



Dear Colleagues –

Happy New Year! As you know, 2017 ended with a major win for our Member firms in the newly enacted tax law – ensuring that C Corps will benefit from significantly lower tax rates, and passthrough firms, which comprise the majority of our membership, are eligible for a new 20% deduction. We protected cash accounting, ESOPs, energy credits and other items of importance. All this was made possible by your thousands of emails, letters and phone calls to Members of Congress in response to our Action Alerts, and timely meetings with Congressional Committee members and staff. The entire effort was immeasurably aided by our record \$1 million-plus ACEC/PAC fundraising year. Looking forward in 2018, we'll work closely with you beginning with our next major agenda item coming up early in the year – infrastructure funding, including highways, airports, water and energy.

Dave

PRESIDENT'S MONTHLY UPDATE

January 1, 2018

General

- Growing confidence in the overall business environment and profitability of our firms pushed the ACEC *Engineering Business Index* (EBI) up another 1.6 points to 65.9 (anything over 50 is considered evidence of an expanding market environment).
- ACEC/PAC ended the year with a record \$1,064,000 raised and a record 42 states having met their 2017 fundraising goals.
- Don't forget: deadline for submissions for the 2018 EEA is this Friday, January 6; the awards will be presented at the EEA Gala celebration on Tuesday, April 24 in Washington, D.C. as part of the Annual Convention; comedian and screen actor Kevin Nealon will again serve as host.

Government Advocacy

- Secured balanced reforms in year-end tax law that reduces tax rates for engineering firm C corporations from 35% to 21%, provides passthrough firms with access to a new 20% tax deduction, while also protecting cash accounting and existing retirement and employee ownership mechanisms (such as ESOPs).

- Engaged with coalition allies to wage a successful campaign to protect the tax preferred treatment of Private Activity Bonds (PABs) in final tax bill.
- Helped to secure the confirmation of Emily Murphy to lead the General Services Administration (GSA).
- ACEC's Superfund Working Group met with the EPA Superfund Task Force to discuss a performance-based contracting approach to improve the allocation of risk at clean-up sites.
- ACEC members met with the Veterans Administration to advocate for the use of QBS on task orders and other smaller projects.
- ACEC/Florida received a Minuteman Fund grant to help defray the cost of an amicus brief defending contract terms that protect design professionals from consequential damages liability.
- ACEC/Minnesota received a Minuteman Fund grant to support its efforts to fight an unfair and overbroad state agency procurement policy regarding conflicts of interest.

Business Resources

- There's still time to register for [Mysteries of the FAR Revealed: Using the AASHTO Audit Guide: Courses One and Two](#), January 15-18, 2018, in Orlando, FL, which will equip firms with the information they need to develop an accurate indirect cost rate in accordance with FAR Part 31 and the AASHTO Audit Guide.
- With 18 registered sites and more than 40 participants, December's most popular online class, *Embracing an Atmosphere of Accountability*, discussed effective strategies to help member firms incorporate accountability into firm culture to increase productivity and efficiency.
- Coalitions' best sellers for December included CAMEE's [Quality Assurance / Quality Control Guidelines](#) and CASE's [Project Management Training Curriculum](#).

[January online programs will feature:](#) *How the New Tax Reform Law Will Impact the Engineering Industry – What You Need to Know; Sexual Harassment Prevention in the A/E Workplace: Understanding the Law; and Establishing and Improving Policies, Procedures and Effective Training; The 4 Drivers to Sales Performance You Need to Know...and Grow; Taking Stock of the Engineering Industry in 2018 - The Economic and Market Trends Shaping the Industry; 2018 Engineering Market Outlook; The Results Are In - Major Causes of Claims & Best Practices to Avoid Them; Working Effectively on Multidisciplinary Projects as a Civil Engineer; Recruiting Tips and Techniques; Are You Ready to Comply with the New DFARS Cyber Rule?; Managing Multiple Projects; Use Your Engineering Talents to Grow Your Business Network and Attract New Opportunities; Case Studies in Envision and Sustainable Infrastructure; Equipment Leasing Considerations and Strategies.*