, Jr.	Professional Engineer
Full Name	Title
<u>JSchill@wilsonferguson.com</u>	Project Manager
Email Address	Professional Role Within Firm

SC Registration #: 35594

Total Company-Wide Personnel 13 Total State Personnel 13

SC Certificate of Authorization number as provided by the SC State Board of Registration for Professional Engineers and Surveyors: 5249 checked ok

Business Organization Type:

- | | | |
|--|--|---|
| <input type="checkbox"/> Cooperative | <input type="checkbox"/> Public | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Private | <input checked="" type="checkbox"/> Limited Liability Company (LLC) |
| <input type="checkbox"/> Sub Chapter S | <input type="checkbox"/> Joint Venture | <input type="checkbox"/> Partnership |
| | | <input type="checkbox"/> Sole Partnership |

List all partners, limited partners, or individual owners residing in South Carolina; for a corporation, list all directors and officers. (Use additional sheet if needed.)

Name	Title	Office Location (if different from above)	SC Reg. #
Kay A Lloyd	Member		6532

Firm Description: Attach a 50-word description of your firm's activities and a copy of your marketing brochure.

Minority Status:

- | | |
|---|--|
| <input checked="" type="checkbox"/> Certified Small Business | <input type="checkbox"/> Service Disabled Veteran Owned Business |
| <input checked="" type="checkbox"/> Disadvantaged Business Enterprise | <input checked="" type="checkbox"/> Women's Business Enterprise |
| <input type="checkbox"/> Minority Business Enterprise | |

Disciplines Offered: For statistical purposes, indicate which of the following disciplines are provided by the firm. Include only in-house capability by virtue of experience and having a principal registered in the specific field:

- | | | |
|--|---|---|
| <input type="checkbox"/> Agricultural/Biological Engineering | <input type="checkbox"/> Electrical | <input type="checkbox"/> Development |
| <input type="checkbox"/> Architectural | <input checked="" type="checkbox"/> Environmental | <input type="checkbox"/> Marine & Coastal |
| <input type="checkbox"/> Chemical | <input type="checkbox"/> Fire/Earthquake/Hazards/Safety | <input type="checkbox"/> Mechanical |
| <input type="checkbox"/> Civil - General | <input type="checkbox"/> Forensic | <input type="checkbox"/> Mining/Materials |
| <input type="checkbox"/> Civil - Structural | <input type="checkbox"/> Geotechnical | <input type="checkbox"/> Nuclear/Petroleum/Energy |
| <input type="checkbox"/> Civil - Transportation | <input type="checkbox"/> Hydrology | <input type="checkbox"/> Planning |
| <input type="checkbox"/> Computer/Communications/Systems | <input type="checkbox"/> Industrial | <input type="checkbox"/> Surveying/GIS/Mapping |
| <input checked="" type="checkbox"/> Construction Management | <input type="checkbox"/> Land | <input type="checkbox"/> Water/Wastewater |
| | | <input type="checkbox"/> Other |

MEMBERSHIP APPLICATION

Section I

Firm Name Wilson.Ferguson Associates, LLC

Parent Company (if branch or subsidiary) _____

Address 1607 Hunters Place Road

City/State/Zip York, SC 29745

Phone 803-280-6939

Fax _____

Website www.wilsonferguson.com

Key Principal or Primary Contact (Required):

James K. Schill, Jr.

Professional Engineer

Full Name

JSchill@wilsonferguson.com

Title

Project Manager

Email Address

Professional Role Within Firm

SC Registration #: 35594

Total Company-Wide Personnel 13

Total State Personnel 13

SC Certificate of Authorization number as provided by the SC State Board of Registration for Professional Engineers and Surveyors: 5249

Business Organization Type:

☐ Cooperative

☐ Public

☐ Limited Partnership

☐ Corporation

☐ Private

☒ Limited Liability Company (LLC)

☐ Sub Chapter S

☐ Joint Venture

☐ Partnership

☐ Sole Partnership

List all partners, limited partners, or individual owners residing in South Carolina; for a corporation, list all directors and officers (Use additional sheet if needed.)

Name

Title

Office Location (if different from above)

SC Reg. #

Julie Wilson Ferguson

Member

Donald Russ Lloyd

Member

Firm Description: Attach a 50-word description of your firm's activities and a copy of your marketing brochure.

Minority Status:

☒ Certified Small Business

☐ Service Disabled Veteran Owned Business

☒ Disadvantaged Business Enterprise

☒ Women's Business Enterprise

☐ Minority Business Enterprise

Disciplines Offered: For statistical purposes, indicate which of the following disciplines are provided by the firm. Include only in-house capability by virtue of experience and having a principal registered in the specific field:

☐ Agricultural/Biological Engineering

☐ Electrical

☐ Development

☐ Architectural

☒ Environmental

☐ Marine & Coastal

☐ Chemical

☐ Fire/Earthquake/Hazards/Safety

☐ Mechanical

☐ Civil - General

☐ Forensic

☐ Mining/Materials

☐ Civil - Structural

☐ Geotechnical

☐ Nuclear/Petroleum/Energy

☐ Civil - Transportation

☐ Hydrology

☐ Planning

☐ Computer/Communications/Systems

☐ Industrial

☐ Surveying/GIS/Mapping

☒ Construction Management

☐ Land

☐ Water/Wastewater

☐ Other

PLEASE ATTACH A COPY OF THE FIRM'S BROCHURE TO THIS APPLICATION. THANK YOU.

CERTIFICATE FOR MEMBER FIRMS

Application for membership in the American Council of Engineering Companies of South Carolina is hereby made and as a requirement thereof, the undersigned certifies all statements on this application are correct and that:

1. The principle business of this firm is the private practice of consulting engineering;
2. This firm is not engaged in the sale of a factory product or in the contracting for construction;
3. This applicant firm agrees to subscribe to the principles and the dues payment policy and the Articles of Incorporation and Bylaws of the American Council of Engineering Companies of South Carolina;
4. This firm will energetically support the activities of the American Council of Engineering Companies of South Carolina.

Wilson.Ferguson Associates, LLC

Firm

James K. Schill Jr.

Signature

Prof. Engineer

Title

Sponsored by ACEC-SC Member:

KCI Technologies

Firm

W. M. King

Signature

Section II

Add the names of staff members whom you feel would benefit from participation in ACEC-SC and ACEC. Your firm's ROI on your ACEC membership is directly related to the number of staff who are active in the Council. (Use separate sheets to provide additional names)

James Kenneth Schill, Jr.

Full Name

JSchill@wilsonferguson.com

Email Address

Julie Wilson Ferguson

Full Name

JFerguson@wilsonferguson.com

Email Address

Hal Glen Ferguson, Jr.

Full Name

HFerguson@wilsonferguson.com

Email Address

Caroline Ivy Hill

Full Name

CHill@wilsonferguson.com

Email Address

Professional Engineer

Title

Project Manager

Professional Role Within Firm

Member/ CET

Title

Project Manager

Professional Role Within Firm

Project Manager

Title

Project Manager

Professional Role Within Firm

Project Manager

Title

Project Manager

Professional Role Within Firm

PLEASE ATTACH A COPY OF THE FIRM'S BROCHURE TO THIS APPLICATION. THANK YOU.

CERTIFICATE FOR MEMBER FIRMS

Application for membership in the American Council of Engineering Companies of South Carolina is hereby made and as a requirement thereof, the undersigned certifies all statements on this application are correct and that:

1. The principle business of this firm is the private practice of consulting engineering;
2. This firm is not engaged in the sale of a factory product or in the contracting for construction;
3. This applicant firm agrees to subscribe to the principles and the dues payment policy and the Articles of Incorporation and Bylaws of the American Council of Engineering Companies of South Carolina;
4. This firm will energetically support the activities of the American Council of Engineering Companies of South Carolina.

Wilson.Ferguson Associates, LLC

Firm

Signature

Title

Sponsored by ACEC-SC Member:

KCI Technologies

Firm

Signature

Section II

Add the names of staff members whom you feel would benefit from participation in ACEC-SC and ACEC. Your firm's ROI on your ACEC membership is directly related to the number of staff who are active in the Council.
*(Use separate sheets to provide additional names)

* Donald Russell Lloyd

Full Name

RLloyd@wilsonferguson.com

Email Address

Member

Title

Administrator

Professional Role Within Firm

Project Manager

Title

Project Manager

Professional Role Within Firm

* Alex Eugene Gibbs

Full Name

AGibbs@wilsonferguson.com

Email Address

Full Name

Title

Email Address

Professional Role Within Firm

Full Name

Title

Email Address

Professional Role Within Firm

STAY IN TOUCH WITH THE ENGINEERING COMMUNITY

(All staff members added to this roster will receive ACEC *Last Word* and *Engineering Inc.*, ACEC-SC Reports and *BI Annual ACEC-SC Membership Directory*)

Donald Russell Lloyd

Full Name

RLloyd@wilsonferguson.com

Email Address

Julie Wilson Ferguson

Full Name

JFerguson@wilsonferguson.com

Email Address

Member

Title

Administrator

Professional Role Within Firm

Member/ CET

Title

Project Manager

Professional Role Within Firm

Full Name

Title

Email Address

Professional Role Within Firm

Full Name

Title

Email Address

Professional Role Within Firm

Full Name

Title

Email Address

Professional Role Within Firm

Full Name

Title

Email Address

Professional Role Within Firm

Full Name

Title

Email Address

Professional Role Within Firm

RETURN THE COMPLETED APPLICATION TO:

American Council of Engineering Companies of SC
826 Assembly Street
Columbia, SC 29201

QUESTIONS? Contact Adam B. Jones • 803-771-4271 • adam@acecsc.org
(803) 771-4272 Fax • www.acecsc.org

For Official Use Only:

☐ Firm

☐ Branch

☐ Pay Direct

☐ MO Incentive. Fill in percentage:

Received: _____

ACEC-SC Accepted: _____



Wilson.Ferguson Associates, LLC (WFA) specializes in quality inspectors for our Bridge and Roadway Construction Inspection services. We have a small staff of SCDOT certified inspectors in every phase of construction. WFA has been on several teams awarded contracts, including On-Call Inspection Services, Bridge Packages, Bridge Replacements, I-20 and I-85 Widening.

MEET YOUR GOALS WITH A QUALIFIED DBE/WBE

WILSON.FERGUSON ASSOCIATES, LLC

Accepting Teaming Opportunities

When you're thinking about a qualified team member for your next proposal, consider a DBE that is prepared and dependable.

Wilson.Ferguson Associates, LLC will provide the qualified staff to help your team win that contract.

Construction Monitoring and Inspection Services

Depend on certified personnel to provide on-site construction inspection and monitoring of roadways and bridges. From initial erosion control implementation to project QA/QC materials testing, Daily Work Reporting via Site Manager Software to final Inspection and punch list preparation, Wilson.Ferguson Associates, LLC has it covered.

Fifteen year SCDOT certified and experienced Project Managers providing full service quality control sampling, testing and documentation according to SCDOT specifications.

WILSONFERGUSON.COM

JULIE W. FERGUSON, CET IV - PRESIDENT
JFERGUSON@WILSONFERGUSON.COM
803-280-6939 (CELL) 803-628-0030

National Certifications

ADA Compliance

Americans with Disabilities Act Summit
ITRE

Work Zone Traffic Control Supervisor

OSHA

Occupational Safety Health Association
ACI

American Concrete Institute

NICET

National Institute for Certification in
Engineering Technologies

SCDOT Certifications

Concrete

Foundations

CEPSCI

Earthwork, Drainage & Base

Asphalt Roadway

Hot Mix Asphalt Level 1

Hazmat Nuclear Gauge

NCDOT Certifications

QMS Roadway

Concrete Field

Concrete Pavement

NC Erosion and Sediment Control

ABC Sampling

Borrow Pit Sampling

Conventional Density

Nuclear Gauge

WFA

WILSON.FERGUSON ASSOCIATES, LLC

DBE/WBE/SBE

Construction Inspection
Services

SCDOT/NCDOT/GDOT

Building relationships with
integrity and teamwork.

