

Springtime Greetings from ACEC Delaware



Scott F. Rathfon, P.E.
President, ACEC Delaware

President's Corner

Hello Everyone,

Spring Greetings to you and your families.

Through this special message, I am inviting each of you to our 2012 Annual Meeting and Program. Along with the good food and fellowship we have an agenda packed with information relevant to our industry planned so I hope to see a full house.

The Annual Meeting and Program are scheduled for:

Tuesday, May 22, 2012

at

Cavalier Country Club, Bella Vita

100 Addition Drive

Newark, Delaware 19702

The Social Hour and Networking starts at 6:00 pm with Dinner at 6:30 pm.

At around 7:00 pm we will begin our business meeting and then ACEC National Chairman-Elect, Mr. Ted C. Williams, P.E., FACEC, will enlighten us on all the good things ACEC National is doing for our member firms.

Senator Tom Carper is expected to join us around 7:30 pm and will tell us about what is happening in Washington that affects our Engineering Industry.

As a part of our Annual Business meeting, we will discuss our 2012-2013 proposed budget and elect officers for 2012-2013. The budget and nominating committee report are provided in this newsletter.

Please send your name/reservation to mikekaria@msn.com as soon as possible. Tables will also be available for companies to reserve.

So, please join us for networking, fine food and a great program!

Scott

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2012 Annual Meeting and Program Tuesday, May 22, 2012

Cavalier Country Club, Bella Vita
100 Addition Drive
Newark, Delaware 19702

6:00 pm to 6:30 pm **Social Hour/Networking**

6:30 pm to 7:00 pm **Dinner**

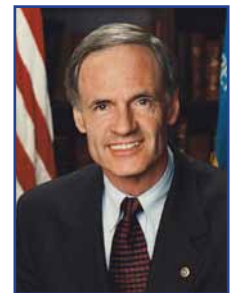
7:00 pm to 7:15 pm **Business Meeting**

7:15 pm to 7:30 pm **Mr. Ted C. Williams, P.E.**
ACEC National Chairman-Elect
“What ACEC is Doing for You?”



Ted C. Williams, P.E.,
ExecEng, FACEC

7:30 pm to 8:30 pm **U. S. Senator Thomas R. Carper**
“Current Events in Washington”



Senator Thomas R. Carper

8:30 p.m. **Conclusion**

Business Meeting Agenda

FY 2012 Proposed Revised Budget

FY 2013 Proposed Budget

Nominating Committee Report



ACEC Delaware

Annual Meeting Agenda
Tuesday, May 22, 2012 – 7:00 PM
(Program begins with Social Hour at 6:00 pm)
Cavalier Country Club, Bella Vita,
100 Addition Drive, Newark, Delaware 19702

1. Approval of Agenda
2. Discussion and Approval of Budget for the Fiscal Year 2012-2013 (Attached)
3. Nominating Committee Report for the Year 2012-2013 Officers (Attached)
4. Nominations from the floor
5. Election of Officers for the year 2012-2013
6. Any items presented by the members
7. Adjournment

This agenda is subject to change, including addition, deletion and the order in which the items may be considered.

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Michael A. Angelo P.E.
Treasurer



ACEC Delaware Budget

To: All members

From: Michael A. Angelo, P.E.,
Treasurer

For your information, on the following nine pages you will find the FY 2012 Revised and FY 2013 Proposed Budgets which will be presented to all members at the Annual Meeting on May 22, 2012 at Cavalier Country Club at 7:00 pm as a part of the Annual Business Meeting.

There is no increase in the membership dues for the FY 2013.

The program fee for the Annual meeting in May each year is increased from \$40 to \$45. per person. Program fee for other programs during the year is kept at the current level of \$40 per person.

