

# ACEC Value Proposition

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

Item		Savings & Benefits for Member Firms
<b>Government Advocacy</b>		
<input checked="" type="checkbox"/>	Repealed 3% withholding.	Saves members millions of dollars, e.g., a firm with \$10 million in government contracts preserves \$300,000 in cash flow.
<input checked="" type="checkbox"/>	Secured 9% tax deduction for A/E firms.	Saves members millions of dollars, e.g., a firm with \$10 million in taxable income decreased its tax liability by \$238,000.
<input checked="" type="checkbox"/>	Defeated proposed tax increase on S corps.	Protects S Corps firm owners from the 2.9% Medicare tax on distributions.
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	New COE water legislation (WRRDA) that expands QBS.	Authorizes 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.
<input checked="" type="checkbox"/>	Extended MAP-21.	Prevented major cuts to state DOTs, ensuring continuation of federal funding for state transportation programs.
<input checked="" type="checkbox"/>	Passed new four-year aviation bill with QBS.	Protects funding levels for airport projects and endorses the use of QBS for local projects funded through Passenger Facility Charges (PFCs).
<input checked="" type="checkbox"/>	Clarified engineering exemption in SEC municipal advisor rule.	Exempts engineering firms from SEC filings for traditional engineering work on municipal projects.
<input checked="" type="checkbox"/>	Protected cash accounting.	Ensured that firms currently using the cash method of accounting are not forced to make the costly switch to accrual accounting.
<input checked="" type="checkbox"/>	Killed 1099 Filing Mandate.	Eliminates 1099 filings for each purchase of services or 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.
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	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.

	Item	Savings& Benefits forMember Firms
<input checked="" type="checkbox"/>	Secured federal contracting reforms in DOD programs.	Expands opportunities for small firms, and makes it easier for large firms to meet subcontracting goals.
<input checked="" type="checkbox"/>	Exempted A/E services from mandated Project Labor Agreements on federal projects.	Protects the independence of engineering firms and limits union interference.
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	Limit use of single-step design-build by the Corps of Engineers; that will also aid medium and large design firms.	Reinforces qualifications in D/B submissions.

Advocacy Support for States		
<input checked="" type="checkbox"/>	Helped Pennsylvania, Ohio and Louisiana, defeat proposed professional service taxes.	Saves firms money in taxes and compliance costs.
<input checked="" type="checkbox"/>	Helped Ohio to safeguard motor-fuel tax revenues for highway purposes.	Bolsters the state highway program by an additional \$200 million each year, increasing the business opportunities for firms doing Ohio highway work.
<input checked="" type="checkbox"/>	Helped a number of states establish the protection of the Economic Loss Doctrine (ELD) for design professionals.	Provides a critical legal shield that protects firms from unlimited damage payouts.
<input checked="" type="checkbox"/>	Helped a number of states to raise or safeguard state infrastructure spending.	Protects and expands infrastructure markets and contracting opportunities for firms in multiple states.
<input checked="" type="checkbox"/>	Helped safeguard limitation of liability clauses in Virginia.	Reduces the risk exposure for firms doing work in Virginia.
<input checked="" type="checkbox"/>	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"/>	Helping states to confront efforts to undermine state QBS laws.	Reinforces QBS at the state level, protecting firms and maximizing value to the public.
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., \$400 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 a50-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 a50-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 a50-person firm.
<b>Business Resources and Education</b>		
<input checked="" type="checkbox"/>	Approximately 100 webinars annually on important business topics.	Provides value annually to over 15,000 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 the Essentials of A/E Financial Management, Valuation.	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.
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	ACEC’s designation program for engineering professionals including Management Engineer (MgtEng), Executive Engineer (ExecEng), Management Professional (MgtPro), & Expert Witness (EXW).	Enhances the value of industry professionals, enabling them to better lead their firms to greater profitability in the competitive engineering marketplace.
<input checked="" type="checkbox"/>	Small Firm-Large Firm Teaming Fair.	Creates new business opportunities for small and mid-sized firms while helping large firms to identify new teaming partners for the federal marketplace.
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	Emerging Leaders Forum available to young, aspiring firm leaders of	Engages talented younger staff with strong leadership potential to prepare them

	ACEC member firms.	for the next level of firm management.
<input checked="" type="checkbox"/>	Sales & Marketing; IT; Finance; and Human Resources Forums.	Enhances firm profitability with invaluable peer-to-peer forums, to share knowledge on best practices.
<input checked="" type="checkbox"/>	Legal Counsel Forum – a 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.
<b>Discounted Business Products/Services</b>		
<input checked="" type="checkbox"/>	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.
<input checked="" type="checkbox"/>	Nationally known Enterprise Fleet Rental Program available at a substantial savings to ACEC members only.	Reduces expenses by thousands of dollars each year for firms that maintain fleet vehicles.
<b>Informative Communications</b>		
<input checked="" type="checkbox"/>	<i>Last Word</i> , the national award-winning weekly e-newsletter.	Keeps members current on latest industry news, training opportunities and legislative updates.
<input checked="" type="checkbox"/>	<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.
<input checked="" type="checkbox"/>	ACEC Engineering Business Index (EBI).	Charts the health of the engineering industry through member responses to quarterly survey on company performance and market trends.
<input checked="" type="checkbox"/>	Use of social media, including LinkedIn, Facebook, Twitter and YouTube.	Enables Council to reach a wider audience to support its advocacy and business initiatives.
<b>Conventions</b>		
<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.
<b>Awards, Recognition</b>		
<input checked="" type="checkbox"/>	Engineering Excellence Awards—since 1967, "the Academy Awards of the engineering industry"—honoring 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 leadership and community service awards	Recognizes contributions to the industry and the community.