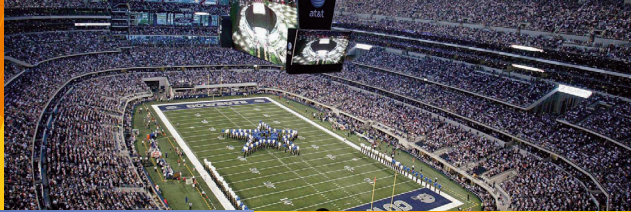




AMERICAN COUNCIL OF ENGINEERING COMPANIES

# Building **Your** Business in Private Markets



## Energy, Commercial and Industrial Practice



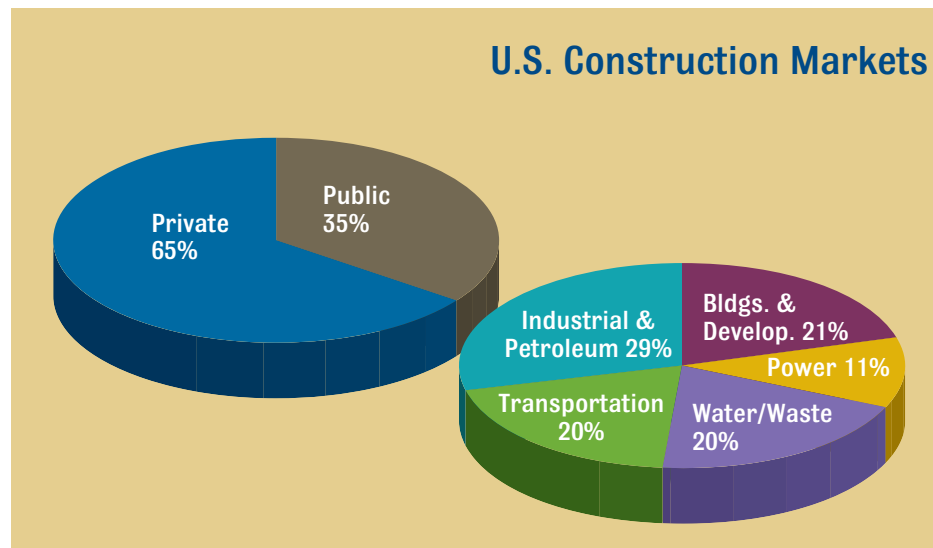
Senate Energy Committee chairman Lisa Murkowski discusses energy policy with ACEC President Dave Raymond.

“  
*Our power plant and industrial practice is supported effectively by ACEC's advocacy and business programs.*

—Jack Hand, President & CEO,  
Power Engineers

”

For over a century, when engineering businesses have faced difficult market and regulatory challenges, they have turned to the American Council of Engineering Companies for effective advocacy, communications, and business resources. Because private markets account for more than 65% of member business, they are a major focal point for the Council.

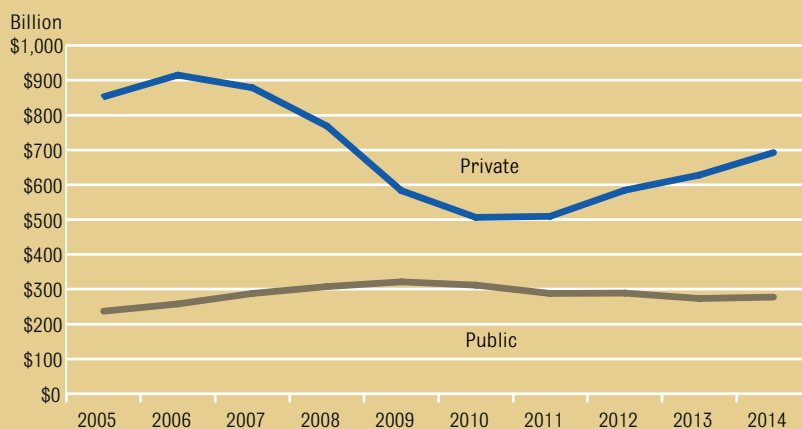




## Key Private Markets Served

- Commercial/Residential
- Power Generation/Transmission/Distribution
- Oil and Gas
- Sports/Entertainment Facilities
- Medical Facilities
- Industrial/Manufacturing
- Mining/Natural Resources
- Land Development
- Infrastructure and Utilities

