



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of South Carolina

**American Council of Engineering
Companies of South Carolina
Board of Director's Meeting**

August 1, 2019

**Palmetto Club
Columbia, SC**

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*
- ☐ Steve Hall, *ACEC National**
- ☐ Other*

* denotes non-voting

Agenda

1. Call to Order – Keith Overstreet, PE
2. Approve Consent Agenda
 - Board & Annual Meeting Minutes June 6, 2019
 - Membership Report
3. Financial Report – Matt Gehman
 - Financial Report
4. Chair's Report: - Keith Overstreet, PE
 - Board Member Responsibilities
 - Strategic Plan
 - Budget Committee
5. Executive Director's Report – Adam B. Jones
 - Legislative Report
 1. Off-season lobbying effort
 2. Nancy Mace running for Congressman Cunningham's Seat
 3. SC Frivolous Civil Proceedings Sanctions Act
 4. NC HB 871
 5. Tort Issues
 - Davey Hiott's Seat
 - Citadel Info Request
 - SC Engineering Conference & Trade Show
 - Licensed PE Day
 - NSBA Steel Bridge Forum
 - Williams wins ACEC Community Service Award
 - Jones medical leave
6. ACEC National / National Directors Report – Kylie Page, PE
 - ACEC PAC Goal needs to be met by ACEC Fall Meeting
 - Steve Hall
7. Committee Reports:
 - Transportation Committee
 - ✓ Site Management Training Video/Webinar
 - Environmental Committee – dormant until Fall
 - BRE Committee
 - ✓ ACEC Webinars on H-1B Visas - Gehman
 - Communications Committee
 - Membership Committee
 - Advocacy PAC
8. Other Business
 - Surplus investments (Investment Committee)
9. Next Meeting: September 5, 2019 Davis & Floyd Columbia, SC
10. Adjourn

ACEC-SC Board and Annual Meeting Minutes
June 6, 2019
2019 SC Engineering Conference & Trade Show
Greenville Hyatt Regency, Greenville, SC

Call to Order: The ACEC-SC Board meeting was called to order at 10:31 AM by Chair Cameron Nations with the following board members in attendance: Chair Cameron Nations, Vice Chair, Keith Overstreet, Secretary/Treasurer Jason Eppley, Chuck Black, Petrina Butler, Jerry Carter, Matt Gehman (by phone), Jeff Mulliken, Kylie Page (by Phone), Mike Wooten (by Phone), Peter Strub, Ben Temple, Theresa McClure, Adam Jones and Allison King.

A motion was made, seconded and passed to approve the May 2, 2019 Board Meeting Minutes.

Membership report: The board had two membership applications to approve.

- Kleinfelder will be sponsored by Transystems. A motion was made, seconded and approved to accept Kleinfelder as a member.
- Development Recourses Group LLC, DDC Engineers will sponsor. A motion was made, seconded and approved to accept Development Recourses Group, LLC as a member.
- 2019-2020 Invoices for ACEC-SC Membership Renewal will be at the beginning of July.

Financial Report: Sec./Treasurer Jason Eppley, PE, provided the Financial Report:

- Income: \$468,169.81,
- Expenses: \$367,386.43
- Net Income of \$100,783.43.

A motion was made, seconded and approved to accept the financial statement as provided.

June Board meeting business was finished, and the ACEC-SC Annual Meeting was Called to Order:

- A motion was made, seconded and approved the June 7, 2018 Annual Meeting Minutes.

Chair's Report: Chair Nations, Parrish & Partners, provided the 2018-2019 ACEC-SC Chair's Report recapping the events of 2018-2019.

- 2018-2019 Strategic Plan was reviewed
- August, 2018 - ACEC National has a new President and CEO – Linda Bauer Darr.
- ACEC-SC was recognized by ACEC National for a more than 2% membership growth
- ACEC-SC/SCDOT Annual Meeting was the largest to date
- Legislative Reception was largest in 15+ years
- ACEC-SC tracked and worked on 36 pieces of legislation in 2019.
- Engineering Excellence Awards were held in February.
 - Thomas & Hutton won Palmetto Award
- ACEC-SC/SCSPE Winter Meeting was successful
- First Annual ACEC-SC PAC Oyster Roast & Silent Auction was held in February.
- The ACEC-SC Board retreat was held in Greenville, SC in mid-March lead by of Vice Chair Keith Overstreet.
 - Overstreet will continue the Strategic Plan
 - ACEC-SC Annual Calendar was laid out.
 - Future Leaders Program was revamped
- ACEC National Conference was represented well by ACEC-SC with a few members serving on national committees:
 - National Director Rick Fauteux, HDR served as Vice Chair of the Membership Committee and ACEC Planning Cabinet
 - ACEC-SC Director Melvin Williams, S&ME is serving on the ACEC Planning Cabinet
 - Botts Smith, Transystems is serving on the National EEA Committee
- While in Washington, DC, ACEC-SC met with the South Carolina Delegation.
- In the spring, the Annual Scholarship Golf Tournament at the Lexington Country Club was held for the Larry Hargrove Memorial Scholarship Fund.

Nations concluded his report with saying he thought it was a successful year.

Vice Chair's Report: Keith Overstreet, Design South Professionals gave the ACEC-SC Vice Chair report.

- Overstreet to continue the direction of the Strategic Plan.
- Committees were reviewed and discussed at the Planning Retreat to determine if the committee is impactful and viable.
- 2019-2020 Calendar was set with the addition of the return of Regional Meetings.
- The website had been overhauled with the hard work of Ricky Ward, RK&K and Committee.
- Future Leaders was the final topic of the Retreat.

Overstreet finished saying he is looking forward to 2019-2020 .

Treasurer's Report: Jason Eppley, Davis & Floyd presented the 2019 – 2020 Budget:

- Proposed Income: \$505,500.00
- Proposed Expenses:\$484,800.00

A motion was made seconded. During discussion Past Chair Peter Strub inquired about investing the surplus. Jones said they are looking in to options. The proposed budget was approved by the ACEC-SC membership.

Executive Directors Report: Executive Director Adam B. Jones started his report repeating his elevator speech: “ACEC-SC Advocates, Educates and Communicates for the Consulting Engineers of South Carolina.” He then gave a breakdown of those activities in 2018-2019.

Advocate:

- Legislation has been a busy year for ACEC-SC worked on 36 pieces of legislation
 - Bills moved this session:
 - Act 39 (Utility Relocation)
 - H. 3243/Act 58 (Plat fees set at \$25)
 - SB530/Act 41 (Procurement Code)
 - S.455 (Military Spouse Licensure)
 - All other bills will be monitored next year because they are still live as it was the first year of a 2 year session. Some bills of interest are:
 - S.780 (Tolling)
 - H.3758/S.591 (Fair Share Bills)
 - H.3622 (register as lobbyist to speak to state agencies)
- ACEC PAC
 - ACEC-SC was able to participate in several Congressional Fundraisers.

Educate: ACEC-SC held the following Education & Networking Events

- ACEC-SC / SCDOT Annual Meeting
- Mid-Level Designers Meetings
- Engineering Excellence Awards
- Winter Meeting
- Planning Retreat
- Membership Meetings
- Golf Tournament
- PAC Oyster Roast & Silent Auction
- SC Engineering Conference
- ACEC held two conferences

Communicate:

- Updated website & E-Directory
- 30+ Newsletters
- 309 original tweets / 900+ Retweets
- 175 Facebook post reaching 18,693 people
- 20 LinkedIn posts in groups + Executive Directors articles posted
- 11 QBS letters written to different municipalities
- 8 Press Releases written

National Director's Report: Kylie Page, Insight Group, gave the National Directors report in Rick Fauteux's absence.