If you have any questions about the budget, please email to mikekaria@msn.com



AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Delaware

**PROPOSED BUDGET
FOR FISCAL YEAR
July 1, 2012 to June 30, 2013**

BUDGET PACKAGE

- Introduction
- Goals
- Notes on Major Items/Budget Assumptions
- Receipt/Expense Estimates
- Line by Line Explanation
- Request for an Action



May 22, 2012

ACEC Delaware (ACEC-DE)
American Council of Engineering Companies of Delaware

**Proposed Budget for the Year July 1, 2012 to June 30, 2013
(Fiscal Year 2013)**

Introduction

For your review and consideration, we are presenting our fiscal year 2013 budget.

As per the ACEC-DE by-laws, the budget needs to be sent to all members by April 22, 2012 and adopted at our general membership meeting on May 22, 2012.

Goals for Fiscal Year 2013

Following are the goals for FY 2013:

1. To keep the collection of dues current.
2. To continue making quarterly bills more useful by putting in more information on bills; i.e., upcoming programs, national ACEC news, list of services we provide, etc.
3. To facilitate more communications to and from our members.
4. To continue to provide five (5) education programs for our members.
5. To maintain an average attendance of 40 at programs and strive for at least 45 at two (2) of the programs.
6. To have one Legislative Day at Legislative Hall.
7. To publish four (4) newsletters: January, April, August and December.
8. To continuously enhance our website to make it more useful.
9. To continue the Engineering Excellence Awards Program.
10. To continue the QBS Award Program.
11. To continue participation in Engineers Week Program.
12. To increase member firms by two and affiliate members by four.
13. To publish a new directory in August 2013.
14. To increase public awareness of our organization. Publish one article in Delaware newspaper.
15. To continue partnering committees' activities.
16. To review the activities in relation to its adopted Strategic Plan.
17. To work closely with ACEC national in all aspects and participate in Lobby day in Washington, D.C.

ACEC Delaware
Budget for July 1, 2012 to June 30, 2013 (FY 2013)
Notes and Assumptions – April 2, 2012

1. **FY 2012 Budget Summary**

Receipts/Revenues: \$68,400
Expenses: -72,100
Deficit \$ 3,700
Transfer from Contingency Fund: \$9,300

1. Due to current economic conditions, there is no increase proposed in Delaware dues in this budget.

2. **Dues and Fees at current level are:**

- a. Delaware **Dues:** Index # X Factor = $127.43 \times 282.50 = \$35,999$
Rounded to: \$36,000

Two current non paying members are not included in the calculations.

- b. **National Dues:** Index # 35 X Factor of \$331 = \$11,585 Rounded to \$11,6 00
Many firms pay directly to ACEC national and hence the Index # is 35.

We will revise this note to include the changes by the Board and ACEC National.

- c. **Affiliate Membership Dues:** \$300 annual, 50 annual Edu. Enhancement fee **Optional**.
A concerted effort will be done to increase the number of affiliate members.

- d. **Directory Advertising Rates:** \$300 full page, \$150 ½ page.
Back of the front cover and back of the back cover- full page \$450 each.

- e. **EEA Entry Fee:** \$300 per entry.

- f. **Engineering Education Enhancement Fee (Voluntary):**

<u>Firm with Employees</u>	<u>Fee per Quarter</u>
1 to 10	\$10
11 to 20	15
21 to 30	20
31 to 40	25
41 or more	30

- g. **Members Program Fee:** \$40 per attendee. For May program, the fee is increased this year to \$45.

3. The some expenses are reduced based on actual till 12-31-2011.
4. Revision on Executive Director fee may be done during the year.

