ABOUT US

The American Council of Engineering Companies of Georgia (ACEC Georgia) is the voice of the business of engineering in Georgia. ACEC Georgia advocates for public policy and legislation that will improve the business climate, promote economic development and protect the integrity of the engineering industry. ACEC Georgia programs and events provide unique business development opportunities, information on current trends and best business practices, as well as leadership training to develop the next generation of engineering industry leaders.

Our focus centers around the three pillars of our Value Proposition:

- **POLITICAL ADVOCACY**
  Fighting for the business of engineering at every level of government – local, state and federal – by advancing and securing policies that positively impact firms across Georgia.

- **BUSINESS DEVELOPMENT**
  Creating networking opportunities, meetings and events that allow our members to connect with potential clients and teaming partners, as well as the leaders who influence Georgia’s engineering industry.

- **FIRM OPERATIONS**
  Providing programs and other resources that highlight A/E industry best business practices, leadership training and development, business trends and technology, in addition to Practice Area Forums that facilitate the exchange of knowledge within specific engineering disciplines.

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**233 Peachtree Street**
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MEMBER BENEFITS

ADVOCACY FOR YOUR FIRM AT THE FEDERAL, STATE AND LOCAL LEVELS
for pro-business legislation that will advance the interests of Georgia’s engineering industry.

NETWORKING AND PARTNERSHIP OPPORTUNITIES with industry peers and potential clients.

INFORMATIVE AND RELEVANT EVENTS AND WEBINARS with speakers who influence and engage with the engineering industry.

REDUCED PRICING on all ACEC Georgia events, awards and initiatives.

ACCESS TO ACEC’S JOB BOARD, the best engineering niche career center, partnering with 41 other engineering associations to provide an active jobs marketplace for firms and candidates.

OPPORTUNITY FOR INVOLVEMENT AND LEADERSHIP on Forums, Committees and Councils.

ACCESS TO ACEC’S TRUSTS: Business Insurance Trust, Life/Health Insurance Trust and Retirement Trust.

WAYS TO GET INVOLVED

LEADERSHIP DEVELOPMENT FUTURE LEADERS PROGRAM
For more than twenty years, this nine-month program has prepared participants for leadership roles within their firms by providing training in management, presentation and business development skills, as well as the “nuts and bolts” of business, such as firm and project accounting principles, risk management issues, legal issues and an entire session focused solely on the public policy issues affecting the industry.

ENGINEERING LEADERSHIP ACADEMY
This thirteen-month intensive leadership development course is designed for leadership-track employees who are experienced in managing projects and people and who are being considered for higher-level roles within their firm. The course is focused on expanding their perspective from the day-to-day, nuts-and-bolts of managing to the big picture, strategic thinking required to lead a firm, department or practice area.

PRACTICE-AREA FORUMS
Designed to bring together professionals from the same disciplines to discuss common challenges and potential solutions to the business issues unique to their specific practice area.
- Aviation Forum
- Building Systems Forum (MEP firms)
- Disadvantaged Business Enterprise (DBE) Forum
- Geotechnical Forum
- Land Development Forum
- Structural Forum
- Transportation Forum
- Water & Environmental Forum

ACCE TRUSTS
Membership in ACEC Georgia provides the opportunity to get insurance and retirement benefits through one of ACEC’s Trusts: Business Insurance Trust, Life/Health Insurance Trust and Retirement Trust. Firms often experience significant savings by switching that ends up covering their ACEC Georgia membership dues.

Mark W. Wood has been a member of ACEC Georgia for a number of years. In the Fall of 2013, we were covered by a well-known provider with good coverage and a $1000 deductible. We felt that we had a competitive benefit plan for our 25 employees. As we began our annual review of healthcare options, we anticipated a substantial increase in our rates and also needed to go to a substantially higher deductible as a result of the Affordable Care Act. Our broker looked at several alternatives and confirmed that we could switch to one of the ACEC Life/Health Trust options through United Healthcare that was nearly identical to our current plan in coverage, except it also had reduced out-of-pocket maximums. This option was available with a $1300 monthly cost savings over continuing with our current provider. The decision to change to the ACEC Life/Health Trust plan required little debate*

- Edgar Williams, President/CEO, Keck & Wood, Inc.

Contact us to get a free quote to see if one of these trusts can save your firm money!