- May 2019 elections were held to elect new officers.
- Linda Darr is coming to the end of her first year as CEO of ACEC.
- ACEC National is working on a new Strategic Plan.

Committee Reports:

- *Transportation Committee* – Melvin Williams, S&ME
 - Transportation Subcommittees are meeting with DOT counterparts.
 - Professional Services Committee is working on procurement issues
 - Annual Meeting 12/3/19
- *Environmental Committee* - Tom Jordan, Davis & Floyd.
 - Committee will start working on track for winter meeting in the fall
 - Continue to reach out to DHEC.
 - The goal is to provide strength in numbers.
 - Asked members if there are issues that need to be addresses by the community.
- *Business, Resources and Education Committee* - Chuck Black, S&ME
 - Overview of what is in the BRE Committee –
 - EEA
 - Future Leaders
 - Scholarships.
 - Future Leaders was reported by Jeff Milliken, Holt Consulting Co.
 - The program and application has been finalized and the application is on the website.
 - In 2019-2020, the rate is increased to accommodate the 2020 SC Engineering Conference & Trade Show.
 - Adding Volunteerism. It will be determined where in the state once the group has been chosen.
 - Registration is on a first come basis
- *Communications Committee* - Ricky Ward, RK & K.
 - Updated website
 - Tapped the talent of ACEC-SC member firms.
 - Website was launched the first week of June, 2019.
- *Membership Committee* – Kevin Shoemake, Thomas & Hutton
 - Shoemake built a huge spreadsheet of members.
 - Jones, McAden & Associates tasked building a list of COA's in SC with a headquarters in South Carolina.
- *Advocacy and PAC Committee* – Matt Gehman, Transystem (provided written to Adam B. Jones)
 - First Oyster Roast held in the Winter was Success.
 - ACEC-SC to have a PAC event in October in the Upstate.
 - Date and location to be determined.

Nominating Report was given by Tom Jordan, Davis & Floyd. The nominations for the ACEC-SC Board with a 3 year term are as follows:

- Ben Temple, ECS
- Theresa McClure, HDR
- The floor was opened for floor nominations with none presented.
- Peter Strub, Transystems, Past ACEC Chair swore in the 2019 – 2020 ACEC-SC Officers.
 - Chair Keith Overstreet, Design South Professionals
 - Vice Chair Jason Eppley, Davis & Floyd
 - Treasurer Matt Gehman, Transystems
 - Past Chair Cameron Nations, Parrish & Partners
 - Board Members Petrina Butler, Chuck Black, Theresa McClure, Jeff Mulliken, Ben Temple

Past Chair Cameron Nations passed the gavel to Chair Keith Overstreet.

The next meeting is scheduled for Aug. 1, 2019 at the Palmetto Club in Columbia, SC.

Meeting adjourned at 12:03 PM.

Respectfully Submitted by:

Allison King

ACEC-SC

[illegible]

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							\$0.00	\$0.00
TOTAL			\$29,400.03	\$3,427.33	\$15,805.00	\$270.00	\$267.63	\$49,169.99
<u>AFFILIATE MEMBERS</u>	Date Received		4010 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				\$0.00			\$0.00	\$0.00
Insurance Management Consultants, Inc.				\$0.00			\$0.00	\$0.00
Mar Mac Construction Products Co.				\$0.00			\$0.00	\$0.00
O R Colan Associates, LLC				\$0.00			\$0.00	\$0.00
Oldcastle-Adams Products				\$0.00			\$0.00	\$0.00
Primacq Group, Inc.				\$0.00			\$0.00	\$0.00
SC Asphalt Pavement Association				\$0.00			\$0.00	\$0.00
T. Wayne Owens & Associates, PC				\$0.00			\$0.00	\$0.00
THC, Inc.				\$0.00			\$0.00	\$0.00
The Canaan Agency				\$0.00			\$0.00	\$0.00
Tindall Corporation				\$0.00			\$0.00	\$0.00
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			\$650.00	\$0.00	\$0.00	\$6.50	\$0.00	\$737.75
GRAND TOTALS:			\$30,050.03	\$3,427.33	\$15,805.00	\$276.50	\$267.63	\$49,907.74

		Jul '18 - Jun 19	Budget	\$ Over Budget	% of Budget
	Income				
	4010 · ACEC-SC DUES	160,989.00	153,000.00	7,989.00	105.22%
	4020 · ACEC-SC PAC	16,706.54	16,100.00	606.54	103.77%
	4030 · ACEC DUES	64,289.00	61,000.00	3,289.00	105.39%
	4040 · ACEC MINUTE MAN FUND (TORT)	1,703.00	1,500.00	203.00	113.53%
	4045 · EDUCATION FUND	664.51	500.00	164.51	132.9%
	4050 · AFFILIATE DUES	10,302.68	8,000.00	2,302.68	128.78%
	4070 · ACEC ROYALTIES	285.00	0.00	285.00	100.0%
	4075 · REIMBURSEMENTS				
	4075.1 · MEMBERSHIP GOALS	741.00	0.00	741.00	100.0%
	Total 4075 · REIMBURSEMENTS	741.00	0.00	741.00	100.0%
	4130 · MEMBER EVENTS				
	4130.10 · ENGINEER EXCELLENCE AWARDS				
	4130.11 · ENTRY FEES	6,626.60	7,000.00	-373.40	94.67%
	4130.12 · PLAQUES	2,100.00	700.00	1,400.00	300.0%
	4130.13 · EE BANQUET	8,544.65	5,000.00	3,544.65	170.89%
	4130.10 · ENGINEER EXCELLENCE AWARDS - Other	0.00	10,000.00	-10,000.00	0.0%
	Total 4130.10 · ENGINEER EXCELLENCE AWARDS	17,271.25	22,700.00	-5,428.75	76.09%
	4130.2 · WINTER MEETING	22,790.59	21,000.00	1,790.59	108.53%
	4130.3 · SCDOT MEETING				
	4130.31 · SCDOT MEETING EXHIBITORS	8,583.25	8,000.00	583.25	107.29%
	4130.32 · SCDOT MEETING SPONSORS	66,841.38	65,000.00	1,841.38	102.83%
	4130.33 · SCDOT MEETING REGISTRANTS	57,998.44	55,000.00	2,998.44	105.45%
	4130.3 · SCDOT MEETING - Other	375.00	5,000.00	-4,625.00	7.5%
	Total 4130.3 · SCDOT MEETING	133,798.07	133,000.00	798.07	100.6%
	4130.4 · BOARD RETREAT	2,144.80	9,000.00	-6,855.20	23.83%
	4130.5 · SUMMER ENGINEER'S CONFERENCE	9,779.62	10,000.00	-220.38	97.8%
	4130.6 · MEMBER EVENTS				
	4130.61 · FALL PAC GOLF TOURNAMENT	10,030.37	10,000.00	30.37	100.3%
	4130.62 · SPRING SCHOLARSHIP TOURNAMENT	18,534.38	15,000.00	3,534.38	123.56%
	4130.6 · MEMBER EVENTS - Other	0.00	0.00	0.00	0.0%
	Total 4130.6 · MEMBER EVENTS	28,564.75	25,000.00	3,564.75	114.26%
	4130 · MEMBER EVENTS - Other	0.00	0.00	0.00	0.0%
	Total 4130 · MEMBER EVENTS	214,349.08	220,700.00	-6,350.92	97.12%
	4130.8 · FAR program	0.00	0.00	0.00	0.0%
	4140 · FUTURE LEADERS PROGRAM	2,500.00	0.00	2,500.00	100.0%
	4200 · PAYPAL CREDITS	0.00	0.00	0.00	0.0%
	4220 · TRAVEL REIMBURSEMENTS	250.00	0.00	250.00	100.0%
	Total Income	472,779.81	460,800.00	11,979.81	102.6%
	Gross Profit	472,779.81	460,800.00	11,979.81	102.6%
	Expense				
	6010 · ACEC NATIONAL DUES				
	6010.1 · MINUTE MAN CONTRIBUTIONS	1,696.25	1,500.00	196.25	113.08%
	6010.2 · NATIONAL DUES	63,661.25	61,000.00	2,661.25	104.36%
	6010.3 · EXECUTIVE DIRECTOR/NAECE DUES	200.00	200.00	0.00	100.0%
	Total 6010 · ACEC NATIONAL DUES	65,557.50	62,700.00	2,857.50	104.56%
	6015 · ACEC-SC PAC Transfer	128.84	0.00	128.84	100.0%
	6020 · ACEC TRAVEL				
	6020.2 · EXECUTIVE DIRECTOR	9,992.18	8,000.00	1,992.18	124.9%
	6020.3 · NATIONAL DIRECTOR	3,354.14	5,000.00	-1,645.86	67.08%

