



ACEC
Means Business



100 Years of Excellence

AMERICAN COUNCIL OF ENGINEERING COMPANIES



Peter Strub
Chairman

Dave Raymond
President and CEO

Welcome to the American Council of Engineering Companies. Representing more than 5,000 companies, we are the voice of the engineering industry in Washington, DC and throughout the nation.

With roots dating back more than 100 years, ACEC is a federation of 51 state and regional councils representing more than 500,000 engineers, architects, land surveyors and other specialists.

Our primary mission is to strengthen the business environment for our member firms through government advocacy, political action, and business education.



Congress recently honored ACEC for its 100 years of service to the nation.

In the fight to rebuild and renew America, the **American Council of Engineering Companies** is in the forefront. ACEC Member Firms are at the heart of the built environment, bringing us bridges, roads, water, sanitation, transit, rail, buildings, environmental protection and cleanup. They are leaders in the policy areas as well. ACEC provides...leadership and insight, counsel and advice. Nobody does it as well and as systematically.

~ Congressman Earl Blumenauer (D-OR)

I commend **ACEC** and its member companies and employees for their immeasurable service and contribution to the country. ACEC is an effective and growing advocate for advancing the practice of engineering and the promotion of private enterprise, working to further the business interests and opportunities of the world's most respected engineering companies.

~ Congressman Ralph Hall (R-TX)

Government Advocacy

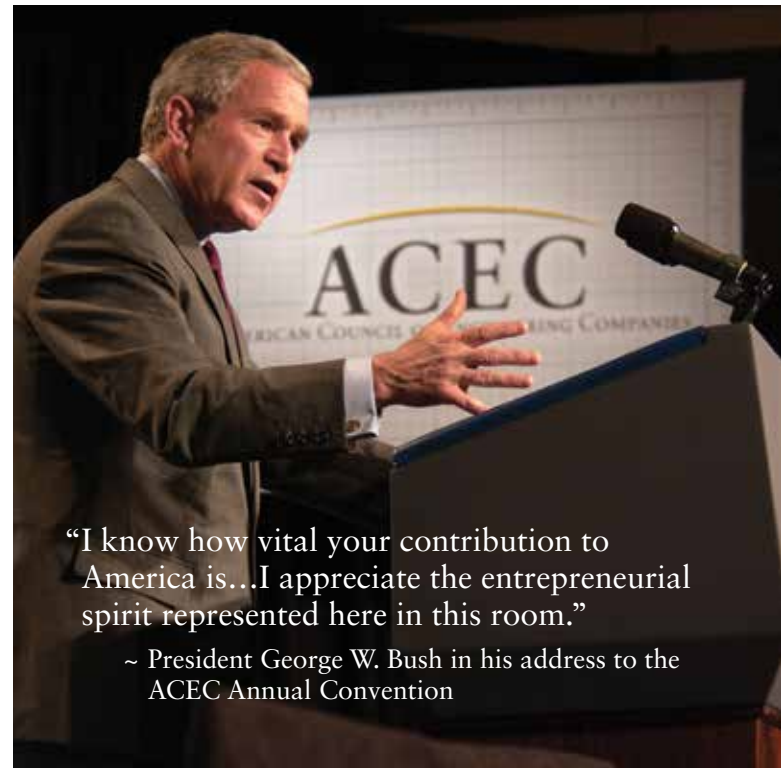
Bottom Line Results

ACEC is “on the point” for the engineering industry, promoting infrastructure investment and eliminating liability and regulatory barriers—in Congress, Executive agencies, and in the courts. ACEC’s Political Action Committee is the largest in the A/E industry—and in the top 4 percent in the country—helping to elect House and Senate members who support ACEC’s agenda. And ACEC’s Minuteman Fund is the industry’s “war chest” for state legislative and legal battles of national importance.

- ★ Landmark court decisions to protect industry
- ★ Expanding Qualifications-Based Selection
- ★ Promoting investments in infrastructure
- ★ Uniform, FAR-based procurement rules for DOT projects
- ★ Nine percent A/E tax deduction
- ★ Promote contracting out of A/E services
- ★ Repeal of three percent withholding
- ★ Expansion of energy markets
- ★ Expanded liability protections

“The ACEC member services that we receive – at both the state and national level – provide exceptional value to our company and our staff.”

~ John Dionisio, Executive Chairman, AECOM



“I know how vital your contribution to America is...I appreciate the entrepreneurial spirit represented here in this room.”

~ President George W. Bush in his address to the ACEC Annual Convention



“We have all benefited immensely from the Council’s efforts and dedication to improving the lives of every American citizen.”