BUSINESS RESOURCES

ENGINEERING GEORGIA MAGAZINE
The award-winning statewide magazine of Georgia’s engineering industry. Engineering Georgia is published bimonthly in partnership with ten other industry associations with the goal of providing engaging, non-technical content that is of interest to engineers and non-engineers alike. With a reach of more than 10,000 across the state, readers include decision-makers from the leading ACEC firms, as well as the public and private sector clients who hire engineering companies and the local and state officials who influence these industries. ACEC Georgia members receive free copies of each issue.

IN A FLASH E-NEWSLETTER
This monthly e-newsletter from ACEC Georgia delivers updates on legislative actions and activities, upcoming programs, initiatives and exclusive content affecting Georgia’s engineering community, as well as an Affiliate Spotlight focusing on one member each issue.

ENGINEERING INC. MAGAZINE
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ACCE ENGINEERING BUSINESS INDEX (EBI)
This quarterly pamphlet charts the health of the engineering industry using responses from leaders at member firms to provide a pulse on company performance and market trends.

AWARDS AND SCHOLARSHIPS

ENGINEERING EXCELLENCE AWARDS
This annual competition recognizes engineering achievements which demonstrate the highest degree of merit and ingenuity across ten different categories. The award submission period is from late Summer to early Fall, and winners are recognized during the Georgia Engineering Awards in February, as well as featured in the March/April issue of Engineering Georgia magazine.

GPTO PRECONSTRUCTION DESIGN AWARDS
Presented in partnership with the Georgia Department of Transportation (GDOT), these awards recognize transportation projects that demonstrate planning and design expertise. The award submission period is from late April to late July, and winners are recognized during the Georgia Transportation Summit, as well as featured in the January/February issue of Engineering Georgia magazine.

R. BERL ELDEN MEMORIAL SCHOLARSHIP TRUST
These scholarships are granted to students pursuing an engineering degree at one of Georgia’s higher-education institutions. Preference is given to students who have interned at an ACEC Georgia member firm. The application period opens in April and closes in August with the scholarships awarded in November at the Georgia Engineering Foundation’s annual banquet.
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COMMITTEES AND COUNCILS
- Communications
- Government Affairs
- Leadership Development
- Membership
- PAC Board
- Program Content

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This page is a continuation of page 3.
ADVOCACY
ON BEHALF OF ITS MEMBERS, ACEC:

ADVOCATES
for legislation that will advance the interests of the business of engineering in Georgia across all levels of government.

WORKS
for a more pro-business climate and defends against unfair business practices.

ADRESSES
issues on behalf of the industry with state agencies in violation of policies to ensure fair, legal business practices and enable members to not risk their "political capital" and client relationships by voicing their concerns individually.

PROVIDES
weekly Capitol Updates during the legislative session and a monthly Political Pulse e-newsletter with what’s going on at the local, state and federal government levels that may have an impact on the industry and your firm.

FIGHTS
to protect the practice, profession and industry of engineering.

MONITORS
regulatory issues and government agency actions that affect engineers.

RECENT POLITICAL ADVOCACY WINS:

TRANSPORT GOVERNANCE AND FUNDING COMMISSION
This state legislation (HB 930) created a new transit governance named the "ATL," administratively attached to GRTA. The ATL consists of 13 counties divided into 10 districts with an elected Board (similar to the State Transportation Board). The law allows for a 1% transit-only T-SPLOST for up to 30 years for all districts that pass the required local referendum for the tax, and also allows CIDs to create special districts for transit projects. ACEC Georgia was instrumental in helping pass this historic legislation.

SIGNIFICANT TAX REFORM BENEFITS FOR ENGINEERING FIRMS
Among other things, the Tax Cuts and Jobs Act of 2017 lowers the corporate tax rate from 35% to 21% and creates a 20% tax deduction for pass through firms, including 5 corporations, partnerships and LLCs. Engineering firms were originally excluded from this deduction, but as a result of extensive advocacy by ACEC National in Washington, Congressional leaders modified the final version to provide engineering firms with full use of the new 20% pass through deduction. The final version of the bill also preserves the ability of engineering firms to continue to use the cash method of accounting – as opposed to forcing firms to undergo the expensive process of switching to accrual accounting – which was a critical ACEC priority going into this process. The bill also preserves ESOPs and other retirement savings mechanisms, as well as private activity bonds and renewable energy incentives.

