



AMERICAN COUNCIL OF ENGINEERING COMPANIES  
*of Ohio*

*ACEC Ohio  
Membership  
Survey Results*



## Q2 Firm: (optional)

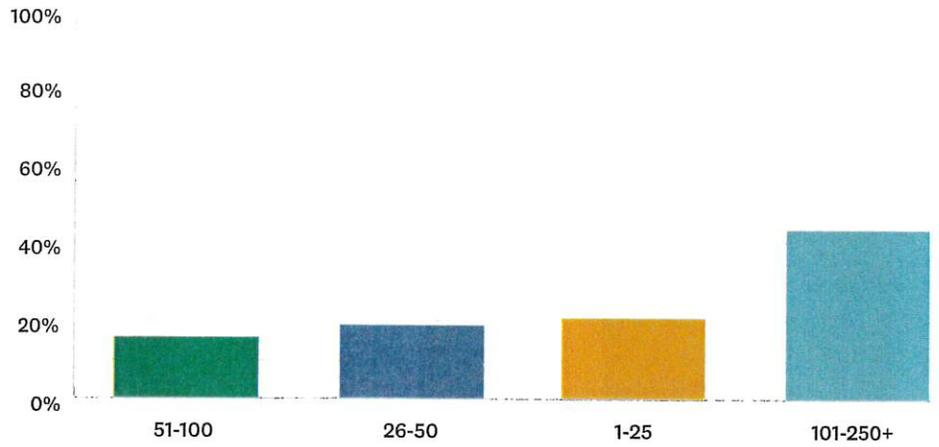
Answered: 55 Skipped: 61

#	RESPONSES	DATE
1	Hull & Associates	7/11/2018 2:32 PM
2	MSG	7/11/2018 2:30 PM
3	Engage Public Affairs	7/11/2018 2:29 PM
4	HDR	7/11/2018 2:27 PM
5	Barge Design Solutions	7/11/2018 2:25 PM
6	Palmer Engineering	7/11/2018 2:23 PM
7	ARCADIS	7/11/2018 2:21 PM
8	EA	7/11/2018 2:16 PM
9	Mead & Hunt	7/11/2018 2:13 PM
10	Terracon Consultants, Inc.	7/11/2018 2:12 PM
11	The Kleingers Group	7/11/2018 2:10 PM
12	LJB Inc.	7/11/2018 2:08 PM
13	KS Associates	7/11/2018 2:07 PM
14	CT Consultants, Inc.	7/11/2018 2:04 PM
15	CT Consultants, Inc.	7/11/2018 2:02 PM
16	ms consultants	7/11/2018 2:00 PM
17	Somerset CPAs	7/11/2018 1:58 PM
18	Karpinski Engineering	7/11/2018 1:55 PM
19	CT Consultants, Inc	7/11/2018 1:51 PM
20	Bowser-Morner, Inc.	7/11/2018 1:49 PM
21	TranSystems	7/11/2018 1:46 PM
22	O.R. Colan Associates	7/2/2018 12:02 PM
23	Strand Associates, Inc.	7/2/2018 10:08 AM
24	TranSystems	6/28/2018 9:01 AM
25	Arcadis	6/28/2018 8:23 AM
26	Arcadis U.S., Inc.	6/28/2018 8:11 AM
27	SME	6/27/2018 4:40 PM
28	Shaffer, Johnston, Lichtenwalter & Associates, Inc.	6/27/2018 4:23 PM
29	K.E. McCartney & Associates	6/27/2018 3:30 PM
30	LJB Inc.	6/27/2018 2:59 PM
31	Woolpert, Inc.	6/27/2018 2:57 PM
32	C&S	6/27/2018 2:42 PM
33	TTL Associates, Inc.	6/27/2018 2:26 PM
34	Enbginering Associates	6/27/2018 2:25 PM
35	woolpert	6/27/2018 2:20 PM