6020.4 · PRESIDENT	2,766.37	5,000.00	-2,233.63	55.33%
6020.5 · PRESIDENT ELECT	0.00	4,000.00	-4,000.00	0.0%
6020.6 · AFFILIATE NATIONAL DIRECTOR	2,211.40	4,000.00	-1,788.60	55.29%
6020 · ACEC TRAVEL - Other	0.00	500.00	-500.00	0.0%
Total 6020 · ACEC TRAVEL	18,324.09	26,500.00	-8,175.91	69.15%
6030 · BOARD EXPENSE	42.80	2,000.00	-1,957.20	2.14%
6045 · EDUCATION FUND EXP	0.00	0.00	0.00	0.0%
6050 · COMMITTEE ACTIVITY				
6050.1 · MEMBERSHIP	3,558.61	5,000.00	-1,441.39	71.17%
6050.2 · TRANSPORTATION	955.40	7,200.00	-6,244.60	13.27%
6050.3 · ENVIRONMENTAL	0.00	250.00	-250.00	0.0%
6050.4 · COMMUNICATIONS	0.00	250.00	-250.00	0.0%
6050.5 · BRE	0.00	0.00	0.00	0.0%
6050.6 · ADVOCACY/PAC	0.00	0.00	0.00	0.0%
6050.7 · ADHOC/BYLAWS & INVESTMENTS	0.00	0.00	0.00	0.0%
Total 6050 · COMMITTEE ACTIVITY	4,514.01	12,700.00	-8,185.99	35.54%
6120 · LEGISLATIVE ACTIVITY				
6120.2 · LOBBY FEES	312.00	416.00	-104.00	75.0%
6120.3 · ACTIVITIES EXPENSE	0.00	500.00	-500.00	0.0%
6120.4 · SC PAC CONTRIBUTIONS	1,500.00	16,100.00	-14,600.00	9.32%
6120 · LEGISLATIVE ACTIVITY - Other	0.00	0.00	0.00	0.0%
Total 6120 · LEGISLATIVE ACTIVITY	1,812.00	17,016.00	-15,204.00	10.65%
6130 · MEMBER MEETING EXPENSES				
6130.1 · ENG. EXCELLENCE AWARDS	14,068.07	15,000.00	-931.93	93.79%
6130.13 · EEA PLAQUES	0.00	0.00	0.00	0.0%
6130.15 · EAA PRINTING	5,572.78	2,800.00	2,772.78	199.03%
6130.2 · WINTER MEETING EXPENSE	14,831.30	12,000.00	2,831.30	123.59%
6130.3 · SCDOT MEETING EXPENSE	52,594.15	54,000.00	-1,405.85	97.4%
6130.4 · BOARD RETREAT EXPENSE	5,877.63	10,000.00	-4,122.37	58.78%
6130.6 · MEMBER EVENT EXPENSES				
6130.61 · PAC EVENT EXPENSE	8,147.82	10,000.00	-1,852.18	81.48%
6130.62 · SPRING GOLF TOURNAMENT EXPENSE	18,747.50	15,000.00	3,747.50	124.98%
6130.6 · MEMBER EVENT EXPENSES - Other	16.99	0.00	16.99	100.0%
Total 6130.6 · MEMBER EVENT EXPENSES	26,912.31	25,000.00	1,912.31	107.65%
6130.70 · LEGISLATIVE RECEPTION	2,322.45	2,700.00	-377.55	86.02%
6130.80 · REGIONAL MEETINGS	438.99	0.00	438.99	100.0%
6130 · MEMBER MEETING EXPENSES - Other	63.31	3,500.00	-3,436.69	1.81%
Total 6130 · MEMBER MEETING EXPENSES	122,680.99	125,000.00	-2,319.01	98.15%
6130.8 · FAR PROGRAM EXP	0.00	0.00	0.00	0.0%
6140 · FUTURE LEADERS PROGRAM EXPENSE	888.95	0.00	888.95	100.0%
6160 · DUES AND SUBSCRIPTIONS				
6160.1 · SCCFLR DUES	0.00	0.00	0.00	0.0%
6160.2 · SCFOR DUES	0.00	0.00	0.00	0.0%
6160.3 · SCCSS DUES	0.00	0.00	0.00	0.0%
6160 · DUES AND SUBSCRIPTIONS - Other	1,116.40	900.00	216.40	124.04%
Total 6160 · DUES AND SUBSCRIPTIONS	1,116.40	900.00	216.40	124.04%
6170 · SCCJC DUES	2,500.00	2,500.00	0.00	100.0%
6200 · MANAGEMENT FEES	170,083.20	170,083.20	0.00	100.0%
6210 · MISCELLANEOUS OPERATIONS				
6210.1 · PHOTOCOPIES	6,042.47	0.00	6,042.47	100.0%
6210.2 · POSTAGE	375.40	0.00	375.40	100.0%

