Come, Find Your Place in the Sun.
Join owners and key principals from premiere consulting engineering and land surveying companies from across the Deep Southern States of Alabama, Arkansas, Louisiana and Mississippi for the ACEC Deep South Convention and Exhibitor’s Trade Show.

Make Reservations Today.
June 3rd Reservation Deadline.
Book online: http://www.Sandestin.com/23S7VI.aspx
Sandestin® Group Reservations Call 800.320.8115 or Fax: 850.267.8221
Cut-off date for reservations is June 3, 2019, after which rooms will be sold on a space-available basis.
Sandestin Housing Information

You have so many great reasons to get away. Maybe it’s celebrating a major life event like a wedding (congratulations!), escaping for a well-deserved family vacation or because you’ve earned a place at the corporate retreat. The good news is Sandestin Golf and Beach Resort is the perfect solution for all the right reasons. Unlike a hotel, our 2,400 acre resort collection of 1,250 vacation rentals includes: studios to 4-bedroom units, condos, homes, villas and penthouses, giving you an enticing array of options. You also have four resort areas to choose from including Beachside, Bayside, Lakeside and the Village stretching from our postcard-perfect beach to tranquil Choctawhatchee Bay. It gets even better when you consider all the complimentary perks and amenities we offer you as our guest including the use of bicycles, boogie boards, kayaks, tennis, access to our fitness center and our resort-wide tram service. Then there are all the spectacular activities that have made us so popular including our four celebrated championship golf courses, the Village of Baytowne Wharf and our 7-mile strand of sugar white sand beaches. Come, find your place in the sun.

The cut-off date for reservations is June 3, 2019, after which rooms will be sold on a space-available basis.

Book online: http://www.Sandestin.com/23S7VI.aspx
Sandestin® Group Reservations Call 800-320-8115 or Fax: 850-267-8221

Group Accommodations and Rates

A deposit of one night’s room rate is required to secure rooms. All room rates quoted DO NOT include 12% fees and 11% taxes. All requests are subject to availability at time that booking request is received. Any other type of accommodation besides what is in your block will vary in cost depending on location. *A minimum stay of 5 nights is required for Beachfront accommodations; a minimum 3 nights is required at Luau 2 bedroom accommodations. The Grand Complex consists of accommodations in the Grand Sandestin®, LaSata, Bahia, and Elation. Deposit is refundable in the event of individual room cancellation, provided notice is received by Sandestin® seven days prior to scheduled arrival date. Any remaining balance will be charged within 7 days prior to arrival. If cancelling within 7 days of arrival, there will be a forfeiture of entire reservation amount.

<table>
<thead>
<tr>
<th>Accommodation</th>
<th>Rate</th>
<th>Accommodation</th>
<th>Rate</th>
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<tbody>
<tr>
<td>Beachside 2 Bdrm*</td>
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<td>Lakeside 4 Bdrm</td>
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<tr>
<td>Luau Studio*</td>
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<td>LeJardin 3 Bdrm</td>
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<td>Luau 2 Bdrm*</td>
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<td>Grand Complex Studio</td>
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<tr>
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<td>$373.00</td>
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<tr>
<td>Lakeside 2 or 3 Bdrm</td>
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<td>Grand Complex 3 Bdrm</td>
<td>$489.00</td>
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Housing Reservation Deadline: June 3, 2019
# Convention Schedule (7.0 PDH Offered)

