Since its founding in 1921, ACEC New York has promoted the business interests of member firms throughout New York State through networking, advocacy, education and business services.
WHO WE ARE

• Private non-profit business league
• Governed by a Board of Directors comprising leadership from eight regions across New York State
HISTORY

- Two organizations - Council of Engineering Companies/NYS (CEC/NYS) and New York Association of Consulting Engineers (NYACE)
- Merged in 2000 to create one statewide association
- Rebranded as ACEC New York in 2003
- Part of ACEC National
WHO WE SERVE

• Full Membership (engineering firms licensed in NYS)
• Affiliate Membership (firms that service the industry)
• 280 firms: sole proprietors, multinational corporations, M/W/DBE firms
• Almost 30,000 employees across NY; nearly ten times that number worldwide
WHERE WE ARE

ACEC New York is divided into eight (8) regions:

• Metropolitan  
• Long Island  
• Mid-Hudson  
• Eastern  
• Southern Tier  
• Central  
• Rochester  
• Western
REGIONAL AND STATEWIDE ORGANIZATION

• Each region has its own board of directors, holds meetings and offers programming

• Statewide organization represents overall interests and provides programming in locations across New York State
Representing every discipline of engineering related to the built environment:

- Civil
- Structural
- Mechanical
- Electrical
- Geotechnical
- Environmental
- Surveying
OUR ORGANIZATION

• 40+ committees (government agency, communications, scholarship, etc.)
• Opportunity for members to collaborate and impact the professional environment
• Representation from across New York State
POLITICAL AND LEGISLATIVE ADVOCACY

With a long history of action and involvement, ACEC New York has developed a substantial presence in New York State, New York City and regional politics.

Municipal Affairs Counsel:
• Bolton St. Johns (Albany)
• Cozen O’Connor (NYC)
ISSUES AND AGENDA

• Capital investment
• Jobs creation
• Qualifications-Based Selection (QBS)
• Alternative project delivery methods (design-build; public private partnerships)
• Cost-effective delivery through private design firms
• Contracting terms and conditions (indemnification, insurance, etc.)
POLITICAL ACTION COMMITTEES (PACS)

- Supports three PACs (state, city and national levels)
- Endorse candidates (regardless of party affiliation) that promote objectives and goals of the consulting engineering industry
- Annual fundraising goals met through PAC fundraising events and generous contributions
PROMOTING THE PROFESSION

As the voice of the consulting engineering industry, ACEC New York continually promotes the profession to a variety of audiences, including the architecture, engineering and construction community; the media, public and private sector clients; aspiring engineers; and the general public.
ENGINEERING EXCELLENCE AWARDS

- Over 100 local and global projects honored each year
- Projects judged by panel of industry leaders
- Gala on April 3, 2020
SCHOLARSHIP FUND

• Since 2002, $835,500 awarded to 301 NYS engineering students
• Annual $3,000 scholarship awarded through ACE Mentor Program, supporting a high school student planning to study engineering in higher education
• Two $10K Awards to top students in 2020
PUBLIC RELATIONS AND SOCIAL MEDIA

• Media and advertising in many industry and business publications
• Website
• Monthly electronic newsletter and other communications (NEWS Online, Legislative Update, Member Update)
• Membership directory (online and print)
• Active on Twitter, Facebook and LinkedIn
By joining ACEC New York, firms are automatically granted membership in the American Council of Engineering Companies’ national organization (ACEC). Based in Washington D.C., ACEC represents 51 state and regional engineering associations.
REPRESENTATION ACROSS AMERICA

- Promotion of engineering business interests to Congress, federal agencies and international organizations
- Largest federal PAC in the A/E industry
In addition to regional meetings, ACEC New York hosts many different meetings and conferences that provide opportunities for members to share experiences, explore partnering opportunities, and network with industry and political leaders.
FALL CONFERENCE

- First conference of the fiscal year
- Business and education sessions
- PDH opportunities
- Annual Golf Outing (when held in NYS)
- Tri-state (with NJ and PA) conference held every three years
WINTER CONFERENCE

• Over 300 engineering industry professionals attend in Albany each year
• Presentations by NYS and NYC agency officials
• CFO/Business Manager, HR and “Emerging Leader” program tracks
• Infrastructure Policy Networking event with select State legislators
ANNUAL MEETING

• “Engineer of the Year,” “Chairman’s Award” and “Principal of the Year” Honored
• Leadership Institute graduation
• New Board of Directors inducted
• Held annually in June in NYC
“Doing Business With…”

• Seminars throughout each year
• Presentation by New York agencies and authorities on best practices in working with them
• Past programs include PANYNJ, MTA, NYCDOT, NYCDDC, NYS EFC and NYSDOT
CONTINUING EDUCATION

ACEC New York keeps members on the forefront on regulatory issues, emerging trends and business acumen – knowledge that is imperative not only to the success of the industry, but also to the future wellbeing of New York State.
PROFESSIONAL DEVELOPMENT

• In-person technical meetings qualify for professional development hours
• ACEC New York can approve courses for certification
• New opportunities provided in response to demand
• PDH webinars also offered
LEADERSHIP INSTITUTE