6210.3 · FAXES	0.00	0.00	0.00	0.0%
6210.4 · LONG DISTANCE	334.92	0.00	334.92	100.0%
6210.5 · 501 APP	0.00	0.00	0.00	0.0%
6210.6 · OFFICE SUPPLIES	46.57	0.00	46.57	100.0%
6210.8 · WEBSITE ELECTRONIC MARKETING	967.40	5,000.00	-4,032.60	19.35%
6210 · MISCELLANEOUS OPERATIONS - Other	366.48	12,000.00	-11,633.52	3.05%
Total 6210 · MISCELLANEOUS OPERATIONS	8,133.24	17,000.00	-8,866.76	47.84%
6410 · BANK CHARGES / CREDIT CARD FEES				
6410.1 · CAROLINA FIRST SERVICE FEE	44.00	48.00	-4.00	91.67%
6410.2 · PAYPAL EXPENSE	330.00	500.00	-170.00	66.0%
6410.3 · REGONLINE EXPENSE	2,242.50	528.00	1,714.50	424.72%
6410.4 · RETURN CHECK FEE	20.00	0.00	20.00	100.0%
6410 · BANK CHARGES / CREDIT CARD FEES - Other	0.00	12.00	-12.00	0.0%
Total 6410 · BANK CHARGES / CREDIT CARD FEES	2,636.50	1,088.00	1,548.50	242.33%
6510 · LEGAL AND PROFESSIONAL SERVICES				
6510.1 · ACCOUNTING & PROFESSIONAL SVCS	2,625.00	2,500.00	125.00	105.0%
6510.2 · LEGAL & PROFESSIONAL SCVS FOR I	0.00	2,500.00	-2,500.00	0.0%
6510.5 · LIABILITY INSURANCE	2,262.00	350.00	1,912.00	646.29%
6510 · LEGAL AND PROFESSIONAL SERVICES - Other	0.00	0.00	0.00	0.0%
Total 6510 · LEGAL AND PROFESSIONAL SERVICES	4,887.00	5,350.00	-463.00	91.35%
6610 · PUBLIC RELATIONS				
6610.1 · PUBLIC RELATIONS & MARKETING	0.00	0.00	0.00	0.0%
6610.4 · AWARDS	192.60	200.00	-7.40	96.3%
6610 · PUBLIC RELATIONS - Other	214.30	3,500.00	-3,285.70	6.12%
Total 6610 · PUBLIC RELATIONS	406.90	3,700.00	-3,293.10	11.0%
6999 · UNCATEGORIZED EXPENSES	0.00	0.00	0.00	0.0%
7000 · MINUTE MAN MATCH	118.64	5,146.77	-5,028.13	2.31%
Total Expense	403,831.06	451,683.97	-47,852.91	89.41%
Net Income	68,948.75	9,116.03	59,832.72	756.35%

ACEC-SC
Profit & Loss Budget vs. Actual
July 2019 through June 2020

		Jul '19 - Jun '20	Budget	\$ Over Budget	% of Budget	Notes
	Income					
	4010 - ACEC-SC DUES	47,430.57	161,000.00	-113,569.43	29.46%	dues
	4020 - ACEC-SC PAC	5,777.36	18,000.00	-12,222.64	32.10%	pac
	4030 - ACEC DUES	20,360.00	64,000.00	-43,640.00	31.81%	national dues
	4040 - ACEC MINUTE MAN FUND (TORT)	480.63	1,500.00	-1,019.37	32.04%	minute man
	4045 - EDUCATION FUND	428.21	2,000.00	-1,571.79	21.41%	ed fund
	4050 - AFFILIATE DUES	1,929.78	10,000.00	-8,070.22	19.3%	affiliate dues
	4070 - ACEC ROYALTY	0.00	0.00	0.00	0.0%	royalties
	4075 - REIMBURSEMENTS	0.00	0.00	0.00	0.0%	
	4075.1 - MEMBERSHIP GOALS	0.00	0.00	0.00	0.0%	
	Total 4075 - REIMBURSEMENTS	0.00	0.00	0.00	0.0%	
	4130 - MEMBER EVENTS					
	4130.10 - ENGINEER EXCELLENCE AWARDS					EEA
	4130.11 - ENTRY FEES	0.00	7,000.00	-7,000.00	0.0%	fees
	4130.12 - PLAQUES	0.00	2,000.00	-2,000.00	0.0%	plaques
	4130.13 - EEBANQUET	0.00	8,000.00	-8,000.00	0.0%	banquet
	4130.10 - ENGINEER EXCELLENCE AWARDS - Other	0.00	0.00	0.00	0.0%	
	Total 4130.10 - ENGINEER EXCELLENCE AWARDS	0.00	17,000.00	-17,000.00	0.0%	awards
	4130.2 - WINTER MEETING	0.00	22,000.00	-22,000.00	0.0%	winter meeting
	4130.3 - SCDOT MEETING					dot meeting
	4130.31 - SCDOT MEETING EXHIBITORS	0.00	10,000.00	-10,000.00	0.0%	dot exhib
	4130.32 - SCDOT MEETING SPONSORS	0.00	70,000.00	-70,000.00	0.0%	dot sponsors
	4130.33 - SCDOT MEETING REGISTRANTS	0.00	61,000.00	-61,000.00	0.0%	dot registr
	4130.3 - SCDOT MEETING - Other	0.00	0.00	0.00	0.0%	
	Total 4130.3 - SCDOT MEETING	0.00	141,000.00	-141,000.00	0.0%	total
	4130.4 - BOARD RETREAT	0.00	9,000.00	-9,000.00	0.0%	board retreat
	4130.5 - SUMMER ENGINEER'S CONFERENCE	0.00	10,000.00	-10,000.00	0.0%	summer conf
	4130.6 - MEMBER EVENTS					
	4130.61 - FALL PAC GOLF TOURNAMENT	0.00	10,000.00	-10,000.00	0.0%	fall pac golf
	4130.62 - SPRING SCHOLARSHIP TOURNAMENT	2,891.80	15,000.00	-12,108.20	19.28%	spring golf
	4130.6 - MEMBER EVENTS - Other	0.00	0.00	0.00	0.0%	
	Total 4130.6 - MEMBER EVENTS	2,891.80	25,000.00	-22,108.20	11.57%	total
	4130 - MEMBER EVENTS - Other	0.00	0.00	0.00	0.0%	
	Total 4130 - MEMBER EVENTS	2,891.80	224,000.00	-221,108.20	1.29%	
	4140 - FUTURE LEADERS PROGRAM	18,301.70	25,000.00	-6,698.30	73.21%	future leaders
	4220 - TRAVEL REIMBURSEMENTS	0.00	0.00	0.00	0.0%	
	Total Income	97,600.05	505,500.00	-407,899.95	19.31%	total income
	Gross Profit	97,600.05	505,500.00	-407,899.95	19.31%	
	Expense					
	6010 - ACEC NATIONAL DUES					
	6010.1 - MINUTE MAN CONTRIBUTIONS	0.00	1,500.00	-1,500.00	0.0%	minute man
	6010.2 - NATIONAL DUES	0.00	64,000.00	-64,000.00	0.0%	national dues
	6010.3 - EXECUTIVE DIRECTOR/NAECE DUES	0.00	200.00	-200.00	0.0%	naece dues
	Total 6010 - ACEC NATIONAL DUES	0.00	65,700.00	-65,700.00	0.0%	total
	6015 - ACEC-SC PAC Transfer	0.00	18,000.00	-18,000.00	0.0%	pac
	6020 - ACEC TRAVEL					
	6020.2 - EXECUTIVE DIRECTOR	161.60	8,000.00	-7,838.40	2.02%	travel
	6020.3 - NATIONAL DIRECTOR	0.00	5,000.00	-5,000.00	0.0%	
	6020.4 - PRESIDENT	0.00	5,000.00	-5,000.00	0.0%	
	6020.5 - PRESIDENT ELECT	0.00	4,000.00	-4,000.00	0.0%	
	6020.6 - AFFILIATE NATIONAL DIRECTOR	0.00	4,000.00	-4,000.00	0.0%	
	6020 - ACEC TRAVEL - Other	0.00	0.00	0.00	0.0%	
	Total 6020 - ACEC TRAVEL	161.60	26,000.00	-25,838.40	0.62%	total
	6030 - BOARD EXPENSE	0.00	2,000.00	-2,000.00	0.0%	
	6050 - COMMITTEE ACTIVITY					
	6050.1 - MEMBERSHIP	0.00	6,000.00	-6,000.00	0.0%	committee
	6050.2 - TRANSPORTATION	22.65	2,000.00	-1,977.35	1.13%	donuts
	6050.3 - ENVIRONMENTAL	0.00	250.00	-250.00	0.0%	
	6050.4 - COMMUNICATIONS	0.00	250.00	-250.00	0.0%	
	6050.5 - BRE	0.00	250.00	-250.00	0.0%	
	6050.6 - ADVOCACY/PAC	0.00	250.00	-250.00	0.0%	
	6050.7 - ADHOC BYLAWS & INVESTMENTS	0.00	250.00	-250.00	0.0%	
	Total 6050 - COMMITTEE ACTIVITY	22.65	9,250.00	-9,227.35	0.25%	total
	6120 - LEGISLATIVE ACTIVITY					
	6120.2 - LOBBY FEES	0.00	416.00	-416.00	0.0%	lobby fees
	6120.3 - ACTIVITIES EXPENSE	0.00	500.00	-500.00	0.0%	
	6120.4 - SC PAC CONTRIBUTIONS	0.00	0.00	0.00	0.0%	
	Total 6120 - LEGISLATIVE ACTIVITY	0.00	916.00	-916.00	0.0%	
	6130 - MEMBER MEETING EXPENSES					
	6130.1 - ENG. EXCELLENCE AWARDS	0.00	16,000.00	-16,000.00	0.0%	eea
	6130.13 - EEA PLAQUES	0.00	2,000.00	-2,000.00	0.0%	plaques
	6130.15 - EEA PRINTING	0.00	3,000.00	-3,000.00	0.0%	printing
	6130.2 - WINTER MEETING EXPENSE	0.00	15,500.00	-15,500.00	0.0%	winter meeting
	6130.3 - SCDOT MEETING EXPENSE	0.00	64,000.00	-64,000.00	0.0%	dot
	6130.4 - BOARD RETREAT EXPENSE	0.00	9,000.00	-9,000.00	0.0%	board retreat
	6130.6 - MEMBER EVENT EXPENSES					
	6130.61 - PAC EVENT EXPENSE	0.00	10,000.00	-10,000.00	0.0%	pac
	6130.62 - SPRING GOLF TOURNAMENT EXPENSE	46.15	15,000.00	-14,953.85	0.31%	spring golf online registration
	6130.6 - MEMBER EVENT EXPENSES - Other	0.00	0.00	0.00	0.0%	
	Total 6130.6 - MEMBER EVENT EXPENSES	46.15	25,000.00	-24,953.85	0.19%	total
	6130.70 - LEGISLATIVE RECEPTION	0.00	2,700.00	-2,700.00	0.0%	
	6130.80 - REGIONAL MEETINGS	0.00	4,000.00	-4,000.00	0.0%	
	6130 - MEMBER MEETING EXPENSES - Other	0.00	0.00	0.00	0.0%	
	Total 6130 - MEMBER MEETING EXPENSES	46.15	141,200.00	-141,153.85	0.03%	
	6130.8 - FAR PROGRAM EXP	0.00	0.00	0.00	0.0%	
	6140 - FUTURE LEADERS PROGRAM EXPENSE	776.78	20,000.00	-19,223.22	3.88%	future leaders
	6160 - DUES AND SUBSCRIPTIONS					
	6160.1 - SCCFLR DUES	0.00	2,500.00	-2,500.00	0.0%	sccflr
	6160.2 - SCFOR DUES	0.00	750.00	-750.00	0.0%	sccfor
	6160.3 - SCSSS DUES	0.00	200.00	-200.00	0.0%	sccss
	6160 - DUES AND SUBSCRIPTIONS - Other	132.40	0.00	132.40	100.0%	dues/subscr
	Total 6160 - DUES AND SUBSCRIPTIONS	132.40	3,450.00	-3,317.60	3.84%	total
	6170 - SCCJC DUES	0.00	0.00	0.00	0.0%	
	6200 - MANAGEMENT FEES	14,173.80	170,084.00	-155,910.20	8.33%	mgt fees
	6210 - MISCELLANEOUS OPERATIONS					
	6210.1 - PHOTOCOPIES	328.91	0.00	328.91	100.0%	copies
	6210.2 - POSTAGE	8.25	0.00	8.25	100.0%	postage
	6210.4 - LONG DISTANCE	41.52	0.00	41.52	100.0%	phone calls
	6210.6 - OFFICE SUPPLIES	73.56	0.00	73.56	100.0%	supplies
	6210.8 - WEBSITE QUARTERLY MAINTENANCE	150.00	7,000.00	-6,850.00	2.14%	website
	6210 - MISCELLANEOUS OPERATIONS - Other	0.00	5,000.00	-5,000.00	0.0%	
	Total 6210 - MISCELLANEOUS OPERATIONS	602.24	12,000.00	-11,397.76	5.02%	total
	6410 - BANK CHARGES / CREDIT CARD FEES					
	6410.1 - CAROLINA FIRST SERVICE FEE	0.00	50.00	-50.00	0.0%	bank fees
	6410.2 - PAYPAL EXPENSE	0.00	400.00	-400.00	0.0%	paypal fee
	6410.3 - REGONLINE EXPENSE	0.00	0.00	0.00	0.0%	online registr.
	6410.4 - RETURN CHECK FEE	0.00	0.00	0.00	0.0%	
	6410 - BANK CHARGES / CREDIT CARD FEES - Other	0.00	0.00	0.00	0.0%	
	Total 6410 - BANK CHARGES / CREDIT CARD FEES	0.00	450.00	-450.00	0.0%	total
	6510 - LEGAL AND PROFESSIONAL SERVICES					