PROHIBITING THE USE OF BROAD FORM INDEMNIFICATION AND DUTY TO DEFEND CLAUSES IN GEORGIA
House Bill 943 (HB 943) is a bill prohibiting the use of broad form indemnification and/or duty to defend clauses in contracts for engineering, architectural and/or land surveying services. The bill was signed into law by Governor Nathan Deal on April 26, 2016. ACEC Georgia led the effort (writing and lobbying for the bill) that resulted in its successful passage.

PASSING THE TRANSPORTATION FUNDING ACT OF 2015
ACEC Georgia helped lead the effort to pass The Transportation Funding Act of 2015 (HB 170), which created approximately $945 million per year in new, dedicated funding for GDOT – and this amount will increase over time due to indexing mechanisms in the legislation. The bill was signed into law by Governor Nathan Deal on May 4, 2015.

STOPPING ANTI-OBJS LEGISLATION
Introduced during the 2016 session, Senate Bill 866 would have allowed GDOT to use low bid as an alternative method of procuring engineering services, eroding long-standing nationally accepted best practices and Qualifications-Based Selection (QBS) law. ACEC Georgia actively led the effort to stop this legislation.

CREATING THE PARTNERSHIP FOR PUBLIC FACILITIES AND INFRASTRUCTURE ACT
The Partnership for Public Facilities and Infrastructure Act, or the so-called "vertical P3 bill," facilitates the use of public-private partnerships as a means of financing, constructing and/or operating vertical public infrastructure (such as educational facilities, dorms, parking structures, offices and water/waste water facilities, just to name a few). ACEC Georgia was actively engaged in the effort to pass this legislation for three consecutive sessions, and ultimately succeeded in 2015.

REPEALING THE 3% WITHHOLDING MANDATE
This national legislation would have affected all firms working on contracts with federal agencies, as well as contracts with state agencies and larger local governments in Georgia. ACEC led the lobbying coalition to end this withholding initiative at the federal level.

EXPANDING THE USE OF OBS AND CONTRACTING OUT BY STATE AND FEDERAL AGENCIES
Through a provision in the federal Water Resources Reform and Development Act of 2014 (WRRDA), local communities in Georgia are required to use Qualifications Based Selection (QBS) for wastewater projects funded through the State Revolving Fund (SRF) program. WRRDA also created a new WIFIA funding mechanism for local water and wastewater infrastructure. Both WRRDA and the Fixing America’s Surface Transportation Act (FAST Act) contain provisions supporting more private sector engagement by the U.S. Army Corps of Engineers and state DOTs. ACEC fought to include each of these provisions in these bills.

ACEC GEORGIA PAC LEADERSHIP CIRCLE
The ACEC National Political Action Committee (PAC) is the engineering industry’s most powerful tool for supporting federal candidates who promote a pro-business legislative agenda. The ACEC Georgia PAC Leadership Circle represents the leading engineering firms in the state – firms that have set the standard for supporting their industry by contributing at least $1,000 per year in combined individual contributions to the ACEC National PAC. Learn more at www.acecg.org/pages/PACLeadershipCircle.
EVENTS & PROGRAMS

ACEC Georgia offers a variety of programs, providing valuable information to members and the opportunity to reach potential clients, peers and leaders in the engineering industry.

BUILDING GEORGIA LEGISLATIVE DAY
For two decades, ACEC Georgia and the Associated General Contractors of Georgia (AGC) have co-hosted a joint legislative event, enabling members to tour the State Capitol, hear from legislative and state agency leaders, and meet face-to-face with legislators.

GEORGIA TRANSPORTATION SUMMIT
This annual event, hosted by ACEC Georgia, the Georgia Department of Transportation (GDOT), Georgia Chamber and Georgia Transportation Alliance (GTA), provides industry, community and business leaders with an entire day focused on the state of transportation infrastructure in Georgia – from roads and bridges, to trains, ports and airports. More than two decades running, this is now the largest transportation event in the state with more than 1,200 people in attendance.

GEORGIA ENGINEERING AWARDS
This block-tie awards event is a celebration of exceptional engineers, engineering projects and the achievements of the industry as a whole. Winners of ACEC Georgia’s Engineering Excellence Awards and GSPE’s Engineer of the Year Awards are honored, among others.