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wed, July 10</td>
<td>3:00 - 5:00</td>
<td>Sandestin Pre-Convene Meeting with ACEC Executive Directors and Staff</td>
<td>Camelia II</td>
</tr>
<tr>
<td>Thu, July 11</td>
<td>12:00 - 5:00</td>
<td>Exhibitor’s Trade Show Setup</td>
<td>Azalea BR</td>
</tr>
<tr>
<td></td>
<td>10:30—1:30</td>
<td>Joint ACEC Member Organization Regional Meeting &amp; Leadership Luncheon</td>
<td>Camelia II</td>
</tr>
<tr>
<td></td>
<td>1:00 — 5:00</td>
<td>Convention Registration</td>
<td>Azalea Foyer</td>
</tr>
<tr>
<td></td>
<td>2:00 — 5:00</td>
<td>ACEC/Alabama Executive Committee Meeting</td>
<td>Camelia I</td>
</tr>
<tr>
<td></td>
<td>2:00 — 4:00</td>
<td>ACEC/Arkansas Board of Directors’ Meeting</td>
<td>Oak Bd. Rm.</td>
</tr>
<tr>
<td></td>
<td>2:00 — 5:00</td>
<td>ACEC/Louisiana Board of Governors’ Meeting</td>
<td>Camelia II</td>
</tr>
<tr>
<td></td>
<td>2:00 — 3:00</td>
<td>ACEC/Mississippi Board of Directors’ Meeting</td>
<td>Magnolia A</td>
</tr>
<tr>
<td></td>
<td>3:00 — 4:00</td>
<td>ACEC/Mississippi General Membership Meeting</td>
<td>Magnolia A</td>
</tr>
<tr>
<td></td>
<td>5:30 — 7:00</td>
<td>Southern College Football Tailgate : Bring Your Team Spirit and Wear Your Gameday Attire to Opening Reception</td>
<td>Azalea BR</td>
</tr>
<tr>
<td>Fri, July 12</td>
<td>7:30 - 8:30</td>
<td>Networking Breakfast with Trade Show Exhibitors</td>
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<tr>
<td></td>
<td>7:30 — 8:30</td>
<td>Louisiana Past Presidents’ Council Meeting</td>
<td>Magnolia B</td>
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<tr>
<td></td>
<td>9:30 — 10:30</td>
<td>Session II: “How to Develop Your Sellers-Doers and Create a More Sales Driven Culture” Jim Rogers (1 PDH)</td>
<td>Camelia BR</td>
</tr>
<tr>
<td></td>
<td>10:30 — 11:00</td>
<td>Networking Break &amp; Door Prizes with Exhibitors</td>
<td>Azalea BR</td>
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<tr>
<td></td>
<td>11:00—12:30</td>
<td>Session III: “Holding Onto Top Performers During Changing Times” Michael Alan Tate (1 PDH)</td>
<td>Camelia BR</td>
</tr>
<tr>
<td></td>
<td>12:30 — 1:30</td>
<td>Session IV: “Minimum Standards of Land Surveying”—( 1.0 PDH - Registered LS Licensees welcome to attend) Camelia BR</td>
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</tr>
<tr>
<td>Sat, July 13</td>
<td>7:30 - 8:30</td>
<td>Networking Breakfast with Trade Show Exhibitors</td>
<td>Azalea BR</td>
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<tr>
<td></td>
<td>8:30 — 9:30</td>
<td>Session I: “Everyone Else Has Signed It” Why Engineers Need to Be United on Indemnity Issue” Roger Guilian, Esq. (1PDH)</td>
<td>Camelia BR</td>
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<tr>
<td></td>
<td>9:30 — 10:30</td>
<td>Session II: TBA: Cyber Security Session, Presented by ACEC Business Insurance Trust (1.0 PDH)</td>
<td>Camelia BR</td>
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<tr>
<td></td>
<td>10:30 — 11:00</td>
<td>Networking Break &amp; Door Prizes with Exhibitors</td>
<td>Azalea BR</td>
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<tr>
<td></td>
<td>11:00 — 12:00</td>
<td>Session III: &quot;On the Point for Member Firms: Advocacy Update&quot;, Steve Hall (1.0 PDH)</td>
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<tr>
<td></td>
<td>11:00 — 1:00</td>
<td>Exhibitor Trade Show Tear Down</td>
<td>Camelia BR</td>
</tr>
<tr>
<td></td>
<td>12:30 — 5:30</td>
<td>Golf Tournament: Shotgun Start (Tee times TBA—boxed deli lunch included) (Raven Course)</td>
<td>Raven GC</td>
</tr>
<tr>
<td></td>
<td>6:30 — 7:30</td>
<td>Closing Cocktail Social</td>
<td>Azalea Foyer</td>
</tr>
<tr>
<td></td>
<td>7:30 — 9:00</td>
<td>Closing Banquet &amp; Officer Induction Ceremony</td>
<td>Azalea BR</td>
</tr>
</tbody>
</table>
ABOUT THE PRESENTER: Joshua Frank, Managing Partner, RSM Federal