ACEC-SC
Profit & Loss Budget vs. Actual
July 2019 through June 2020

			Jul '19 - Jun '20	Budget	\$ Over Budget	% of Budget	Notes
		6510.1 - ACCOUNTING & PROFESSIONAL SVCS	0.00	4,000.00	-4,000.00	0.0%	acct & profess/d&o insurance
		6510.2 - LEGAL & PROFESSIONAL SVCS FOR I	0.00	2,500.00	-2,500.00	0.0%	legal & profess scvs
		6510.5 - LIABILITY INSURANCE	0.00	350.00	-350.00	0.0%	liability insurance
		Total 6510 - LEGAL AND PROFESSIONAL SERVICES	0.00	6,850.00	-6,850.00	0.0%	total
		6610 - PUBLIC RELATIONS					
		6610.1 - PUBLIC RELATIONS & MARKETING	0.00	5,000.00	-5,000.00	0.0%	public relations & marketing
		6610.4 - AWARDS	0.00	200.00	-200.00	0.0%	awards
		6610 - PUBLIC RELATIONS - Other	0.00	0.00	0.00	0.0%	
		Total 6610 - PUBLIC RELATIONS	0.00	5,200.00	-5,200.00	0.0%	total
		6999 - UNCATEGORIZED EXPENSES	0.00	0.00	0.00	0.0%	
		7000 - MINUTE MAN MATCH	0.00	1,700.00	-1,700.00	0.0%	minute man match
		Total Expenses	15,915.40	452,800.00	-466,884.60	-3.3%	total
		Net Income	81,684.65	22,700.00	58,984.65	359.84%	net