INTRODUCE A GIRL TO ENGINEERING (AGE)
This half-day program, held in the spring, is designed to introduce upper elementary and middle school age girls to engineering through fun, interactive activities, exhibit booths and interactions with professionals who work in engineering or other STEM-related fields.

NATIONAL CONFERENCES
ACEC National hosts two annual conferences: the Fall Conference (held in a different location each October) and the Spring Convention & Legislative Summit (held in Washington D.C. each April). Each Conference provides first-rate educational opportunities (up to 20 PDHs at each), opportunities to network with peers from across the nation and valuable business insights.

PAC GOLF TOURNAMENT
Play golf with Georgia legislators, colleagues, clients and community leaders during this annual tournament to raise money for ACEC Georgia’s Political Action Committee (PAC). This fun day on the course each fall begins with breakfast and a shotgun start and concludes with lunch and awards ceremony.

GENERAL MEMBERSHIP MEETINGS
These quarterly General Membership Meetings move to locations around Georgia and feature up-to-date addresses from industry, political, business or community leaders. Most recent keynote speakers have included Governor Nathan Deal, U.S. Representative Karen Handel, Augusta Mayor Hardie Davis, Jr., Environmental Protection Division Director Richard Dunn, and U.S. Army Corps of Engineers – Savannah District Commander and District Engineer Colonel Marvin Griffin, P.E.

OUR STAFF

MICHAEL L. “SULLY” SULLIVAN is President and CEO of ACEC Georgia, as well as its chief lobbyist and public policy advocate. Prior to joining ACEC Georgia, Sully was an attorney and equity partner at Andersen, Tate & Carr, P.C., one of metro Atlanta’s largest full-service law firms, where he headed the Government Relations, Land Use and Zoning practice. Sully’s commitment to public service is demonstrated by his current service with the following organizations: State Board of the Technical College System of Georgia; Georgia Transportation Alliance (Chair, 2013-2015); Gwinnett County Water and Sewer Authority (Chairman since 2008); Georgia Chamber of Commerce (Board of Governors & Board of Directors); Council for Quality Growth (Board of Directors); and Trustee of the Brookwood Schools Foundation. Sully is a registered lobbyist and active member of the State Bar of Georgia, Republican National Lawyers Association and Federalist Society.

Sully@acecga.org | 770-356-3769 | @MichaelSully

JENNIFER HEAD serves as Director of Membership and Programs. In this role, Jennifer is the primary liaison for Member Firms and Affiliate Members and oversees member recruiting and retention. In addition, she manages the planning and implementation of ACEC Georgia programs, meetings, conferences and summits.

Contact Jennifer with questions about: Membership, any ACEC Georgia programs, including the Future Leaders Program, or how to get more involved.
Jennifer.Head@acecga.org | 404-665-2539 | @JenniferHead77

BRITTNEY LOVE is Director of Finance and Operations. In addition to overseeing the office’s daily operations, Brittney is primarily responsible for managing ACEC Georgia’s financial, budgeting and accounting affairs, and works closely with ACEC Georgia’s Treasurer and Board of Directors.

Contact Brittney with questions about: invoicing, dues or your profile on the ACEC Georgia website.
Brittney.Love@acecga.org | 404-537-1275

SASHA UGI serves as Director of Communications and Marketing. She leads all internal and external communications, program marketing and public and press relations, including serving as the Editor-in-Chief of Engineering Georgia magazine.

Contact Sasha with questions about: Engineering Georgia magazine, receiving emails and communications, Practice-Area Forums or any of ACEC Georgia’s awards programs.
Sasha.Ugi@acecga.org | 404-537-1415 | @SashaUgi

JENNIFER LAROSA serves as the Director of Government Affairs. As such, Jennifer is responsible for ACEC Georgia’s political advocacy efforts at the federal, state and local government levels. She has extensive experience representing clients’ legislative agendas on both the state and local level, and was named a “Rising Star” in James Magazine’s “2017 Top Lobbyists Rankings.”

Contact Jennifer with questions about: ACEC Georgia’s legislative priorities and activities.
Jennifer.Larosa@acecga.org | 504-237-3498 | @JDub51218