- Erosion Control

- Traffic Control Work Zone

- Material Density and
Compaction

- Asphalt Roadway/Fuel
Adjustments

- Drilled Shafts/Driven Piles

- Concrete Testing

- Document Control

MEMBERSHIP APPLICATION
Section I

Firm Name SEPI, Inc.

Parent Company (if branch or subsidiary) _____

Address 1 Glenwood Ave. Ste. 600

City/State/Zip Raleigh, NC 27603

Phone 919-789-9977 Fax 919-789-9591

Website SEPIINC.com

Key Principal or Primary Contact (Required):

Steven Leslie Thomas COO | Sr. VP

Full Name sthomas@sepiinc.com Title Chief Operating Officer

Email Address _____ Professional Role Within Firm _____

SC Registration #: 19286

Total Company-Wide Personnel 125 Total State Personnel 3

SC Certificate of Authorization number as provided by the SC State Board of Registration for Professional Engineers and Surveyors: 2584

Business Organization Type:

- | | | |
|---|--|--|
| <input type="checkbox"/> Cooperative | <input type="checkbox"/> Public | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Corporation | <input type="checkbox"/> Private | <input type="checkbox"/> Limited Liability Company (LLC) |
| <input checked="" type="checkbox"/> Sub Chapter S | <input type="checkbox"/> Joint Venture | <input type="checkbox"/> Partnership |
| | | <input type="checkbox"/> Sole Partnership |

List all partners, limited partners, or individual owners residing in South Carolina; for a corporation, list all directors and officers (Use additional sheet if needed.)

Name	Title	Office Location (if different from above)	SC Reg. #
Sepideh Saidi	President & CEO		21175
Steve Thomas	COO		19286

Firm Description: Attach a 50-word description of your firm's activities and a copy of your marketing brochure.

Minority Status:

- | | |
|--|--|
| <input type="checkbox"/> Certified Small Business | <input type="checkbox"/> Service Disabled Veteran Owned Business |
| <input type="checkbox"/> Disadvantaged Business Enterprise | <input checked="" type="checkbox"/> Women's Business Enterprise |
| <input type="checkbox"/> Minority Business Enterprise | |

Disciplines Offered: For statistical purposes, indicate which of the following disciplines are provided by the firm. Include only in-house capability by virtue of experience and having a principal registered in the specific field:

- | | | |
|--|---|---|
| <input type="checkbox"/> Agricultural/Biological Engineering | <input type="checkbox"/> Electrical | <input checked="" type="checkbox"/> Development |
| <input type="checkbox"/> Architectural | <input checked="" type="checkbox"/> Environmental | <input type="checkbox"/> Marine & Coastal |
| <input type="checkbox"/> Chemical | <input type="checkbox"/> Fire/Earthquake/Hazards/Safety | <input type="checkbox"/> Mechanical |
| <input checked="" type="checkbox"/> Civil - General | <input type="checkbox"/> Forensic | <input type="checkbox"/> Mining/Materials |
| <input type="checkbox"/> Civil - Structural | <input type="checkbox"/> Geotechnical | <input type="checkbox"/> Nuclear/Petroleum/Energy |
| <input checked="" type="checkbox"/> Civil - Transportation | <input checked="" type="checkbox"/> Hydrology | <input checked="" type="checkbox"/> Planning |
| <input type="checkbox"/> Computer/Communications/Systems | <input type="checkbox"/> Industrial | <input checked="" type="checkbox"/> Surveying/GIS/Mapping |
| <input type="checkbox"/> Construction Management | <input checked="" type="checkbox"/> Land | <input type="checkbox"/> Water/Wastewater |
| | | <input type="checkbox"/> Other |

STAY IN TOUCH WITH THE ENGINEERING COMMUNITY

(All staff members added to this roster will receive ACEC *Last Word* and *Engineering Inc.*, ACEC-SC Reports and *Bi Annual ACEC-SC Membership Directory*)

Sepideh Saidi, PE

Full Name

ssaidi@sepiinc.com

Email Address

Barry Moose, PE

Full Name

bmoose@sepiinc.com

Email Address

Steve Scott, PE

Full Name

sscott@sepiinc.com

Email Address

Steve Thomas, PE

Full Name

sthomas@sepiinc.com

Email Address

Neil Lassiter

Full Name

nlassiter@sepiinc.com

Email Address

Steve Moore, PE

Full Name

smoore@sepiinc.com

Email Address

Robbie Kirk, PE

Full Name

rkirk@sepiinc.com

Email Address

President & CEO

Title

Owner

Professional Role Within Firm

Sr. VP

Title

Owner

Professional Role Within Firm

Sr. VP

Title

Owner

Professional Role Within Firm

Sr. VP | COO

Title

Owner

Professional Role Within Firm

Sr. VP

Title

Owner

Professional Role Within Firm

Sr. VP

Title

Sr. VP

Professional Role Within Firm

Asst. VP

Title

Roadway Dept. Manager

Professional Role Within Firm

RETURN THE COMPLETED APPLICATION TO: American Council of Engineering Companies of SC
826 Assembly Street
Columbia, SC 29201

QUESTIONS? Contact Adam B. Jones • 803-771-4271 • adam@acecsc.org
(803) 771-4272 Fax • www.acecsc.org

For Official Use Only:

☐ Firm

☐ Branch

☐ Pay Direct

☐ MO Incentive. Fill in percentage:

Received: _____ ACEC-SC Accepted: _____

STAY IN TOUCH WITH THE ENGINEERING COMMUNITY
(Continued)

Rajit Ramkumar, PE
rramkumar@sepiinc.com

Associate
Manager of NEPA/Environmental



About SEPI



SEPI is an award-winning, woman-owned firm offering concept to completion services, technical solutions, and inspired design for the built environment.

FIRM BIO

Founded in 2001, SEPI is a fully integrated consultancy firm built on an entrepreneurial spirit. We're proud to offer industry-leading expertise and full project delivery capabilities for clients in the public and private sectors.

With more than 350 employees in offices across North Carolina, SEPI is well-equipped to solve complex challenges for today's built environment.

SEPI is a woman-owned business and recognized by the State of North Carolina as a Historically Underutilized Business (HUB).

SEPI is an ENR Top 500 ranked firm and has earned eight consecutive Zweig Group Hot Firm List Awards with \$39.3 million in revenue in 2018.

SERVICES

- Asset Management + Maintenance
- Construction Engineering + Inspection
- Environmental
- Geomatics
- Geospatial + GIS
- Landscape Architecture
- Planning + Permitting
- Roadway Design + Complete Streets
- Site/Civil Engineering
- Traffic Engineering
- Water + Wastewater Engineering
- Water Resources + Hydraulic Design



Attached is your Certificate of Authorization (COA) to practice professional engineering and/or surveying in the State of South Carolina for the current licensing period. The COA expires on the date indicated.

The certificate is marked to reflect only the services regulated by this Board and authorized by your firm in this State. Please review the COA and contact this office if we have not properly annotated the certificate.

A copy of the COA will be mailed to any branch offering professional engineering and/or surveying in South Carolina.

You are required to notify the Board of any change in name, address, phone number, and/or person in responsible charge within thirty (30) days of the change.

Seal information is available at the Board's website www.llronline.com/pol/engineers → Application/Forms → General Information → Seal Information.

BCO 1089254

CERTIFICATE OF AUTHORIZATION
LLR South Carolina State Board of Registration for Professional Engineers and Surveyors
2019-2021
COA Number: 2584
Expires: 03/31/2021

This is to certify the firm listed below has met the requirements of the Code of Laws of South Carolina (1976, as amended), §40-22-250, and has been issued this Certificate of Authorization (COA) and is authorized to provide:

ENGINEERING

Services in the State of South Carolina through the approved office location(s) by individuals(s) registered as employees, officers or partners of the firm.

SEPI ENGINEERING & CONSTRUCTION INC
1 GLENWOOD AVE STE 600
RALEIGH NC 27603-2580


Lenora Addison-Miles, Administrator

Note: Changes in Conditions listed in the COA on file with the Office of the Boards of Registration are to be reported within 30 days following such changes. Failure to do so may result in revocation of the certificate



WWW.SEPIINC.COM

RALEIGH

1 Glenwood Ave
Suite 600
Raleigh, NC 27603
O: 919.789.9977
F: 919.789.9591

CHARLOTTE

11020 David Taylor Dr
Suite 300
Charlotte, NC 28262
O: 704.714.4880
F: 704.714.4885

WILMINGTON

5030 New Centre Dr
Suite B
Wilmington, NC 28403
O: 910.523.5715
F: 910.523.5716

BELHAVEN

3644 Pungo Creek Dr
Pinetown, NC 27865
O: 252.964.6900
F: 252.964.6894

Founded in 2001, SEPI is a fully integrated consultancy firm specializing in all aspects of infrastructure, construction engineering, design and studies for federal, state and local municipalities throughout the Southeast. We have four office locations including our headquarters in Raleigh, NC and offices in Wilmington, Charlotte, and Belhaven, NC.



SEPI
ENGINEERING &
CONSTRUCTION

SERVICES

Environmental/Planning

SEPI's team of scientists, planners, and engineers work together to provide valuable and feasible solutions across the Southeast for environmental challenges that are unique to our communities.

Environmental

- Jurisdictional Wetland Determinations
- Wetland & Stream Mitigation Planning, Design, Implementation, & Monitoring
- Natural Resources Investigations
- Threatened & Endangered Species Surveys
- Coastal Planning & Permitting
- Living Shoreline Design, Construction Administration, & Monitoring
- Water Quality Monitoring
- State & Federal Permitting
- Regulatory Coordination
- GIS Mapping & Analysis

Planning

- NEPA/SEPA Compliance (CE, EA, & EIS Documentation)
- Community Characteristics & Impact Assessments (CCR & CIA)
- Indirect & Cumulative Effects (ICE) Analysis
- Section 4(f), 6(f), & 106 Compliance
- Environmental Justice Evaluations
- Agency Coordination
- Public Involvement & Community Outreach
- Corridor & Feasibility Studies
- Land Use Plans & Ordinances
- Grant Writing & Administration

Surveying

SEPI's surveying operations utilize innovative planning, incorporated with the latest in technologically advanced equipment and software, to provide our clients with comprehensive services that exceed required standards.

- Property/Boundary/Historical Research
- ALTA/ACSM Land Title
- Highway/Cross Country Corridor
- Railroad Corridors
- Original Right-of-Way Determination
- Right-of-Way Acquisition Mapping
- Subdivision Surveying/Mapping
- Topographic & Utility Inventory/As-Built Surveys
- Surveys of Facilities Requiring HAZWOPER Certified Technicians
- High Definition 3D Laser Scanning
- Construction Layout for Infrastructure & Facilities
- GPS/GNSS Control Surveys

Environmental Remediation

SEPI has extensive experience in the design, construction management, and monitoring of contaminant remediation projects including environmental rules and regulations.

- Site Assessment & Characterization
- Soil & Groundwater Investigations
- Hazardous Waste Consulting
- Construction Management
- Regulatory Coordination
- Remedial Design & Implementation
- State & Federal Permitting & Compliance
- Phase I & II ESAs

Construction Engineering & Inspection

SEPI provides construction engineering and inspection (CEI) services to help assure our clients that their projects are built in accordance with plans and specifications. SEPI takes a leadership role through our experienced and certified inspectors, construction engineers, and project managers in daily inspections, detailed record keeping, contractor coordination, and issue resolution including claim avoidance to keep construction costs, schedules, and quality on track.

- CEI services for Federal, State, & Municipal Governments, & Private Clients
- Project Documentation – Daily Reports, Material Received Reports, & Pay Records
- Contract Administration
- Project Closeout & Claim Avoidance
- Assist Local Governments with Locally Administered Project Programs

Site/Civil & Land Planning

SEPI provides site/civil engineering and land planning services to a variety of market sectors as well as federal, state, and municipal government clients. SEPI's staff includes professionals who specialize in implementing sustainable design into our projects.

