



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of South Carolina

**American Council of Engineering
Companies of South Carolina
Board of Director's Meeting
August 2, 2018
Palmetto Club
2:00 PM**

Board of Directors

____ Cameron Nations, Chair
____ Keith Overstreet Vice Chair
____ Jason Eppley, *Sec./Treasurer*
____ Chuck Black, Director
____ Matt Gehman, Director
____ Petrina Butler, Director
____ Kevin Shoemake,, Director
____ Mike Wooten, Director
____ Rick Fauteux, Nat. Director
____ Kylie Page, Past Chair*
____ Jerry Carter, Affiliate National Director*

Committee Chairs:

____ Emily Swearingen, Transportation Committee*
____ Randy Patrick, Scholarship Committee
____ Matt Gehman – Advocacy PAC
____ Tom Jordan, Environmental Committee

ACEC-SC Staff

____ Adam B. Jones Executive Director*
____ Elaine Mikell, Account Executive *
____ Other*

* denotes non-voting

Agenda

1. Call to Order – Cameron Nations
2. Approve Consent Agenda (Motion Required)
 - Board Meeting Minutes, June 7, 2018
 - Membership Report
3. Chair's Report – Cameron Nations
 - JMA Annual Review
 - Board Meeting Attendance
✓ Calling in
4. Financial Report – Jason Eppley
 - Financial Report (Motion Required)
5. Executive Director's Report – Adam B. Jones
 - Legislative Report
 - Budget Provisos
 - DOT / Utility relocation
 - Pipe Bill
 - Consent Agendas, Board Meeting Minutes, & Board Agendas
 - ACEC-GA, ACEC-NC, & ACEC-SC Leadership Meeting
 - Fall Golf Tournament
 - SC Engineering Conference & Trade Show
 - ACEC National training
 - Adam's out for surgery
6. ACEC National/National Directors Report – Rick Fauteux
 - NEW CEO
7. Strategic Plan Progress
 - Grow/Diversify Membership – Kevin Shoemake
 - Grow the Brand – Kylie Page / Keith Overstreet
 - Legislative Influence - Adam Jones / Matt Gehman
 - Energize & Engage Membership – Adam B. Jones
8. Committee Reports:
 - Transportation Committee – Swearingen
 - Environmental Committee – Jordan/Overstreet
 - B.R.E Committee – Shoemake
 - Communication Committee – Overstreet
 - Membership – Shoemake
 - Advocacy/PAC – Gehman/Williams
9. Other Business
10. Next Meeting: September 6, 2018 Parrish & Partners

The mission of ACEC-SC is to promote and protect the business interests and professional standards of engineers in the state of South Carolina; and to improve member firms' ability to profitably provide quality services to their clients.

American Council of Engineering Companies of South Carolina
Board Meeting/Annual Meeting
Thursday, June 7, 2018
Hilton Myrtle Beach Resort, Myrtle Beach, SC

Call to Order: ACEC-SC Chair Kylie Page called the meeting to order at 10:32am and she welcomed attendees. In attendance were: Cameron Nations, Keith Overstreet, Jason Eppley, Matt Gehman, Melvin Williams, Rick Fauteux, Jerry Carter, Adam Jones and Elaine Mikell. Also in attendance for the annual meeting were: Mike Wooten, Chuck Black, Petrina Butler, Peter Strub, Dan Chism, Josh Fowler and Jason Vaughn.

The motion was made, seconded and passed to accept the consent agenda. There are changes to be made on the Board Meeting minutes of May 3. The Board voted to increase the management fee 5%. This would make the management fee \$170,083.20, not the amount that was originally reported. This change will be made to the Board Minutes of May 3. Also, Jason Eppley sponsored POND's membership application, not Melvin Williams.

Overstreet noted there was an increase in the 2018-2019 budget under miscellaneous expenses from \$12,000.00 to \$17,000. This increase is for the website update, and a line item should be added to the budget reflecting this.

A motion made to accept this budget as changed, with projected expenses as \$451,693.57. The motion was seconded and passed.

The motion was made, seconded and passed to approve the June 8, 2017 Annual Meeting Minutes.

Chair's Report: Chair Page gave the Annual Report for the year, 2017-2018. She said overall ACEC-SC had a good year.

The year started with a membership meeting and legislative luncheon, hosted by Synterra in Greenville, SC. We had breakfast before the ACEC-SC members heard from ACEC-SC committee chairs, the Executive Director and John DeWorken, who was running for Greenville County Council. Following the membership meeting, attendees were welcomed to stay for the Board of Directors meeting.

After the Board meeting, members of ACEC-SC & SCSPE hosted thirteen legislators at a luncheon. She reported ACEC-SC continued these off-season legislative meetings through the fall. We had a luncheon at the Palmetto Club in Columbia for the Midlands area legislators, and we hosted a breakfast in Charleston before the PAC golf tournament.

Even though the PAC golf tournament was postponed for the third year in a row due to a natural disaster, we did have a successful outing.

ACEC-SC had a great contingent at the ACEC Fall meeting in Orlando. ACEC-SC organized a dinner with ACEC-SC, ACEC-NC, and ACEC-GA. Page's firm, Terracon, sponsored a fun run during the conference.

The largest ACEC-SC/SCDOT annual meeting was held in December. The 20th Annual ACEC-SC/SCDOT Annual Meeting and Trade Show was well received, Page said. A reception was added this year and it was well received. Between attendees, speakers, exhibitors and staff, ACEC-SC saw 581 in attendance. Four boxes of toys were also filled for the local Toys For Tots campaign.

She reported, the Legislative Reception was moved up by an hour due to a reschedule of the State of the State address but it was a great success. We had 43 Representatives, 12 Senators, 3 Highway Commissioners and the Secretary of State in attendance as well as 200 engineers, surveyors, architects and contractors in attendance.

We had a busy legislative session. We were able to stop a bill that wants to change the Building Codes.

She said the engineering community was able to stop the plastic pipe bill for a third time, and all total we tracked and worked on over 17 bills this legislative session. She said engineers did suffer one loss. The bill reverting a portion of our practice act dealing with exceptions to when a PE is needed did pass out of the Conference Committee it had been sitting in since we were here last year.

Page reported, the Engineering Excellence Awards went well this year. ACEC-SC had a great number of notices of intent, but by the deadline for submission, we ended up losing 5 projects, but the program went well. Thomas and Hutton won the Palmetto Award this year. The Engineering Excellence Award Program is a great way to honor our member firms and the hard work they do.

She said, ACEC-SC put together a great environmental track for the ACEC-SC/SCSPE Winter Meeting. SCSPE put together a Business Track. The numbers for this event were better than last year and this continues to be a good program.

Page said Vice Chairman Cameron Nations, PE, Parrish & Partners, took us to Harbor Town in Hilton Head for the annual planning retreat. A planning consultant assisted us this year and we are well on our way to a new three-year Strategic Plan that Cameron Nations will discuss.

She reported ACEC's National Conference was great, as usual. ACEC-SC was well represented. Also, in attendance were several members serving on different committees. Past Chair and National Director, Rick Fauteux, HDR, finished up his term as Vice Chair of the Membership Committee as well as served on the ACEC Planning Cabinet. ACEC-SC Director, Melvin Williams, S&ME, also served on the Planning Cabinet and is now serving on the ACEC Transportation Committee. While in DC, we took the opportunity to play citizen lobbyist and ACEC-SC went to Capitol Hill. Attendees met with the SC delegation. Page reported these pre-arranged appointments often resulted in talking to congressmen's staff, but we were able to see four of the congressmen themselves and met with both Senator Scott and Senator Graham's staff. While in Washington, ACEC-SC Executive Director Adam B. Jones organized a South Carolina dinner for all of the SC attendees.

Page reported the Annual Scholarship Golf Tournament was held on April 30th at the Lexington Country Club. It was a beautiful day on the links. We paid all expenses and covered the \$7,000 in Larry Hargrove Memorial Scholarship Funds. One \$3,500.00 scholarship goes to a rising junior or senior enrolled in the

ABET accredited engineering college in the state, and the other \$3,5000 scholarship goes to an employee of a member firm who has outstanding college loans. Both scholarships are popular.

She reported that the ACEC-SC Future Leaders Program, had a great program this year designed by Jeff Mulliken, PhD, PE. We will be honoring the graduates tomorrow night at the banquet.

Page closed saying overall, our income has been good and our expenses have been well in-line. In fact, this year has been one of our most successful years to date. She said she is comfortable in turning the reins over to the new chair, Cameron Nations. ACEC-SC is in good shape and has a great team managing the organization.

Vice-Chair's Report-2018-2019 Action Plan/Strategic Plan: Vice Chair Cameron Nations, Parrish and Partners, talked about retreat that was held in March at Sea Pines Resort, Hilton Head, SC. Nations told the group Joe Clark helped ACEC-SC to generate a strategic plan. He said we will use this chart to track the progress.

Nations said we are still working on the Strategy. The strategy is:

- Grow and Diversify Membership-formation of a membership committee.
- Grow the Brand through transparency by revisiting and publishing the bylaws; board meeting review and discussion; and effective communication. It is important that everything is transparent. There is no action yet on changing the bylaws. Williams did ask the procedure for changing bylaws. Bylaw changes must be published 15 days before they are to be voted on and the general membership must vote on bylaw changes.
- Legislative Influence through education on legislative process, development of tools to aid members, PAC growth through member donations, formation of advocacy committee.
- Impactful committees-examination of committee structure.
- Energize and engage membership through development social media strategy and membership fun events.

Executive Director Jones reported for Kevin Shoemake. Shoemake is working on a better game plan to get new members and it is still a work in progress. Jones reported that Shoemake had requested a list of all registered engineering firms in SC from Elaine Mikell in order to establish a list of firms we need to begin to contact. Mikell forwarded the results she received from LLR. The information that was supplied was limited to company name and address of the corporate office (there are 926 firms). Therefore, he has been supplementing that data with contact names, services provided, email addresses, etc. in an effort to form a better game plan for contacting the firms we want to pursue. At this point, he has updated around 600 of the 926. This is still a work in progress but is on its way to becoming a pretty sophisticated tool for our use. We can now sort by companies that perform electrical engineering, mechanical, etc. He expects to have this completed by the end of next week and will then prepare a preliminary plan for how we need to go about contacting firms.

Keith Overstreet is handling the Effective Communication part of Grow the Brand. Overstreet said there has been limited activity thus far but is working to see what other organizations are doing. Ricky Ward

who as at the Planning Retreat is working with Overstreet on this. Overstreet presented a Communications Plan for the attendees.

Overstreet asked the group to let him know if they want to add situation analysis, as this was what the Strategic Plan was designed for.

Executive Director Jones said Legislative influence was part of the strategic plan. The first effort to inform members on the legislative process will be a legislative session at the conference later in the afternoon.

Jones said he is working on video reference cards, these will be one minute videos and will be an on-going project. The videos will show viewers how to contact their legislators.

Matt Gehman is the contact for PAC growth through member donations. Gehman has suggested an oyster roast or pig picking in conjunction with the Fall PAC golf tournament or another event. He said an oyster roast/pig picking would be easy to implement. He is searching for an event that would be an easy "buy in". We could choose an event that is held every two years. He also suggested an auction during an event. Jones said he spoke with someone at the SCSAE conference that handles auctions and their auctions are APP based. Jones thinks this is something that should be considered. Gehman also suggested there be a donation box at every conference and golf tournament. Jones stated that any donation under \$100.00 does not have to be reported.

