



Why Your Firm Needs to  
Belong to ACEC and the  
**Small Firm Council**

## Small Firm Council

Since 1990, the **Small Firm Council (SFC)** has represented and advanced the business interests of ACEC's small firms. SFC provides a forum within ACEC to **focus solely on the**

### Small Firm Council Goals

- ⇒ Identify and influence important federal, state and local initiatives that directly affect small firms.
- ⇒ Work with health, professional liability, and business insurance industries to improve access and affordability for small firms.
- ⇒ Develop business education products and seminars focused on the specific needs of small firms.
- ⇒ Provide opportunities for networking.
- ⇒ Provide a forum to develop solutions to the unique problems small firm owners face.

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For more information  
about SFC  
contact Heather Talbert,  
Executive Director,  
at 202-682-4377 or  
htalbert@acec.org.

### Benefits of SFC membership

#### ***Influencing Government on Small Business Issues***

The Small Firm Council works with Congressional staff on both the House and Senate Small Business Committees, and testifies on key initiatives before these committees that affect the ability of small businesses to operate smoothly and successfully.

SFC works with the **Small Business Administration** and procurement officials of other federal agencies to promote and protect small business contracting opportunities within the federal and state governments.

#### ***Education Programs***

SFC sponsors educational seminars that help member firms with issues concerning finances, human resources, ownership transition, information technology, marketing, and other business-related subjects geared toward the interest of small firms. These seminars are typically conducted at ACEC national meetings and the popular SFC winter meeting. SFC members receive **discounted registration** fees for all SFC sponsored events.

#### ***Networking Opportunities***

SFC events provide ample opportunities for networking with peers. SFC holds an annual winter meeting, receptions, seminars, and roundtable discussions enabling members to share information and ideas.

#### ***SFC News***

SFC works hard to keep members informed about key small business initiatives through the *SFC Connector* newsletter, ACEC's *Last Word* and *Engineering, Inc.* magazine. SFC also keeps members informed about SFC events, recent legislative developments, education sessions and programs through the email listserv.

## SFC Membership Application\*

Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ - \_\_\_\_\_

Contact Person: \_\_\_\_\_

Title: \_\_\_\_\_

Telephone: ( \_\_\_\_\_ ) \_\_\_\_\_ - \_\_\_\_\_ Email: \_\_\_\_\_

Please mail application to:

SFC – ACEC

1015 15th Street, N.W. 8th Floor  
Washington, D.C. 20005-2605

Payment for annual dues of \$150.00:

- check enclosed (**Payable to ACEC/SFC**)
- MasterCard
- Visa
- American Express

Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Authorized Signature \_\_\_\_\_

*\*You must be an ACEC member to join SFC*



*The American Council of Engineering Companies (ACEC) is the voice of America's engineering industry. Council members, numbering more than 5,000 firms throughout the country, are engaged in a wide range of engineering works that propel the nation's economy, and enhance and safeguard America's quality of life. These works allow Americans to drink clean water, enjoy a healthy life, take advantage of new technologies, and travel safely and efficiently. The Council's mission is to contribute to America's prosperity and welfare by advancing the business interests of member firms.*