~ Congresswoman Eddie Bernice Johnson (D-TX)

“ACEC is the go-to resource for me.”

~ Senator Roy Blunt (R-MO)

“When ACEC says something is important to our industry and nation, it’s a powerful and persuasive message.”

~ James Walsh, M.I.T., *CIO—US, Central & South America, WSP Parsons Brinckerhoff*
AECOM



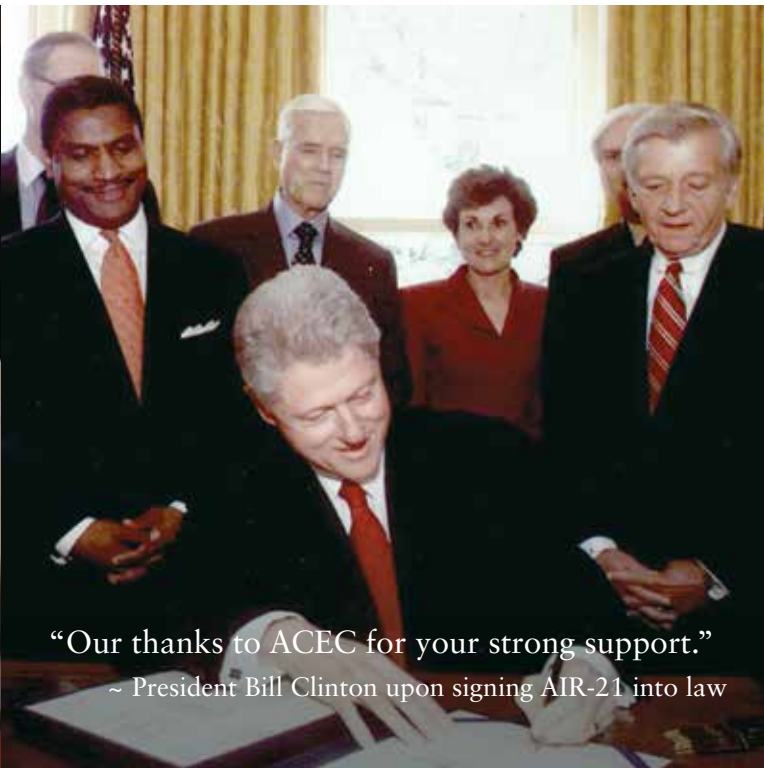
President Barack Obama is introduced by ACEC member Jerome Ruddins of RBF Consulting at a town hall meeting in Costa Mesa, California.

“Our membership in ACEC has been one of our firm’s best investments.”

~ Robert Behar
R. J. Behar & Company, Inc.
Fort Lauderdale, FL

“I’ve worked with ACEC staff and the great engineering firms they represent for many years, and really appreciate and respect the expertise they bring to any discussion regarding transportation and infrastructure issues. I can’t stress enough how important it is for engineers to be engaged in the political process.”

~ Congressman Bill Shuster (R – PA)
Chairman, Transportation and Infrastructure Committee



“Our thanks to ACEC for your strong support.”

~ President Bill Clinton upon signing AIR-21 into law

The Voice of the *Engineering Industry*



“ACEC publications set the industry standard in providing the legislative updates, best practices and marketplace trends that members depend on to stay informed and competitive.”

~ Kenneth W. Smith, *President & CEO*
T. Baker Smith
Houma, LA

“The consistent high quality in ACEC publications has resulted in their winning more awards than any other association in our national media contests.”

~ Jill Martineau Cornish, *Publisher*
Association TRENDS



“Last Word is a must-read for engineering executives seeking to stay informed on the latest industry news and legislative updates that affect their bottom line.”

~ Rick Lahm, CFO
Henderson Engineers
Lenexa, KS

“ACEC’s website, www.acec.org, is a remarkably easy-to-use portal that allows me to keep up with legislative initiatives, purchase publications, or register for courses and conferences.”

~ Donald E. Stone, Jr., CEO
Dewberry
Fairfax, VA

“With its in-depth interviews with major policy makers who impact our industry, and its coverage of business management subjects, *Engineering Inc.* addresses issues that are critical to engineering firm success.”