Cameron Nations suggested a fishing tournament as a possibility. Gehman said he will look at the 2018-2019 ACEC-SC calendar to find a good date to have an event.

Mike Wooten said that with the little amount we are getting from PAC, ACEC-SC has little legislative influence. He suggested ACEC-SC form an Advocacy Committee. Peter Strub said there are ways you can give legislators more money by bundling from other PACs.

Wooten said the challenge is getting our firms to see the value of the PAC money, that is the key in this effort.

Overstreet also presented a Draft Committee Review and Improvements Plan. Overstreet said it was important to determine which committees are vital. There are currently 7 committees:

- Transportation
- Environmental
- Advocacy/PAC
- Building and Infrastructure
- BRE
- Finance and IT
- Nominating Committee.

Overstreet said he thinks the Transportation, Environmental, BRE, and Nominating Committees are necessities.

The Advocacy/PAC committee may sometimes overlap with the JMA responsibilities. Maybe this should be considered an oversight role.

Overstreet thinks the Finance/IT Committee should be a forum, not a committee. A place where you can come and exchange ideas.

Overstreet thinks there may need to be some re-evaluation of some of the committees. Overstreet thinks that the Building and Infrastructure Committee should be eliminated.

Overstreet suggested a new committee, Communications and membership.

Overstreet asked if it takes the Board approval to form a communications committee or would one be appointed. Overstreet said he could build on what they have.

Executive Director Jones reminded everyone of the big Membership event in August. He said there will be a membership luncheon for all members, Board and potential members on August 2, 2018 at the Palmetto Club in Columbia, SC. He hopes some of the trusts from ACEC will be in attendance. The event begins at 12:00pm. Immediately after this event, the ACEC-SC Board meeting will be held.

Financial Report: Overstreet reported an income of \$494,676.49 and expenses of \$354,582.68, with a net income of \$140,093.81. Overstreet said this adds to the reserve and now is the time to invest. Overstreet said there was over \$100,000.00 in reserves. Overstreet thinks the money should be put towards advocacy but with a new Board being elected, this should be their decision. The money should be put somewhere to get an annual return, something that will self-fund.

The motion was made to approve the financial report. The motion was seconded and passed.

Overstreet reviewed the 2018-2019 budget. The projected income is \$460,800.00 and projected expenses of \$451,693.57. The bulk of the revenue will be in dues and in events. There will be no revenue from Future Leaders Program. The expenses for ACEC national dues will be higher. He said ACEC travel has been increased. Also increased were Board expenses and committee activities. Lobby fees, member meeting expenses, golf tournaments, and management fees were all increased. The management fees were increased by 5%.

A motion made to accept this budget with projected expenses as presented. The motion was seconded and passed.

Executive Director's Report: Executive Director, Adam Jones, said that while Kylie touched on some of this years' highlights, he elaborated on some items.

He said we finished the second regular session of the 122 South Carolina General Assembly, and all in all it was an okay year in the legislature for most engineers. Last year, they still had one issue in the Conference Committee, H.3649. H.3649, now Act 138, was dealing with the portion of the Practice Act of when exceptions were allowed for a PE. Over the summer the Conference Committee never met. There were Senators on our side opposing the House version. In late December senator Sean Bennett

was replaced by Senator Tom Corbin on the Committee. Jones said Corbin didn't like the Senate amended version of the bill before it passed. Jones had to talk to Corbin just so it would pass. SC Registration Board member Tim Rickborn and Jones met with Corbin for over three hours trying to explain to him why the law changed, but it was to no avail. The Senate sided with the House version of the bill that reverts the language to the way it was before we updated the Practice Act in 2015. This version is based on an old code series that is obsolete, so the Board may look at addressing this in the regulations.

The other bill we were against, that Jones began working on shortly after the conference last year was Senate Bill 570. This bill introduced by the Home Builders Association of South Carolina was about the adoption of the International Building Codes. Though the author denies this intent, this bill would have gotten rid of the International Building Codes and created a SC Building Code. It would have halted SC from adopting any new codes after the 2018 codes, it would have moved to updates and amendments from then on. HBA-SC also wanted to move the adoption cycle from three years to six years. It also dealt with whoever appointed people to committees and other things. The Design/Construction Committee started working with each other and speaking with the Homebuilders last July. They tried to work on compromises, but HBA-SC really wouldn't work with us. Along with firefighters and some other groups, we were able to defeat this bill in subcommittee, but we know they will come back next year.

We followed several bills the last two years, none of which went anywhere. The last one, H.4836, which would have allowed SCDOT to fix roads on top of dams that have not been claimed by the owners since the 2015 flood died on the House floor late in the season.

H.3830, a bill that would have put restrictions on employees that left state agencies, died on April 10 due to the crossover deadline.

There are two items that are still alive that we have been working on. One more on a monitoring level was the VC Summer Nuclear debacle. Once it was discovered that a PE was not stamping drawings, Jones started attending all of the hearings. Jones states SCSPE wrote a letter to the NRC about the lack of PE on record and sent that letter to our legislators as well. The Sine Die Resolution gave the legislature the opportunity to address VC Summer and the Base Load Review Act when they come back later this month.

The last piece of legislation Jones mentioned was the Pipe bill. Jones said they were able to beat the actual bill, H.3652. The American Chemistry Council made a hard push towards the end of the legislative session hiring two more lobbyist to get the bill passed. They were able to get a proviso in the budget that will grant the preference when bidding work with the Rural Water Authority. This is still active as well since we do not currently have a budget. The coalition we've been working with to oppose the Pipe bill has been working the members of the Budget Conference Committee trying to get the proviso pulled out. He feels confident the House will try to take it out, we will have to wait and see. He will continue to lobby the members of the committee until they come back in late June.

He said ACEC-SC will continue the off-season lobbying efforts they have done for the past three years. He will travel to the legislator's home offices and requests the help of ACEC-SC members in their districts to go with him.

Jones said he received a call in the previous week from someone with the Carolina Associated Builders and Contractors asking if ACEC-SC would be interested in joining forces and putting on a gubernatorial debate once we know who the candidates will be. He inquired about the costs and the contact said she believe it would be paid for through some sponsorships and the only cost they could foresee would be the venue. He told her he would check with the ACEC-SC Board to determine if there was any interest.

Jones reminded everyone that at the last Board meeting, he spoke about ACEC-NC wanting to do a joint meeting with ACEC-SC and Georgia. North Carolina got back in touch with Jones and said they would like the three executive committees to meet in Greenville sometime soon and talk about what each state is working on. Jones told him he liked the idea and asked the Board if they agreed. Jones will start working with Jim and Sully to set something up.

The 2017-2018 Future Leaders Program wrapped up last month. Jones thanked Jeff Mulliken again for being a great Chair for this and doing such a great job. Jones told the Board that twelve of the 21 Future Leaders would attend the Awards Banquet on Friday evening at the Carolinas Engineering Conference.

Jones said we are working on the 2018 ACEC-SC Membership Kick-Off meeting. It will be a luncheon for the membership on August 2, 2018 to kick off the new year. We have invited the ACEC Trusts and Jones will also invite a member of ACEC national to come speak. This event will be held at the Palmetto Club in Columbia, SC. He encouraged the Board members and attendees to invite individuals from the firms to come and to also invite any potential members.

Jones said the Fall Golf Tournament is going back to Dunes West in October. He asked the Board if they wanted to tie in with some of Matt Gehman's ideas and hold the event on a Friday instead of the usual Monday. He suggested we could possibly host a PAC Oyster Roast fundraiser on the same night since golfers would be in town already. He also suggested hosting an event on Sunday evening, prior to the golf tournament on Monday. They will continue to look at adding another fund raiser.

Jones told the group that JMA/ACEC-SC won a Best in the Business Award from the SC Society of Association Executives for the ACEC-SC/SCDOT Annual Meeting and Trade Show for best Conference and Trade Show. There were nineteen total entries and it was judged by the Tennessee Society of Association Executives.

Jones announced that next year's South Carolina Engineering Conference and Trade Show will be held at the Hyatt Regency in downtown Greenville, SC, June 6-8, 2019.

Jones thanked the Board for the opportunity to serve ACEC-SC as the Executive Director and told them he truly enjoys this job and this association.

National Directors Report: Rick Fauteux told everyone the slides of ACEC Board of Directors meeting were in their packets. Fauteux said the ACEC PAC has crossed the half a million mark. He told the group that the Fall conference will be in Las Vegas. He said on July 10, there will be meeting to introduce Linda Bower Dare to the state associations; she is the front runner to replace Dave Raymond. ACEC is covering the costs associated with coming to this meeting.

Fauteux said he, Peter Strub and Melvin Williams are serving on the Cabinet planning committee and are dealing with diversity and inclusion issues.

Nominating Committee Report: Fauteux gave the Nominating Committee Report. A motion was made made to approve the Nominating Committee Report, which was seconded and passed. Fauteux invited the new Board of Directors to step forward to take their oath of office.

The 2018-2019 Board of Directors are:

Chair-Cameron Nations, PE, Parrish and Partners

Vice Chair-Keith Overstreet, PE, Design South Professionals

Secretary/Treasurer-Jason Eppley, PE, Davis & Floyd

Past Chair/National Director-Kylie Page, PE, Terracon

Affiliate National Director/PAC-Jerry Carter, PE, Vaughn & Melton

Directors

Matt Gehman, TranSystems

Kevin Shoemake, PE, Thomas & Hutton

Mike Wooten, PE, DDC Engineers, Inc.

Petrina Butler, PE, TRC

Jeff Mulliken, PhD, PE, HOLT

Chuck Black, PE, S&ME

The new Board of Directors was sworn in. Kyle Page presented the gavel to Cameron Nations, as the Chair.

Page thanked all for their support throughout the year and said she feels confident that Nations will do a great job.

Chair Nations thanked the new board members and said he is looking forward to working with them.

Jones said there were two pieces of business- the Carolinas Engineering Conference needs moderators for the sessions.

There was one membership application, Bunnell-Lammons Engineering, Inc. Peter Strub said he would sponsor. This membership application was approved.

The motion was made to adjourn the Board/Annual meeting. The meeting was adjourned at 12:23pm.

