ACEC

GROWING BUSINESS SUCCESS FOR ARCHITECTURE AND ENGINEERING FIRMS





PROVIDING UNIQUE, MEMBER-ONLY OPPORTUNITIES TO GROW MARKET SHARE AND STAY COMPETITIVE

The American Council of Engineering Companies (ACEC) is the nation's most powerful voice for firms in the vertical market space, advocating successfully on critical federal issues affecting architecture and engineering.

ACEC helps A/E firms grow their business and better integrate architectural and engineering services through:

ADVOCACY: ACEC's advocacy voice is a force-multiplier for A/E firms that can benefit from strong lobbying at the federal, state, and local levels for client projects in the public sector.

INTELLIGENCE: ACEC provides state and federal policy updates in sustainability, LEED, carbon footprint, urban development, smart cities, and smart technologies. These issues are a key focus of the ACEC Water, Energy and Environment Committee which is open to all ACEC members, as are ACEC's multiple coalitions.

BUSINESS OPPORTUNITIES: ACEC programs and services provide resources that help firms strengthen both sides of the architectural – engineering function. Members benefit from a cross-pollination of ideas and processes, allowing for greater business synergy and firm growth. ACEC resources also enable A/E firms to expand their opportunities for projects though networking, partnering and teaming.

MENTORSHIP: ACEC provides outstanding business management education for firm leaders and promising talent through Pathways, the Young Professional/Emerging Leaders program, and the Senior Executive Institute (SEI).

EDUCATION: ACEC provides A/E firms with educational opportunities that help them incorporate the latest technology and management concepts into the design build process.

SHARED VOICE: ACEC membership is firm-based so every employee of a member firm enjoys the benefits and opportunities.

WHY ACEC?



"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



As a full service A/E firm, we find that ACEC offers many direct benefits to both the "E" and the "A" aspects of our business. They range from shared advocacy initiatives to educational opportunities and professional development. What I find most beneficial are the multiple opportunities to network with the top leadership of the most respected firms in the industry. To be the best, you need to learn from the best; ACEC member firms are without a doubt, the best!

– Tim Groover, President, Wiley Wilson

WHAT DO ACEC'S ADVOCACY EFFORTS MEAN FOR A/E MEMBER FIRMS?

ACEC's advocacy program delivers tangible, take-to-the-bank benefits to members. With annual receipts of over $1 million, ACEC's political action committee is the largest in the design/build industry and ranks in the top three percent of all association PACs.

- **LOWER BUSINESS TAXES:** ACEC advocated successfully for architects and engineers in the new tax law, securing full access to the new 20% deduction for passthrough firms (such as S corps). ACEC also ensured that A/E firms organized as C corporations are taxed at the same 21% rate as other corporations. The new law also retains the ability of firms to use the cash method of accounting and protects ESOPs. ACEC efforts ensured balanced treatment for all A/E firms and is now focused on the regulatory process and implementation of the law.

- **GREATER INCENTIVES FOR PUBLIC BUILDING CONSTRUCTION:** ACEC is working with stakeholders to advance the Public Buildings Renewal Act (H.R. 1251/S.932), legislation to create $5 billion in private activity bonds to support the design and construction of schools, courthouses, libraries, city halls, universities and other public buildings.

- **STRONGER PROTECTION FOR THE BROOKS ACT:** ACEC has successfully defended and expanded the scope of federal Qualifications-Based Selection (QBS) requirements, ensuring that critical procurement decisions are made based on firm experience and innovation and not the cheapest bid. ACEC also promotes federal vertical markets by supporting increased funding for the General Services Administration (GSA), the Corps of Engineers and other Defense Department agencies, the State Department embassy program, and other federal clients involved in vertical projects. ACEC works directly with these agencies to provide market insights for member firms and resolve regulatory and policy issues, making it easier for firms to enter and succeed in the federal marketplace.

- **MORE FUNDING FOR SUPERFUND AND BROWNFIELDS REDEVELOPMENT:** ACEC supports funding for the Superfund program and brownfields redevelopment to restore valuable properties to productive commercial use. In 2017, ACEC released a white paper supporting the need for more investment in the Superfund program. Featured in congressional hearings, this paper helped boost funding during the appropriations process. ACEC also supported the Build Act in 2017 to reauthorize federal brownfields programs, provide local governments with increased liability protection to facilitate redevelopment (for private and public investment), and authorize more funding for site cleanups.

- **CRITICAL SUPPORT FOR THE NATIONAL FLOOD INSURANCE PROGRAM:** ACEC supports the National Flood Insurance Program (NFIP), which offers critical coverage for homeowners, renters, and small businesses. ACEC is working with the commercial real estate industry to support the long-term reauthorization and reform of NFIP and expand private-market protections.

- **INCENTIVE FOR ENERGY-EFFICIENT COMMERCIAL BUILDINGS:** ACEC is advocating for permanent extension of the Section 179D energy-efficient commercial buildings tax deduction, which expired in December 2017. Section 179D allows building owners to claim up to a $1.80 per-square-foot deduction for the installation of energy-efficient lighting, HVAC, and building envelopes. ACEC is also working with Congress and the Treasury Department to stop instances where public building owners demand a reduction in fees in exchange for the deduction.

ACEC

American Council of Engineering Companies

ADVOCATES | COLLABORATES | EDUCATES | CELEBRATES
FOR THE BUSINESS OF ENGINEERING

1015 15th Street, NW, 8th Floor | Washington, DC 20005
202-347-7474 | acec@acec.org | www.acec.org