- Site Construction Permitting
- Grading & Drainage Design
- Erosion Control Design
- Stormwater Management
- Water System Analysis & Design
- Wastewater System Analysis & Design
- Construction Administration
- Land Use Planning
- Site Master Planning & Design
- Land Use Entitlements & Zoning
- Site Plan Permitting
- Landscape Architecture
- Streetscape & Planting Design
- Amenity & Site Monumentation Design

Operations & Maintenance

Increasing traffic volumes and public demands require a higher level of operations and maintenance (O&M) services. SEPI is a leading provider of O&M services for a wide range of infrastructure assets, including transportation systems. Our O&M services are enhanced by staff with experience in the planning, design, and construction of all major forms of transportation infrastructure. Our understanding of how a transportation asset changes over its life cycle—whether it is a highway, bridge, sidewalk, or greenway—provides a critical perspective in developing an effective O&M program that will promote safety and efficiency, and reduce long-term operating costs.

Asset Management

- Asset Management of Infrastructure
- Maintenance Condition Surveys & Analysis
- Pavement Condition Surveys & Analysis
- Contract Administration of Maintenance Programs
- Debris Monitoring/Project Documentation During FEMA Disaster Events

Maintenance Management

- Drainage Solutions
- Intersection Analyses
- Equipment Utilization
- Guardrail Studies
- Selective Vegetation Programs
- Staff Training
- Pavement Preservation Techniques
- Parking Lots

Water Resources

SEPI is committed to providing high-quality and cost-effective solutions, regardless of project size and complexity, while focusing on environmentally sensitive design. Our water resources group is well-versed in federal, state, and local environmental compliance regulations, with extensive experience in transportation and site development projects.

- Flood Studies (FEMA & Municipal) & HEC-RAS Modeling
- Pipe & Open Channel Drainage Design
- Natural Stream Design & Monitoring
- Watershed Master Planning & Modeling
- Low Impact Development & Stormwater Control Design
- Erosion Control Design
- Stormwater System Inventory & Survey
- Drainage Infrastructure Condition Assessments
- Bank Stabilization Techniques
- Mitigation Planning
- BMP Inspection

Roadway Design

SEPI's roadway design engineers optimize transportation efficiency and environmental compatibility with each project while remaining sensitive to public policies and community values. SEPI is dedicated to providing effective designs that overcome transportation obstacles and improve mobility. We offer design solutions that accommodate vehicles as well as pedestrians and bicyclists to meet the needs of our communities, while improving our nation's transportation system.

Our experienced staff of engineers and designers have completed a variety of urban roadway projects including intersection improvements for major thoroughfares as well as local streets and rail crossings. SEPI's experience involves creative context sensitive solutions for improving safety and mobility including superstreet design. Due to the sensitive nature of urban roads, SEPI works to provide solutions that minimize and/or avoid environmental and community impacts, as well as provide cost savings.

- Road Widening Design
- Interstate Design
- Bridge Replacement Design
- Intersection Improvements
- Roundabout & Superstreet Design
- Greenway, Multi-Use Path, & Sidewalk Design
- Design-Build
- Constructability Review
- Value Engineering

Traffic Engineering

SEPI's traffic engineering professionals understand that traffic engineering and operations have a profound effect on the quality and safety of a community's daily travels. We analyze existing and proposed facilities to recommend cost-effective solutions to reduce congestion and improve area mobility while promoting safety for pedestrians, bicyclists, and motorists.

- Traffic Signal Design, Timing, & Optimization
- Intelligent Transportation System Design
- Traffic Impact Analysis (Completion & Review)
- Traffic Data Collection
- Capacity Analysis
- Access Management
- Project Level Traffic Forecasting
- Signing & Pavement Marking Plans
- Traffic Management Plans (Traffic Control)
- Noise & Air Quality Analysis

SEPI

ENGINEERING &
CONSTRUCTION

At SEPI Engineering & Construction, Inc. (SEPI), we believe in improving the quality of life. We are known throughout the Southeast for innovative design and for the time and care we devote to each of our clients.

With each project we complete and each client we serve, we have a unique opportunity to improve the communities we impact through safe and durable roads, efficient land use, and conscientious environmental planning.

This is our passion; it is our commitment.

SEPI is a full-service engineering and construction management firm that offers a wide spectrum of services including site/civil engineering; land planning; surveying; environmental; planning; environmental remediation; roadway design; traffic engineering; water resources; construction engineering and inspection; and operations and maintenance.

		Jul '19 - Jun 20	Budget	\$ Over Budget	% of Budget	Jul '19 - Jun 20	DELTA	Notes
Income								
	4010 - ACEC-SC DUES	97,673.85	161,000.00	-63,326.15	60.67%	47,430.57	50,243.28	dues
	4020 - ACEC-SC PAC	11,457.60	18,000.00	-6,542.40	63.65%	5,777.36	5,680.24	pac
	4030 - ACEC DUES	38,624.72	64,000.00	-25,375.28	60.35%	20,360.00	18,264.72	national dues
	4040 - ACEC MINUTE MAN FUND (TORT)	967.30	1,500.00	-532.70	64.49%	480.63	486.67	minute man
	4045 - EDUCATION FUND	1,124.06	2,000.00	-875.94	56.2%	428.21	695.85	ed fund
	4050 - AFFILIATE DUES	4,529.76	10,000.00	-5,470.22	45.3%	1,929.78	2,600.00	affiliate dues
	4070 - ACEC ROYALTIES	0.00	0.00	0.00	0.0%	0.00	0.00	
	4075 - REIMBURSEMENTS						0.00	
	4075.1 - MEMBERSHIP GOALS	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 4075 - REIMBURSEMENTS	0.00	0.00	0.00	0.0%	0.00	0.00	
	4130 - MEMBER EVENTS						0.00	
	4130.10 - ENGINEER EXCELLENCE AWARDS						0.00	
	4130.11 - ENTRY FEES	0.00	7,000.00	-7,000.00	0.0%	0.00	0.00	
	4130.12 - PLAQUES	0.00	2,000.00	-2,000.00	0.0%	0.00	0.00	
	4130.13 - EE BANQUET	0.00	8,000.00	-8,000.00	0.0%	0.00	0.00	
	4130.10 - ENGINEER EXCELLENCE AWARDS - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 4130.10 - ENGINEER EXCELLENCE AWARDS	0.00	17,000.00	-17,000.00	0.0%	0.00	0.00	
	4130.2 - WINTER MEETING	0.00	22,000.00	-22,000.00	0.0%	0.00	0.00	
	4130.3 - SCDOT MEETING						0.00	
	4130.31 - SCDOT MEETING EXHIBITORS	0.00	10,000.00	-10,000.00	0.0%	0.00	0.00	
	4130.32 - SCDOT MEETING SPONSORS	2,568.50	70,000.00	-67,431.50	3.67%	0.00	2,568.50	dot sponsor
	4130.33 - SCDOT MEETING REGISTRANTS	0.00	61,000.00	-61,000.00	0.0%	0.00	0.00	
	4130.3 - SCDOT MEETING - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 4130.3 - SCDOT MEETING	2,568.50	141,000.00	-138,431.50	1.82%	0.00	2,568.50	total
	4130.4 - BOARD RETREAT	0.00	9,000.00	-9,000.00	0.0%	0.00	0.00	
	4130.5 - SUMMER ENGINEER'S CONFERENCE	0.00	10,000.00	-10,000.00	0.0%	0.00	0.00	
	4130.6 - MEMBER EVENTS						0.00	
	4130.61 - FALL PAC GOLF TOURNAMENT	0.00	10,000.00	-10,000.00	0.0%	0.00	0.00	
	4130.62 - SPRING SCHOLARSHIP TOURNAMENT	2,891.80	15,000.00	-12,108.20	19.28%	2,891.80	0.00	
	4130.6 - MEMBER EVENTS - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 4130.6 - MEMBER EVENTS	2,891.80	25,000.00	-22,108.20	11.57%	2,891.80	0.00	
	4130 - MEMBER EVENTS - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 4130 - MEMBER EVENTS	5,460.30	224,000.00	-218,539.70	2.44%	2,891.80	2,568.50	total
	4140 - FUTURE LEADERS PROGRAM	20,733.60	25,000.00	-4,266.40	82.93%	18,301.70	2,431.90	future leaders
	4220 - TRAVEL REIMBURSEMENTS	0.00	0.00	0.00	0.0%	0.00	0.00	
Total Income		180,571.21	505,500.00	-324,928.79	35.72%	97,600.05	82,971.16	total income
Gross Profit		180,571.21	505,500.00	-324,928.79	35.72%	97,600.05	82,971.16	
Expense							0.00	
	6010 - ACEC NATIONAL DUES						0.00	
	6010.1 - MINUTE MAN CONTRIBUTIONS	0.00	1,500.00	-1,500.00	0.0%	0.00	0.00	
	6010.2 - NATIONAL DUES	0.00	64,000.00	-64,000.00	0.0%	0.00	0.00	
	6010.3 - EXECUTIVE DIRECTOR/NAECE DUES	0.00	200.00	-200.00	0.0%	0.00	0.00	
	Total 6010 - ACEC NATIONAL DUES	0.00	65,700.00	-65,700.00	0.0%	0.00	0.00	
	6015 - ACEC-SC PAC Transfer	0.00	18,000.00	-18,000.00	0.0%	0.00	0.00	
	6020 - ACEC TRAVEL						0.00	
	6020.2 - EXECUTIVE DIRECTOR	703.51	8,000.00	-7,296.49	8.79%	161.60	541.91	ed travel
	6020.3 - NATIONAL DIRECTOR	0.00	5,000.00	-5,000.00	0.0%	0.00	0.00	
	6020.4 - PRESIDENT	0.00	5,000.00	-5,000.00	0.0%	0.00	0.00	
	6020.5 - PRESIDENT ELECT	0.00	4,000.00	-4,000.00	0.0%	0.00	0.00	
	6020.6 - AFFILIATE NATIONAL DIRECTOR	0.00	4,000.00	-4,000.00	0.0%	0.00	0.00	
	6020 - ACEC TRAVEL - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 6020 - ACEC TRAVEL	703.51	26,000.00	-25,296.49	2.71%	161.60	541.91	total travel
	6030 - BOARD EXPENSE	0.00	2,000.00	-2,000.00	0.0%	0.00	0.00	
	6050 - COMMITTEE ACTIVITY						0.00	
	6050.1 - MEMBERSHIP	0.00	6,000.00	-6,000.00	0.0%	0.00	0.00	
	6050.2 - TRANSPORTATION	22.65	2,000.00	-1,977.35	1.13%	22.65	0.00	
	6050.3 - ENVIRONMENTAL	0.00	250.00	-250.00	0.0%	0.00	0.00	
	6050.4 - COMMUNICATIONS	0.00	250.00	-250.00	0.0%	0.00	0.00	
	6050.5 - BRE	0.00	250.00	-250.00	0.0%	0.00	0.00	
	6050.6 - ADVOCACY/PAC	0.00	250.00	-250.00	0.0%	0.00	0.00	
	6050.7 - ADHOC/BYLAWS & INVESTMENTS	0.00	250.00	-250.00	0.0%	0.00	0.00	
	Total 6050 - COMMITTEE ACTIVITY	22.65	9,250.00	-9,227.35	0.25%	22.65	0.00	
	6120 - LEGISLATIVE ACTIVITY						0.00	
	6120.2 - LOBBY FEES	0.00	416.00	-416.00	0.0%	0.00	0.00	
	6120.3 - ACTIVITIES EXPENSE	0.00	500.00	-500.00	0.0%	0.00	0.00	
	6120.4 - SC PAC CONTRIBUTIONS	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 6120 - LEGISLATIVE ACTIVITY	0.00	916.00	-916.00	0.0%	0.00	0.00	
	6130 - MEMBER MEETING EXPENSES						0.00	
	6130.1 - ENG. EXCELLENCE AWARDS	625.00	16,000.00	-15,375.00	3.91%	0.00	625.00	eea
	6130.13 - EEA PLAQUES	0.00	2,000.00	-2,000.00	0.0%	0.00	0.00	
	6130.15 - EAA PRINTING	0.00	3,000.00	-3,000.00	0.0%	0.00	0.00	
	6130.2 - WINTER MEETING EXPENSE	25.00	15,500.00	-15,475.00	0.16%	0.00	25.00	winter meeting
	6130.3 - SCDOT MEETING EXPENSE	0.00	64,000.00	-64,000.00	0.0%	0.00	0.00	
	6130.4 - BOARD RETREAT EXPENSE	0.00	9,000.00	-9,000.00	0.0%	0.00	0.00	
	6130.6 - MEMBER EVENT EXPENSES						0.00	
	6130.61 - PAC EVENT EXPENSE	0.00	10,000.00	-10,000.00	0.0%	0.00	0.00	
	6130.62 - SPRING GOLF TOURNAMENT EXPENSE	3,546.15	15,000.00	-11,453.85	23.64%	46.15	3,500.00	spr golf scholarship
	6130.6 - MEMBER EVENT EXPENSES - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 6130.6 - MEMBER EVENT EXPENSES	3,546.15	25,000.00	-21,453.85	14.19%	46.15	3,500.00	total