Respectfully submitted,

Elaine Mikell
Account Executive
ACEC-SC

DRAFT

ACEC-SC Membership Report as of 7/25/18

| Company Name | REASON DUES & AMOUNT PAID ARE DIFFERENT | PAID | COMMENTS |
|---|---|------|---------------------------------|
| ADC Engineering, Inc. | | | |
| AECOM | | | |
| Alliance Consulting Engineers, Inc. | | | |
| American Engineering Consultants, Inc. | | Yes | |
| Bunnell-Lammons Engineering Inc. | | yes | |
| Calyx Engineers & Consultants (Formerly Mulkey) | | | |
| Carper Civil Consulting, LLC | | | |
| Carlisle Associates, Inc. | | yes | |
| CDM Smith | | | |
| CEMS ENGINEERING INC | | | |
| Century Southern, Inc. | | yes | |
| CH Engineering, PLLC | | yes | They paid in 2017 for 2018-2019 |
| Civil Engineering Consulting Service, Inc. | | yes | |
| Clark Patterson Lee | did NOT pay PAC or minute man | yes | |
| Collins Engineers, Inc. | | yes | |
| Construction Science and Engineering, Inc. | | | |
| Davis & Floyd, Inc. | | | |
| DDC Engineers, Inc. | | | |
| Design South Professionals, Inc. | | | |
| ECS Carolinas, LLP | | | |
| eMuWave | | | |
| ESP Associates, PA | | | |
| F&ME Consultants | | | |
| Forsberg Engineering & Surveying, Inc. | | | |
| Foth Infrastructure & Environment, LLC | | | |
| Froehling & Robertson, Inc. | | | |
| Gaines Engineering & Design, LLC | | yes | |
| GWA, Inc. | requested PAC money go to Ed Fund | yes | |
| HDR | | | |
| HDR/ICA Engineering | | | |
| Holt Consulting Company, LLC | | | |
| Hussey Gay Bell | | | |
| GPI Geospatial (formerly Independent Mapping Consultants) | | yes | |

ACEC-SC Membership Report as of 7/25/18

| | | | |
|--|-----------------------------------|-----|--|
| Infrastructure Consulting & Engineering | | | |
| Infrastructure Engineers, Inc. | | | |
| IPW Construction Group | | | |
| John Davenport Engineering Incorporated | | | |
| Johnson, Mirmiran & Thompson | | | |
| KCI Technologies, Inc. | | yes | |
| Keck & Wood, Inc. | | | |
| Kimley-Horn and Associates, Inc. | requested PAC money go to Ed Fund | yes | |
| Life Cycle Engineering, Inc. | | | |
| MA Engineering Consultants | didn't pay minute man | yes | |
| McCormick Taylor | | yes | |
| Mead & Hunt, Inc. | | yes | |
| Michael Baker International | | | |
| MLB Engineering, LLC | | yes | |
| A Morton Thomas and Associates, Inc. (AMT) | | | |
| Neel-Schaffer, Inc. | | | |
| NOVA Engineering | | | |
| OLH, Inc. | | | |
| WSP Parsons Brinkerhoff (formerly PB Americas) | | | |
| Parrish and Partners, LLC | | Yes | |
| POND | | yes | |
| Professional Engineering Associates, Inc. | | | |
| Ramey Kemp & Associates Inc | | | |
| RK&K-Rummel, Klepper & Kahl, LLP | | | |
| Rowe Professional Services Company | | | |
| RS&H | | | |
| S&ME, Inc. | | yes | |
| SAM, LLC (merged with So-Deep) | | | |
| Sims Group Engineers, Inc | | yes | |
| Stantec Consulting | | | |
| Stevens & Wilkinson SC, Inc. | | | |
| STV Incorporated | | yes | |
| SynTerra | | | |
| Terracon Consultants, Inc. | | | |

ACEC-SC Membership Report as of 7/25/18

| | | | |
|--|--|-----|--|
| The Sheridan Corporation | | Yes | |
| Thomas & Hutton Engineering Co. | | | |
| Three Oaks Engineering | | Yes | |
| TranSystems Corporation | | yes | |
| TRC Environmental Corporation | | | |
| Vaughn & Melton Consulting Engineers | | | |
| W. R. Riggs And Associates, Inc. | | yes | |
| Weston & Sampson | | yes | |
| Wurster Engineering | | | |
| Member Total | | | |
| | | | |
| | | | |
| AFFILIATE MEMBERS | | | |
| Advance Drainage Systems, Inc. | | | |
| TJS Deemer Dana LLP | | | |
| Edwards-Pitman Environmental, Inc. | | Yes | |
| Gibbes Burton, LLC | | | |
| Insurance Management Consultants, Inc. | | yes | |
| O R Colan Associates, LLC | | yes | |
| SC Asphalt Pavement Association | | | |
| ACEC Business Insurance Trust | | | |
| Primacq Group, Inc. | | yes | |
| Mar Mac Construction Products Co. | | | |
| Oldcastle-Adams Products | | Yes | |
| T. Wayne Owens & Associates, PC | | yes | |
| Tindall Corporation | | | |
| The Canaan Agency | | | |
| Utility Coordination Consultants, LLC | | yes | |
| THC, Inc. | | yes | |
| Enterprise Fleet Management | | | |
| Burkett Burkett & Burkett Certified Public Accountants, PA | | yes | |

4:22 PM

07/26/18

Cash Basis

ACEC-SC
Profit & Loss Budget vs. Actual
 July 2017 through June 2018

| | Jul '17 - Jun 18 | Budget | \$ Over Budget |
|---|-------------------|-------------------|-------------------|
| Income | | | |
| 4010 · ACEC-SC DUES | 155,945.48 | 148,000.00 | 7,945.48 |
| 4020 · ACEC-SC PAC | 16,115.80 | 15,000.00 | 1,115.80 |
| 4030 · ACEC DUES | 62,106.75 | 60,000.00 | 2,106.75 |
| 4040 · ACEC MINUTE MAN FUND (TORT) | 1,393.26 | 1,200.00 | 193.26 |
| 4045 · EDUCATION FUND | 4,226.69 | 500.00 | 3,726.69 |
| 4050 · AFFILIATE DUES | 7,735.45 | 8,000.00 | -264.55 |
| 4070 · ACEC ROYALTIES | 887.86 | | |
| 4130 · MEMBER MEETINGS | | | |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS | | | |
| 4130.11 · ENTRY FEES | 7,043.49 | 0.00 | 7,043.49 |
| 4130.12 · PLAQUES | 1,940.00 | 0.00 | 1,940.00 |
| 4130.13 · EE BANQUET | 4,768.51 | 0.00 | 4,768.51 |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS - Other | 2,475.00 | 15,000.00 | -12,525.00 |
| Total 4130.1 · ENGINEERING EXCELLENCE AWARDS | 16,227.00 | 15,000.00 | 1,227.00 |
| 4130.2 · WINTER MEETING | 21,024.32 | 14,000.00 | 7,024.32 |
| 4130.3 · SCDOT MEETING | | | |
| 4130.31 · SCDOT MEETING EXHIBITORS | 9,638.95 | 0.00 | 9,638.95 |
| 4130.32 · SCDOT MEETING SPONSORS | 67,763.56 | 0.00 | 67,763.56 |
| 4130.33 · SCDOT MEETING REGISTRANTS | 62,493.77 | 0.00 | 62,493.77 |
| 4130.3 · SCDOT MEETING - Other | 1,986.00 | 80,000.00 | -78,014.00 |
| Total 4130.3 · SCDOT MEETING | 141,882.28 | 80,000.00 | 61,882.28 |
| 4130.4 · BOARD RETREAT | 8,147.47 | 10,000.00 | -1,852.53 |
| 4130.5 · SUMMER ENGINEER'S CONFERENCE | 10,159.64 | 10,000.00 | 159.64 |
| 4130.6 · MEMBER GOLF TOURNAMENTS | | | |
| 4130.61 · FALL PAC GOLF TOURNAMENT | 11,906.65 | 10,000.00 | 1,906.65 |
| 4130.62 · SPRING SCHOLARSHIP TOURNAMENT | 19,470.67 | 15,000.00 | 4,470.67 |
| 4130.6 · MEMBER GOLF TOURNAMENTS - Other | 1,439.44 | | |
| Total 4130.6 · MEMBER GOLF TOURNAMENTS | 32,816.76 | 25,000.00 | 7,816.76 |
| 4130 · MEMBER MEETINGS - Other | 642.27 | | |
| Total 4130 · MEMBER MEETINGS | 230,899.74 | 154,000.00 | 76,899.74 |
| 4130.8 · FAR program | 0.00 | 0.00 | 0.00 |
| 4140 · FUTURE LEADERS PROGRAM | 18,444.90 | 10,000.00 | 8,444.90 |
| 4200 · PAYPAL CREDITS | 0.00 | 0.00 | 0.00 |
| Total Income | 497,755.93 | 396,700.00 | 101,055.93 |
| Expense | | | |
| 6010 · ACEC NATIONAL DUES | | | |
| 6010.1 · MINUTE MAN CONTRIBUTIONS | 1,217.48 | 1,200.00 | 17.48 |
| 6010.2 · NATIONAL DUES | 58,379.85 | 60,000.00 | -1,620.15 |

4:22 PM

07/26/18

Cash Basis

ACEC-SC
Profit & Loss Budget vs. Actual
 July 2017 through June 2018

| | Jul '17 - Jun 18 | Budget | \$ Over Budget |
|---|------------------|-----------|----------------|
| 6010.3 · EXECUTIVE DIRECTOR/NAECE DUES | 100.00 | 200.00 | -100.00 |
| Total 6010 · ACEC NATIONAL DUES | 59,697.33 | 61,400.00 | -1,702.67 |
| 6015 · ACEC-SC PAC Transfer | 0.00 | 0.00 | 0.00 |
| 6020 · ACEC TRAVEL | | | |
| 6020.2 · EXECUTIVE DIRECTOR | 7,955.37 | 7,000.00 | 955.37 |
| 6020.3 · NATIONAL DIRECTOR | 3,002.15 | 4,000.00 | -997.85 |
| 6020.4 · PRESIDENT | 0.00 | 3,500.00 | -3,500.00 |
| 6020.5 · PRESIDENT ELECT | 0.00 | 2,500.00 | -2,500.00 |
| 6020.6 · AFFILIATE NATIONAL DIRECTOR | 2,859.52 | 3,000.00 | -140.48 |
| 6020 · ACEC TRAVEL - Other | 225.41 | 0.00 | 225.41 |
| Total 6020 · ACEC TRAVEL | 14,042.45 | 20,000.00 | -5,957.55 |
| 6030 · BOARD EXPENSE | 244.61 | 1,000.00 | -755.39 |
| 6045 · EDUCATION FUND EXP | 0.00 | 0.00 | 0.00 |
| 6050 · COMMITTEE ACTIVITY | | | |
| 6050.1 · MEMBERSHIP | 0.00 | 3,500.00 | -3,500.00 |
| 6050.2 · TRANSPORTATION | 9.80 | 7,200.00 | -7,190.20 |
| 6050.3 · ENVIRONMENTAL | 0.00 | 250.00 | -250.00 |
| 6050.4 · COMMITTEE ACTIVITY - OTHER | 0.00 | 0.00 | 0.00 |
| Total 6050 · COMMITTEE ACTIVITY | 9.80 | 10,950.00 | -10,940.20 |
| 6120 · LEGISLATIVE ACTIVITY | | | |
| 6120.2 · LOBBY FEES | 312.00 | 416.00 | -104.00 |
| 6120.3 · ACTIVITIES EXPENSE | 155.74 | | |
| 6120.4 · SC PAC CONTRIBUTIONS | 18,850.00 | 15,000.00 | 3,850.00 |
| 6120 · LEGISLATIVE ACTIVITY - Other | 0.00 | 0.00 | 0.00 |
| Total 6120 · LEGISLATIVE ACTIVITY | 19,317.74 | 15,416.00 | 3,901.74 |
| 6130 · MEMBER MEETING EXPENSES | | | |
| 6130.1 · ENG. EXCELLENCE AWARDS | | | |
| 6130.15 · EAA PRINTING | 2,722.05 | 0.00 | 2,722.05 |
| 6130.1 · ENG. EXCELLENCE AWARDS - Other | 11,559.88 | 12,000.00 | -440.12 |
| Total 6130.1 · ENG. EXCELLENCE AWARDS | 14,281.93 | 12,000.00 | 2,281.93 |
| 6130.2 · WINTER MEETING EXPENSE | 14,663.79 | 10,000.00 | 4,663.79 |
| 6130.3 · SCDOT MEETING EXPENSE | 52,507.61 | 30,000.00 | 22,507.61 |
| 6130.4 · BOARD RETREAT EXPENSE | 12,358.74 | 10,000.00 | 2,358.74 |
| 6130.6 · GOLF TOURNAMENT EXPENSES | | | |
| 6130.61 · FALL PAC GOLF TOURNAMENT EXP. | 8,467.69 | 10,000.00 | -1,532.31 |
| 6130.62 · SPRING GOLF TOURNAMENT EXPENSE | 13,931.12 | 14,000.00 | -68.88 |
| 6130.6 · GOLF TOURNAMENT EXPENSES - Other | 7.13 | 0.00 | 7.13 |
| Total 6130.6 · GOLF TOURNAMENT EXPENSES | 22,405.94 | 24,000.00 | -1,594.06 |