## and Spending Trends

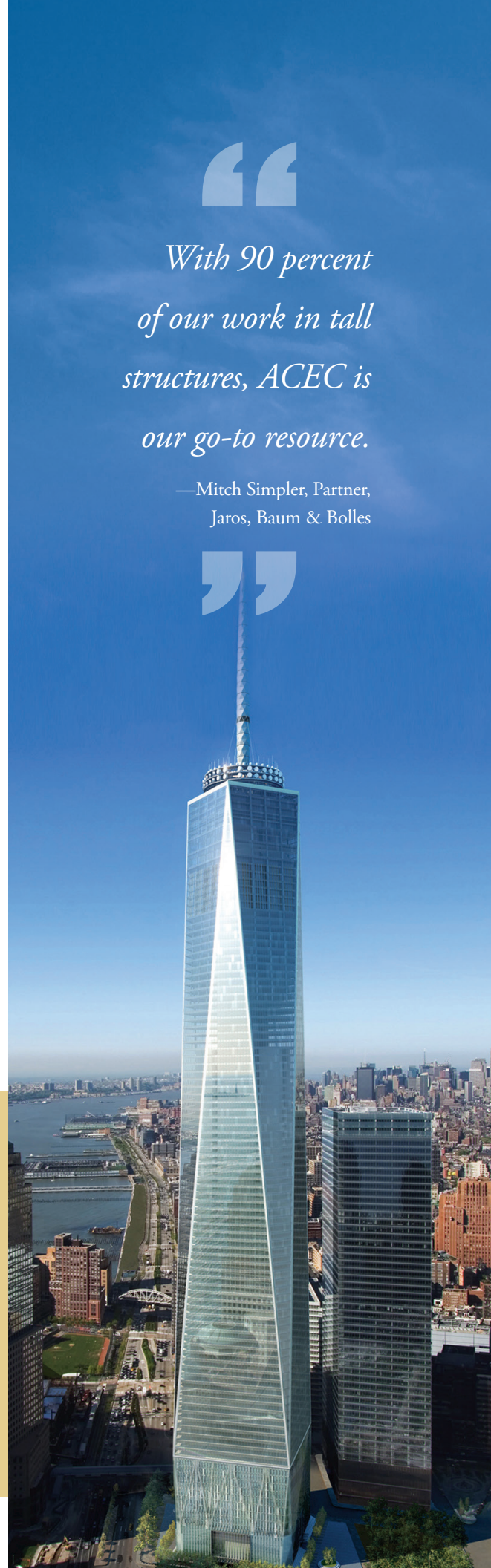


“


*With 90 percent  
of our work in tall  
structures, ACEC is  
our go-to resource.*

—Mitch Simpler, Partner,  
Jaros, Baum & Bolles

”



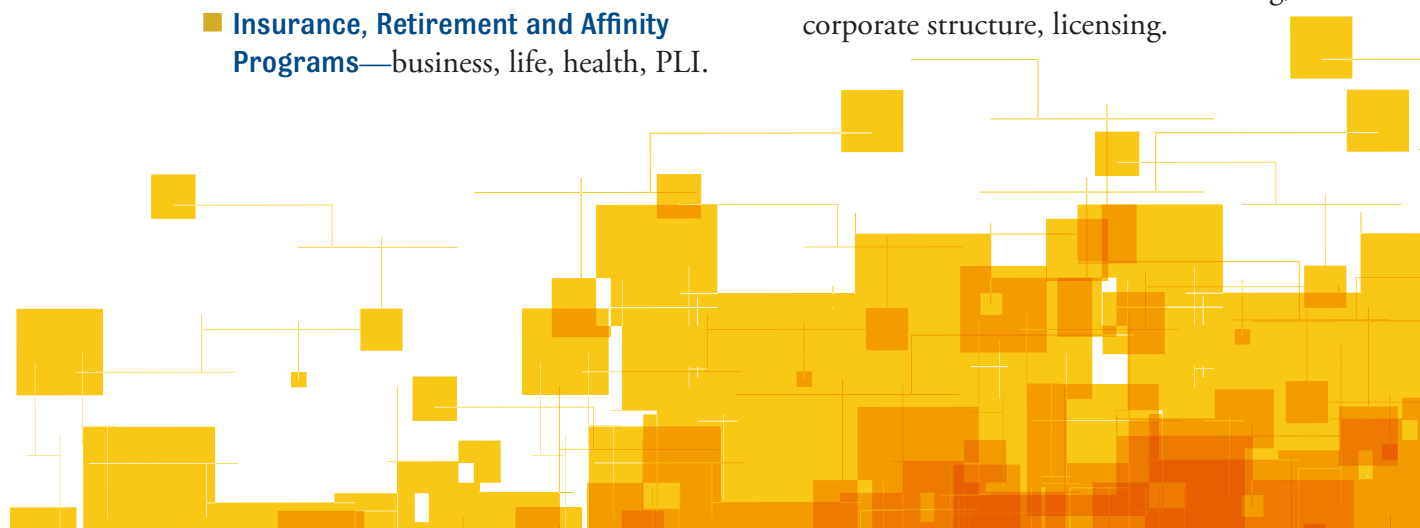




# Aggressive Advocacy for Bottom Line **Results**

**Local Building Codes:** New York City Dept. of Buildings official Helen Gitelson addresses ACEC private market practitioners on building code issues.