ACEC-SC
Balance Sheet
As of July 31, 2019

ASSETS		
	Current Assets	
	Checking/Savings	
	1001 · ACEC-SC	420,069.20
	1010 · PAC	27,700.49
	1015 · ACEC-SC Education Foundation	8,442.54
	1120 · SCHO CD - CAROLINA FIRST	13,294.03
	Total Checking/Savings	469,506.26
	Total Current Assets	469,506.26
TOTAL ASSETS		469,506.26
LIABILITIES & EQUITY		
	Equity	
	3000 · OPENING BAL EQUITY	27,737.68
	3900 · RETAINED EARNINGS	360,083.93
	Net Income	81,684.65
	Total Equity	469,506.26
TOTAL LIABILITIES & EQUITY		469,506.26



AMERICAN COUNCIL OF ENGINEERING COMPANIES

of South Carolina

ACEC-SC Board of Directors Duties & Responsibilities

Purpose:

To carry out ACEC-SC's bylaws. To act on behalf of the membership. To meet regularly to conduct ACEC-SC business. To develop the strategic direction, policies and monitor ACEC-SC's financial health and board committees, participate in budget planning and support ACEC-SC's mission, vision and values

Responsibilities as Board Members:

- Attend **all** board meetings (First Thursday of the Month unless otherwise noted)
- Have your dues paid in a timely manner
- Attend Annual Planning Retreat
- Attend Annual Meeting
- Participate in the SC Engineering Conference & Trade Show
- Make a serious commitment to attend membership and other ACEC-SC functions
 - Regional Membership Meetings
 - Fall Golf Tournament/PAC Events
 - ACEC-SC/SCDOT Annual Meeting
 - Wednesdays at the State House
 - Hearings at the State House
 - Legislative Reception
 - Engineering Excellence Awards
 - ACEC-SC / SCSPE Winter meeting
 - Consulting Congress Day / ACEC Annual Conference
 - ACEC-SC Planning Retreat
 - SC Engineering Conference & Trade Show
 - Off Season Lobbying Meetings
- Represents the best interests of the membership in board deliberations and committee meetings
- Works to develop consensus
- Identifies and recruits new members to strengthen council
- Changes bylaws when needed
- Lead by example and is representative of the ACEC-SC membership
- Serves as Committee Chairs or Committee members as assigned by Executive Committee
- Assists officers in providing oversight on ACEC-SC's future direction in meeting goals and membership growth
- Knows the issues before the board. Comes prepared and informed about issues on the agenda
- Participates in as many ACEC-SC activities as possible
- Participates in Legislative Reception
- Support Future Leaders
- Becomes knowledgeable about ACEC-SC & ACEC
- Volunteers for and willingly accepts assignments and completes them thoroughly and on time
- Serve as an active ambassador for ACEC-SC
- Communicates with members and helps better the Council
- Participate in Membership Meetings
- Contribute to ACEC PAC
- Contribute to ACEC-SC PAC
- Sponsor and or Exhibit at ACEC-SC events when possible



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 memebrs 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	

SC Frivolous Civil Proceedings Sanctions Act

Issue: 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.

- ◆ “In action for damages alleging professional negligence against a professional licensed by or registered with the state of South Carolina and listed in subsection (G)... the plaintiff must file as part of the complaint an affidavit of an expert witness which must specify at least one negligent act or omission claimed to exist and the factual basis for each claim based on the available evidence at the time of filing of the affidavit.”
(... has language dealing with hospitals and medical professionals)
- ◆ Parties listed in sub section (G): Architects, Attorneys at law, CPAs, Chiropractors, Dentists, Land Surveyors, Medical Doctors, Marriage & Family Therapists, Nurses, Occupational Therapists, Optometrists, Osteopathic Physicians, Pharmacists, Physical Therapists, Physicians’ Assistants Professional Counselors, Professional Engineers, Podiatrists, Psychologists, Radiological Technicians, Respiratory Therapists, & Veterinarians.

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.

DESIGNER FAIR CONTRACTING

PCS for Senate Bill 569 and House Bill 871

The Problem

- Often engineers, architects, and other 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/architect's work and control
 - Design firms have no problem indemnifying an owner for their own negligence and mistakes – this bill does not change that
- Situations that are of concern are those unrelated to their work on a project – yet they are being asked to pay for and resolve these claims
- This demand/contractual obligation is uninsurable under their professional negligence policies – so it comes right off the bottom line
- Even more egregious, a “duty to defend” clause would trigger from the outset and could require the design firm to expend hundreds of thousands of dollars defending a third party – even when the design firm had no role and contributed in no way to the claim
- These third party indemnity/duty to defend clauses in design contracts create liability without requiring proof of fault
- These provision cause significant financial threats and burdens on design firms, especially smaller WMBE firms.
 - In NC we have specific requirements in public contracts for the use of WMBE firms – yet when these provisions are used it undercuts the support we're trying to give WMBE firms and could cause harm
 - In some cases firms sign these contracts and do not fully understand the significance of these provisions
 - Small firms do not always have in-house attorneys that can attempt to address these
 - And in some cases the firm is presented with a “take it or leave it” response
 - In other cases, good firms that would do good work just walk away and do not do the work
 - Also, time and money spent defending an owner against a claim you had nothing to do with takes time and money away from growing your business
- North Carolina has a statute prohibiting these types of contracts as against public policy – but it's an old statute that has some gaps that need to be closed for design firms – especially because they do not have insurance for these unfair obligations that are not related to their own work

An Example

- By way of example, owner requires design firm to indemnify and defend against all claims from third parties, regardless of whether design firm was negligent or involved in the claim.
- Claim comes in from third party and does not involve the design, the design firm, or any of the entities the designer used to complete the work.
- Owner immediately sends design firm a demand to defend them and other parties who may be named in the claim.
- Contractual duty to defend is triggered, and design firm must pay for an attorney, probably of the owner's choosing
- Design firm has no control over the representation or defense, must just pay the bill

- The duty to defend could result in several hundred thousand dollars in defense costs – for a claim the design firm did not cause and had no control over
- The duty to defend and money spent is not paid by insurance – but paid by the design firm
- Depending on the size of the design firm and size of the financial obligation / claim, this could put the design firm out of business.

Legislation Solves the Problem

- The PCS for Senate Bill 569 and House Bill 871 will protect design firms from this unfair, uninsurable liability.
- A new subsection (b) is added to the existing statute to address these indemnity/duty to defend provisions related to design contracts
- This bill clarifies the already stated public policy of the State to address situations that should be covered but are apparently not given the language used in the existing statute
- To walk through the sections of the bill:
 - (a) Maintains the existing law for contractors
 - (b) New language addresses third party indemnity/duty to defend clauses in design contracts
 - (c) Provides that this section has no effect on insurance contracts, workers' compensation insurance, etc.
 - (d) Maintains the exemptions to the indemnity language in subsection (a)
- Similar clarifying statutes have been recently enacted in Georgia, Florida, and Arizona

Designers Still Responsible for Their Own Negligence

- Design firm will still be responsible for and can indemnify for its own negligence and liability, and for that of those he/she supervises, controls, has hired, etc.
- Where an owner claims an issues or claim is a design issue, the design firm will be involved from the beginning with any other party alleged to be at fault, to work through it, pay money to resolve, etc. – this bill does not change this process

Contractors Already Protected and Not Affected by this Change

- Contractors are already protected by the existing law
- We asked them if they wanted to be included in the bill and they said no – okay with existing statute
- Original bill would have made changes to their statute, and we took out those changes in the PCS – to only address the issues faced by design firms
- Primary difference between new design firm subparagraph and existing law for contractors is addressing “duty to defend” provisions – it is uninsurable for design firms, typical GL insurance policy of contractors covers these contractual obligations

Supporters

- American Council of Engineering Companies – NC Chapter (ACEC)
- American Institute of Architects – North Carolina (AIA-NC)
- American Society of Landscape Architects – NC Chapter
- North Carolina Society of Surveyors
- Professional Engineers of North Carolina (PENC)

The Citadel Requesting ACEC-SC's Help

Hello, I am writing to you in hopes you can assist me. I work closely with COL Ron Welch, Dean of Engineering at The Citadel. Currently, our college has four BS degrees (Civil, Electrical, Construction and Mechanical with Computer Engineering beginning Fall of 2020) and 4 MS degree programs (Civil, Electrical, Mechanical and Project Engineering).