4:22 PM

07/26/18

Cash Basis

ACEC-SC
Profit & Loss Budget vs. Actual
July 2017 through June 2018

| | Jul '17 - Jun 18 | Budget | \$ Over Budget |
|---|-------------------|------------------|------------------|
| 6130.70 · LEGISLATIVE RECEPTION | 2,697.68 | 2,225.00 | 472.68 |
| 6130.80 · REGIONAL MEETINGS | 993.85 | | |
| 6130 · MEMBER MEETING EXPENSES - Other | 466.57 | 3,400.00 | -2,933.43 |
| Total 6130 · MEMBER MEETING EXPENSES | 120,376.11 | 91,625.00 | 28,751.11 |
| 6130.8 · FAR PROGRAM EXP | 0.00 | 0.00 | 0.00 |
| 6140 · FUTURE LEADERS PROGRAM EXPENSE | 3,273.64 | 10,000.00 | -6,726.36 |
| 6150 · PAC SWEEPSTAKES EXPENSE | 0.00 | 0.00 | 0.00 |
| 6160 · DUES AND SUBSCRIPTIONS | 1,237.95 | 800.00 | 437.95 |
| 6170 · SCCJC DUES | 2,500.00 | 2,500.00 | 0.00 |
| 6200 · MANAGEMENT FEES | 161,984.28 | 161,984.00 | 0.28 |
| 6210 · MISCELLANEOUS OPERATIONS | | | |
| 6210.1 · PHOTOCOPIES | 4,076.75 | 0.00 | 4,076.75 |
| 6210.2 · POSTAGE | 147.56 | 0.00 | 147.56 |
| 6210.3 · FAXES | 0.00 | 0.00 | 0.00 |
| 6210.4 · LONG DISTANCE | 215.58 | 0.00 | 215.58 |
| 6210.5 · GOT COMPANY.COM | 0.00 | 0.00 | 0.00 |
| 6210.6 · OFFICE SUPPLIES | 405.86 | 0.00 | 405.86 |
| 6210.7 · ACEC-SC DIRECTORY | 0.00 | 0.00 | 0.00 |
| 6210 · MISCELLANEOUS OPERATIONS - Other | 319.40 | 5,000.00 | -4,680.60 |
| Total 6210 · MISCELLANEOUS OPERATIONS | 5,165.15 | 5,000.00 | 165.15 |
| 6410 · BANK CHARGES / CREDIT CARD FEES | | | |
| 6410.1 · CAROLINA FIRST SERVICE FEE | 54.00 | 48.00 | 6.00 |
| 6410.2 · PAYPAL EXPENSE | 487.80 | 360.00 | 127.80 |
| 6410.3 · REGONLINE EXPENSE | 1,580.53 | 1,100.00 | 480.53 |
| 6410 · BANK CHARGES / CREDIT CARD FEES - Other | 12.00 | 0.00 | 12.00 |
| Total 6410 · BANK CHARGES / CREDIT CARD FEES | 2,134.33 | 1,508.00 | 626.33 |
| 6510 · LEGAL AND PROFESSIONAL SERVICES | | | |
| 6510.1 · ACCOUNTING & PROFESSIONAL SVCS | 2,550.00 | 2,500.00 | 50.00 |
| 6510.2 · LEGAL & PROFESSIONAL SCVS FOR I | 0.00 | 2,000.00 | -2,000.00 |
| 6510.5 · LIABILITY INSURANCE | 289.00 | 350.00 | -61.00 |
| 6510 · LEGAL AND PROFESSIONAL SERVICES - Other | 0.00 | 0.00 | 0.00 |
| Total 6510 · LEGAL AND PROFESSIONAL SERVICES | 2,839.00 | 4,850.00 | -2,011.00 |
| 6610 · PUBLIC RELATIONS | | | |
| 6610.4 · AWARDS | 1,252.30 | 0.00 | 1,252.30 |
| 6610 · PUBLIC RELATIONS - Other | 2,010.05 | 3,500.00 | -1,489.95 |
| Total 6610 · PUBLIC RELATIONS | 3,262.35 | 3,500.00 | -237.65 |
| 6999 · UNCATEGORIZED EXPENSES | 0.00 | 150.00 | -150.00 |
| 7000 · MINUTE MAN MATCH | 749.30 | 5,700.00 | -4,950.70 |

4:22 PM
07/26/18
Cash Basis

ACEC-SC
Profit & Loss Budget vs. Actual
July 2017 through June 2018

| | Jul '17 - Jun 18 | Budget | \$ Over Budget |
|---------------|------------------|------------|----------------|
| Total Expense | 396,834.04 | 396,383.00 | 451.04 |
| Net Income | 100,921.89 | 317.00 | 100,604.89 |

4:22 PM

07/26/18

Cash Basis

ACEC-SC **Profit & Loss Budget vs. Actual** **July 2017 through June 2018**

| | <u>% of Budget</u> |
|---|--------------------|
| Income | |
| 4010 · ACEC-SC DUES | 105.4% |
| 4020 · ACEC-SC PAC | 107.4% |
| 4030 · ACEC DUES | 103.5% |
| 4040 · ACEC MINUTE MAN FUND (TORT) | 116.1% |
| 4045 · EDUCATION FUND | 845.3% |
| 4050 · AFFILIATE DUES | 96.7% |
| 4070 · ACEC ROYALTIES | |
| 4130 · MEMBER MEETINGS | |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS | |
| 4130.11 · ENTRY FEES | 100.0% |
| 4130.12 · PLAQUES | 100.0% |
| 4130.13 · EE BANQUET | 100.0% |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS - Other | 16.5% |
| Total 4130.1 · ENGINEERING EXCELLENCE AWARDS | 108.2% |
| 4130.2 · WINTER MEETING | 150.2% |
| 4130.3 · SCDOT MEETING | |
| 4130.31 · SCDOT MEETING EXHIBITORS | 100.0% |
| 4130.32 · SCDOT MEETING SPONSORS | 100.0% |
| 4130.33 · SCDOT MEETING REGISTRANTS | 100.0% |
| 4130.3 · SCDOT MEETING - Other | 2.5% |
| Total 4130.3 · SCDOT MEETING | 177.4% |
| 4130.4 · BOARD RETREAT | 81.5% |
| 4130.5 · SUMMER ENGINEER'S CONFERENCE | 101.6% |
| 4130.6 · MEMBER GOLF TOURNAMENTS | |
| 4130.61 · FALL PAC GOLF TOURNAMENT | 119.1% |
| 4130.62 · SPRING SCHOLARSHIP TOURNAMENT | 129.8% |
| 4130.6 · MEMBER GOLF TOURNAMENTS - Other | |
| Total 4130.6 · MEMBER GOLF TOURNAMENTS | 131.3% |
| 4130 · MEMBER MEETINGS - Other | |
| Total 4130 · MEMBER MEETINGS | 149.9% |
| 4130.8 · FAR program | 0.0% |
| 4140 · FUTURE LEADERS PROGRAM | 184.4% |
| 4200 · PAYPAL CREDITS | 0.0% |
| Total Income | 125.5% |
| Expense | |
| 6010 · ACEC NATIONAL DUES | |
| 6010.1 · MINUTE MAN CONTRIBUTIONS | 101.5% |
| 6010.2 · NATIONAL DUES | 97.3% |

4:22 PM

07/26/18

Cash Basis

ACEC-SC **Profit & Loss Budget vs. Actual** **July 2017 through June 2018**

| | <u>% of Budget</u> |
|---|--------------------|
| 6010.3 · EXECUTIVE DIRECTOR/NAECE DUES | 50.0% |
| Total 6010 · ACEC NATIONAL DUES | 97.2% |
| 6015 · ACEC-SC PAC Transfer | 0.0% |
| 6020 · ACEC TRAVEL | |
| 6020.2 · EXECUTIVE DIRECTOR | 113.6% |
| 6020.3 · NATIONAL DIRECTOR | 75.1% |
| 6020.4 · PRESIDENT | 0.0% |
| 6020.5 · PRESIDENT ELECT | 0.0% |
| 6020.6 · AFFILIATE NATIONAL DIRECTOR | 95.3% |
| 6020 · ACEC TRAVEL - Other | 100.0% |
| Total 6020 · ACEC TRAVEL | 70.2% |
| 6030 · BOARD EXPENSE | 24.5% |
| 6045 · EDUCATION FUND EXP | 0.0% |
| 6050 · COMMITTEE ACTIVITY | |
| 6050.1 · MEMBERSHIP | 0.0% |
| 6050.2 · TRANSPORTATION | 0.1% |
| 6050.3 · ENVIRONMENTAL | 0.0% |
| 6050.4 · COMMITTEE ACTIVITY - OTHER | 0.0% |
| Total 6050 · COMMITTEE ACTIVITY | 0.1% |
| 6120 · LEGISLATIVE ACTIVITY | |
| 6120.2 · LOBBY FEES | 75.0% |
| 6120.3 · ACTIVITIES EXPENSE | |
| 6120.4 · SC PAC CONTRIBUTIONS | 125.7% |
| 6120 · LEGISLATIVE ACTIVITY - Other | 0.0% |
| Total 6120 · LEGISLATIVE ACTIVITY | 125.3% |
| 6130 · MEMBER MEETING EXPENSES | |
| 6130.1 · ENG. EXCELLENCE AWARDS | |
| 6130.15 · EAA PRINTING | 100.0% |
| 6130.1 · ENG. EXCELLENCE AWARDS - Other | 96.3% |
| Total 6130.1 · ENG. EXCELLENCE AWARDS | 119.0% |
| 6130.2 · WINTER MEETING EXPENSE | 146.6% |
| 6130.3 · SCDOT MEETING EXPENSE | 175.0% |
| 6130.4 · BOARD RETREAT EXPENSE | 123.6% |
| 6130.6 · GOLF TOURNAMENT EXPENSES | |
| 6130.61 · FALL PAC GOLF TOURNAMENT EXP. | 84.7% |
| 6130.62 · SPRING GOLF TOURNAMENT EXPENSE | 99.5% |
| 6130.6 · GOLF TOURNAMENT EXPENSES - Other | 100.0% |
| Total 6130.6 · GOLF TOURNAMENT EXPENSES | 93.4% |