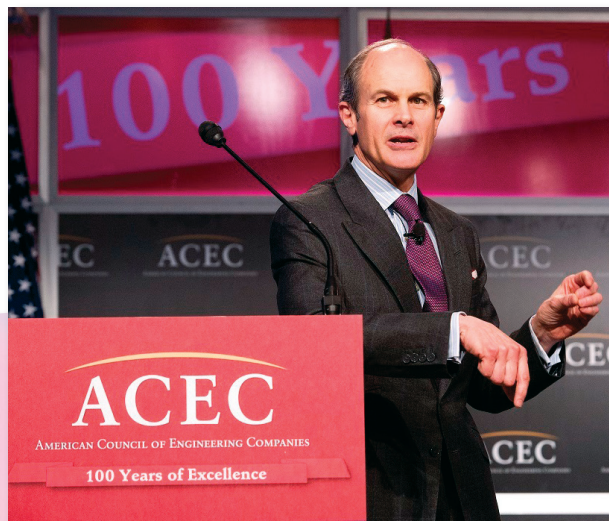
## Key Areas of Focus

- **Energy Development**—DOE, FERC, NRC, permitting, compliance.
  - **Environmental Legislation, Regulations**—Clean Water Act, Carbon Emissions Standards.
  - **Labor Regulations**—FLSA, Family Medical Leave Act.
  - **Building Codes**—energy efficiency, sustainability.
  - **Insurance, Retirement and Affinity Programs**—business, life, health, PLI.
  - **ISO and Safety Compliance**—process and design standards.
  - **Public-Private Investment**—state regulations, legislation.
  - **Contracting**—risk management, QBS, delivery methods.
  - **Legal**—certificate of merit laws, lien rights, statutes of repose.
  - **Business Tax Issues**—cash accounting, corporate structure, licensing.
- 





*Fortune Magazine*  
Senior Editor  
Geoff Colvin  
discusses  
the economic  
outlook.



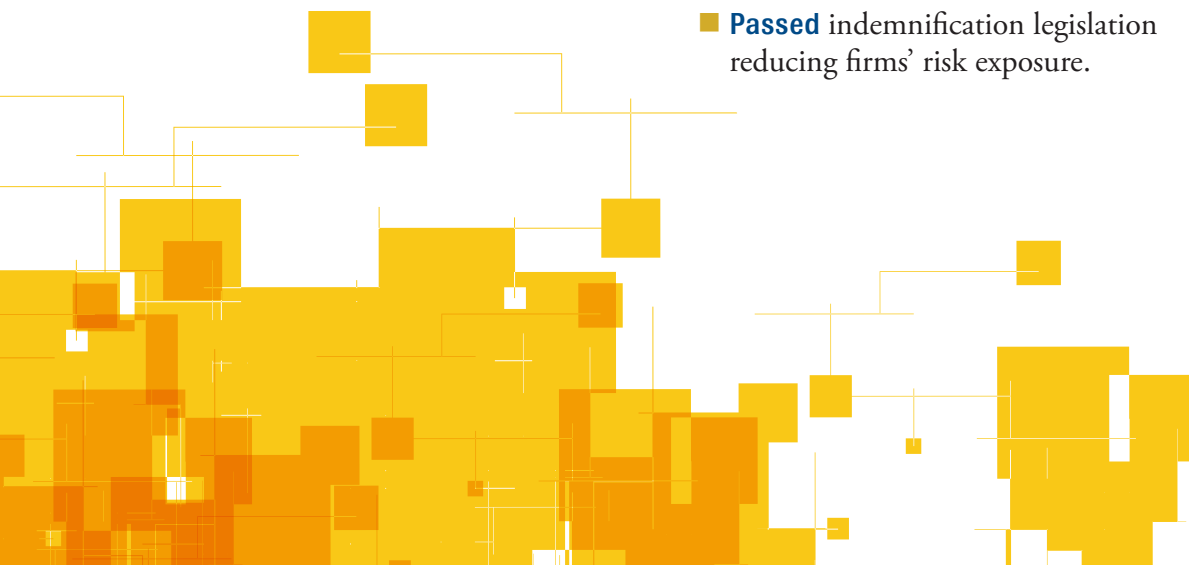
AECOM Executive Chairman John Dionisio  
provides insights on industry trends.



