

# ACEC

ADVANCING THE BUSINESS OF ENGINEERING IN **STATE**



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# ACEC KEEPS WATCH ON THE ENGINEERING INDUSTRY SO YOU CAN KEEP WATCH ON YOUR ENGINEERING BUSINESS

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**Leading OUR industry through booms and busts, innovation and disruption to amplify YOUR business success.**

ACEC is a “Force Multiplier” amplifying 52 state and regional voices through “big picture” advocacy, business opportunities, leadership development and education, and more. Because we work together, together we deliver access to the talent, expertise and resources your firm needs to thrive in a challenging and competitive marketplace.



## **POLITICAL ADVOCACY— AMPLIFIED**

ACEC’s advocacy voice is an “early warning system” for A/E firms who depend on our unified lobbying efforts at the federal and state levels to advance and secure policies in the public and private sectors that benefit our industry, including these wins and ongoing efforts:

- Federal legislation that broadens application of QBS on state and local projects.
- Laws that prevent arbitrary caps on firm overhead rates and ensure that State DOTs follow federal procurement rules on federally funded projects.
- Working directly with states to defeat professional services taxes, plastic pipe mandates and so-called “transparency” software requirements. (To learn more, visit <https://news.bloomberglaw.com/daily-labor-report/states-wanted-to-snoop-on-contractors-but-plans-are-stalling>.)

## **THE FORCE OF FEDERATION**

### **ACEC National Helps MOs Repel State Sales Tax Initiatives**

Every year, many state governments consider taxing professional services such as engineering in order to boost revenues. ACEC National stands ready to support our state MOs in their efforts to push back. We provide policy arguments, materials, and data that MOs can use to advocate for our industry with their state legislators. In 2018-2019, this collaboration resulted in successful outcomes for engineering firms in California, Ohio, and Nebraska.



## FRESH OPPORTUNITIES— AMPLIFIED

ACEC state and national programs promote the cross-pollination of ideas and processes – leveling the playing field between large and small firms to improve cost efficiencies and support greater business collaboration.

- ACEC Coalitions, Communities, and Forums offer networking and teaming opportunities where members can build peer relationships and share knowledge about their unique business challenges within their specific disciplines, firm size, and by job role.
- Members grow their operational expertise with ACEC business management tools and education – best practices, trends, technologies, business insurance – and matchless leadership development.



*"Through ACEC, our firm has focused on building trust with other leaders. This has resulted in strategic teaming relationships with peer firms to pursue and deliver larger and more complex professional assignments, which benefits our firm and theirs."*

– Alan Pramuk, CEO, Gresham Smith



## GREATER VISIBILITY— AMPLIFIED

ACEC is the industry's most recognizable business brand and credential – ACEC membership can help open doors, clear access to government and industry influencers and heavy hitters and boost your own firm's visibility and name recognition.



*"We're proud when we win an ACEC Engineering Excellence Award. It helps with recruitment, retention, and morale."*

– Craig Finley, Founder and Managing Principal, FINLEY Engineering Group



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# ACEC AND [MO] MEMBERSHIP IS A SMART INVESTMENT THAT DELIVERS TAKE-TO-THE-BANK RESULTS

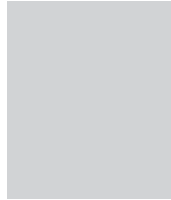
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## BOTTOM-LINE BENEFITS

ACEC membership is more than just industry affiliation. It's about the dollars and cents driving your business, the economy, and our industry.

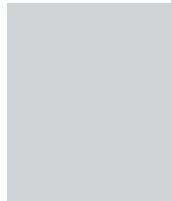
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## IN THEIR OWN WORDS



*"Sample testimonial: I joined ACEC/MO because .... and it helped my firm (me, staff) do/make/save/by ... The result was .... One thing I liked was their ... I found the experience .... I would recommend ACEC/MO membership to firms who need/are looking for ....."*

– Joe Black, Title, Company,  
ACEC/MO member since 20xx



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– Jane Dow, Title, Company,  
ACEC/MO member since 20xx

*Find out more!*

Contact name

Mo name

Address

City/state/zip

Phone

Email

Website



MO LOGO



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