4:22 PM

07/26/18

Cash Basis

ACEC-SC **Profit & Loss Budget vs. Actual** **July 2017 through June 2018**

| | <u>% of Budget</u> |
|---|--------------------|
| 6130.70 · LEGISLATIVE RECEPTION | 121.2% |
| 6130.80 · REGIONAL MEETINGS | |
| 6130 · MEMBER MEETING EXPENSES - Other | 13.7% |
| Total 6130 · MEMBER MEETING EXPENSES | 131.4% |
| 6130.8 · FAR PROGRAM EXP | 0.0% |
| 6140 · FUTURE LEADERS PROGRAM EXPENSE | 32.7% |
| 6150 · PAC SWEEPSTAKES EXPENSE | 0.0% |
| 6160 · DUES AND SUBSCRIPTIONS | 154.7% |
| 6170 · SCCJC DUES | 100.0% |
| 6200 · MANAGEMENT FEES | 100.0% |
| 6210 · MISCELLANEOUS OPERATIONS | |
| 6210.1 · PHOTOCOPIES | 100.0% |
| 6210.2 · POSTAGE | 100.0% |
| 6210.3 · FAXES | 0.0% |
| 6210.4 · LONG DISTANCE | 100.0% |
| 6210.5 · GOT COMPANY.COM | 0.0% |
| 6210.6 · OFFICE SUPPLIES | 100.0% |
| 6210.7 · ACEC-SC DIRECTORY | 0.0% |
| 6210 · MISCELLANEOUS OPERATIONS - Other | 6.4% |
| Total 6210 · MISCELLANEOUS OPERATIONS | 103.3% |
| 6410 · BANK CHARGES / CREDIT CARD FEES | |
| 6410.1 · CAROLINA FIRST SERVICE FEE | 112.5% |
| 6410.2 · PAYPAL EXPENSE | 135.5% |
| 6410.3 · REGONLINE EXPENSE | 143.7% |
| 6410 · BANK CHARGES / CREDIT CARD FEES - Other | 100.0% |
| Total 6410 · BANK CHARGES / CREDIT CARD FEES | 141.5% |
| 6510 · LEGAL AND PROFESSIONAL SERVICES | |
| 6510.1 · ACCOUNTING & PROFESSIONAL SVCS | 102.0% |
| 6510.2 · LEGAL & PROFESSIONAL SCVS FOR I | 0.0% |
| 6510.5 · LIABILITY INSURANCE | 82.6% |
| 6510 · LEGAL AND PROFESSIONAL SERVICES - Other | 0.0% |
| Total 6510 · LEGAL AND PROFESSIONAL SERVICES | 58.5% |
| 6610 · PUBLIC RELATIONS | |
| 6610.4 · AWARDS | 100.0% |
| 6610 · PUBLIC RELATIONS - Other | 57.4% |
| Total 6610 · PUBLIC RELATIONS | 93.2% |
| 6999 · UNCATEGORIZED EXPENSES | 0.0% |
| 7000 · MINUTE MAN MATCH | 13.1% |