• 9-session program to develop leadership skills
• Affiliate member The Jennings Group provides training in New York City and Upstate
• Registration limited, quickly sells out
BUDGET AND FINANCE

- $3 million annual budget
- Dues vs. non-dues revenue
- Goal of 55% non-dues revenue:
  - Affiliate membership
  - Sponsorship
  - Promotional Products Program
  - Meetings and Programs
## STATE MEMBERSHIP COMPOSITION (by region)*

<table>
<thead>
<tr>
<th>Region</th>
<th>Offices per Region (Main &amp; Branch)</th>
<th>Employees/Region</th>
<th>Employees as % of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central</td>
<td>42</td>
<td>1,865</td>
<td>9%</td>
</tr>
<tr>
<td>Eastern</td>
<td>52</td>
<td>1,428</td>
<td>7%</td>
</tr>
<tr>
<td>LI</td>
<td>37</td>
<td>2,300</td>
<td>11%</td>
</tr>
<tr>
<td>Metro</td>
<td>142</td>
<td>10,860</td>
<td>53%</td>
</tr>
<tr>
<td>Mid-Hudson</td>
<td>48</td>
<td>1,023</td>
<td>5%</td>
</tr>
<tr>
<td>Rochester</td>
<td>36</td>
<td>1,375</td>
<td>7%</td>
</tr>
<tr>
<td>S. Tier</td>
<td>24</td>
<td>472</td>
<td>2%</td>
</tr>
<tr>
<td>Western</td>
<td>42</td>
<td>1,104</td>
<td>6%</td>
</tr>
<tr>
<td></td>
<td>423 (208 Main)</td>
<td>20,427</td>
<td>100%</td>
</tr>
<tr>
<td>Affiliate Members</td>
<td>65 (not by region)</td>
<td>15,517</td>
<td>--</td>
</tr>
</tbody>
</table>

*as of 7/2019
EMPLOYEES AS PERCENTAGE OF MEMBERSHIP*
(Full Members Only)

- Metro, 53%
- LI, 11%
- Eastern, 7%
- Central, 9%
- Mid-Hudson, 5%
- Rochester, 7%
- S. Tier, 2%
- Western, 6%

*as of 7/2019
### STATE MEMBERSHIP COMPOSITION (by firm size)*
(Full Members Only)

<table>
<thead>
<tr>
<th>Number of Employees per Firm in NYS</th>
<th>Number of Firms per Category</th>
<th>Employees</th>
<th>Percentages</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-10</td>
<td>60</td>
<td>272</td>
<td>105 small firms (50%)</td>
</tr>
<tr>
<td>11-35</td>
<td>47</td>
<td>1035</td>
<td>83 medium firms (40%)</td>
</tr>
<tr>
<td>36-100</td>
<td>50</td>
<td>3,029</td>
<td></td>
</tr>
<tr>
<td>101-250</td>
<td>31</td>
<td>4,934</td>
<td>20 large firms (10%)</td>
</tr>
<tr>
<td>251-500</td>
<td>13</td>
<td>4,749</td>
<td></td>
</tr>
<tr>
<td>501-1600</td>
<td>7</td>
<td>6,410</td>
<td></td>
</tr>
<tr>
<td>Totals</td>
<td>208</td>
<td>20,429</td>
<td></td>
</tr>
</tbody>
</table>

*as of 7/2019
STATE MEMBERSHIP COMPOSITION (by firm size)*
(Full Members Only)

- Small Firms: 83
- Medium Firms: 20
- Large Firms: 105

*as of 7/2019
## STATE MEMBERSHIP COMPOSITION (by M/WBE)*
(Full Members Only)

<table>
<thead>
<tr>
<th>Number of Employees per Firm in NYS</th>
<th>Number of Firms per Category</th>
<th>Employee Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-10</td>
<td>18</td>
<td>93</td>
</tr>
<tr>
<td>11-35</td>
<td>13</td>
<td>275</td>
</tr>
<tr>
<td>36-135</td>
<td>21</td>
<td>1,348</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>52 out of 208 Firms</strong></td>
<td></td>
<td><strong>1,716 out of 20,429 Employees</strong></td>
</tr>
<tr>
<td></td>
<td>(25% of Firms)</td>
<td>(8% of Membership)</td>
</tr>
</tbody>
</table>

*as of 7/2019, M/WBE only, numbers are self-reported
ACEC NEW YORK STAFF (Albany)

• Jay Simson, President & CEO
• Gina Potfora, Vice President of Member Services
• Campbell Wallace, NYS Director of Government Relations
• Natasha Burns, Chief Communications Officer
• Erica Lavigne, Director of Member Services
• Jennifer Waterbury, Member Services Associate
• Amanda Curtin, Office Administrator (Albany)
ACEC NEW YORK STAFF (New York City)

- Hannah O’Grady, Senior Vice President
- Bill Murray, NYC Director of Government Relations
- Tina Deale, Administrative Assistant
STAFF RESPONSIBILITIES

- **Executive:** Jay in Albany, Hannah in NYC
- **Legislative:** Campbell in Albany, Bill in NYC
- **Meetings/Programs and Membership:** Gina, Erica, Jennifer
- **Marketing and Communications/IT:** Natasha
- **Scholarship and Administrative:** Amanda
- **Metro Meetings and Administrative:** Tina
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