	6130.70 · LEGISLATIVE RECEPTION	0.00	2,700.00	-2,700.00	0.0%	0.00	0.00	
	6130.80 · REGIONAL MEETINGS	0.00	4,000.00	-4,000.00	0.0%	0.00	0.00	
	6130 · MEMBER MEETING EXPENSES - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 6130 · MEMBER MEETING EXPENSES	4,196.15	141,200.00	-137,003.85	2.97%	46.15	4,150.00	total
	6130.8 · FAR PROGRAM EXP	0.00	0.00	0.00	0.0%	0.00	0.00	
	6140 · FUTURE LEADERS PROGRAM EXPENSE	801.76	20,000.00	-19,198.24	4.01%	776.76	25.00	fb fundraiser
	6160 · DUES AND SUBSCRIPTIONS	0.00					0.00	
	6160.1 · SCCFLR DUES	0.00	2,500.00	-2,500.00	0.0%	0.00	0.00	
	6160.2 · SCFOR DUES	0.00	750.00	-750.00	0.0%	0.00	0.00	
	6160.3 · SCESS DUES	0.00	200.00	-200.00	0.0%	0.00	0.00	
	6160 · DUES AND SUBSCRIPTIONS - Other	0.00	0.00	0.00	0.0%	132.40	(132.40)	moved to 6210.5 & 6610.6
	Total 6160 · DUES AND SUBSCRIPTIONS	0.00	3,450.00	-3,450.00	0.0%	132.40	(132.40)	
	6170 · SCCJC DUES	0.00	2,500.00	-2,500.00	0.0%	0.00	0.00	
	6200 · MANAGEMENT FEES	28,347.20	170,084.00	-141,736.80	16.67%	14,173.60	14,173.60	management fee
	6210 · MISCELLANEOUS OPERATIONS						0.00	
	6210.1 · PHOTOCOPIES	737.31	0.00	737.31	100.0%	328.91	408.40	copies
	6210.2 · POSTAGE	75.46	0.00	75.46	100.0%	8.25	67.21	postage
	6210.4 · LONG DISTANCE	73.56	0.00	73.56	100.0%	41.52	32.04	conf calls
	6210.5 · 501 APP	200.00				73.56	126.44	501 app
	6210.6 · OFFICE SUPPLIES	100.55	0.00	100.55	100.0%	150.00	(49.45)	stellas/office depot
	6210.8 · WEBSITE ELECTRONIC MARKETING	650.00	7,000.00	-6,350.00	9.29%		650.00	grits
	6210 · MISCELLANEOUS OPERATIONS - Other	0.00	5,000.00	-5,000.00	0.0%	0.00	0.00	
	Total 6210 · MISCELLANEOUS OPERATIONS	1,836.88	12,000.00	-10,163.12	15.31%	602.24	1,234.64	total
	6410 · BANK CHARGES / CREDIT CARD FEES						0.00	
	6410.1 · CAROLINA FIRST SERVICE FEE	4.00	50.00	-46.00	8.0%	0.00	4.00	bank fee
	6410.2 · PAYPAL EXPENSE	60.00	400.00	-340.00	15.0%	0.00	60.00	paypal fee
	6410.3 · REGONLINE EXPENSE	0.00	0.00	0.00	0.0%	0.00	0.00	
	6410.4 · RETURN CHECK FEE	0.00	0.00	0.00	0.0%	0.00	0.00	
	6410 · BANK CHARGES / CREDIT CARD FEES - Other	0.00	0.00	0.00	0.0%	0.00	0.00	
	Total 6410 · BANK CHARGES / CREDIT CARD FEES	64.00	450.00	-386.00	14.22%	0.00	64.00	total
	6510 · LEGAL AND PROFESSIONAL SERVICES						0.00	
	6510.1 · ACCOUNTING & PROFESSIONAL SVCS	0.00	4,000.00	-4,000.00	0.0%	0.00	0.00	
	6510.2 · LEGAL & PROFESSIONAL SCVS FOR I	0.00	2,500.00	-2,500.00	0.0%	0.00	0.00	
	6510.5 · LIABILITY INSURANCE	0.00	350.00	-350.00	0.0%	0.00	0.00	
	Total 6510 · LEGAL AND PROFESSIONAL SERVICES	0.00	6,850.00	-6,850.00	0.0%	0.00	0.00	
	6610 · PUBLIC RELATIONS						0.00	
	6610.1 · PUBLIC RELATIONS & MARKETING					0.00	0.00	
	6610.6 · MAILCHIMP	64.80				0.00	64.80	mailchimp
	6610.1 · PUBLIC RELATIONS & MARKETING - Other	0.00	5,000.00	-5,000.00	0.0%	0.00	0.00	
	Total 6610.1 · PUBLIC RELATIONS & MARKETING	64.80	5,000.00	-4,935.20	1.3%	0.00	64.80	total
	6610.4 · AWARDS	0.00	200.00	-200.00	0.0%	0.00	0.00	
	6610.5 · ADVERTISING ON FACEBOOK	18.16					18.16	ads
	6610 · PUBLIC RELATIONS - Other	0.00	0.00	0.00	0.0%		0.00	
	Total 6610 · PUBLIC RELATIONS	82.96	5,200.00	-5,117.04	1.6%		82.96	total
	6999 · UNCATEGORIZED EXPENSES	0.00	0.00	0.00	0.0%		0.00	
	7000 · MINUTE MAN MATCH	0.00	1,700.00	-1,700.00	0.0%	0.00	0.00	
	Total Expense	36,055.11	485,300.00	-449,244.89	7.43%	15,915.40	20,139.71	total exp
Net Income		144,516.10	20,200.00	124,316.10	715.43%	81,684.65	62,831.45	net income

ACEC-SC
Balance Sheet
As of August 28, 2019

		Aug 28, 19
ASSETS		
	Current Assets	
	Checking/Savings	
	1001 · ACEC-SC	482,870.65
	1010 · PAC	27,696.49
	1015 · ACEC-SC Education Foundation	8,442.54
	1120 · SCHO CD - CAROLINA FIRST	13,294.03
	Total Checking/Savings	532,303.71
	Total Current Assets	532,303.71
	TOTAL ASSETS	532,303.71
LIABILITIES & EQUITY		
	Equity	
	3000 · OPENING BAL EQUITY	27,737.68
	3900 · RETAINED EARNINGS	360,049.93
	Net Income	144,516.10
	Total Equity	532,303.71
	TOTAL LIABILITIES & EQUITY	532,303.71



ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES
of South Carolina

2019-2020

Strategic Plan
(Year two of Plan, last updated 3/2019)

Strategic Goal One

ACEC-SC will grow and diversify its membership and support growth in the engineering industry.

Action Items

1. Update demographics data for SC firms
2. Establish member profiles to target
3. Develop mailer to send out to target member profiles
4. Develop a call strategy to follow up mailer.

Strategic Goal Two

ACEC-SC will grow its brand to include transparency and effective communication

Action Items

1. Bylaws Committee to review possible changes to the bylaws and report during the May 2019 meeting.
2. Publish changes to the bylaws before June 2019 annual meeting so membership can vote on these changes.
3. Develop new website by July 1, 2019.

Strategic Goal Three

ACEC-SC will increase its legislative influence through PAC growth and membership engagement.

Action Items

1. Educate our members through messaging that will include short videos and other tactics.
2. Review successful messaging initiatives from other advocacy organizations to establish best practices.
3. Review our dues structure to determine if we could ask for a higher percentage as PAC donation.
4. Plan two, member engagement PAC events for Autumn 2019 and January 2020 at locations to be determined in the state.
5. Advocacy Committee to set up monthly call in meeting to discuss initiatives and progress.

Strategic Goal Four

ACEC-SC will have impactful committees that drive the organization toward our Mission & Vision.

Action Items

1. Use our standing committees to provide resources to execute the tactics, initiatives and activities that drive our Mission and Vision.
2. Provide summary report at our annual meeting that outlines each committees function and key accomplishments.
3. Include committee descriptions and functions on the new website.
4. Assign committee responsibilities to appropriate strategic goals and tactics in our Strategic Plan.

Strategic Goal Five
ACEC-SC will energize and engage its membership .
Action Items

1. Review social media best practices and determine the overall role of social media to our desire to engage membership.
2. Complete the membership directory.
3. Establish quarterly membership meetings to be held across the State and include in the upcoming annual calendar.
4. Plan and execute the 2019-2020 Future Leaders Program



Strategic Business Plan for ACEC-SC

March 16, 2019

Tactical Implementation									
Strategy No.	Strategy	Objective	Tactics (How)	Measures of Success	Who's Accountable	Resources (Who/What)	Committee	Timeframe	Progress Update
1	Grow and Diversify Membership	Outreach to target groups	Update demographic data of SC firms	Task Completed	JMA	Staff	Membership	6/1/19	Finished
1	Grow and Diversify Membership	Outreach to target groups	Establish member profiles to target	Task Completed	Shoemake	Membership Committee	Membership	11/1/19	
1	Grow and Diversify Membership	Outreach to target groups	Develop mailer	Task Completed	Shoemake; Adam Jones	Membership Committee	Membership	1/1/20	
1	Grow and Diversify Membership	Outreach to target groups	Develop a call strategy	Task Completed	Shoemake; Adam Jones	Staff, Board	Membership	12/1/19	
2	Grow the Brand	Transparency	Revise Bylaws and present to Board	Bylaws presented	Kylie Page	Current bylaws	Bylaws	5/1/19	Finished
2	Grow the Brand	Transparency	Present revised Bylaws to membership	Bylaws presented	Kylie Page	Current and proposed revised bylaws	Bylaws	6/1/19	Sent w/ nominating committee prior to meeting
2	Grow the Brand	Effective Communication	Update website	Website updated	Ricky Ward	Communications Committee; outside company; budget item	Communication	7/1/19	Done
3	Legislative Influence	Successful Messaging	Review other organizations tactics and develop best practices	Present best practice ideas to Board for consideration	Adam Jones	Staff; Advocacy Organizations	Advocacy/PAC	8/1/19	Continuing to look at these and work with NAECE Counterparts
3	Legislative Influence	Educate on Legislative process	Legislative Sessions at Conference	Session scheduled and delivered	Adam Jones	Staff	Advocacy/PAC	Ongoing	
3	Legislative Influence	Educate on Legislative process	Keynote Speaker at all conferences	Speakers scheduled	Adam Jones	Staff	Advocacy/PAC	Ongoing	
3	Legislative Influence	Develop Tools to aid members	Videos/Reference Cards	Plan developed and tools produced	Adam Jones	Staff	Advocacy/PAC	Ongoing	
3	Legislative Influence	PAC Growth through Member Donations	Review dues structure and seek higher percentage for PAC donations from member firms	Recommend percentage to board for action	Mike Wooten	Staff	Advocacy/PAC	8/1/19	raised to 12.5% on 19-20 Dues statement
3	Legislative Influence	PAC Growth through Member Donations	Plan two membership fundraiser activities	Activities planned and accomplished	Matt Gehman	Staff	Advocacy/PAC	1/1/20	
3	Legislative Influence	PAC Growth through Member Donations	Advocacy Committee to meet	Committee meeting monthly	Matt Gehman	Staff	Advocacy/PAC	Ongoing	
4	Impactful Committees	Engagement in Strategic Plan	Input committees into Strategic Plan Matrix	Task Completed	Keith Overstreet	Committee Chairs; Staff	All	5/1/19	complete
4	Impactful Committees	Review Committee activities for prior year	Report on function and accomplishments at annual meeting	Task Completed	Keith Overstreet	Committee Chairs; Staff	All	6/1/19	complete
4	Impactful Committees	Engagement in Strategic Plan	Update all committee descriptions for new website	Task Completed	Keith Overstreet	Communications Committee	Communications	7/1/19	Still need input from committee heads, figured may have new committee chairs, will update after first board meeting
5	Energize and Engage Membership	Develop Social Media Strategy	Review social media best practices and report	Report delivered	Adam Jones	Staff; Communications Committee	Communications	8/1/19	Need to meet with Committee. Staff has continued to engage members on social media.
5	Energize and Engage Membership	Membership Meetings	Plan and Execute 4 Membership Meetings	Events Scheduled and Held	Adam Jones	Staff; Membership Committee	Membership	Ongoing	
5	Energize and Engage Membership	Membership Directory	Complete Membership Directory and provide	Task Completed	Adam Jones	Staff	Membership	8/1/19	Completed 6/1/19 and posted on website
5	Energize and Engage Membership	Engage Future Leaders	Plan and Execute the Future Leaders Program for 2019-20	Program Delivered	Jeff Mulliken	Staff; BRE Committee	BRE	Ongoing	