ACEC-SC
Profit & Loss Budget vs. Actual
July 2017 through June 2018

| | % of Budget |
|---------------|-------------|
| Total Expense | 100.1% |
| Net Income | 31,836.6% |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | Jul '18 - Jun 19 | Budget | \$ Over Budget |
|--|------------------|-------------|------------------|
| Income | | | |
| 4010 · ACEC-SC DUES | 47,274.98 | 0.00 | 47,274.98 |
| 4020 · ACEC-SC PAC | 4,482.43 | 0.00 | 4,482.43 |
| 4030 · ACEC DUES | 14,724.00 | 0.00 | 14,724.00 |
| 4040 · ACEC MINUTE MAN FUND (TORT) | 493.00 | 0.00 | 493.00 |
| 4045 · EDUCATION FUND | 385.40 | 0.00 | 385.40 |
| 4050 · AFFILIATE DUES | 2,600.00 | 0.00 | 2,600.00 |
| 4130 · MEMBER MEETINGS | | | |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS | | | |
| 4130.11 · ENTRY FEES | 0.00 | 0.00 | 0.00 |
| 4130.12 · PLAQUES | 0.00 | 0.00 | 0.00 |
| 4130.13 · EE BANQUET | 0.00 | 0.00 | 0.00 |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS - Other | 0.00 | 0.00 | 0.00 |
| Total 4130.1 · ENGINEERING EXCELLENCE AWARDS | 0.00 | 0.00 | 0.00 |
| 4130.2 · WINTER MEETING | 0.00 | 0.00 | 0.00 |
| 4130.3 · SCDOT MEETING | | | |
| 4130.31 · SCDOT MEETING EXHIBITORS | 0.00 | 0.00 | 0.00 |
| 4130.32 · SCDOT MEETING SPONSORS | 0.00 | 0.00 | 0.00 |
| 4130.33 · SCDOT MEETING REGISTRANTS | 0.00 | 0.00 | 0.00 |
| 4130.3 · SCDOT MEETING - Other | 0.00 | 0.00 | 0.00 |
| Total 4130.3 · SCDOT MEETING | 0.00 | 0.00 | 0.00 |
| 4130.4 · BOARD RETREAT | 0.00 | 0.00 | 0.00 |
| 4130.5 · SUMMER ENGINEER'S CONFERENCE | 0.00 | 0.00 | 0.00 |
| 4130.6 · MEMBER GOLF TOURNAMENTS | | | |
| 4130.61 · FALL PAC GOLF TOURNAMENT | 0.00 | 0.00 | 0.00 |
| 4130.62 · SPRING SCHOLARSHIP TOURNAMENT | 0.00 | 0.00 | 0.00 |
| Total 4130.6 · MEMBER GOLF TOURNAMENTS | 0.00 | 0.00 | 0.00 |
| Total 4130 · MEMBER MEETINGS | 0.00 | 0.00 | 0.00 |
| 4130.8 · FAR program | 0.00 | 0.00 | 0.00 |
| 4140 · FUTURE LEADERS PROGRAM | 0.00 | 0.00 | 0.00 |
| 4200 · PAYPAL CREDITS | 0.00 | 0.00 | 0.00 |
| Total Income | 69,959.81 | 0.00 | 69,959.81 |
| Expense | | | |
| 6010 · ACEC NATIONAL DUES | | | |
| 6010.1 · MINUTE MAN CONTRIBUTIONS | 0.00 | 0.00 | 0.00 |
| 6010.2 · NATIONAL DUES | 0.00 | 0.00 | 0.00 |
| 6010.3 · EXECUTIVE DIRECTOR/NAECE DUES | 0.00 | 0.00 | 0.00 |
| Total 6010 · ACEC NATIONAL DUES | 0.00 | 0.00 | 0.00 |
| 6015 · ACEC-SC PAC Transfer | 28.84 | 0.00 | 28.84 |
| 6020 · ACEC TRAVEL | | | |
| 6020.2 · EXECUTIVE DIRECTOR | 317.01 | 0.00 | 317.01 |
| 6020.3 · NATIONAL DIRECTOR | 0.00 | 0.00 | 0.00 |
| 6020.4 · PRESIDENT | 0.00 | 0.00 | 0.00 |
| 6020.5 · PRESIDENT ELECT | 0.00 | 0.00 | 0.00 |
| 6020.6 · AFFILIATE NATIONAL DIRECTOR | 0.00 | 0.00 | 0.00 |
| 6020 · ACEC TRAVEL - Other | 0.00 | 0.00 | 0.00 |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | Jul '18 - Jun 19 | Budget | \$ Over Budget |
|--|------------------|--------|----------------|
| Total 6020 · ACEC TRAVEL | 317.01 | 0.00 | 317.01 |
| 6030 · BOARD EXPENSE | 0.00 | 0.00 | 0.00 |
| 6045 · EDUCATION FUND EXP | 0.00 | 0.00 | 0.00 |
| 6050 · COMMITTEE ACTIVITY | | | |
| 6050.1 · MEMBERSHIP | 0.00 | 0.00 | 0.00 |
| 6050.2 · TRANSPORTATION | 0.00 | 0.00 | 0.00 |
| 6050.3 · ENVIRONMENTAL | 0.00 | 0.00 | 0.00 |
| 6050 · COMMITTEE ACTIVITY - Other | 25.81 | | |
| Total 6050 · COMMITTEE ACTIVITY | 25.81 | 0.00 | 25.81 |
| 6120 · LEGISLATIVE ACTIVITY | | | |
| 6120.2 · LOBBY FEES | 0.00 | 0.00 | 0.00 |
| 6120.4 · SC PAC CONTRIBUTIONS | 0.00 | 0.00 | 0.00 |
| 6120 · LEGISLATIVE ACTIVITY - Other | 155.88 | 0.00 | 155.88 |
| Total 6120 · LEGISLATIVE ACTIVITY | 155.88 | 0.00 | 155.88 |
| 6130 · MEMBER MEETING EXPENSES | | | |
| 6130.1 · ENG. EXCELLENCE AWARDS | | | |
| 6130.15 · EAA PRINTING | 0.00 | 0.00 | 0.00 |
| 6130.1 · ENG. EXCELLENCE AWARDS - Other | 0.00 | 0.00 | 0.00 |
| Total 6130.1 · ENG. EXCELLENCE AWARDS | 0.00 | 0.00 | 0.00 |
| 6130.2 · WINTER MEETING EXPENSE | 0.00 | 0.00 | 0.00 |
| 6130.3 · SCDOT MEETING EXPENSE | 0.00 | 0.00 | 0.00 |
| 6130.4 · BOARD RETREAT EXPENSE | 0.00 | 0.00 | 0.00 |
| 6130.6 · GOLF TOURNAMENT EXPENSES | | | |
| 6130.61 · FALL PAC GOLF TOURNAMENT EXP. | 500.00 | 0.00 | 500.00 |
| 6130.62 · SPRING GOLF TOURNAMENT EXPENSE | 3,572.91 | 0.00 | 3,572.91 |
| Total 6130.6 · GOLF TOURNAMENT EXPENSES | 4,072.91 | 0.00 | 4,072.91 |
| 6130.70 · LEGISLATIVE RECEPTION | 0.00 | 0.00 | 0.00 |
| 6130 · MEMBER MEETING EXPENSES - Other | 0.00 | 0.00 | 0.00 |
| Total 6130 · MEMBER MEETING EXPENSES | 4,072.91 | 0.00 | 4,072.91 |
| 6130.8 · FAR PROGRAM EXP | 0.00 | 0.00 | 0.00 |
| 6140 · FUTURE LEADERS PROGRAM EXPENSE | 327.20 | 0.00 | 327.20 |
| 6160 · DUES AND SUBSCRIPTIONS | 0.00 | 0.00 | 0.00 |
| 6170 · SCCJC DUES | 0.00 | 0.00 | 0.00 |
| 6200 · MANAGEMENT FEES | 13,498.69 | 0.00 | 13,498.69 |
| 6210 · MISCELLANEOUS OPERATIONS | | | |
| 6210.1 · PHOTOCOPIES | 884.22 | 0.00 | 884.22 |
| 6210.2 · POSTAGE | 53.67 | 0.00 | 53.67 |
| 6210.3 · FAXES | 0.00 | 0.00 | 0.00 |
| 6210.4 · LONG DISTANCE | 66.84 | 0.00 | 66.84 |
| 6210.5 · GOT COMPANY.COM | 0.00 | 0.00 | 0.00 |
| 6210.6 · OFFICE SUPPLIES | 0.00 | 0.00 | 0.00 |
| 6210 · MISCELLANEOUS OPERATIONS - Other | 210.60 | 0.00 | 210.60 |
| Total 6210 · MISCELLANEOUS OPERATIONS | 1,215.33 | 0.00 | 1,215.33 |
| 6410 · BANK CHARGES / CREDIT CARD FEES | | | |
| 6410.1 · CAROLINA FIRST SERVICE FEE | 0.00 | 0.00 | 0.00 |
| 6410.2 · PAYPAL EXPENSE | 30.00 | 0.00 | 30.00 |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | Jul '18 - Jun 19 | Budget | \$ Over Budget |
|---|------------------|-------------|------------------|
| 6410.3 · REGONLINE EXPENSE | 324.39 | 0.00 | 324.39 |
| 6410 · BANK CHARGES / CREDIT CARD FEES - Other | 0.00 | 0.00 | 0.00 |
| Total 6410 · BANK CHARGES / CREDIT CARD FEES | 354.39 | 0.00 | 354.39 |
| 6510 · LEGAL AND PROFESSIONAL SERVICES | | | |
| 6510.1 · ACCOUNTING & PROFESSIONAL SVCS | 0.00 | 0.00 | 0.00 |
| 6510.2 · LEGAL & PROFESSIONAL SCVS FOR I | 0.00 | 0.00 | 0.00 |
| 6510.5 · LIABILITY INSURANCE | 0.00 | 0.00 | 0.00 |
| 6510 · LEGAL AND PROFESSIONAL SERVICES - Other | 0.00 | 0.00 | 0.00 |
| Total 6510 · LEGAL AND PROFESSIONAL SERVICES | 0.00 | 0.00 | 0.00 |
| 6610 · PUBLIC RELATIONS | | | |
| 6610.4 · AWARDS | 0.00 | 0.00 | 0.00 |
| 6610 · PUBLIC RELATIONS - Other | 0.00 | 0.00 | 0.00 |
| Total 6610 · PUBLIC RELATIONS | 0.00 | 0.00 | 0.00 |
| 6999 · UNCATEGORIZED EXPENSES | 0.00 | 0.00 | 0.00 |
| 7000 · MINUTE MAN MATCH | 0.00 | 0.00 | 0.00 |
| Total Expense | 19,996.06 | 0.00 | 19,996.06 |
| Net Income | 49,963.75 | 0.00 | 49,963.75 |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | % of Budget |
|---|--------------------|
| Income | |
| 4010 · ACEC-SC DUES | 100.0% |
| 4020 · ACEC-SC PAC | 100.0% |
| 4030 · ACEC DUES | 100.0% |
| 4040 · ACEC MINUTE MAN FUND (TORT) | 100.0% |
| 4045 · EDUCATION FUND | 100.0% |
| 4050 · AFFILIATE DUES | 100.0% |
| 4130 · MEMBER MEETINGS | |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS | |
| 4130.11 · ENTRY FEES | 0.0% |
| 4130.12 · PLAQUES | 0.0% |
| 4130.13 · EE BANQUET | 0.0% |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS - Other | 0.0% |
| Total 4130.1 · ENGINEERING EXCELLENCE AWARDS | 0.0% |
| 4130.2 · WINTER MEETING | 0.0% |
| 4130.3 · SCDOT MEETING | |
| 4130.31 · SCDOT MEETING EXHIBITORS | 0.0% |
| 4130.32 · SCDOT MEETING SPONSORS | 0.0% |
| 4130.33 · SCDOT MEETING REGISTRANTS | 0.0% |
| 4130.3 · SCDOT MEETING - Other | 0.0% |
| Total 4130.3 · SCDOT MEETING | 0.0% |
| 4130.4 · BOARD RETREAT | 0.0% |
| 4130.5 · SUMMER ENGINEER'S CONFERENCE | 0.0% |
| 4130.6 · MEMBER GOLF TOURNAMENTS | |
| 4130.61 · FALL PAC GOLF TOURNAMENT | 0.0% |
| 4130.62 · SPRING SCHOLARSHIP TOURNAMENT | 0.0% |
| Total 4130.6 · MEMBER GOLF TOURNAMENTS | 0.0% |
| Total 4130 · MEMBER MEETINGS | 0.0% |
| 4130.8 · FAR program | 0.0% |
| 4140 · FUTURE LEADERS PROGRAM | 0.0% |
| 4200 · PAYPAL CREDITS | 0.0% |
| Total Income | 100.0% |
| Expense | |
| 6010 · ACEC NATIONAL DUES | |
| 6010.1 · MINUTE MAN CONTRIBUTIONS | 0.0% |
| 6010.2 · NATIONAL DUES | 0.0% |
| 6010.3 · EXECUTIVE DIRECTOR/NAECE DUES | 0.0% |
| Total 6010 · ACEC NATIONAL DUES | 0.0% |
| 6015 · ACEC-SC PAC Transfer | 100.0% |
| 6020 · ACEC TRAVEL | |
| 6020.2 · EXECUTIVE DIRECTOR | 100.0% |
| 6020.3 · NATIONAL DIRECTOR | 0.0% |
| 6020.4 · PRESIDENT | 0.0% |
| 6020.5 · PRESIDENT ELECT | 0.0% |
| 6020.6 · AFFILIATE NATIONAL DIRECTOR | 0.0% |
| 6020 · ACEC TRAVEL - Other | 0.0% |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | % of Budget |
|--|--------------------|
| Total 6020 · ACEC TRAVEL | 100.0% |
| 6030 · BOARD EXPENSE | 0.0% |
| 6045 · EDUCATION FUND EXP | 0.0% |
| 6050 · COMMITTEE ACTIVITY | |
| 6050.1 · MEMBERSHIP | 0.0% |
| 6050.2 · TRANSPORTATION | 0.0% |
| 6050.3 · ENVIRONMENTAL | 0.0% |
| 6050 · COMMITTEE ACTIVITY - Other | 0.0% |
| Total 6050 · COMMITTEE ACTIVITY | 100.0% |
| 6120 · LEGISLATIVE ACTIVITY | |
| 6120.2 · LOBBY FEES | 0.0% |
| 6120.4 · SC PAC CONTRIBUTIONS | 0.0% |
| 6120 · LEGISLATIVE ACTIVITY - Other | 100.0% |
| Total 6120 · LEGISLATIVE ACTIVITY | 100.0% |
| 6130 · MEMBER MEETING EXPENSES | |
| 6130.1 · ENG. EXCELLENCE AWARDS | |
| 6130.15 · EAA PRINTING | 0.0% |
| 6130.1 · ENG. EXCELLENCE AWARDS - Other | 0.0% |
| Total 6130.1 · ENG. EXCELLENCE AWARDS | 0.0% |
| 6130.2 · WINTER MEETING EXPENSE | 0.0% |
| 6130.3 · SCDOT MEETING EXPENSE | 0.0% |
| 6130.4 · BOARD RETREAT EXPENSE | 0.0% |
| 6130.6 · GOLF TOURNAMENT EXPENSES | |
| 6130.61 · FALL PAC GOLF TOURNAMENT EXP. | 100.0% |
| 6130.62 · SPRING GOLF TOURNAMENT EXPENSE | 100.0% |
| Total 6130.6 · GOLF TOURNAMENT EXPENSES | 100.0% |
| 6130.70 · LEGISLATIVE RECEPTION | 0.0% |
| 6130 · MEMBER MEETING EXPENSES - Other | 0.0% |
| Total 6130 · MEMBER MEETING EXPENSES | 100.0% |
| 6130.8 · FAR PROGRAM EXP | 0.0% |
| 6140 · FUTURE LEADERS PROGRAM EXPENSE | 100.0% |
| 6160 · DUES AND SUBSCRIPTIONS | 0.0% |
| 6170 · SCCJC DUES | 0.0% |
| 6200 · MANAGEMENT FEES | 100.0% |
| 6210 · MISCELLANEOUS OPERATIONS | |
| 6210.1 · PHOTOCOPIES | 100.0% |
| 6210.2 · POSTAGE | 100.0% |
| 6210.3 · FAXES | 0.0% |
| 6210.4 · LONG DISTANCE | 100.0% |
| 6210.5 · GOT COMPANY.COM | 0.0% |
| 6210.6 · OFFICE SUPPLIES | 0.0% |
| 6210 · MISCELLANEOUS OPERATIONS - Other | 100.0% |
| Total 6210 · MISCELLANEOUS OPERATIONS | 100.0% |
| 6410 · BANK CHARGES / CREDIT CARD FEES | |
| 6410.1 · CAROLINA FIRST SERVICE FEE | 0.0% |
| 6410.2 · PAYPAL EXPENSE | 100.0% |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | <u>% of Budget</u> |
|---|--------------------|
| 6410.3 · REGONLINE EXPENSE | 100.0% |
| 6410 · BANK CHARGES / CREDIT CARD FEES - Other | 0.0% |
| Total 6410 · BANK CHARGES / CREDIT CARD FEES | 100.0% |
| 6510 · LEGAL AND PROFESSIONAL SERVICES | |
| 6510.1 · ACCOUNTING & PROFESSIONAL SVCS | 0.0% |
| 6510.2 · LEGAL & PROFESSIONAL SCVS FOR I | 0.0% |
| 6510.5 · LIABILITY INSURANCE | 0.0% |
| 6510 · LEGAL AND PROFESSIONAL SERVICES - Other | 0.0% |
| Total 6510 · LEGAL AND PROFESSIONAL SERVICES | 0.0% |
| 6610 · PUBLIC RELATIONS | |
| 6610.4 · AWARDS | 0.0% |
| 6610 · PUBLIC RELATIONS - Other | 0.0% |
| Total 6610 · PUBLIC RELATIONS | 0.0% |
| 6999 · UNCATEGORIZED EXPENSES | 0.0% |
| 7000 · MINUTE MAN MATCH | 0.0% |
| Total Expense | 100.0% |
| Net Income | 100.0% |

ACEC-SC
Balance Sheet
As of June 30, 2019
Jun 30, 18

ASSETS

Current Assets

Checking/Savings

| | |
|-------------------------------------|------------|
| 1001 · ACEC-SC | 334,048.16 |
| 1010 · PAC | 13,259.42 |
| 1015 · ACEC-SC Education Foundation | 8,442.54 |
| 1110 · CD - MERRILL LYNCH | 3,435.85 |
| 1120 · SCHO CD - CAROLINA FIRST | 12,603.60 |

Total Checking/Savings 371,789.57

Accounts Receivable

| | |
|-----------------------------|-----------|
| 11000 · Accounts Receivable | -5,708.21 |
|-----------------------------|-----------|

Total Accounts Receivable -5,708.21

Other Current Assets

| | |
|---------------------------|----------|
| 12000 · Undeposited Funds | 7,725.29 |
|---------------------------|----------|

Total Other Current Assets 7,725.29

Total Current Assets 373,806.65

TOTAL ASSETS **373,806.65**

LIABILITIES & EQUITY

Equity

| | |
|---------------------------|-----------|
| 3000 · OPENING BAL EQUITY | 27,760.23 |
|---------------------------|-----------|

| | |
|--------------------------|------------|
| 3900 · RETAINED EARNINGS | 296,082.67 |
|--------------------------|------------|

| | |
|------------|-----------|
| Net Income | 49,963.75 |
|------------|-----------|

