

# ACEC Value Proposition

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

Item	Savings & Benefits for Member Firms	
<b>Government Advocacy</b>		
☑	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☑	Repealed 3% withholding.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.

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<input checked="" type="checkbox"/>	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.
<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.
<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"/>	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.
<input checked="" type="checkbox"/>	Helped to secure the lifting of the oil export ban.	Will increase business opportunities in oil markets, including related projects in transportation and storage.
<input checked="" type="checkbox"/>	Secured reauthorization of Export-Import Bank for a four year term.	Permits risk insurance and investment funding for foreign projects.
<input checked="" type="checkbox"/>	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		
<input checked="" type="checkbox"/>	Helped Maine, Connecticut, Ohio and Kansas defeat proposed professional services taxes.	Saves firms money in taxes and compliance costs.
<input checked="" type="checkbox"/>	Helped many states protect 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 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.
<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"/>	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.
<b>Insurance and Retirement Trusts</b>		
<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.
<b>Business Resources and Education</b>		
<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.
<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 Expert Witness (EXW), Management Engineer (MgtEng), Executive Engineer (ExecEng), and Management Professional (MgtPro).	Recognizes advanced knowledge and skills in the business of engineering.
<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 ACEC member firms.	Engages talented younger staff with strong leadership potential to prepare them 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 – 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.
<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 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.
<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, YouTube and Periscope live streaming.	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 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.