ACEC POSITION ON SCDOT APPLICATION OF AVERAGE OVERHEAD RATES DURING CONTRACT NEGOTIATIONS FOR PROFESSIONAL ENGINEERING SERVICES

The American Council of Engineering Companies of South Carolina is the only state organization devoted exclusively to the business and advocacy interests of engineering companies and is comprised of member firms committed to the professional practice of engineering in every sense of the word. We represent engineering companies large and small; practicing in multiple sectors and markets; private development, government, transportation, water and sewer, just to name a few.

Many of our member firms are engaged in contracts with SCDOT, so have a mutual interest with the Department in serving the citizens of the state by providing a robust and comprehensive transportation system. These firms have expressed concerns to ACEC-SC regarding SCDOT's use of "average" overhead rates in the calculation of fixed fees for professional services.

ACEC-SC supports fair and honest negotiations conducted in good faith between the SCDOT and any professional engineers selected to come to the SCDOT table based on their qualifications. ACEC-SC supports:

- Total contract value based on an agreed to scope of work.
- Scope of work and associated fee that is satisfactory to both parties when negotiations are completed.
- Value pricing for professional services that appropriately take all considerations (risks and rewards) into account.

We do not support the following as these do not meet the objective for arriving at a scope of work and total contract value satisfactory to both parties.

- The use of arbitrary or "average" overhead rates to derive a fixed fee.
- The use of stipulated overhead rates and fixed fee percentages independent of the type of project under consideration.
- Fee concessions from professional firms without an associated adjustment in the scope of work.

Contracting agencies shall use and apply a consultant's cognizant approved indirect cost rate, or an accepted rate established in accordance with the FAR cost principles (as specified in 48 CFR 31), for the purposes of contract estimation, negotiation, administration, reporting, and contract payment, and the rate shall not be limited by administrative or de facto ceilings of any kind (as specified in 23 U.S.C. 112(b)(2)(C)-(D) and 23 CFR 172.7(b)). Use of a statewide average indirect cost rate in the analysis of contract costs or the negotiation and administration of the contract creates an arbitrary limitation which does not comply with Federal requirements.

ACEC-SC member firms believe that "financial rewards" for firms are important to investment into their operations that aids in new technology advancement, a highly technical workforce, stimulate performance, improves overall firm stability, and can aid in reducing overhead rates. A fixed fee formula that reduces the effective fixed fee for any ACEC-SC member firm is not

ACEC POSITION ON SCDOT APPLICATION OF AVERAGE OVERHEAD RATES DURING CONTRACT NEGOTIATIONS FOR PROFESSIONAL ENGINEERING SERVICES

consistent with this objective, nor the objectives of FAR 15.404-4, which is meant to offer financial reward toward attracting the best capabilities of both large and small firms and maintaining the industrial base. Government agencies generally pay profit on labor and overhead (some also on non-salary items) and a firm's overhead is not a measurement of efficiency. Therefore, if profits are limited based on overheads this will not allow a firm to grow and creates a de facto ceiling on overheads which the FHWA does not allow.

An arbitrary reduction of fees or overall contract costs is inconsistent with qualifications based selection procedures (as specified in 23 U.S.C. 112(b)(2)(A), 40 U.S.C. 1104(a), and 23 CFR 172.5(a)(1)) for negotiation of fair and reasonable compensation considering the scope, complexity, professional nature, and estimated value of the services to be rendered. Reductions to overall contract costs also creates a de facto ceiling on a firm's approved indirect cost rate required to be applied to contract negotiations and payment (as specified in 23 U.S.C. 112(b)(2)(D) and 23 CFR 172.7(b)) and creates an arbitrary reduction of direct salary/wage rates which does not provide consideration of the reasonableness provisions of the FAR cost principles (as specified in 48 CFR 31.201-3 and 31.205-6(b)(2)).

ACEC-SC members firms understand that contract negotiations are focused on establishing an overall contract value that meets SCDOT's program objects and conform to a mutually agreed upon scope of services. This overall contract value would not vary significantly between a Firm A or Firm B with different overhead rates, but how that contract value is determined does vary based on staff mix, project team firm mix and individual firm overhead rates.

A sample calculation is provided here that shows the implications of this when Firm A has an overhead rate higher than the average and Firm B has an overhead equal to the average. As is demonstrated for this example, both firms will collect full amount of the overhead and both firms will collect the identical amount of fixed fee. However, Firm A would be required to compensate for their higher overhead but reducing their labor to accomplish the work.

Firm A 200% Overhead

Firm B 150% Overhead

Typical SCDOT Negotiation to Total Contract Value

	Firm			Using Firm OH	
	Labor	OH on Labor	Fixed Fee %	Fixed Fee	Total Contract
Firm A	\$ 250,000.00	\$ 500,000.00	10%	\$ 75,000.00	\$ 825,000.00
Firm B	\$ 300,000.00	\$ 450,000.00	10%	\$ 75,000.00	\$ 825,000.00
Delta	\$ (50,000.00)			\$ -	

The sample calculation is repeated below for the case when fixed fee is instead computed based on the average overhead rate. In this case, Firm A can gain a nominal amount of direct labor cost and firms will collect full amount of the overhead. However, Firm A will collect approximate 15% lower fixed fee than Firm B. Therefore, Firm A earns an effective overhead rate near 8%

ACEC POSITION ON SCDOT APPLICATION OF AVERAGE OVERHEAD RATES DURING CONTRACT NEGOTIATIONS FOR PROFESSIONAL ENGINEERING SERVICES

instead of the 10% that Firm B at the average rate earns. This approach does not lead to “fairness” nor does it support the objectives previously noted.

SCDOT Negotiation to Total Contract Value with Fixed Fee Computed using Average OH Rate

Assumed Average Overhead Rate =		150%			
		Firm		Using AVG OH	
	Labor	OH on Labor	Fixed Fee %	Fixed Fee	Total Contract
Firm A	\$ 253,846.16	\$ 507,692.31	10%	\$ 63,461.54	\$ 825,000.00
Firm B	\$ 300,000.00	\$ 450,000.00	10%	\$ 75,000.00	\$ 825,000.00
Delta	\$ (46,153.85)			\$ (11,538.46)	

As discussed above, determining contract value varies significantly between two project teams based on staff mix, project team firm mix and individual firm overhead rates. Therefore, a comparison of negotiations between two firms or teams on a purely hour-to-hour basis is not practical. This is also a very common issue during negotiations with SCDOT when simply discussing tasks and phases of work based on internal staffing assumptions. This is an example but however you examine the impacts, ACEC-SC member firms have concerns when efforts are considered to “normalize” fee calculations. ACEC believes that when Quality Based Selection is required to be used, the capping of overheads or fees for the purposes of negotiation and payment may be contradictory to the performance of a firm and the quality of work that may be provided:

- Firms maintain a FAR audited overhead rate that ensures the same rules apply to all firms across the broad spectrum of services. Higher or lower overhead rates reflect more on the size of the firm, utilization of staff and/or the nature of its business, more so than a measure of efficiency.
- Firms operating with a higher overhead, will be negatively impacted while otherwise performing well for the Department. A reduction of the bottom line will adversely affect the firm’s ability to be successful in providing services for the Department.

For the reasons stated above, ACEC-SC member firms agree in their concern of and opposition to the use of “average” overhead rates in the calculation of fixed fees for professional services. In the same regard, ACEC-SC member firms are in one accord in appreciation to SCDOT for our ongoing collaboration and hope that this objection is accepted for consideration.

ACEC-SC Executive Director's Report September 5, 2019

Legislative Report: At our August Board of Directors Meeting, the Board voted to move forward in pursuing two pieces of legislation. The first dealing with Frivolous Civil Proceedings Sanctions Act. The second, and indemnity bill, that North Carolina passed last year. Below is the movement that has been made since August 1, 2019.

⇒ Frivolous Civil Proceedings

- Language sent to Stephanie Burton, JD (Gibbes Burton, LLC), who brought this to our attention, that would include Engineering Companies with COA's in SC to be in the list of exemptions.
- Burton said this would not fix the problem, as other groups that would be allies to passage would not be protected by proposed language
- Burton and I plan to speak in depth this month.
 - Develop language
 - Look for sponsors
 - Meet with other associations that will support and push the bill

⇒ Indemnity bill

- Will use language from passed bill in NC (language in packet)
- Looking for possible sponsors.
- Will meet with possible sponsors in the coming months
- Meeting with AGC's lobbyist to see if they will oppose as written (they were in opposition in NC, but it passed.)

⇒ Off-season lobbying effort.

- Meet with legislators that may sponsor Indemnity Bill
- Meet with legislators that will support Frivolous Civil Proceedings / sponsor bill
- Meet with other groups that will support our efforts
- Will start mid-September when I'm back at work full time

SC Engineering Conference & Trade Show: At the last board meeting we reported we have yet to get the bill from the SC Engineering Conference. We have seen movement in this area:

⇒ SC Engineering Conference & Trade Show

- We've received the final bill
- Distributions to the partners is being calculated now
- 2020 will be at the North Charleston Embassy Suites & Conference Center
- 2021 will be at the Embassy Suites in Myrtle Beach at Kingston Plantation

ACEC MO Staff Training: ACEC National held its first ACEC MO staff training on August 7-8, 2019.

⇒ Allison King attended ACEC Staff Training In Washington DC

SCCESS: ACEC-SC is a member of the South Carolina Council of Engineering and Surveying Societies (SCCESS). SCCCESS is responsible for advertising, interviewing, and selecting the members of the SC Board of Registration for Engineers & Surveyors as well as the Engineering seat on the Building Codes Council. SCCCESS then sends they're recommendation to the Governor for approval.

⇒ John Peebles, Vice Chair of Board of Reg, term is up.

- Seeking reappointment

⇒ Building Codes Council Seat term is up.

- Alan Campbell seeking reappointment

⇒ SCCCESS Dinner for Registration Board, 11/12/19.

- ACEC-SC SCCCESS members to attend.

NSBA Forum: At the last Board meeting, the Board approved moving forward with partnering with the National Steel Bridge Association for professional development class.

⇒ NSBA Steel Bridge Forum 11/5/19 at Seawells in Columbia, SC.

