



The Small Firm Connector

From the Chair—Rob Overfield, P.E.

The Small Firm Council continues to represent and advance the important specific issues within ACEC that impact small firms, as well as work with Federal Agencies and the United States Congress to create a sound business environment.

Some of the projects SFC were involved in this past year included:

- Continued discussions at both the ACEC Fall Conference and Spring Convention with the Design Professionals Coalition.
- Held another successful Winter Seminar in Nashville, TN featuring the PSMJ Resources Principals Bootcamp program.
- Continued working with ACEC Government Affairs on issues before Congress affecting small businesses, including accessing affordable healthcare, 3% withholding mandate and small business size-standards.
- With your generous contributions was able to again award the Annual Scholarship to Rita Lederle, a senior at the University of Minnesota majoring in civil engineering.

In 2009-2010, SFC will continue to be active in providing business development opportunities for the small firm owner. The winter meeting has rapidly become the marquee event for small business owners. Educational topics covered during our winter meetings include ownership transition, project management, marketing, and much more.

The Small Firm Council Steering Committee welcomes your feedback and participation. Please contact Heather Talbert at htalbert@acec.org with your comments and/or suggestions.

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**Become a
Small Firm
Council
Patron Today!**

Dues Invoices Now Payable

Dues invoices are now being mailed to all current Small Firm Council (SFC) members. We are very optimistic about what SFC can do for its members and we hope you feel the same way and choose to continue your membership.

In addition, new this year you may become a SFC Patron. For an extra \$100 added onto your dues payment, you may be a patron of SFC and have your company's logo, that will automatically link to your company's website, prominently displayed on the SFC webpage. For more information about the patron program, please contact Small Firm Council Executive Director Heather Talbert at htalbert@acec.org or 202-682-4377.



Membership Referral Program Underway!

The effectiveness of the Small Firm Council representing small firms is dependent on a strong membership base – so to kick-off our upcoming fiscal year in a proactive way, we are launching the *SFC Member Referral Campaign!* The council member who submits the most referrals between now and September 15, 2009, will receive a **50% discount** on their 2010 Small Firm Winter Meeting and Seminar registration. The person who submits the second most referrals will receive a **\$100 Visa gift card!**

If you know a firm (whether they are/are not an ACEC member) that would benefit from being a member of the Small Firm Council, please submit that information to ACEC staff. Each prospect identified will be contacted by ACEC staff with information about the council and the value of membership. Small Firm Council members who submit contact information must allow ACEC staff to mention their names when approaching the prospective member.

The more prospects you submit, the better your chances to win! Please help us grow!



Save The Date—2010 Winter Meeting

The 2010 Winter Meeting and Seminar including the ever popular CEO Roundtable will be February 19-20, 2010 in New Orleans, LA at the Royal Sonesta Hotel right on Bourbon Street.

Once again the seminar will feature *David Burstein of PSMJ Resources* back again for a more in-depth look at issues such as Ownership Transition and Human Resources activities in a small firm. For those of you who didn't attend last year's Bootcamp program, a refresher on key issues like project management and financial management will also be given.

New this year will be a networking dinner taking place immediately following the seminar on Friday night.

Registration will be available beginning in October. Please mark your calendar for this important seminar and meeting taking place in the Big Easy!

ACEC Fall Conference—Engineering America's Recovery

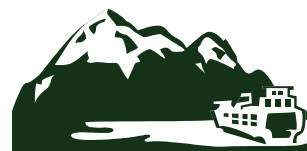
EXPERIENCE the acclaimed ACEC Fall Conference featuring world class educational sessions, an innovative trade show, a full complement of tours, and entertaining networking events, including a must-attend "Local Color Night!" located this year in Palm Springs, CA at the La Quinta Resort.

Back by popular demand is the two part *Ownership Transition* sessions moderated by Colvin Matheson. Session One will go over key valuation approaches and how to structure an ownership transition. The session will stress how increasing firm profits plus sound financial accounting to perpetuate growth for the next generations of owners are key to successful transitions. Session Two will offer a panel of small firm owners who have been on both sides of a transition and can speak from experience about the internal politics of a firm that must be considered in order to ensure the firm continues to thrive under its new leadership.

ACEC is offering online registration for this year's Fall Conference. We hope to see you in Palm Springs.



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SMALL FIRM COUNCIL



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

SFC goals :

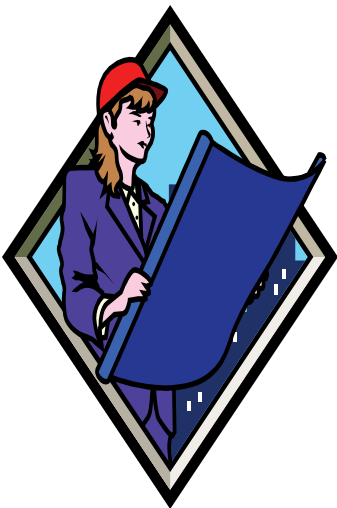
- Identify and influence important federal, state and local initiatives that directly impact small firms.
- Work with health, professional liability, and business insurance industries to improve access and affordability for members.
- Develop business education products and seminars focused on the specific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

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Calendar of Events

Oct. 7-10: ACEC Fall Conference, LaQuinta Resort
Palm Springs, CA

Feb. 19-20: 2010 Small Firm Council Winter Meeting and Seminar
Royal Sonesta Hotel, New Orleans, LA



Small Firm Council Steering Committee

The following Small Firm Council Steering Committee members are here to serve your needs. Please feel free to contact any of the members at their email addresses shown below.

Chair:

Rob Overfield, Engineering Associates, robertov@eaengineers.com

Steering Committee Members:

Janice Burnett, ACEC/Arizona, execdirector@acecaz.org

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Executive Director:

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