As you may be aware, our college has entered into an exciting era, our new President, General Glen M. Walters '79. an Electrical Engineering grad, is especially interested in the success of our engineering program and student success when they leave our campus. **Here is where we need your help.** As we plan the future of our department, we would like the input from industry leaders on the needs of their firms. Would you be able to assist us to collect the following engineering hiring data:

1. Average number of engineers hired annually (state & nationwide)
2. Identify discipline (i.e.: 3 civil, 1 electrical, etc.)
3. Suggested educational programs not currently being met in SC

It is our goal to develop programs to fit the needs of South Carolina's engineering industry. With thoughtful consideration to the state's limited higher education resources. Your assistance in reaching out to member firms will give us an accurate, boots on the ground perspective we need to better serve the engineering community.

I have been working with Jim Smith and Jessica Mills at ACEC-NC for several years now putting on joint Steel Bridge Forums in Raleigh. These are full day seminars targeting area bridge engineers and DOT staff. We have had very strong attendance for every forum and attendance is typically more than 200 people. We currently have one scheduled for October 3rd and I have attached the agenda. You can also find information related to the previous forum here: <https://www.acecnc.org/events/details/nc-steel-bridge-forum-1319>. I have also worked with ACEC in Mississippi and Oklahoma with great success.

ACEC receives 100% of the registration fee. I only ask that since I am paying travel for all of the speakers, that ACEC charge a "nominal fee" to make sure that there is money for event space, lunch plus your own expenses. Jim Smith would certainly be able to fill you in on how this has worked from their perspective.

Regarding November, Terry Koon at SCDOT mentioned that being a possibility which is why I mentioned it. Let me contact them again and see if they have more dates available which we can collectively work with.

Do you have some time where I and my colleagues could stop by your office and we can meet in-person? Maybe the week of August 5.

Christopher Garrell, PE
Chief Bridge Engineer
National Steel Bridge Alliance

NSBA Steel Bridge Forum - Raleigh, NC

October 3, 2019 9:00 AM - 4:30 PM

McKimmon Center - NC State University

1101 Gorman St, Raleigh, NC 27606

Agenda

9:00am - 9:30am	Introduction and Industry Overview	Chris Garrell, PE / John Hastings, PE - NSBA
9:30am - 10:15am	Topics on Steel Bridge Design	Michael Grubb, PE - Grubb and Associates
10:15am - 11:00am	Lean-on Bracing	Todd Helwig, Phd, PE - UT Austin
11:00am - 11:20am	Morning Break	
11:20am - 11:50am	Fabricator's Insight on Clear Communication of Bridge Design Intent	Brad Dillman, PE - High Steel Structures
11:50am - 12:20pm	Steel Plate and Rolled Shapes - Availability, and Capability	Pavan Gadicherla - Nucor
12:20pm - 1:20pm	Lunch (Provided)	
1:20pm - 1:40pm	Updates to the AASHTO Design Specification	Michael Grubb, PE - Grubb and Associates
1:40pm - 2:40pm	AASHTO SRM and IRM Guides for Existing and New Designs	Rob Connor, PhD - Purdue University
2:40pm - 3:00pm	Afternoon Break	
3:00pm - 4:00pm	FHWA Bridge Welding Manual	Tony Ream, PE - HDR
4:00pm - 4:30pm	Fabrication Perspectives about Durability Strategies	Brad Dillman, PE - High Steel Structures

Note: All times are approximate and agenda is subject to change.



NSBA leads the effort to increase the effectiveness of steel within the bridge industry by providing:

- Complimentary technical assistance
- Educational tools and resources to communicate the benefits of steel
- Economic and market information as it relates to the National Bridge Inventory
- Bridge-related articles and product information in *Modern Steel Construction* magazine
- National representation on transportation-related legislative issues
- University support programs



July 16, 2019

Mr. Melvin C. Williams
S&ME, Inc.
Vice President
620 Wando Park Boulevard
Mt. Pleasant, SC 29464

Dear Melvin:

Congratulations, the Fellows Committee has selected you to receive one of the 2019 Community Service Awards for your outstanding contributions to your community.

The Fellows Committee will recognize you at ACEC's Fall Conference at the Sheraton Grand Chicago Hotel. The award will be given during the Awards Luncheon on Tuesday, October 15, 2019.

In addition, you are invited to the College of Fellows tour of the Architectural Museum on Monday, October 14, 4:00pm–5:30pm. The particulars will follow at a later date.

Once you arrive, please pick up your registration packet at the ACEC Registration Desk. The packet will include your complimentary luncheon ticket along with your name badge and ribbon.

ACEC will prepare a news release on your award and would like to send it to your hometown newspapers. Please forward your media list to Daisy Nappier on or before **Friday, August 30, 2019**. Your registration for the Awards Luncheon is complimentary; however, you will need to pay for any guest(s). The cost for your guest is \$85 per person.

The attire for the luncheon is business casual. For more information about ACEC and the Fall Conference, please log onto ACEC website at <https://www.acec.org/conferences/fall-conference-2019/>. If you have any questions, please feel free to give Daisy Nappier a call at 202-347-7474 or via e-mail at dnappier@acec.org.

Congratulations once again on receiving your award and we hope to see you in Chicago.

Sincerely,

A handwritten signature in blue ink, appearing to read "Dennis E. Ford".