- \$50/ SCDOT
- 100 / ACEC-SC Member
- \$175 non member

ACEC-SC PAC Bowling: As stated at last meeting, ACEC-SC is looking at hosting a bowling tournament to raise money for ACEC-SC PAC.

⇒ Allison King is going to Greenville Friday and will look at potential lanes to host the event.

ACEC PAC distributions: ACEC PAC has asked if we would like to use PAC money for meetings this fall.

⇒ Senator Tim Scott Cook-Out 10/5/19

- ACEC will be sponsors.

⇒ ACEC-SC has the following amounts available for candidates.

- Rep. Jim Clyburn \$5,000
- Rep. Jeff Duncan \$ 1, 000
- Sen. Lindsey Graham \$5,000
- Rep. Tom Rice \$3,000
- Sen. Tim Scott \$2,000 (asked for \$2,500 for BBQ)
- Rep. William Timmons \$1,000
- Rep. Joe Wilson \$2,000

⇒ I will ask ACEC to mail us these checks and try to meet with each Congressman in their districts.

- ACEC-SC Board Members encouraged to come to meetings if time permits.

⇒ **This is why it is so important for ACEC-SC to meet their ACEC PAC goals. This money comes from ACEC, but benefits ACEC-SC.**

GENERAL ASSEMBLY OF NORTH CAROLINA
SESSION 2019

SESSION LAW 2019-92
HOUSE BILL 871

AN ACT TO PROTECT THE INTERESTS OF DESIGNERS, PARTICULARLY SMALL
AND WMBE ENTITIES, FROM UNFAIR CONTRACTING AND DUTY TO DEFEND
REQUIREMENTS THAT VIOLATE THE EXISTING PUBLIC POLICY OF NORTH
CAROLINA.

The General Assembly of North Carolina enacts:

SECTION 1. G.S. 22B-1 reads as rewritten:

"§ 22B-1. ~~Construction-Certain indemnity and defend~~ agreements invalid.

(a) ~~Any promise or agreement~~ Provisions in, or in connection with, a contract or construction agreement or design professional agreement relative to the design, planning, construction, alteration, repair or maintenance of a building, structure, highway, road, appurtenance or appliance, including moving, demolition and excavating connected therewith, purporting to require a promisor to indemnify or hold harmless the promisee, the promisee's independent contractors, agents, employees, or indemnitees against liability for damages arising out of bodily injury to persons or damage to property proximately caused by or resulting from the negligence, in whole or in part, of the promisee, its independent contractors, agents, employees, or indemnitees, is against public policy and is policy, void and unenforceable. Nothing contained in this ~~section-subsection~~ shall prevent or prohibit a contract, promise or agreement whereby a promisor shall indemnify or hold harmless any promisee or the promisee's independent contractors, agents, employees or indemnitees against liability for damages resulting from the sole negligence of the promisor, its agents or employees.

(b) Provisions in, or in connection with, a construction agreement or design professional agreement purporting to require a promisor to indemnify or hold harmless the promisee, the promisee's independent contractors, agents, employees, indemnitees, or any other person or entity against losses, damages, or expenses are against public policy, void, and unenforceable unless the the fault of the promisor or its derivative parties is a proximate cause of the loss, damage, or expense indemnified.

(c) Provisions in, or in connection with, a construction agreement that includes design professional services or a design professional agreement purporting to require a design professional to defend a promisee, the promisee's independent contractors, agents, or employees, the promisee's indemnitees, or any other person or entity against liability or claims for damages or expenses, including attorney's fees, proximately caused or allegedly caused by the professional negligence, in whole or in part, of the promisor, the promisee, or their derivative parties, whether the claim is alleged or brought in tort or contract, is against public policy, void, and unenforceable.

(d) Nothing in this section shall be interpreted to exclude from any indemnity or hold harmless provisions enforceable under subsections (a) and (b) of this section attorneys' fees, litigation or arbitration expenses, or court costs actually incurred by the promisee to defend against third party claims alleged in any court, tribunal, or alternative dispute resolution procedure required of the promisee by law or by contract, if the fault of the promisor or its



derivative parties is a proximate cause of the attorney's fees litigation or arbitration expenses, or court costs to be indemnified.

(e) This section shall not affect an insurance contract, workers' compensation, or any other agreement issued by an insurer, nor shall this section apply to promises or agreements under which a public utility as defined in G.S. 62-3(23) including a railroad corporation as an indemnitee-insurer. This section shall not apply to contracts entered into by the Department of Transportation pursuant to G.S. 136-28.1-lien or bond claims asserted under Chapter 44A of the General Statutes.

(f) For purposes of this section, the following definitions shall apply:

- (1) Construction agreement. – Any promise or agreement in, or in connection with, a contract or agreement relative to the design, planning, construction, alteration, repair, or maintenance of a building, structure, highway, road, appurtenance, or appliance, including moving, demolition, and excavating connected therewith.
- (2) Defend. – Any obligation to pay for or furnish counsel at the expense of the promisor to defend a promisee, the promisee's independent contractors, agents, employees, or indemnitees against claims alleged or brought against the promisee, the promisee's independent contractors, agents, employees, or indemnitees by a third party alleged or brought in any court or other tribunal, including forms of alternative dispute resolution required by law or contract, before the court or tribunal has reached a final determination of fault.
- (3) Derivative parties. – With respect to a party, any of that party's subcontractors, agents, employees, or other persons or entities for which the party may be liable or responsible as a result of any statutory, tort, or contractual duty.
- (4) Design professional. – A person or entity who is licensed under and provides professional services regulated by Chapters 83A, 89A, 89C, 89E, or 89F of the General Statutes.
- (5) Design professional agreement. – Any promise or agreement in, or in connection with, a contract or agreement with a design professional to provide design professional services.
- (6) Design professional services. – A service or work performed by a design professional for which licensure is required under Chapters 83A, 89A, 89C, 89E, or 89F of the General Statutes.
- (7) Fault. – A breach of contract; negligent, reckless, or intentional act or omission constituting a tort under applicable statutes or common law; or violations of applicable statutes or regulations.
- (8) Subcontractor. – Any person or entity, of any tier, providing labor or material through the promisor for use on the project at issue in the applicable construction agreement or design professional agreement."

SECTION 2. This act becomes effective August 1, 2019, and applies to contracts entered into, amended, or renewed on or after that date.

In the General Assembly read three times and ratified this the 28th day of June, 2019.

s/ Philip E. Berger
President Pro Tempore of the Senate

s/ Sarah Stevens
Speaker Pro Tempore of the House of Representatives

s/ Roy Cooper
Governor

Approved 11:50 a.m. this 8th day of July, 2019



Please join

U.S. SENATOR TIM SCOTT

for a Barbeque

Wednesday, October 9, 2019

6:00 p.m. – 8:00 p.m.

Founders Hall at Charles Towne Landing

1500 Old Townes Road

Charleston, South Carolina

\$5,000 for Event Co-Host to raise or donate (includes 10 event tickets)

\$2,500 for Event Host (includes 8 event tickets)

\$1,000 for Event Sponsor (includes 6 event tickets)

For more information & to RSVP please contact:

Drea Byars | dreabyars67@gmail.com | 803.413.5951

Kathy Crawford | katcrawford2001@yahoo.com | 843.270.4579

Paid for by Tim Scott for Senate

*Event Hosts/Event Sponsors will be recognized at the barbeque.

TIM SCOTT FOR SENATE
CHARLESTON, SOUTH CAROLINA
WEDNESDAY, OCTOBER 9, 2019

_____ Yes, I/we will attend the barbeque supporting Senator Tim Scott,
enclosed is my contribution for \$_____.

_____ I/we cannot attend the barbeque, but will contribute \$_____ to help ensure
a successful event.

- THE MAXIMUM AN INDIVIDUAL MAY CONTRIBUTE IS \$5,600 - \$2,800 FOR THE PRIMARY AND \$2,800 FOR THE GENERAL.
- THE MAXIMUM A COUPLE MAY CONTRIBUTE IS \$11,200 FROM A JOINT ACCOUNT.
- THE MAXIMUM A MULTI-CANDIDATE FEDERAL PAC MAY CONTRIBUTE IS \$10,000 - \$5,000 FOR THE PRIMARY AND \$5,000 FOR THE GENERAL.

If paying by credit card, please provide the following:

Amount of Contribution: _____

Visa/Mastercard/AmEx/Discover Number: _____

Name on card: _____

Expiration date: _____ SVC: _____

Signature: _____

Please make checks payable to:

Tim Scott for Senate

1405 Ashley River Road, Charleston, SC 29407

Federal law requires us to use our best efforts to collect and report the name, mailing address, occupation and employer of individuals whose contributions aggregate to or exceed \$200 in an election cycle.

Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Occupation: _____

Employer: _____

Phone Number: _____

Email Address: _____

Contributions are not tax deductible as charitable donations for federal income tax purposes. Contributions from corporations, foreign nationals (non green-card holders), labor unions and federal government contractors are prohibited.

Contributor Info

This contribution is made by check or credit card from my personal funds and is not drawn on an account maintained by an incorporated entity. I am a U.S. citizen or permanent resident and this contribution will not be reimbursed by another person.

For a contribution from a joint account to be attributed to two individuals, both must sign this form, indicating agreement with the above statement.

Signature

Joint Contributor Signature

ACEC Value Proposition

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

Item		Savings & Benefits for Member Firms
Government Advocacy		
☑	Secured new 20% tax deduction for A/E passthrough firms and a lower 21% tax rate for firms organized as C corporations in 2017 tax reform law.	The new law offers opportunities for tax savings for firms of all business structures – both C corporations as well as S corporations, partnerships and LLCs.
☑	Repealed 3% withholding.	Saves members millions of dollars, e.g., a firm with \$10 million in government contracts preserves \$300,000 in cash flow.
☑	Defeated proposed tax increase on S corps.	Protects S Corps firm owners from the 2.9% Medicare tax on distributions.
☑	Secured extension of key tax benefits, including R&D tax credit, bonus depreciation, small business expensing, and renewable tax credits.	Provides firms with certainty, incentivizing innovation and capital investments, as well as stability in renewable energy markets.
☑	Secured in law FAR-based procurement rules for state DOTs to prohibit arbitrary overhead caps, require recognition of single audit, expand reach of QBS.	Protects firms from state DOT efforts to cap overhead, saving millions of dollars, prevents bidding of engineering services on federal aid projects.
☑	Expanded QBS in Corps water legislation (WRRDA).	Authorized over \$12 billion in new Corps of Engineers projects, a new financing mechanism for water/wastewater needs, and expands federal QBS requirements to local water projects that receive State Revolving Fund (SRF) financing.
☑	Secured five-year, \$305 billion transportation bill.	Provides funding stability for state and local transportation agency clients; increases investment levels for highway, transit and rail projects; and promotes contracting out for engineering and design services.
☑	Killed amendments to repeal QBS, mandate insourcing of engineering and design services on federal highway projects.	Protects firms from price bidding; retains flexibility for state and local transportation agencies to contract out for services.
☑	Clarified engineering exemption in SEC municipal advisor rule.	Exempts engineering firms from SEC filings for traditional engineering work on municipal projects.
☑	Protected cash accounting.	Ensured that firms currently using the cash method of accounting are not forced to make the costly switch to accrual accounting.

	Item	Savings & Benefits for Member Firms
☑	Killed 1099 Filing Mandate.	Eliminates 1099 filings for each purchase of goods valued at more than \$600, saving thousands of dollars; e.g., a firm that currently files 30 1099s a year, would have had to file 2,500 1099s at a cost of \$70,000.
☑	Enforced the use of QBS and the FAR in federal contracts.	Ensures proper reimbursement for member firms by intervening with federal agencies on contracts that violate QBS or other federal procurement rules.
☑	Removed mandatory 10% retainage on fixed price federal A/E contracts.	Improves firm cash flow, e.g., a firm with \$10 million in government contracts preserves up to \$1 million in cash flow.
☑	Secured federal contracting reforms in DOD programs.	Expands opportunities for small firms, and makes it easier for large firms to meet subcontracting goals.
☑	Exempted A/E services from mandated Project Labor Agreements on federal projects.	Protects the independence of engineering firms and limits union interference.
☑	Secured contracting out language to address competition from the Corps of Engineers and the Bureau of Reclamation.	Creates more business opportunities for industry by restricting public sector competition.
☑	Secured reform to federal two-phase design-build competitions that limits the short-list to five teams.	Saves money in reduced competition costs; reinforces qualifications in D/B submissions.
☑	Helped to secure the lifting of the oil export ban.	Will increase business opportunities in oil markets, including related projects in transportation and storage.
☑	Secured reauthorization of Export-Import Bank for a four year term.	Permits risk insurance and investment funding for foreign projects.
☑	Facilitated commercial utilization of unmanned aircraft systems in legislation and regulation.	Allows firms to respond to client demands and deliver products more efficiently with emerging drone technologies.