Shell Oil  
President John  
Hofmeister  
briefs on  
energy policy.

## Accomplishments

- **Won** 9 percent tax deduction for A/E firms.
- **Defeated** expansive new IRS Form 1099 filing mandates.
- **Opposed** problematic wetlands and stormwater regulations that would hinder private development and commercial projects.
- **Advocated** tax reforms to benefit firms of all sizes and tax structures.
- **Defended** use of cash basis accounting.
- **Won** clarification of “exempt” and “non-exempt” employees under the Fair Labor Standards Act.
- **Safeguarded** limitation of liability in critical court cases.
- **Passed** indemnification legislation reducing firms’ risk exposure.





# Business Resources for Management and Leadership



**Commercial and Industrial Markets:** Panel at ACEC Annual Convention (left to right) David Cooper, President/CEO of WSP USA; Henry Lucas, President of ECS; Kam Movassaghi, President of Fenstermaker; Mahadev Raman, CEO of Arup Americas.



Large and Small Firm Teaming Fair and Business Networking.

## Tools to Win Work and Increase Profitability

- Market forecasts, trend reports, business news and analysis.
- Seminars/webinars on key business topics.
- Publications and contract documents for effective operations and risk management.

## Business Roundtables and Networking Opportunities

- More than 50 coalitions, councils, forums, and committees focusing on practice areas and market sectors.
- Leadership programs at all levels.
- Teaming Fairs and Business Networking Programs.





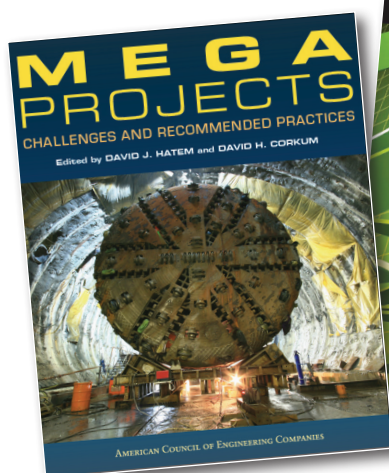
**Energy Markets:** Panel discusses engineering opportunities in the three major American oil/gas production centers—Bakken, Marcellus, and Texas/Gulf fields—as well as major pipeline opportunities discussed by Leo Golden, VP of Enbridge (at far right).

“  
*ACEC publications and contract documents  
 set the industry standard in best practices  
 and market guidance, which we depend on  
 to stay informed and competitive.*  
 ”

—Kenneth W. Smith, President & CEO, T. Baker Smith



“We’re going to require a lot more pipelines,” said FERC Commissioner Tony Clark at ACEC’s Fall Conference.



ACEC Engineering Business Index

EBI Composite Score: 68.9

Summer 2010

Member Firm Leaders Remain Upbeat About Business Climate as Resiliency as Gaining Traction

The ACEC Engineering Business Index (EBI), which charts the health of the engineering industry through responses on company performance and market trends, remains solidly positive. The second survey, which was released on July 15, had a composite score of 68.9—a slight increase from 67.4 quarter.

EBI is a diffusion index, consolidating answers to a series of questions about market and firm performance. Any number over 50 indicates expansion.

Component Results Q2 2014	Better	Same	Worse
Current business climate v. 12 months ago	68.0%	27%	5%
Current business climate v. 6 months ago	49.0%	42.9%	8.8%
Current business climate v. 12 months from now	59%	38%	3.4%
Profitability expectations for next 6 months	49.7%	42.9%	7.0%
Profitability expectations for next 12 months	51.0%	40%	9.4%
Profitability expectations for 3 years from now	56.9%	37.0%	6.2%
Backlog compared with 12 months ago	60.5%	21.1%	18%
Backlog compared with 6 months ago	52.7%	32.2%	15%
Backlog expectations for 12 months from now	46.9%	46.9%	7%







Gates Foundation  
headquarters,  
Seattle, ACEC  
Engineering  
Excellence Award  
winner.

# ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES

## How to **Join** ACEC

Membership available through 51 state and regional  
Member Organizations.

National membership department may be reached at:  
1015 15th Street, NW, 8th Floor  
Washington, DC 20005-2605

**PHONE** 202.347.7474

**FAX** 202.898.0068

**EMAIL** [acec@acec.org](mailto:acec@acec.org)

**WEB** [www.acec.org](http://www.acec.org)