Award-winning business coach and #1 bestselling author, Mr. Frank is a nationally recognized authority on government sales, small business strategy, and business acceleration. With 28 years in the government market, he speaks nationally on small business strategy. He specializes in the development and implementation of techniques and strategies required to differentiate, position for, and win government contracts. His training seminars are consistently rated as one of the strongest seminars at national conferences and events. Mr. Frank’s coaching has helped companies win more than $2 Billion in government contracts. His techniques and strategies facilitate improved positioning, competitive advantage, and sales cycle acceleration for winning new contracts and increasing revenue. His training, with hundreds of testimonials, is consistently rated as being real-world, highly educational, and brutally honest.

Managing Partner at RSM Federal, Mr. Frank is author of “The Government Sales Manual” and the #1 bestseller, “An Insider’s Guide To Winning Government Contracts – Real World Strategies, Lessons, and Recommendations”. Mr. Frank was awarded the SBA award for Veteran Business of the Year, the National Award for Industry Small Business Advocate of the Year by the Society of American Military Engineers, and his company was recently awarded the Top 50 Trustworthy Companies of the Year by Silicon Review.

Mr. Frank serves as Chairman of the Board for the Midwest Veterans Advocacy Foundation (VAF) / Veterans Business Resource Center (VBRC). Mr. Frank also supports the SBA’s Emerging Leaders Program and judges applications for Arch Grants providing startup funding for entrepreneurs. An avid outdoor enthusiast, Girl Scout and Boy Scout leader, Mr. Frank lives in St. Louis, Missouri with his wife, daughter, and son. He is a former military intelligence officer with an undergraduate degree in English, a Masters in Management Information Systems (MIS), and a Master’s in Business Administration (MBA). To contact Josh: jfrank@rsmfederal.com


Out of more than 2,000 seminars, this seminar was rated one of the strongest and valuable seminars at the National Veterans Small Business Conference. These techniques and strategies are designed for entrepreneur, novice, experienced business professionals, and executives who operate or plan to operate in the federal space. Unlike most seminars, this is more than a general or abstract discussion. Based on changes that have taken place in federal acquisition within the last five years, we will outline how and where to prospect and provide real-world techniques, strategies and recommendations. Focusing on techniques proven to maximize government opportunities, we discuss the importance of pre-acquisition prospecting, how and where to identify and evaluate which federal agencies and military services buy what companies promote; the most common prospecting challenges faced by small business; identify, walkthrough, and evaluate the 20 most common prospecting methods and discuss which ones actually work. This seminar provides award-winning techniques and strategies that have directly helped small businesses win more than $2 Billion in government contracts. As a result of these strategies, the presenter, Mr. Joshua Frank, managing partner of RSM Federal, was awarded SBA’s Veteran Business of the Year; Society of American Military Engineers (SAME) Small Business Advocate of the Year; and Silicon Reviews Top 50 Trustworthy Companies of the Year.

American Council of Engineering Companies

American Council of Engineering Companies Deep South Convention
ALABAMA (334) 264-1500  ARKANSAS (501) 978-1157  LOUISIANA (225) 927-7704  MISSISSIPPI (601) 420-2002
ABOUT THE PRESENTER: Jim Rogers