Advocacy Support for States		
☑	Helped Maine, Connecticut, Ohio and Kansas defeat proposed professional services taxes.	Saves firms money in taxes and compliance costs.
☑	Helped many states protect the Economic Loss Doctrine (ELD) for design professionals.	Provides a critical legal shield that protects firms from unlimited damage payouts.
☑	Helped states raise infrastructure spending levels through ballot initiatives, legal and legislative actions.	Protects and expands infrastructure markets and contracting opportunities for firms in multiple states.
☑	Helped safeguard limitation of liability clauses in Virginia.	Reduces the risk exposure for firms doing work in Virginia.
☑	Helped California to establish and defend the state constitutional right to contract out services to the private sector.	Protected the ability of state agencies to contract out to the private sector in California.

<input checked="" type="checkbox"/>	Provided information and guidance to states pursuing Certificate of Merit legislation.	Ensures that firms are safeguarded against frivolous law suits while reducing legal expenses.
<input checked="" type="checkbox"/>	Helped a number of states push back against unfair indemnification provisions in public contracts.	Protects firms from uninsurable contract terms and risk exposure.
<input checked="" type="checkbox"/>	Helped a number of states to confront efforts to undermine state QBS laws.	Reinforces QBS at the state level, protecting firms and maximizing value to the public.
<input checked="" type="checkbox"/>	Helped Idaho to protect engineering firms' lien rights.	Helps safeguard the ability of firms to be paid for services provided.
Insurance and Retirement Trusts		
<input checked="" type="checkbox"/>	ACEC Life/Health Trust health insurance program for member firm employees.	Saves firms millions of dollars on annual life and health insurance premiums, e.g., saved \$17,175 for a 50-person firm.
<input checked="" type="checkbox"/>	ACEC Business Insurance Trust program – Workers' Compensation Insurance coverage.	Saves firms thousands in annual premiums, e.g., saves \$4,840 for a 50-person firm.
<input checked="" type="checkbox"/>	ACEC Business Insurance Trust program – Auto Insurance coverage.	Saves firms thousands in annual premiums, e.g., \$4,000 for a 50-person firm.
<input checked="" type="checkbox"/>	ACEC Business Insurance Trust program – Property Insurance.	Saves firms thousands in annual premiums, e.g., \$1,000 for a 50-person firm.
<input checked="" type="checkbox"/>	ACEC Business Insurance Trust program – Deductible Assistance.	Saves firms thousands in deductibles each year, e.g., \$3,000 for a 50-person firm.
<input checked="" type="checkbox"/>	ACEC Business Insurance Trust program – Member Royalty Sharing Program	Pays approximately \$600 royalty for a 50-person firm.
<input checked="" type="checkbox"/>	ACEC Retirement Trust program.	Saves firms thousands in employee retirement annual fees, e.g., \$9,500 for a 50-person firm.
Business Resources and Education		
<input checked="" type="checkbox"/>	Approximately 100 webinars annually on important business topics.	Provides value annually to over 10,000 engineering professionals representing more than 1,250 member firms – enabling participants to earn PDHs and gain insights on the best practices to better manage their firms.
<input checked="" type="checkbox"/>	Engineering Joint Contract Documents (EJCDC).	Saves money and lowers risk through the use of pre-drafted and readily customized contract language already reviewed by A/E/C legal experts.
<input checked="" type="checkbox"/>	Specialized contract documents and business tools in the areas of structural engineering, M/E, and surveying.	Minimizes risk, bolsters performance, and streamlines project efficiency with templates, tools, and information based on contemporary best practice advice.
<input checked="" type="checkbox"/>	Business and executive management in-person courses including the Business of Design Consulting, Senior Executives Institute, and Pathways to Executive Leadership.	Provides comprehensive business education that achieves better team performance, improved internal communication and streamlined project management.
<input checked="" type="checkbox"/>	Publications that support and promote engineering best practices.	

		Expands knowledge and skills that keep firms competitive and thriving, no matter the economic climate, changing markets, and delivery systems.
☑	Registered Continuing Education Program (RCEP) – a comprehensive education management system for engineers, surveyors, design professionals.	Provides a one-stop shop for identifying relevant coursework and managing individual PDH records to better satisfy state licensing mandates.
☑	ACEC's designation program for engineering professionals including Expert Witness (EXW), Management Engineer (MgtEng), Executive Engineer (ExecEng), and Management Professional (MgtPro).	Recognizes advanced knowledge and skills in the business of engineering.
☑	Six special coalitions serving specialized segments of the general ACEC membership: CASE, COPS, CAMEE, DPC, SFC, and LDC.	Expands market opportunities and bolsters industry reputation through discipline-specific knowledge and expertise.
☑	CIO Council and the CFO Council – two specialized groups for senior executive practitioners in IT and Finance.	Enables senior leaders in IT and Finance roles to share information and insights, identify trends, and strengthen their firms' market share and efficiencies.
☑	Emerging Leaders Forum available to young, aspiring firm leaders of ACEC member firms.	Engages talented younger staff with strong leadership potential to prepare them for the next level of firm management.
☑	Sales & Marketing; IT; Finance; and Human Resources Forums.	Enhances firm profitability with invaluable peer-to-peer forums, to share knowledge on best practices.
☑	Legal Counsel Forum – an exclusive networking group for counsel providing legal services to ACEC member firms.	Engages leading attorneys on legal best practices for design firms; identifies emerging legal issues; informs member firms on critical legal issues.
Discounted Business Products/Services		
☑	ACEC's Job Board – the best engineering niche career center, partnering with 41 other engineering associations.	Provides an active jobs marketplace for firms and candidates.
☑	Nationally known UPS shipping program available at a 35% savings to ACEC members only.	Many participating firms saved between \$1,000 and \$4,000 on UPS shipping in first year.
Informative Communications		
☑	<i>Last Word</i> , the national award-winning weekly e-newsletter.	Keeps members current on latest industry news, training opportunities and legislative updates.
☑	<i>Engineering Inc.</i> is the industry's primary source for in-depth interviews with Capitol Hill policy makers whose views impact the marketplace.	Keeps members abreast of the latest business management news, mergers and acquisitions, and other industry developments and trends.
☑	ACEC Engineering Business Index (EBI).	Charts the health of the engineering industry through member responses to quarterly survey on company performance and market trends.
☑	Use of social media, including LinkedIn, Facebook, Twitter, YouTube and Periscope live streaming.	Enables Council to reach a wider audience to support its advocacy and business initiatives.

Conventions		
<input checked="" type="checkbox"/>	ACEC conferences – including the annual Fall Conference offered at attractive North American locations and the Spring Convention and Legislative Summit held each year in Washington, DC.	Provides first-rate education (up to 20 PDHs over three days at each conference), outstanding opportunities to network with peers, and valuable business insights.
Awards, Recognition		
<input checked="" type="checkbox"/>	Engineering Excellence Awards – since 1967, the premiere awards program of the engineering industry – which honors the year's most outstanding engineering accomplishments.	Affords participating firms the opportunity to receive national recognition for their projects, providing extraordinary marketing value.
<input checked="" type="checkbox"/>	Scholarship programs offered by ACEC's Fellows, member firms, and the Research and Management Foundation.	Distributes more than \$30,000 annually to provide educational support for engineering students and scholarship sponsor recognition.
<input checked="" type="checkbox"/>	Wide ranging awards programs, including recognition of emerging leaders and community service.	Recognizes contributions to the industry and the community.



ACEC/PAC

2019 Contribution Form

ACEC/PAC is the voice of the engineering community in Washington, DC and around the country. A well-funded political action committee is an investment in our industry's future and we need everyone's help to ensure success. Please join us today!

I would like to make a contribution today!

- | | |
|--|---|
| <input type="checkbox"/> Capitol Club (\$5,000) | <input type="checkbox"/> Chairman's Club* (\$2,500) |
| <input type="checkbox"/> Millennium Club (\$1,000) | <input type="checkbox"/> Congressional Club (\$500) |

** Chairman's Club members either contribute \$2,500 to ACEC/PAC, or contribute \$1,000 to ACEC/PAC and pledge an additional \$1,500 to be contributed throughout the year to directly support candidates for re-election.*

Name: _____

Firm: _____

Job/Position Title: _____

Billing Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Contribution Information:

☐ \$5,000 ☐ \$2,500 ☐ \$1,000 ☐ \$500 ☐ \$250 ☐ Other \$ _____

☐ MasterCard ☐ Visa ☐ American Express ☐ Discover ☐ Personal Check

Full Credit Card Number _____

Expiration Date _____ Billing Zip _____ CVV Code _____

Mail: ACEC/PAC
1015 15th Street NW, 8th Floor
Washington, DC 20005

Email: pac@acec.org

Partnership and sole proprietorship checks are permitted; however, federal law prohibits corporate checks and corporate credit cards. Contributions or gifts to ACEC/PAC are not deductible as charitable contributions for federal income tax purposes. Contributions will be screened and those from outside the restricted class (non-members) and those from individuals who have not given prior approval may be returned. Contributions are voluntary and amounts included herein are merely suggestions. An individual is free to contribute more or less than the guidelines suggest, but may not contribute more than \$5,000 per calendar year. Federal law requires that our committee report the full name, address, occupation and company name of each individual whose contributions aggregate in excess of \$200 in a calendar year.



2019 Recurring Contribution Form

ACEC/PAC is the voice of the engineering community in Washington, DC and around the country. A well-funded political action committee is an investment in our industry's future and we need everyone's help to ensure success. Please join us today!

I would like to make a contribution today!

☐ Capitol Club (\$5,000)

☐ Chairman's Club* (\$2,500)

☐ Millennium Club (\$1,000)

☐ Congressional Club (\$500)

* Chairman's Club members either contribute \$2,500 to ACEC/PAC, or contribute \$1,000 to ACEC/PAC and pledge an additional \$1,500 to be contributed throughout the year to directly support candidates for re-election.

Name: _____

Firm: _____

Job/Position Title: _____

Billing Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Contribution Information:

☐ \$5,000 ☐ \$2,500 ☐ \$1,000 ☐ \$500 ☐ \$250 ☐ Other \$ _____

☐ MasterCard

☐ Visa

☐ Discover

☐ American Express

☐ MONTHLY

Or

☐ QUARTERLY

Full Credit Card Number _____

Expiration Date _____ Billing Zip _____ CVV Code _____

Mail: ACEC/PAC

1015 15th Street NW, 8th Floor

Washington, DC 20005

Email: pac@acec.org

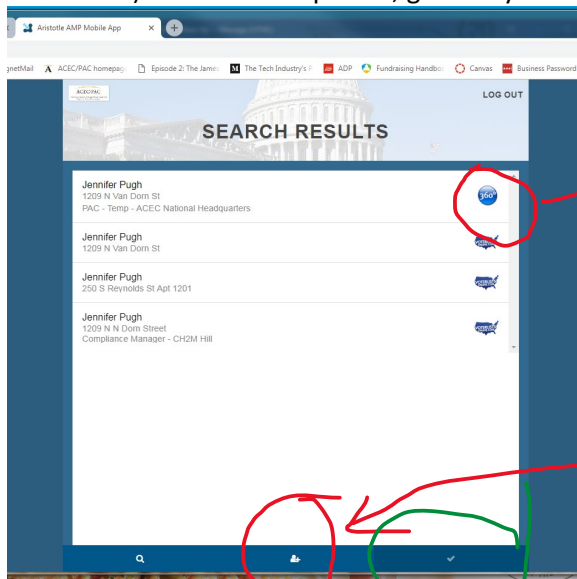
Partnership and sole proprietorship checks are permitted; however, federal law prohibits corporate checks and corporate credit cards. Contributions or gifts to ACEC/PAC are not deductible as charitable contributions for federal income tax purposes. Contributions will be screened and those from outside the restricted class (non-members) and those from individuals who have not given prior approval may be returned. Contributions are voluntary and amounts included herein are merely suggestions. An individual is free to contribute more or less than the guidelines suggest, but may not contribute more than \$5,000 per calendar year. Federal law requires that our committee report the full name, address, occupation and company name of each individual whose contributions aggregate in excess of \$200 in a calendar year.