Dennis E. Ford, P.E., FACEC
Chairman, Fellows Committee

cc: ACEC/South Carolina

ACEC-SC Investent Strategy Info

ACEC MO	Investment Stratagey
ACEC-MO	ACEC Missouri uses an investment advisor through our bank. Our reserves are largely invested in mutual funds and managed for an approximate 6% return per year on the balance. Our investment strategy is growth and income. That would equate to a moderate risk objective. Currently we have a little over 40% of annual income in reserves.
ACEC-VA	We started putting funds, every 6 months, in CDs, until we develop something letter.. The interest rate is coming up.
ACEC-KS	Adam, we don't do anything more adventurous than a money market account
ACEC-WI	We just recently moved it to a money market earning 2.5% and that was after moving it last year to a 2% one.
ACEC-NY	<p>We formed an investment committee – and there is a bit of a stop/start history as we initiated this in 2008 and fortunately sat out of the market!</p> <p>Form an investment committee, primarily made up of CFOs of member firms (4-5) and an investment policy</p> <p>Identified risk tolerance through some small surveys and what we could 'afford to lose'; and what reserves were for. We were probably about a 60 of 100 in long term stability so we can handle minor fluctuations</p> <p>We ended up with a 25/75 split</p> <p>25% in laddered CDs which we set quarterly so ¼ of the 25% comes due each year. We may consider longer than 1 year terms if there is a major difference in rates but still pretty close and I think we are about 2.25% on this</p> <p>75% in a managed fund with a professional who gets a small cut off the top as management fee (as opposed to getting funds that build that in)</p> <p>We did suffer early losses as we got in towards a higher market but by year end (12 months in) we ended up with a 1.5% rate of return.</p> <p>One thing I learned and would change if I did it again would be to add one additional level of conservatism to appease my engineer members. Instead of jumping in to the 75% fund at once, I would have done 25% per quarter to minimize shocks. Of course if market had screamed upwards, I would be jumping for joy. Don't try to market time. Play the long game and averages.</p> <p>FYI, our reserves are about 1.1 million; 750k in long term managed; 50k CDs (4 of them) balance is in a money market that moves in and out of checking as we need it. Our cash flow will jump in the next month as early dues come in and we may do a short term- 6 month (?) cd if it is substantially more than MM.</p>
ACEC-NJ	Good question and happy to share. We also wanted to invest but didn't want to tie up our money for long stretches in case we needed the liquidity. Two years ago we took half the money we wanted to invest and opened a 6-month CD. With the other half we opened a MM. We're earning north of 2% on each. We decided to diversity so that we wouldn't ever need to tap the CD mid-term. We've been rolling the 6-month over but as rates creep up I may move it to a 12-month. We wanted to start conservatively and now that we have a comfort level, I suspect we will sock more into the MM or open an additional CD sometime in the next year. Hope this helps.
ACEC-ND	We have our excess dollars in a 12-month Certificate. We're earning about 1.45%. It comes due in December and we will likely move it into something else, but haven't decided what yet. I'd be interested in a summary of what you get from other folks. We have about \$70K, so not a huge amount, but like to have about a year's budget set aside in case the economy tanks and we lose membership.

ACEC-SC Investent Strategy Info

[illegible]

Kylie Page, PE's National Director & ACEC PAC Chair's Report

I am looking forward to a great year ahead working with you all to help support the ACEC National PAC. SC has a National PAC contribution goal of \$12,164 for 2019 and we have met \$5,043 of that goal as of today. Last year we raised \$15,169, let's aim to beat that this year!

As board members and leaders in ACEC-SC, we have an obligation to lead the charge to meet this goal. Thank you to Adam Jones, Jeff Mulliken, Matt Gehman, Cameron Nations, as well as other ACEC-SC members for their continued contribution to the PAC. ACEC makes it very easy to contribute, with several options accessible on the ACEC national website. Your contribution can be made in one lump sum or spread out over monthly payments. For the past several years, I have been a Millennium Club (\$1000) donor, and I do this through a monthly contribution to meet the total commitment. Each year I call the ACEC office and renew my contribution and let them know where I want my sweepstakes entries to go (Fall or Spring, or both), it is all very easy!

The forms for contributions are attached and there is also a link on the ACEC website for this. I have also attached the Prior Approval form if you need to complete this for your firm. You can also call the ACEC office and they will assist with donations over the phone. I will be working with Jeff Mulliken to engage our future leaders in the advocacy process and hope that this will help push ACEC-SC into greater membership wide engagement in both the state and national PAC fundraising.

I am also challenging each board member to engage members of your firms to participate on the ACEC PAC. I have attached directions for a mobile friendly website that you can use to make a one time contribution on your phone or computer. This is a great tool that you can open up and assist your coworkers to donate. I will be using this to get contributions from Insight employees and would like to have many firms to thank at our September board meeting. Currently, the firm with the most ACEC PAC donors is KCI (3 members have contributed). As firms with leadership positions in ACEC-SC, let's set an example that supports our mission! ACEC's Value Proposition which details advocacy efforts is attached to help with your conversations to encourage others to support.

Thanks,
Kylie

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

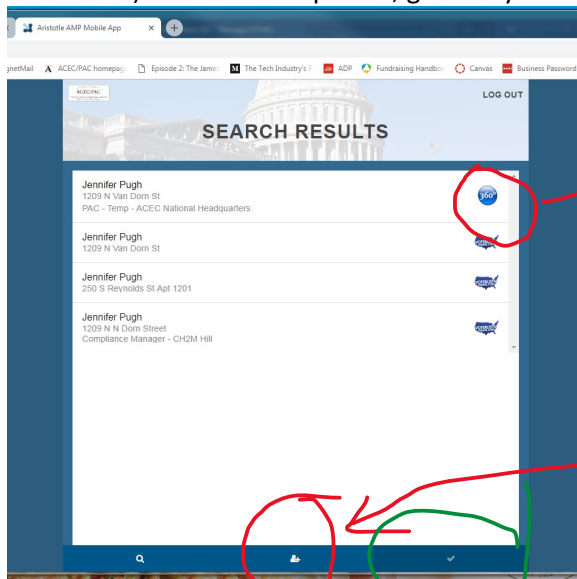
Partnership and sole proprietorship checks are permitted; however, federal law prohibits corporate checks and corporate credit cards. Contributions or gifts to ACEC/PAC are not deductible as charitable contributions for federal income tax purposes. Contributions will be screened and those from outside 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
7. Pick the donation amount or type one in. Click donate.
8. 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).



PAC PRIOR APPROVAL FORM

ACEC/PAC is the A/E industry's prominent political weapon for electing pro-business candidates to Congress. Your support helps advance the legislative priorities that will mean more business for your firm and a brighter future for the industry.

As the qualified representative of this ACEC member firm, I grant permission to The American Council of Engineering Companies Political Action Committee ("ACEC/PAC")* to accept contributions from employees of our Firm. I understand this permission may be withdrawn at any time, and also that shareholders, retirees, and family members may also participate in ACEC/PAC activities and receive information materials. Please complete and sign for each year you would like to grant permission.

(Authorized Official)

(Signature 2019)

(Title/Position)

(Signature 2020)

(Company)

(Signature 2021)

(Address)

(Signature 2022)

(City, State, Zip Code)

(Signature 2023)

In addition to the authorization to accept unsolicited contributions as described above, I also authorize ACEC/PAC to communicate with the following individual or individuals from our Firm during the calendar year(s) indicated above regarding activities, events and recruitment opportunities related to ACEC/PAC (please check one):

- ☐ All eligible employees of the Firm
- ☐ Eligible employees from the following Branch(s) or Subdivision(s) of the Firm:

- ☐ Only the following individual(s) from the Firm (please attach separate sheet as needed):

- ☐ No eligible employees of the Firm

Please complete and return to Jennifer Pugh via mail (1015 15th Street NW, Washington, D.C. 20005), fax (202-682-4376) or e-mail to pac@acec.org.

*Note: Corporate Firm members of ACEC may grant prior approval to only one national trade association PAC per calendar year. However, granting prior approval for ACEC/PAC does not preclude employees of the Firm from contributing to local or state PACs, national member and ideological PACs (i.e. National Rifle Association or Emily's List), or the Firm's own federal PAC. Eligible employees include those with executive, managerial or senior administrative responsibilities.

Click to Join ACEC/PAC
<https://www.acec.org/advocacy/advocacy-pac/>

Steve Hall is the Senior Vice President for Advocacy and External Affairs. Steve has been with ACEC for close to 20 years and is Steve is who you should thank for that great tax deduction a couple years ago. At ACEC he manages a dynamic government affairs department where he has developed and executed successful legislative and regulatory efforts in the areas of transportation, tax policy, procurement, labor, education, and environmental policy. Hall and his team have expanded ACEC/PAC from \$300,000 a cycle to over \$2 million a cycle. He has extensive experience with developing and delivering messaging to the press, and growing association non-dues revenue. Before joining the ACEC-SC Team he spent 14+ years on Capitol Hill working with Congressional members and their staff. Steve is a major asset to the Engineering Community.