~ Timothy Psomas, Chairman Emeritus
Psomas
Santa Ana, CA

Promoting Engineering *Excellence*



2013 Engineering Excellence Awards National Recognition Award Winners Celebrate at the Awards Gala in Washington, DC.

ACEC Grand Conceptor Award Winners

- 2016 Walter P. Moore
- 2015 T.Y. Lin International/Moffat & Nichol
- 2014 TranSystems, Alfred Benesch, T.Y. Lin, Burns & McDonnell, Infrastructure Engineering, Parsons Brinckerhoff, Lochner
- 2013 Arup
- 2012 Tetra Tech-INCA
- 2011 HDR Engineering, Inc., T.Y. Lin International, Jacobs Engineering
- 2010 HDR Engineering, Inc.
- 2009 CDM
- 2008 Magnusson Klemencic Associates
- 2007 MWH Americas, Inc.
- 2006 Magnusson Klemencic Associates
- 2005 Burns & McDonnell
- 2004 Weidlinger Associates, Inc.
- 2003 Jacobs Civil Inc.
- 2002 TAMS Consultants, Inc./ARUP
- 2001 American Consulting Engineers, PL
- 2000 Sato & Associates, Inc.
- 1999 KPFF Consulting Engineers
- 1998 Bechtel Infrastructure/Dames & Moore/T.Y. Lin International
- 1997 Parsons Brinckerhoff Quade & Douglas, Inc.
- 1996 Skilling Ward Magnusson Barkshire, Inc.
- 1995 Sverdrup Civil, Inc.
- 1994 Environmental Engineering & Technology, Inc.
- 1993 Michaud, Cooley, Erickson and Associates, Inc.
- 1992 Michael Baker, Jr. Inc.
- 1991 CH2M Hill
- 1990 Howard Needles Tammen & Bergendoff
- 1989 Boyle Engineering Corporation
- 1988 Briley Wild & Associates
- 1987 Howard Needles Tammen & Bergendoff
- 1986 Sverdrup/Parsons Brinckerhoff
- 1985 Sverdrup & Parcel and Associates
- 1984 Greiner Engineering Sciences, Inc.
- 1983 Sverdrup & Parcel and Associates, Inc.
- 1982 Williams & Works, Inc./Environmental Data, Inc.
- 1981 McClelland Engineers/CBM Engineers, Inc.
- 1980 Williams & Works, Inc.
- 1979 URS/Madigan Praeger, Inc.
- 1978 CH2M Hill
- 1977 Kramer, Chin & Mayo
- 1976 Tippett-Abbott-McCarthy-Stratton
- 1975 Howard Needles Tammen & Bergendoff
- 1974 Greenleaf/Telesca - Kellerman & Dragnett
- 1973 Ketchum-Konkel-Barrett-Nickel-Austin
- 1972 Midwestern Consulting, Inc.
- 1971 Sandwell International, Inc.
- 1970 International Engineering Co.
- 1969 Ryckman, Edgerley, Tomlinson & Associates
- 1968 Andersen, Bjornstad & Kane



The team from Walter P. Moore was awarded the 2016 Grand Conceptor Award for their “Air Traffic Control Tower & Integrated Facility, San Francisco, CA.”

ACEC’s prestigious Engineering Excellence Awards recognize the best engineering projects of the year. Known as the “Academy Awards of the engineering industry,” the annual black-tie event attracts industry leaders, members of Congress and Administration officials.

The Next Generation *Educating Business Leaders*



ACEC's Senior Executive Institute (SEI) Class XXI on Capitol Hill.



ACEC's Emerging Leaders Forum and Pathways to Executive Leadership Program.

“In engineering school, you don’t learn about business, about public policy, about communication—or about marketing or strategic planning. All of these are necessary to run an effective business, and ACEC provides excellent, cost-effective training in these areas.”

~ Bill Stout, *Chairman & CEO*
Gannett-Fleming, Inc.
Camp Hill, PA



Key Educational Programs

- ★ **Senior Executives Institute** (SEI) the A/E industry's premier leadership training program.
- ★ **Business of Design Consulting** (BDC) is a practical workshop on how to manage an A/E business.
- ★ **The Pathways to Leadership Program** and **Emerging Leaders Forum** provide important training for mid-career professionals.
- ★ **Online Classes** cover topical business issues.
- ★ **Registered Continuing Education Program** (RCEP.net), a portal to thousands of engineering and business courses.

Recognition of Accomplishment

- ★ **ACEC Management and Leadership Designations** (MgtEngSM, ExecEngSM, MgtProSM) recognize business accomplishment.
- ★ **ACEC College of Fellows** comprise those who have made significant contributions to the engineering profession.