Total Equity 373,806.65

TOTAL LIABILITIES & EQUITY **373,806.65**

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | Jul '18 - Jun 19 | Budget | \$ Over Budget |
|--|------------------|-------------|------------------|
| Income | | | |
| 4010 · ACEC-SC DUES | 47,274.98 | 0.00 | 47,274.98 |
| 4020 · ACEC-SC PAC | 4,482.43 | 0.00 | 4,482.43 |
| 4030 · ACEC DUES | 14,724.00 | 0.00 | 14,724.00 |
| 4040 · ACEC MINUTE MAN FUND (TORT) | 493.00 | 0.00 | 493.00 |
| 4045 · EDUCATION FUND | 385.40 | 0.00 | 385.40 |
| 4050 · AFFILIATE DUES | 2,600.00 | 0.00 | 2,600.00 |
| 4130 · MEMBER MEETINGS | | | |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS | | | |
| 4130.11 · ENTRY FEES | 0.00 | 0.00 | 0.00 |
| 4130.12 · PLAQUES | 0.00 | 0.00 | 0.00 |
| 4130.13 · EE BANQUET | 0.00 | 0.00 | 0.00 |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS - Other | 0.00 | 0.00 | 0.00 |
| Total 4130.1 · ENGINEERING EXCELLENCE AWARDS | 0.00 | 0.00 | 0.00 |
| 4130.2 · WINTER MEETING | 0.00 | 0.00 | 0.00 |
| 4130.3 · SCDOT MEETING | | | |
| 4130.31 · SCDOT MEETING EXHIBITORS | 0.00 | 0.00 | 0.00 |
| 4130.32 · SCDOT MEETING SPONSORS | 0.00 | 0.00 | 0.00 |
| 4130.33 · SCDOT MEETING REGISTRANTS | 0.00 | 0.00 | 0.00 |
| 4130.3 · SCDOT MEETING - Other | 0.00 | 0.00 | 0.00 |
| Total 4130.3 · SCDOT MEETING | 0.00 | 0.00 | 0.00 |
| 4130.4 · BOARD RETREAT | 0.00 | 0.00 | 0.00 |
| 4130.5 · SUMMER ENGINEER'S CONFERENCE | 0.00 | 0.00 | 0.00 |
| 4130.6 · MEMBER GOLF TOURNAMENTS | | | |
| 4130.61 · FALL PAC GOLF TOURNAMENT | 0.00 | 0.00 | 0.00 |
| 4130.62 · SPRING SCHOLARSHIP TOURNAMENT | 0.00 | 0.00 | 0.00 |
| Total 4130.6 · MEMBER GOLF TOURNAMENTS | 0.00 | 0.00 | 0.00 |
| Total 4130 · MEMBER MEETINGS | 0.00 | 0.00 | 0.00 |
| 4130.8 · FAR program | 0.00 | 0.00 | 0.00 |
| 4140 · FUTURE LEADERS PROGRAM | 0.00 | 0.00 | 0.00 |
| 4200 · PAYPAL CREDITS | 0.00 | 0.00 | 0.00 |
| Total Income | 69,959.81 | 0.00 | 69,959.81 |
| Expense | | | |
| 6010 · ACEC NATIONAL DUES | | | |
| 6010.1 · MINUTE MAN CONTRIBUTIONS | 0.00 | 0.00 | 0.00 |
| 6010.2 · NATIONAL DUES | 0.00 | 0.00 | 0.00 |
| 6010.3 · EXECUTIVE DIRECTOR/NAECE DUES | 0.00 | 0.00 | 0.00 |
| Total 6010 · ACEC NATIONAL DUES | 0.00 | 0.00 | 0.00 |
| 6015 · ACEC-SC PAC Transfer | 28.84 | 0.00 | 28.84 |
| 6020 · ACEC TRAVEL | | | |
| 6020.2 · EXECUTIVE DIRECTOR | 317.01 | 0.00 | 317.01 |
| 6020.3 · NATIONAL DIRECTOR | 0.00 | 0.00 | 0.00 |
| 6020.4 · PRESIDENT | 0.00 | 0.00 | 0.00 |
| 6020.5 · PRESIDENT ELECT | 0.00 | 0.00 | 0.00 |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | Jul '18 - Jun 19 | Budget | \$ Over Budget |
|--|------------------|-------------|-----------------|
| 6020.6 · AFFILIATE NATIONAL DIRECTOR | 0.00 | 0.00 | 0.00 |
| 6020 · ACEC TRAVEL - Other | 0.00 | 0.00 | 0.00 |
| Total 6020 · ACEC TRAVEL | 317.01 | 0.00 | 317.01 |
| 6030 · BOARD EXPENSE | 0.00 | 0.00 | 0.00 |
| 6045 · EDUCATION FUND EXP | 0.00 | 0.00 | 0.00 |
| 6050 · COMMITTEE ACTIVITY | | | |
| 6050.1 · MEMBERSHIP | 0.00 | 0.00 | 0.00 |
| 6050.2 · TRANSPORTATION | 0.00 | 0.00 | 0.00 |
| 6050.3 · ENVIRONMENTAL | 0.00 | 0.00 | 0.00 |
| 6050 · COMMITTEE ACTIVITY - Other | 25.81 | | |
| Total 6050 · COMMITTEE ACTIVITY | 25.81 | 0.00 | 25.81 |
| 6120 · LEGISLATIVE ACTIVITY | | | |
| 6120.2 · LOBBY FEES | 0.00 | 0.00 | 0.00 |
| 6120.4 · SC PAC CONTRIBUTIONS | 0.00 | 0.00 | 0.00 |
| 6120 · LEGISLATIVE ACTIVITY - Other | 155.88 | 0.00 | 155.88 |
| Total 6120 · LEGISLATIVE ACTIVITY | 155.88 | 0.00 | 155.88 |
| 6130 · MEMBER MEETING EXPENSES | | | |
| 6130.1 · ENG. EXCELLENCE AWARDS | | | |
| 6130.15 · EAA PRINTING | 0.00 | 0.00 | 0.00 |
| 6130.1 · ENG. EXCELLENCE AWARDS - Other | 0.00 | 0.00 | 0.00 |
| Total 6130.1 · ENG. EXCELLENCE AWARDS | 0.00 | 0.00 | 0.00 |
| 6130.2 · WINTER MEETING EXPENSE | 0.00 | 0.00 | 0.00 |
| 6130.3 · SCDOT MEETING EXPENSE | 0.00 | 0.00 | 0.00 |
| 6130.4 · BOARD RETREAT EXPENSE | 0.00 | 0.00 | 0.00 |
| 6130.6 · GOLF TOURNAMENT EXPENSES | | | |
| 6130.61 · FALL PAC GOLF TOURNAMENT EXP. | 500.00 | 0.00 | 500.00 |
| 6130.62 · SPRING GOLF TOURNAMENT EXPENSE | 3,572.91 | 0.00 | 3,572.91 |
| Total 6130.6 · GOLF TOURNAMENT EXPENSES | 4,072.91 | 0.00 | 4,072.91 |
| 6130.70 · LEGISLATIVE RECEPTION | 0.00 | 0.00 | 0.00 |
| 6130 · MEMBER MEETING EXPENSES - Other | 0.00 | 0.00 | 0.00 |
| Total 6130 · MEMBER MEETING EXPENSES | 4,072.91 | 0.00 | 4,072.91 |
| 6130.8 · FAR PROGRAM EXP | 0.00 | 0.00 | 0.00 |
| 6140 · FUTURE LEADERS PROGRAM EXPENSE | 327.20 | 0.00 | 327.20 |
| 6160 · DUES AND SUBSCRIPTIONS | 0.00 | 0.00 | 0.00 |
| 6170 · SCCJC DUES | 0.00 | 0.00 | 0.00 |
| 6200 · MANAGEMENT FEES | 13,498.69 | 0.00 | 13,498.69 |
| 6210 · MISCELLANEOUS OPERATIONS | | | |
| 6210.1 · PHOTOCOPIES | 884.22 | 0.00 | 884.22 |
| 6210.2 · POSTAGE | 53.67 | 0.00 | 53.67 |
| 6210.3 · FAXES | 0.00 | 0.00 | 0.00 |
| 6210.4 · LONG DISTANCE | 66.84 | 0.00 | 66.84 |
| 6210.5 · GOT COMPANY.COM | 0.00 | 0.00 | 0.00 |
| 6210.6 · OFFICE SUPPLIES | 0.00 | 0.00 | 0.00 |
| 6210 · MISCELLANEOUS OPERATIONS - Other | 210.60 | 0.00 | 210.60 |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | Jul '18 - Jun 19 | Budget | \$ Over Budget |
|---|------------------|-------------|------------------|
| Total 6210 · MISCELLANEOUS OPERATIONS | 1,215.33 | 0.00 | 1,215.33 |
| 6410 · BANK CHARGES / CREDIT CARD FEES | | | |
| 6410.1 · CAROLINA FIRST SERVICE FEE | 0.00 | 0.00 | 0.00 |
| 6410.2 · PAYPAL EXPENSE | 30.00 | 0.00 | 30.00 |
| 6410.3 · REGONLINE EXPENSE | 324.39 | 0.00 | 324.39 |
| 6410 · BANK CHARGES / CREDIT CARD FEES - Other | 0.00 | 0.00 | 0.00 |
| Total 6410 · BANK CHARGES / CREDIT CARD FEES | 354.39 | 0.00 | 354.39 |
| 6510 · LEGAL AND PROFESSIONAL SERVICES | | | |
| 6510.1 · ACCOUNTING & PROFESSIONAL SVCS | 0.00 | 0.00 | 0.00 |
| 6510.2 · LEGAL & PROFESSIONAL SCVS FOR I | 0.00 | 0.00 | 0.00 |
| 6510.5 · LIABILITY INSURANCE | 0.00 | 0.00 | 0.00 |
| 6510 · LEGAL AND PROFESSIONAL SERVICES - Other | 0.00 | 0.00 | 0.00 |
| Total 6510 · LEGAL AND PROFESSIONAL SERVICES | 0.00 | 0.00 | 0.00 |
| 6610 · PUBLIC RELATIONS | | | |
| 6610.4 · AWARDS | 0.00 | 0.00 | 0.00 |
| 6610 · PUBLIC RELATIONS - Other | 0.00 | 0.00 | 0.00 |
| Total 6610 · PUBLIC RELATIONS | 0.00 | 0.00 | 0.00 |
| 6999 · UNCATEGORIZED EXPENSES | 0.00 | 0.00 | 0.00 |
| 7000 · MINUTE MAN MATCH | 0.00 | 0.00 | 0.00 |
| Total Expense | 19,996.06 | 0.00 | 19,996.06 |
| Net Income | 49,963.75 | 0.00 | 49,963.75 |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | % of Budget |
|---|--------------------|
| Income | |
| 4010 · ACEC-SC DUES | 100.0% |
| 4020 · ACEC-SC PAC | 100.0% |
| 4030 · ACEC DUES | 100.0% |
| 4040 · ACEC MINUTE MAN FUND (TORT) | 100.0% |
| 4045 · EDUCATION FUND | 100.0% |
| 4050 · AFFILIATE DUES | 100.0% |
| 4130 · MEMBER MEETINGS | |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS | |
| 4130.11 · ENTRY FEES | 0.0% |
| 4130.12 · PLAQUES | 0.0% |
| 4130.13 · EE BANQUET | 0.0% |
| 4130.1 · ENGINEERING EXCELLENCE AWARDS - Other | 0.0% |
| Total 4130.1 · ENGINEERING EXCELLENCE AWARDS | 0.0% |
| 4130.2 · WINTER MEETING | 0.0% |
| 4130.3 · SCDOT MEETING | |
| 4130.31 · SCDOT MEETING EXHIBITORS | 0.0% |
| 4130.32 · SCDOT MEETING SPONSORS | 0.0% |
| 4130.33 · SCDOT MEETING REGISTRANTS | 0.0% |
| 4130.3 · SCDOT MEETING - Other | 0.0% |
| Total 4130.3 · SCDOT MEETING | 0.0% |
| 4130.4 · BOARD RETREAT | 0.0% |
| 4130.5 · SUMMER ENGINEER'S CONFERENCE | 0.0% |
| 4130.6 · MEMBER GOLF TOURNAMENTS | |
| 4130.61 · FALL PAC GOLF TOURNAMENT | 0.0% |
| 4130.62 · SPRING SCHOLARSHIP TOURNAMENT | 0.0% |
| Total 4130.6 · MEMBER GOLF TOURNAMENTS | 0.0% |
| Total 4130 · MEMBER MEETINGS | 0.0% |
| 4130.8 · FAR program | 0.0% |
| 4140 · FUTURE LEADERS PROGRAM | 0.0% |
| 4200 · PAYPAL CREDITS | 0.0% |
| Total Income | 100.0% |
| Expense | |
| 6010 · ACEC NATIONAL DUES | |
| 6010.1 · MINUTE MAN CONTRIBUTIONS | 0.0% |
| 6010.2 · NATIONAL DUES | 0.0% |
| 6010.3 · EXECUTIVE DIRECTOR/NAECE DUES | 0.0% |
| Total 6010 · ACEC NATIONAL DUES | 0.0% |
| 6015 · ACEC-SC PAC Transfer | 100.0% |
| 6020 · ACEC TRAVEL | |
| 6020.2 · EXECUTIVE DIRECTOR | 100.0% |
| 6020.3 · NATIONAL DIRECTOR | 0.0% |
| 6020.4 · PRESIDENT | 0.0% |
| 6020.5 · PRESIDENT ELECT | 0.0% |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | % of Budget |
|--|--------------------|
| 6020.6 · AFFILIATE NATIONAL DIRECTOR | 0.0% |
| 6020 · ACEC TRAVEL - Other | 0.0% |
| Total 6020 · ACEC TRAVEL | 100.0% |
| 6030 · BOARD EXPENSE | 0.0% |
| 6045 · EDUCATION FUND EXP | 0.0% |
| 6050 · COMMITTEE ACTIVITY | |
| 6050.1 · MEMBERSHIP | 0.0% |
| 6050.2 · TRANSPORTATION | 0.0% |
| 6050.3 · ENVIRONMENTAL | 0.0% |
| 6050 · COMMITTEE ACTIVITY - Other | |
| Total 6050 · COMMITTEE ACTIVITY | 100.0% |
| 6120 · LEGISLATIVE ACTIVITY | |
| 6120.2 · LOBBY FEES | 0.0% |
| 6120.4 · SC PAC CONTRIBUTIONS | 0.0% |
| 6120 · LEGISLATIVE ACTIVITY - Other | 100.0% |
| Total 6120 · LEGISLATIVE ACTIVITY | 100.0% |
| 6130 · MEMBER MEETING EXPENSES | |
| 6130.1 · ENG. EXCELLENCE AWARDS | |
| 6130.15 · EAA PRINTING | 0.0% |
| 6130.1 · ENG. EXCELLENCE AWARDS - Other | 0.0% |
| Total 6130.1 · ENG. EXCELLENCE AWARDS | 0.0% |
| 6130.2 · WINTER MEETING EXPENSE | 0.0% |
| 6130.3 · SCDOT MEETING EXPENSE | 0.0% |
| 6130.4 · BOARD RETREAT EXPENSE | 0.0% |
| 6130.6 · GOLF TOURNAMENT EXPENSES | |
| 6130.61 · FALL PAC GOLF TOURNAMENT EXP. | 100.0% |
| 6130.62 · SPRING GOLF TOURNAMENT EXPENSE | 100.0% |
| Total 6130.6 · GOLF TOURNAMENT EXPENSES | 100.0% |
| 6130.70 · LEGISLATIVE RECEPTION | 0.0% |
| 6130 · MEMBER MEETING EXPENSES - Other | 0.0% |
| Total 6130 · MEMBER MEETING EXPENSES | 100.0% |
| 6130.8 · FAR PROGRAM EXP | 0.0% |
| 6140 · FUTURE LEADERS PROGRAM EXPENSE | 100.0% |
| 6160 · DUES AND SUBSCRIPTIONS | 0.0% |
| 6170 · SCCJC DUES | 0.0% |
| 6200 · MANAGEMENT FEES | 100.0% |
| 6210 · MISCELLANEOUS OPERATIONS | |
| 6210.1 · PHOTOCOPIES | 100.0% |
| 6210.2 · POSTAGE | 100.0% |
| 6210.3 · FAXES | 0.0% |
| 6210.4 · LONG DISTANCE | 100.0% |
| 6210.5 · GOT COMPANY.COM | 0.0% |
| 6210.6 · OFFICE SUPPLIES | 0.0% |
| 6210 · MISCELLANEOUS OPERATIONS - Other | 100.0% |

