Building Your Business in Private Markets
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.

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

—Jack Hand, President & CEO, Power Engineers
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

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.
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.
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.

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.
How to **Join ACEC**

Membership available through 51 state and regional Member Organizations.

National membership department may be reached at:
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