Credit cards on your phone:

1. Go to: <https://amp.aristotle.com>
2. IF YOU WANT, you can add it to your homepage so it looks like an app:
 - a. iPhone: go to <https://amp.aristotle.com> in the Safari browser, go like you're going to share it, but click "add to home screen" (which is in that same line of options as copy, add to reading list...)
 - b. Android: Navigate to <https://amp.aristotle.com> on the phone on which you'd like to use AMP. While on the website click on the menu button, and then click on the Add to homescreen option.
3. Log in with:
CLIENT ID: acec
USERNAME: 1000 (or 1001, 1002, 1003, 1004, 1005)
PASSWORD: ACEC0000
4. Select the webform (choose the General one, not one that references a specific event).

Already signed in?

5. Look up the person, add individual if not in there. (middle icon, looks like a person with a plus on the bottom of the screen). You need a zip code, generally.



Try and pick someone with a 360 icon

Add a person

This turns green when you're good to go

6. Click on the person you want
 - a. If there's no green checkbox, there's something that needs to be updated, usually an email address
8. Pick the donation amount or type one in. Click donate.
9. Take a picture of the credit card (on phone) and fill in other blanks or type in the card info (on computer) hit process. DONE!

2019 Fall Sweepstakes

Enter to win one of 15 prizes at the
ACEC Fall Conference in Chicago, Ill.
October 13-16

Grand Prize	\$10,000
Two 1st Prizes	\$5,000
Two 2nd Prizes	\$2,500
Ten 3rd Prizes	\$1,000

\$200/ticket

limit 5/person - only 1500 tickets available
Drawing at the PAC Breakfast October 15 at 7:30 AM

ACEC/PAC

AMERICAN COUNCIL OF ENGINEERING COMPANIES
POLITICAL ACTION COMMITTEE

NAME _____ EMAIL _____

FIRM _____ TITLE _____

BILLING ADDRESS _____

NUMBER OF TICKETS YOU WISH TO PURCHASE @ \$200 _____

PAYMENT

METHOD OF
PAYMENT

CHECK
payable to
ACEC/PAC

VISA

MASTERCARD

AMEX

DISCOVER

CREDIT CARD NUMBER _____ EXP DATE _____ CVV# _____

NAME AS IT APPEARS ON CARD _____ BILLING ZIP _____

No purchase necessary to enter or win. To enter with a purchase, please complete this form and return to PAC@acec.org. To enter without a purchase, send an email to jpugh@acec.org titled "Free entry to Sweepstakes" with your first and last name, complete address, daytime phone number, date of birth, and email address. Term: Promotion is open 5/8/19 until 7:30 CT on 10/15/19. Partnership and sole proprietorship checks are permitted; however, federal law prohibits corporate checks and corporate credit cards. Contributions or gifts to ACEC/PAC are not deductible as charitable contributions for federal income tax purposes. Contributions will be screened and those from outside the restricted class (non-members) and those from individuals who have not given prior approval may be returned. An individual is free to contribute more or less than the guidelines suggest, but may not contribute more than \$5,000 per calendar year. Cash contributions limited to aggregate total of \$100 per person per calendar year (Jan. 1 - Dec. 31). Federal law requires that our committee report the full name, address, occupation and company name of each individual whose contributions aggregate in excess of \$200 in a calendar year. Entry into this sweepstakes constitutes acceptance of sweepstakes rules, which are attached to this Entry Form. Odds of winning depend on number of entries distributed. No purchase necessary to enter or win. Void where prohibited. Open to ACEC employees who are US citizens or legal permanent residents and are at or above the age of majority in their state of residence. Sponsor: The American Council of Engineering Companies, located at 1015 15th St. NW, 8th Floor, Washington, D.C. 20005-2605.

OFFICIAL RULES FOR THE ACEC/PAC FALL SWEEPSTAKES

NO PURCHASE NECESSARY TO ENTER OR WIN. VOID WHERE PROHIBITED. OPEN ONLY TO U.S. RESIDENTS. ENTRY INTO THIS SWEEPSTAKES CONSTITUTES YOUR ACCEPTANCE OF THESE SWEEPSTAKES RULES.

ELIGIBILITY: To be eligible to enter the ACEC/PAC Sweepstakes ("Sweepstakes"), you must be a legal resident of the United States, including the District of Columbia, who is a member of The American Council of Engineering Companies and at or above the age of majority in the state in which you reside.

SPONSOR: The American Council of Engineering Companies, located at 1015 15th Street, N.W., 8th Floor, Washington, D.C. 20005-2605, is the sponsor of the Sweepstakes ("Sponsor").

TERM: The Sweepstakes begins at midnight Eastern Daylight Time (EDT) on May 8, 2019 and ends at 7:30 AM Central Daylight Time on October 15, 2019.

HOW TO ENTER: No purchase necessary to win. Void where prohibited. Entrants may enter in several ways:

(A) You may enter the Sweepstakes during the Term directly from Sponsor in one of the following ways (1) send this form via email to pac@acec.org; (2) call ACEC/PAC at 202-347-7474; or (3) send this form via mail to ACEC/PAC at 1015 15th Street, NW, 8th Fl., Washington, D.C. 20005-2605 (NOTE: Mail-in entries must be received by 10/11/19 to be considered for the drawing). Each entrant will be required to provide his/her name, home address, phone number, and e-mail address or entrant must provide Sponsor with a completed Entry Form. Upon receipt of your entry, ACEC will enter your name in the Sweepstakes. To confirm entry, ACEC will send you an email or notify you in person, if applicable. Contributions are not tax-deductible. FEC regulations prohibit corporate checks or credit cards.

(B) You may enter without purchase during the Term by sending Sponsor an email titled "FREE ENTRY TO SWEEPSTAKES" at pac@acec.org with your first and last name, complete address, daytime phone number, date of birth and e-mail address. Upon receipt of your email, Sponsor will enter your name in the Sweepstakes. As proof of entry, ACEC will send you an email confirming your entry.

LIMIT: YOU MAY ONLY ENTER ONCE PER DAY, REGARDLESS OF THE METHOD OF ENTRY. Subsequent entries will be disqualified. All entries become the property of Sponsor and will not be returned or acknowledged. Sponsor is not responsible for any non-intentional, incorrect or inaccurate information associated with the Sweepstakes or for any technical or human error that may occur in the administration of the Sweepstakes. Sponsor assumes no responsibility for, and hereby disclaims any liability resulting from, any error, omission, interruption, deletion, defect or delay in the operation or transmission of any entry, or the destruction, unauthorized access to, or alteration of, entries. Sponsor is not responsible for any problems or technical malfunction of any telephone network or lines,

computer networks, servers or computer network providers, computer equipment, software, hardware, e-mail or any combination thereof, including injury or damage to entrants or to any other person's computer related to or resulting from participating in this Sweepstakes. If, for any reason, the administration, security, fairness, integrity or proper conduct of this Sweepstakes is corrupted, Sponsor reserves the right at its sole and exclusive discretion to cancel, terminate, modify or suspend the Sweepstakes. Sponsor is not responsible and disclaims all liability for any injury to person or property in relation to this Sweepstakes. ANY ATTEMPT BY AN ENTRANT OR ANY OTHER INDIVIDUAL TO DELIBERATELY DAMAGE OR UNDERMINE THE LEGITIMATE OPERATION OF THIS SWEEPSTAKES IS A VIOLATION OF CRIMINAL AND CIVIL LAWS. SPONSOR MAY SEEK DAMAGES FROM ANY ENTRANT OR OTHER PERSON ENGAGING IN SUCH A VIOLATION TO THE FULLEST EXTENT PERMITTED BY LAW (INCLUDING ATTORNEYS FEES, COURT COSTS AND EXPENSES).

PRIZE DRAWING: The potential winner will be selected via drawing on May 8, 2019 and notified within five (5) business days of the drawing by mail, phone, or email. If prize or prize notification is returned as undeliverable, the prize is forfeited and Sponsor may select an alternate potential winner from all remaining eligible entries.

PRIZE & ODDS OF WINNING: Grand prize winner will receive \$10,000 in cash via check, two (2) first prize winners will receive \$5,000 in cash via check, two (2) second prize winners will receive \$2,500 in cash via check, and ten (10) third prize winners will receive \$1,000 in cash via check.

Approximate retail value of \$35,000. Pictures shown in any promotional materials are for illustration purposes only. All other details of the Prizes not stated herein are at the sole discretion of Sponsor. Prizes are not transferable or substitutable, except by Sponsor, who in its sole discretion may substitute a prize with one of equal value. Odds of winning depend on the total number of entries received.

LIMIT ONE PRIZE PER FAMILY PER HOUSEHOLD.

WINNER NOTIFICATION: Potential winner will be notified via registered mail or phone within five (5) business days of the grand prize drawing. All taxes, costs and fees associated with prize or prize delivery or acceptance not specified are the sole responsibility of the winners. If the prize is not claimed within thirty (30) days of notification by Sponsor, an alternate potential winner will be selected by a new drawing from all remaining eligible entries. Where permitted by applicable law, the winners may be required to sign a Declaration of Eligibility, Release of Liability and/or a Publicity Release. Failure to return the required documents within the time period specified may result in forfeiture of prize and random selection of alternate potential winner from remaining eligible entries. Prizes will be awarded via check within approximately twelve (12) weeks of receipt by Sponsor of all prize acceptance documents.

GENERAL: By entering this Sweepstakes, entrants agree to abide by these Official Rules. All U.S. federal, state, municipal, and local laws and regulations apply. All entries will be deemed made by the authorized account holder of the e-mail address submitted at the time of entry, and any potential winner may be required to show proof of being the authorized account holder for that e-mail address. The "authorized account holder" is the natural person assigned to an e-mail address by an Internet service provider, online service provider, or other organization responsible for assigning e-mail address for the domain. Winners agree that their name, photograph, videotape, likeness or statement may be used for advertising and publicity purposes in any media as Sponsor and its agents so determine without any further compensation or consideration, except where prohibited by law. Any entry blanks or other materials that are incomplete, illegible, altered, counterfeited or tampered with or obtained other than through legitimate and authorized sources are void and Sponsor shall not be responsible for illegible, damaged, lost, forged, late, stolen, postage due, incomplete, undelivered/undeliverable or misdirected mail/entries. By entering the Sweepstakes and/or accepting a prize, each entrant releases Sponsor and each of its affiliates and their employees and representatives from any and all liability, whether directly or indirectly, for all injuries, LOSSES or damages of any kind (including death) arising out of, or in connection with the possession, acceptance, enjoyment, use/misuse of prize or arising out of participation in this Sweepstakes; and entrant waives all rights to claim punitive, incidental and consequential damages, attorneys' fees or any damages other than actual out-of-pocket costs incurred to enter. Should there be a conflict between the laws of the District of Columbia and any other laws, the conflict will be resolved in favor of the laws of the District of Columbia, without regard to its conflict of law provisions.

WINNERS LIST: To obtain the names of the winners, send your request along with a self-addressed, stamped envelope, to American Council of Engineering Companies at 1015 15th Street, 8th Floor, N.W., Washington, D.C. 20005, Attn: ACEC/PAC Sweepstakes (Residents of Vermont need not supply postage).