ACEC-SC

Profit & Loss Budget vs. Actual

July 2018 through June 2019

| | % of Budget |
|---|--------------------|
| Total 6210 · MISCELLANEOUS OPERATIONS | 100.0% |
| 6410 · BANK CHARGES / CREDIT CARD FEES | |
| 6410.1 · CAROLINA FIRST SERVICE FEE | 0.0% |
| 6410.2 · PAYPAL EXPENSE | 100.0% |
| 6410.3 · REGONLINE EXPENSE | 100.0% |
| 6410 · BANK CHARGES / CREDIT CARD FEES - Other | 0.0% |
| Total 6410 · BANK CHARGES / CREDIT CARD FEES | 100.0% |
| 6510 · LEGAL AND PROFESSIONAL SERVICES | |
| 6510.1 · ACCOUNTING & PROFESSIONAL SVCS | 0.0% |
| 6510.2 · LEGAL & PROFESSIONAL SCVS FOR I | 0.0% |
| 6510.5 · LIABILITY INSURANCE | 0.0% |
| 6510 · LEGAL AND PROFESSIONAL SERVICES - Other | 0.0% |
| Total 6510 · LEGAL AND PROFESSIONAL SERVICES | 0.0% |
| 6610 · PUBLIC RELATIONS | |
| 6610.4 · AWARDS | 0.0% |
| 6610 · PUBLIC RELATIONS - Other | 0.0% |
| Total 6610 · PUBLIC RELATIONS | 0.0% |
| 6999 · UNCATEGORIZED EXPENSES | 0.0% |
| 7000 · MINUTE MAN MATCH | 0.0% |
| Total Expense | 100.0% |
| Net Income | 100.0% |

ACEC-SC
Balance Sheet
As of June 30, 2019
Jun 30, 19

ASSETS

Current Assets

Checking/Savings

| | |
|-------------------------------------|------------|
| 1001 - ACEC-SC | 334,048.16 |
| 1010 - PAC | 13,259.42 |
| 1015 - ACEC-SC Education Foundation | 8,442.54 |
| 1110 - CD - MERRILL LYNCH | 3,435.85 |
| 1120 - SCHO CD - CAROLINA FIRST | 12,603.60 |

Total Checking/Savings 371,789.57

Accounts Receivable

| | |
|-----------------------------|-----------|
| 11000 - Accounts Receivable | -5,708.21 |
|-----------------------------|-----------|

Total Accounts Receivable -5,708.21

Other Current Assets

| | |
|---------------------------|----------|
| 12000 - Undeposited Funds | 7,725.29 |
|---------------------------|----------|

Total Other Current Assets 7,725.29

Total Current Assets 373,806.65

TOTAL ASSETS **373,806.65**

LIABILITIES & EQUITY

Equity

| | |
|---------------------------|-----------|
| 3000 - OPENING BAL EQUITY | 27,760.23 |
|---------------------------|-----------|

| | |
|--------------------------|------------|
| 3900 - RETAINED EARNINGS | 296,082.67 |
|--------------------------|------------|

| | |
|------------|-----------|
| Net Income | 49,963.75 |
|------------|-----------|

Total Equity 373,806.65

TOTAL LIABILITIES & EQUITY **373,806.65**

As of: 4-1-2018

| Strategy | Objective | Tactics (How) | Measures of Success | Who's Accountable | Resources (Who/What) | Timeframe | Progress Update |
|-------------------------------|--------------------------------|---|--|-------------------|-------------------------------------|-----------|--------------------------|
| Grow and Diversify Membership | Diversify Membership | Form a Membership Committee | Increase in Membership 2018 vs 2017. (Certain % wanted?) | Kevin Shomaker | Michigan and Louisiana approaches | 6/15/2018 | Q1: Q2: Q3: Q4: |
| Grow the Brand | Transparency | Revisit and Publish Bylaws | Bylaws published to membership | Kylie Page | Current bylaws | 5/3/2018 | Q1: Q2: Q3: Q4: |
| Grow the Brand | Transparency | Board Meeting review and discussion | Review completed and revisions proposed | Kylie Page | Current and proposed revised bylaws | 5/3/2018 | Q1: Q2: Q3: Q4: |
| Grow the Brand | Effective Communication | Investigate other Member Org's communication and duplicate where advantageous | Communication Plan developed | Keith Overstreet | Other Communication Plans | 6/15/2018 | Q1: Q2: Q3: Q4: |
| Legislative Influence | Educate on Legislative process | Legislative Sessions at Conference | Session scheduled and delivered | Adam Jones | | June | Q1: Q2: Q3: Q4: |
| Legislative Influence | Educate on Legislative process | Keynote Speaker at all conferences | Speakers scheduled | Adam Jones | | June | Q1: Q2: Q3: Q4: |
| Legislative Influence | Develop Tools to aid members | Videos/Reference Cards | Plan developed and tools produced | Adam Jones | | 7/1/2018 | Q1: Q2: Q3: Q4: |

| Strategy | Objective | Tactics (How) | Measures of Success | Who's Accountable | Resources (Who/What) | Timeframe | Progress Update |
|--------------------------------|-------------------------------------|--|---|-------------------|----------------------|---------------------|--------------------------|
| Legislative Influence | PAC Growth through Member Donations | Develop a fundraiser strategy that maximizes potential | Fundraiser plan developed | Adam Jones | | 4/1/2018 | Q1: Q2: Q3: Q4: |
| Legislative Influence | PAC Growth through Member Donations | Form Advocacy Committee | Committee formed and producing | Matt Gehman | | 7/1/2018 | Q1: Q2: Q3: Q4: |
| Impactful Committees | Examine Committee Structure | Determine which Committees need to active to drive organization towards Vision, forming those that are needed and disbanding those that aren't | New Committee structure proposed | Kevin Overstreet | | April Board Meeting | Q1: Q2: Q3: Q4: |
| Energize and Engage Membership | Develop Social Media Strategy | Social Media Training for Board Members | Strategy Developed and Training Delivered | Adam Jones | | 6/1/2018 | Q1: Q2: Q3: Q4: |
| Energize and Engage Membership | Membership Fun Event | Develop and budget for event. Board members responsible for bringing a potential member to event | Event held | Adam Jones | | 8/2/2018 | Q1: Q2: Q3: Q4: |