A/E/C firms hire Mr. Rogers to help win more work. He is a consultant, speaker, trainer, coach, and author of “Win More Work: How to Write Winning A/E/C Proposals”. As an account executive with Accenture, the world’s largest management consulting firm, he learned to write proposals that outpaced competitors such as IBM, Deloitte, and Lockheed-Martin. Today, Rogers helps A/E/C firms develop their professionals to be better marketers and sellers. He does this through training, consulting, and coaching. Rogers’ assists A/E/C firms to improve processes and systems (i.e., CRM) by helping to create a sales driven culture. He was born on an Air Force Base in Glasgow, Montana and grew up in the suburbs of Atlanta and Tabor City, North Carolina. Through the encouragement of a terrific high school teacher, Rogers overcame his paralyzing fear of public speaking and is now a veteran speaker. He resides in Lexington, Kentucky. He earned a B.A. in Economics from the University of North Carolina—Chapel Hill. His forthcoming book for ASCE, “The Civil Engineer’s Guide to Becoming a Seller-Doer”. Please visit www.SellerDoerBook.info for updates on his speaking engagements.

ABOUT THE SESSION: How to Develop Your Seller-Doers and Create a More Sales-Driven Culture

If you currently rely too much on the same few rainmakers to bring in business, you shouldn’t have to. Instead, develop your seller-doers and create a more sales-driven culture and you will get more sellers selling more.

In this presentation, Jim Rogers of The Seller-Doer Academy will first describe how to develop the skills needed for seller-doer success. His advice will be based on his survey of over one thousand professionals and interviews with dozens of successful A/E/C executives while researching his forthcoming book “The Civil Engineer’s Guide to Becoming a Seller-Doer” (published by ASCE).

Next, based on his twenty years of experience as a management consultant, Jim will share strategies for creating a culture where more professionals are motivated and enabled to sell. During the session, you’ll learn how to do the following:

- Developing your seller-doers the skills most important to business development success
- Align four elements of your organization to create a sales-driven culture
- Select and develop the “right” people who can succeed in business development, and
- Motivate your professionals to do more to generate revenue for your firm.
ABOUT THE PRESENTER: Michael Alan Tate

Mike Tate has been a leadership transition advisor and management consultant for over 20 years. He is the author of two career and strategy books: “The White Shirt” and “Design a Life that Works”. He has consulted with several local and national A&E firms over the years and has designed and led sessions in the ACEC Leadership Development Series from 2004-2019. Tate is the president of On the Same Page Planning Group based in Birmingham, Alabama. He and his wife Patricia share their lives with three children, five grandchildren and a birddog named Annie. Presenter: Michael Alan Tate

w- www.onthesamepg.com e – Michael@onthesamepg.com, New Book website:

www.whiteshirtbook.com

ABOUT THE SESSION: Holding on to Your Good Employees during Changing Times

In 1964 Bob Dylan sang “The Times They Are -a-Changin’”. Dylan’s words are as true now as back when he first sung them. Whether in a boom economy or bust economy, in the middle of an unsettling leadership transition or overwhelmed by a complex merger, is there a proven way to retain and motivate your best people to hang in here? Thankfully, in the midst of turbulent times there is one truth that has not changed:

Good employees don’t leave or stay because they experience their employer as bad or good, they leave or stay because they experience their manager’s behavior is bad or good. Retention is personal. In this informative and entertaining session, you will see that, regardless of an employee’s age (Millennial, Gen X or Baby Boomer), there are proven principles and straightforward actions any manager can take to retain good people:

• 5 ways to motivate people to stick with you and the firm through thick and thin
• 3 mistakes guaranteed to make good people start looking around
• 1 thing that you, the manager, must do before you start working on your staff
ABOUT THE PRESENTER: Roger Guilian, Esq.