Addressing ACEC Conventions:

- Sen. Lisa Murkowski (R-AK), Chair of Energy Committee (top)
- CDM Smith CEO Steve Hickox (center top)
- HDR President/COO Eric Keen (center bottom)
- Thornton Tomasetti Chairman/CEO Tom Scarangelo (bottom)

ACEC's Specialized Business Forums

Networking with Peers

- ★ Council of American Structural Engineers (CASE)
- ★ Council of American Mechanical & Electrical Engineers (CAMEE)
- ★ Council of Professional Surveyors (COPS)
- ★ Land Development Coalition (LDC)
- ★ Small Firm Council (SFC)
- ★ Design Professionals Coalition (DPC)
- ★ Finance Forum
- ★ IT Forum
- ★ Legal Counsel Forum
- ★ CEO Roundtables
- ★ CFO Council
- ★ CIO Council
- ★ Human Resources Forum
- ★ Sales and Marketing Forum
- ★ Architect Council

“DPC is by far the most effective coalition protecting the interests of our largest firms and providing exceptional networking and educational opportunities. It is one of the best investments I’ve ever made!”

~ Tony Bartolomeo
President and CEO
Pennoni Associates, Inc.



Politico Founder Jim VanderHei (right) and (left to right) Representatives Rodney Davis (R-IL), Sean Patrick Maloney (D-NY), and Bruce Westerman (R-AR) at the 2016 Annual Convention.



At the 2015 Fall Conference (left to right): Lisa Brothers, Chairman/CEO, Nitsch Engineering; Mike Carragher, President, VHB; and Larry Smith, President/CEO, Haley & Aldrich.

ACEC's Councils, Coalitions, and Forums connect members with their peers, providing vital opportunities for collaboration, networking, information sharing, and community building.

“CAMEE membership has helped enhance our business through collaboration with other MEPs and an extensive library of business practice products.”

~ Kevin Peterson
P2S Engineering, Inc.
Long Beach, CA

“As a member of COPS for over 10 years, it has proven an invaluable asset for our business, and expanded our network of contacts.”

~ Ed Garrigan
C.T. Male Associates, P.C.
Latham, NY

“Involvement in the ACEC Small Firm Council is an essential part of our plan to grow and succeed.”

~ Gregg Hughes
ASAG Energy
Easeley, SC

“Being involved in Case has enhanced our firm in numerous ways...providing documents that help standardize our business practices...and are used as training tools for our staff.”

~ Andrew Rauch
BKBM Engineers
Minneapolis, MN



Former state DOT secretaries Paula Hammond of WSP Parson Brinckerhoff (left), Barry Schoch of McCormick Taylor (center), and Anath Prasad of HNTB shared insights at the 2016 Annual Convention.



The CEO Panel at the 2014 ACEC Annual Convention (left to right) David Cooper, President/CEO of WSP, Henry Lucas, President of ECS, Kam Movassaghi, President of Fenstermaker, Mahadev Raman, CEO of Arup.



Insurance and Retirement Programs *for Engineering Firms*

★ **ACEC Life/Health Insurance Trust**

“To my surprise and delight,
switching to the ACEC healthcare
program saved us almost
\$25,000 this year.”

~ Kenneth P. Herceg, *President*
Donohue & Associates, Inc.



★ **ACEC Retirement Trust**

“Their mutual funds have the lowest annual expense of any 401(k) plan we have seen. The plan is automated, making it easier for our employees.”

~ Frank E. Snead, *Controller*
Maser Consulting, P.A.
Red Bank, NJ

★ **ACEC Business Insurance Trust**

“I cannot tell you what a pleasure it is to deal with a company that is simultaneously highly professional and very personal.”

~ Pamela Bain, *President*
Bain Medina Bain, Inc.
San Antonio, TX



ACEC Life/Health Trust 800-521-9463
ACEC Retirement Trust 800-573-0415
ACEC Business Insurance Trust 800-338-1391



Neil Armstrong receives ACEC's Distinguished Award of Merit.



Bob Ballard, 2015 recipient of ACEC's Distinguished Award of Merit.

National Meetings

ACEC Convention and Legislative Summit

Held each spring in Washington, DC, the Annual Convention features nationally renowned speakers, a strong advocacy program, federal markets conference, business seminars, and the Engineering Excellence Awards gala.

ACEC Fall Conference

Held at an attractive resort location, ACEC's Fall Conference features prominent speakers and important seminars. Its main focus is on major business issues, market trends and management challenges, and also includes a strong educational and awards program.

The logo for ACEC (American Council of Engineering Companies) features the acronym "ACEC" in a large, white, serif font. Above the letters is a thin, curved yellow line that arches over the top of the text.

AMERICAN COUNCIL OF ENGINEERING COMPANIES

For more information, contact the Council at:
1015 15th Street, NW • 8th Floor • Washington, DC 20005-2605
Phone: 202-347-7474 • Fax: 202-898-0068
Website: www.acec.org • E-mail: acec@acec.org

The Voice of the Engineering Industry