ACEC Delaware Budget for FY 2012 03-11-2012 Draft #1	2011-2012 Original Budget	6 Months Current Year	Revised 2011-2012	Proposed 2012-2013
		Actual 12-31-11		
Receipts				
ACEC Delaware Dues	\$35,000	\$16,788	\$36,000	\$36,000
ACEC National Dues	11,200	5,402	11,200	11,600
Affiliate Dues	4,800	2,700	3,000	4,200
Directory Advertising	2,500	900	3,200	3,200
EE Award Fees	3,000	1,800	1,800	3,000
Eng. Edu. Enhancement Fee	2,000	785	1,700	1,700
Insurance/Publication Income from ACEC	200	417	500	500
Interest Income	500	5	400	200
Members Programs	8,000	4,877	6,000	8,000
<i>Transfer from Contingency Fund</i>	9,300	0	6,400	3,700
Total Receipts	\$76,500	33,673	70,200	72,100
Expenses				
ACEC National Dues	\$11,200	6,707	11,200	11,600
NACECE Dues	100	100	100	100
EE Awards Program	300	85	300	300
Convention - Fall	1,800	0	0	0
Convention- Spring	2,000	0	1,000	1,200
Meetings - Executive Board	200	379	500	500
Members Programs	8,000	2,528	4,600	6,000
Advertising	300	300	300	300
Directory Expenses	2,000	1,500	1,800	1,800
Eng. Edu. Enhancement Scholarship	500	0	500	500
Eng. Edu. Enhancement Program Reserve	1,500	0	1,200	1,200
Government Relations	6,600	3,300	6,600	6,600
Newsletter	500	428	600	500
Scholarship Endowment Appropriation	500	0	0	0
Executive Director	39,400	16,417	39,400	39,400
Postage, Copies, Supplies, Fees	300	589	400	400
Telephone	600	285	600	600
Website Related	400	217	300	300
Insurance	800	800	800	800
Total Payments	\$76,500	33,333	70,200	72,100

Line by Line Explanation

For your review, below is the line by line explanation.

Receipts

1. ACEC Delaware Dues:

The formula for the dues calculation for the firms with 2 to 2,140 employees is:

Dues = Index number X factor of \$282.50

Index number = Number of employee to the power of (1/1.75)

Dues calculation: Index number 124 X \$282.50 = \$35,030. Rounded to \$35,000.

The index number for FY 2012 is estimated at 124 as compared to 156 for the current year due to the anticipated reduction in employee count by our members.

In August, we plan to present to you, revise index number and the total dues based on July 2011 billing.

2. ACEC National Dues:

The formula for the dues calculation is:

Dues = Index number X factor of \$331.00

The factor of \$331.00 includes an estimated 3.5% increase over the current year's Factor of \$319.76

The index number estimated is 35.

The index number is different and lower from Delaware dues in note #1 because there are firms whom we bill Delaware dues but not the National dues since their head offices pay the National dues directly to the National.

Dues Calculation: Index number of 35 X factor of \$331.00 = \$11,585.00

Rounded to \$11,600.

We will receive the National figure in late April 2012 and will revise this estimate.

This is a pass through item as what we bill and collect from our members, we pay to National ACEC. Expense side is \$11,600.

3. Affiliate Dues

- Ten current members X \$300. Annual dues each = \$3,000.
- Four additional affiliate members are projected: 4 X \$300 = \$1,200.
- Total revenue projected: \$4,200
- Current annual dues of \$300 are continued.

4. Directory Advertising

- 2012-2013 Directory will be published in August July 2012.
- Current Rates:
 - Full Page - \$300. One-half Page - \$150.
 - Back of front and back of back cover - full page - \$450 each.
 - Current rates continued.
 - Current level of advertising receipt of \$3,200.

- FY 2013 is estimated at \$3,200.
- Expense is \$2,000.

5. **EE Award Fee**

- The current fee is \$300 and is continued. No increase is proposed.
- Current level of fee is \$1,800.
- Ten entries are estimated in FY 2013. 10 X \$300 each = \$3,000.
- This fee covers direct expenses for the program: examples: meeting room rent, lunch for judges, banquet tickets, awards.
- The fee also covers indirect expenses.

6. **Engineering Education Enhancement Fee:**

- This is a voluntary contribution billing done in each quarterly dues bill.
- Affiliate members are billed \$50 each once in July with their annual dues bills.
- Estimated receipt is \$1,700 based on the actual for 6 months of FY 2012.
- This amount will be used as: \$500 for an Engineering scholarship and \$1,200 will be out in Engineering Education Enhancement Reserve.

7. **Insurance/Publication Report from ACEC National:**

- This line includes the amounts received from ACEC Business Health Insurance Trusts for the shared revenue of the premium they received from our members.
- Amounts are estimated based on last two years actual.