Roger Guilian is General Counsel and Vice President of Volkert, Inc., which he joined in August 2004 after a rewarding and successful six-year career in private practice. During that time, Roger gained extensive jury trial experience, having tried dozens of insurance defense cases and litigated hundreds of suits to favorable resolutions. In his current capacity as Volkert’s General Counsel, Roger is responsible for the delivery of select legal services including the conduct and resolution of all professional liability litigation, the oversight and management of external counsel, the legal review of significant transactions, and continued emphasis and cultivation of risk avoidance and management practices for Volkert’s operations. Roger is a 1995 magna cum laude graduate of The University of Alabama and a 1998 graduate of The University of Alabama School of Law. His professional affiliations include the American Bar Association, the Alabama State Bar, the Mobile County Bar Association, and the American Council of Engineering Companies (ACEC) National Risk Management Committee and the ACEC Legal Counsels’ Forum. Roger served in 2018 as Chair of the Construction Law Section of the Alabama State Bar and is presently a Council Member of the Alabama State Bar, In-House & Governmental Lawyers’ Section, and member of the Bar Elections, Ethics & Government Relations Section. Roger is an avid sportsman and conservationist. He is a member of the Mossy Oak GameKeepers ProStaff and was named the 2017 GameKeepers ProStaffer of the Year. Roger currently serves as one of 18 statewide, at-large Directors of the Alabama State Chapter of the National Wild Turkey Federation. He served as the 2002-2003 President of the Mobile Chapter of The University of Alabama Alumni Association. Roger’s and his wife Leslie are the proud parents of a son, two daughters, and a Boykin Spaniel. The Guilians are members of St. James Episcopal Church in Fairhope where they reside.

ABOUT THE SESSION: “Everybody Else Has Signed It. What’s The Problem?”

Why Engineers Need to Be United On the Indemnity Issue

Engineering Owners are confronted everyday with tough business decisions. One of the more challenging - and frustrating – is the issue of indemnifying clients and owners. This conversational and interactive presentation will cover the basics of indemnity, help attendees distinguish among the three types of indemnification clauses (and why two of them are bad!), analyze the insurability problems created by inequitable indemnity provisions, highlight some of the ways Southern States differ in its treatment of indemnity, and provide tips on how engineers can more effectively negotiate fair indemnity clauses. This presentation will focus on the key reasons why owners need to present a united front on the indemnity issue. Your next project should not be your “Bet-the-firm” project because of the indemnity language in your contract!
Deep South Convention
July 11-13, 2019 | Sandestin Golf & Beach Resort | Miramar Beach, Florida

Registration & Exhibitor Registration Form

Be an Early Bird. Register by: June 14th

Early Bird Member Registration, $795:
Price includes: Thursday Team Tailgate; Friday & Saturday Breakfasts; Continuing Educational Sessions; Breaks; Saturday Closing Social & Dinner. After June 14th, $895.

Early Bird Non-Member Registration, $895:
Price includes: Thursday Team Tailgate with Exhibitors; Friday & Saturday Breakfasts; Continuing Educational Sessions; Breaks; Saturday Closing Social & Dinner. After June 14th, $995.

Early Bird Spouse/Guest Registration, $175:
Thursday Team Tailgate with Exhibitors; Saturday Closing Social & Dinner. After June 14th, $250

Child Registration (ages 5-16), $80:
Thursday Team Tailgate with Exhibitors; Saturday Closing Social & Dinner. After June 14th, $150

Child Trade Show Exhibitor, $995 (One Company) $1,495 (Two Companies):
Space rental and setup fees; 8’x10’ piped and draped booth; skirted table, chairs, signs, 2 adult tickets to Thu Team Tailgate with Exhibitors Friday & Saturday Breakfasts; Breaks. After June 14th: $1,095 & $1,595

Registration Form (PLEASE RETURN TO RESPECTIVE STATES)

Name/Exhibitor:  
Spouse/Guest/Co-Exhibitor:  
Child & age:  
Child & age:  
Child & age:  
Child & age:  
Child & age:  
Child & age:  
Child & age:  
Child & age:  

State:  
Alabama  
Arkansas  
Louisiana  
Mississippi  
Regional  

Total Due:  

Amnt Due:  

Firm:
Billing Address:
Email:

Phone:  

Early Bird Registration Deadline: Saturday, June 14, 2019

Cancellation Policy: Payment must be received in full by June 28, 2019. Please consult a tax professional for advice on the deductibility of your expenses. Registration will be refunded, less $150 administrative fee, if cancellation notice is received on or before June 28, 2019. After this date, refunds cannot be granted due to contractual obligations and guarantees; however, substitutions are welcome. All requests must be received in writing.

Credit Card Authorization

Card Holder:  
Firm:  
Card Number:  
Billing Address:  
Exp Date:  
Signature:

Payment by Check

Check Number:  
Date Rec’d:  
By:

American Council of Engineering Companies Deep South Convention  
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Deep South Convention 2019  
Sandestin Golf & Beach Resort | Miramar Beach, FL

Please include this form with registration to register for Ala-Carte ticketing by: Friday, June 28th.

| Name: |  |
| Firm: |  |

### Ala-Carte Tickets

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<th>Event</th>
<th>P/P Cost</th>
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<tr>
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<td>Friday Buffet Breakfast with Trade Show Exhibitors</td>
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<td>Saturday Breakfast with Trade Show Exhibitors</td>
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<tr>
<td>Child (ages 5-16)</td>
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<tr>
<td>Saturday Closing: Cocktail Social &amp; Banquet</td>
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<td>Child (ages 5-16)</td>
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<td>Saturday Golf Tourney (Cart, Greens Fees &amp; Boxed Deli Lunch)</td>
<td></td>
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<td></td>
<td>$175</td>
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Handicap (s): ____________________________

**Total Due:** __________________________

**Cancellation Policy:** Payment must be received in full by June 28, 2019. Please consult a tax professional for advice on the deductibility of your expenses. Registration will be refunded, less $150 administrative fee, if cancellation notice is received on or before June 28, 2019. After this date, refunds cannot be granted due to contractual obligations and guarantees; however, substitutions are welcome. All requests must be received in writing.

### Credit Card Authorization

Card Holder: ____________________________

Firm: ____________________________

Card Number: ____________________________

Billing Address: ____________________________

Exp Date: _______ Signature: ____________________________

### Payment by Check

Check Number: ____________________________

Date Rec’d: ____________________________

By: ____________________________

American Council of Engineering Companies Deep South Convention

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Deep South Convention
July 11-13, 2019 | Sandestin Golf & Beach Resort | Miramar Beach, Florida

Sponsorship Registration Deadline: Friday, June 28, 2019

- **Diamond Sponsor:** $5,000
  - Company Logo on Conference Registration Gift
  - One Full Registration and Spouse/Guest Registration
  - Company logo featured in video tribute
  - Company featured in printed materials

- **Platinum Sponsor:** $3,000
  - One Exhibitor Booth, or one Full Registration and Spouse/Guest Registration
  - Company logo featured in video tribute
  - Company featured in printed materials

- **Gold Sponsor:** $2,000
  - One Full Registration
  - Company logo featured in video tribute
  - Company featured in printed materials

- **Silver Sponsor:** $1,000
  - Complimentary Spouse/Guest Registration
  - Company logo featured in video tribute
  - Company featured in printed materials

- **Bronze Sponsor:** $500
  - Company logo featured in video tribute
  - Company featured in printed materials

Your generous support goes to offset expenses associated with this convention.
We appreciate your contribution to our success.

Sponsorship Registration Form

State: 
- [ ] Alabama  
- [ ] Arkansas  
- [ ] Louisiana  
- [ ] Mississippi  
- [ ] Regional

Firm: __________________________
Name: __________________________
Billing Address: __________________________
Phone: __________________________ Email: __________________________

Printed Materials Registration Deadline (need logos in JPG format): Friday, June 28, 2019
Cancellation Policy: Payment must be received in full by June 28, 2019. Please consult a tax professional for advice on the deductibility of your expenses. Registration will be refunded, less $150 administrative fee, if cancellation notice is received on or before June 28, 2019. After this date, refunds cannot be granted due to contractual obligations and guarantees; however, substitutions are welcome. All requests must be received in writing.

Credit Card Authorization
Card Holder: __________________________
Firm: __________________________
Card Number: __________________________
Billing Address: __________________________
Exp Date: __________________________ Signature: __________________________

Payment by Check
Check Number: __________________________
Date Rec’d: __________________________
By: __________________________

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Deep South Convention
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