8. **Interest Income**

- We have one 12 months CD for \$31,000 at .75%.
Projected interest receipt on CDs is \$232.
- Money Market interest on working capital is estimated at \$10. for FY 2013.
- Total estimated: \$242. Rounded to \$200.

9. **Members Programs**

- Current fee is \$40 per attendee and it is continued for all programs except Annual meeting in May. May program fee is raised this year to \$45.
- We have five programs each year.
- The historical data and the projected attendance are used to project the receipt of \$8,000.

EXPENSES

10. **ACEC National Dues**

- Same as receipt - Note number 2 on Page 2.

11. **NACECE Dues**

- This is for membership dues for Executive Directors Association.
- FY 2011 actual - \$100.
- FY 2012 proposed - \$100.

12. **EE Awards Program**

- For lunch for judges, banquet tickets, awards, etc.
- The judging will be at a member's office. Savings in Hotel Meeting room rent.

13. **Convention: Fall**

- This was provided for the National Director.
- Current National Director's firm has paid for this in Fall 2011 and same is Continued for Fall 2012.

14. **Convention: Spring**

- For Board Members, President and National Director.
- For Spring 2012, the firm of the National Director will pay the expenses. The president's firm is paying for the President's expenses. \$1,000 for current year and \$1,200 for FY 2013 are budgeted for the Board members/chairs and the Executive Director.

15. **Meetings: Executive Boards**

- Five meetings at program hotels.
- Six meetings at members' offices. No meeting in July.
- Amount includes cost of sandwiches for the meetings at members offices.
- FY 2013 amount is \$500 is based on FY 2012 actual until December 2011.

16. **Members Programs**

- Five programs for FY 2013.
- September 2012 November 2012, January 2013, March 2013, May 2013.
- Program room rent, food and service costs are included.

17. **Advertising**

- Advertisement in Engineering Week Banquet Book.
- Current level continued - \$300.

18. **Directory Expenses**

- 2012-2013 Director is planned for August 2012.
- Cost for computer work and print 300 copies.
- Current level continued.

19. **Engineering Education Enhancement Scholarship**

- One \$500 scholarship to a high school senior who will peruse the
- Higher Engineering Education.
- Current level of funding is continued.

20. **Eng. Edu. Enhancement Program Reserve:**

Total Fee received for this purpose is estimated at \$1,700.

\$500 will be paid out for a scholarship as per note 19.

\$1,200 will be put in the reserve for education and will be utilized in future for engineering education enhancement.

Program for contribution to Delaware Technical and Community College is not implemented till the dues revenues increase.

21. **Government Relations**

- This is for Delaware Government Relations program
- Current level is \$6,600.
- Current level continued.

22. **Newsletter**

- Four newsletters for FY 2013.
- July 2012, October 2012, January 2013, April 2013.
- The amount includes the fee for computer/desktop publishing help.

23. **Scholarship Endowment Fund**

- This is line is changed to Reserve above (note number20) and will be eliminated in FY 2014 budget.

23. **Executive Director:**

- Same amount is continued.

25. **Postage, Copies, Supplies, Fees**

- The amount is increased to \$400 based on actual up to December 2011.

26. **Telephone**

- Same amount as current level is proposed based on FY 2011 actual and current monthly charges.

28. **Website Related**

- Based on FY 2012 actual, a reduction is proposed in this line.

29. **Insurance**

- \$800 for FY 2013 is based on actual policy premium paid in FY 2011.

Action Requested

We request approval of this proposed budget for the Fiscal Year
July 1, 2012 to June 30, 2013.





Ted F. Januska, P.E.
Chair, Nominating Committee



**ACEC Delaware Annual Meeting
Tuesday, May 22, 2012
Agenda Item Number 3:**

**Nominating Committee Report
For the Year 2012-2013 Officers**

April 13, 2012

The Nominating Committee would like to nominate the following persons for the Executive Board for Fiscal Year 2012-2013 for ACEC Delaware:

National Director – Ted Januszka, P.E.

President – Scott Rathfon, P.E.

Vice President – Mario Gangemi, P.E.

Treasurer – Michael Angelo, P.E.

Secretary – J. Michael Riemann, P.E.

Sincerely,

The Nominating Committee

Ted F. Januszka, Chair

Tim M. Anderson

Steve L. Johns

ACEC Delaware | Our Programs & Awards | 2012



Laura A. Anderson, P.E.
Chair, Program Committee



ACEC Delaware participated in Engineers' Week Banquet on February 23, 2012. The event was held this year at the Bella Vita at Cavalier Country Club in Newark, Delaware.

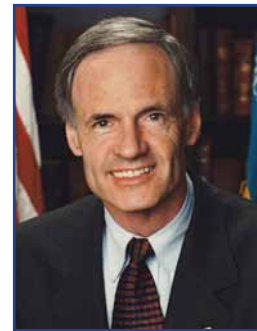
Engineers' Week Banquet is an annual event organized by the Delaware Council of Engineering Societies (DCES).

Our next program is a dinner meeting that will be held on **Tuesday, May 22, 2012 at Bella Vita at Cavalier Country Club.** This will be our Annual Meeting and Program.

ACEC National Chairman-elect, Mr. Ted C. Williams, P.E., ExecEng, FACEC, and U.S. Senator Thomas Carper will be our speakers. I invite you all to join us for a nice evening of camaraderie, networking, fun, fine food and excellent speakers.



Ted C. Williams, P.E.,
ExecEng, FACEC



Senator Thomas R. Carper

To register to attend
our programs and events,
please email your name to
Mike Karia at
mikekaria@msn.com

ACEC Delaware | Engineering Excellence Awards' Program | 2012

**ACEC 2012
Engineering
Scholarship
Recipient –
Ms. Avery White,
Padua Academy**



**Grand Conceptor Award –
Green Stone Engineering, LLC**

Conceptor Award – Johnson, Mirmiran & Thompson



Conceptor Award – Duffield Associates



Honor Award – Pennoni Associates



2012 National QBS Award – Delaware River & Bay Authority



We thank Mrs. Angie Barbato for the photographs.



David A. Raymond
President, and CEO, ACEC



ACEC President Dave Raymond speaks at the news conference launching the new Envision™ Sustainable Infrastructure Rating System.

Also pictured (left to right) are APWA President Diane Linderman and Andreas Georgoulis of the Zofnass Program at Harvard's Graduate School of Design.

Institute for Sustainable Infrastructure Launches Envision™ Rating System

The new Envision™ Sustainable Infrastructure Rating System for evaluating the environmental, economic and social impacts of infrastructure projects was unveiled this week at a national news conference in Washington, D.C.

Envision™ was developed by the Institute for Sustainable Infrastructure, a collaborative initiative of ACEC, APWA and ASCE; it has also received support from Harvard University's Zofnass Program.

ISI Executive Director Bill Bertera and ISI Chairman Tim Psomas participated in the event, along with representatives of the participating organizations, including ACEC Chairman Terry Neimeyer and ACEC President Dave Raymond. For Raymond's remarks, go to:

www.acec.org/publications/newsreleases/envision_remarks_04-03-12.pdf.



ACEC Petitions U.S. Supreme Court to Hear Statute of Repose Case

ACEC, along with ACEC/Minnesota, has joined in an amicus brief asking the U.S. Supreme Court to overturn a Minnesota court decision nullifying the state's statute of repose law.

Following the collapse of the I-35W Bridge in Minneapolis in 2007, the Minnesota legislature passed a law eliminating statute of repose protections for engineers and contractors on the 40-year-old bridge. When the Minnesota Supreme Court upheld the legislation, Jacobs Engineering Group petitioned the U.S. Supreme Court.

Your Officers

President

Scott L. Rathfon
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Vice President

Mario J. Gangemi
mgangemi@duffnet.com



Treasurer

Michael A. Angelo
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Secretary

Mike Riemann
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National Director

Ted. F. Januszka
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Your Committee Chairs

Education and Public Relations

M. Shane Minner
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Kent County Partnering

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