36	Lawhon & Associates	6/27/2018 2:08 PM
37	Rii	6/27/2018 2:04 PM
38	CHA Consulting, Inc.	6/27/2018 2:03 PM
39	Oswald	6/27/2018 2:03 PM
40	Selhorst	6/25/2018 1:50 PM
41	Stantec	6/20/2018 4:20 PM
42	W.E. Quicksall & Assoc., Inc	6/20/2018 9:51 AM
43	LJB Inc.	6/18/2018 10:28 AM
44	WSP	6/18/2018 9:37 AM
45	SSOE Group	6/18/2018 8:55 AM
46	Nexus Engineering Group, LLC	6/17/2018 6:20 PM
47	SMBH, Inc.	6/16/2018 9:27 AM
48	CT Consultants	6/15/2018 12:28 PM
49	Pennoni	6/15/2018 10:41 AM
50	HAWA Incorporated	6/15/2018 10:32 AM
51	WSP USA, Inc	6/15/2018 10:26 AM
52	Resource International, Inc.	6/15/2018 10:22 AM
53	Limbach	6/15/2018 10:13 AM
54	OHM Advisors	6/15/2018 10:10 AM
55	Patrick Engineering Inc.	6/15/2018 10:10 AM

# Q3 Size of Ohio Firm:

Answered: 114 Skipped: 2



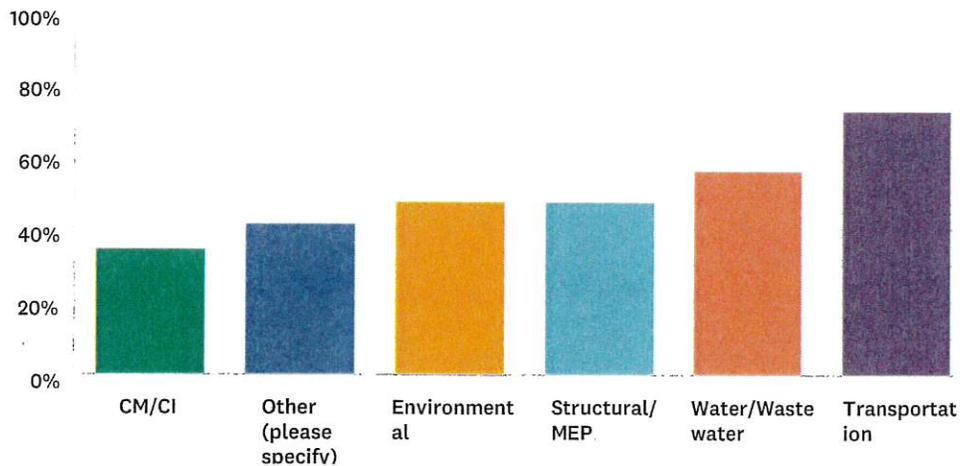
## ANSWER CHOICES

## RESPONSES

51-100	15.79%	18
26-50	19.30%	22
1-25	21.05%	24
101-250+	43.86%	50
<b>TOTAL</b>		<b>114</b>

# Q4 Discipline of Firm: (select all that apply)

Answered: 116 Skipped: 0



## ANSWER CHOICES

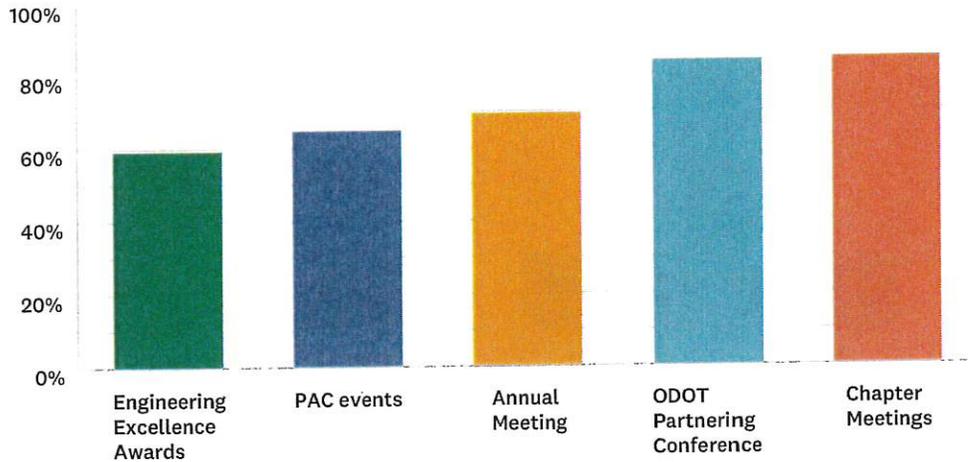
## RESPONSES

CM/CI	34.48%	40
Other (please specify)	41.38%	48
Environmental	47.41%	55
Structural/MEP	47.41%	55
Water/Wastewater	56.03%	65
Transportation	72.41%	84

Total Respondents: 116

# Q5 Do you or your firm regularly participate in any of these ACEC Ohio events?

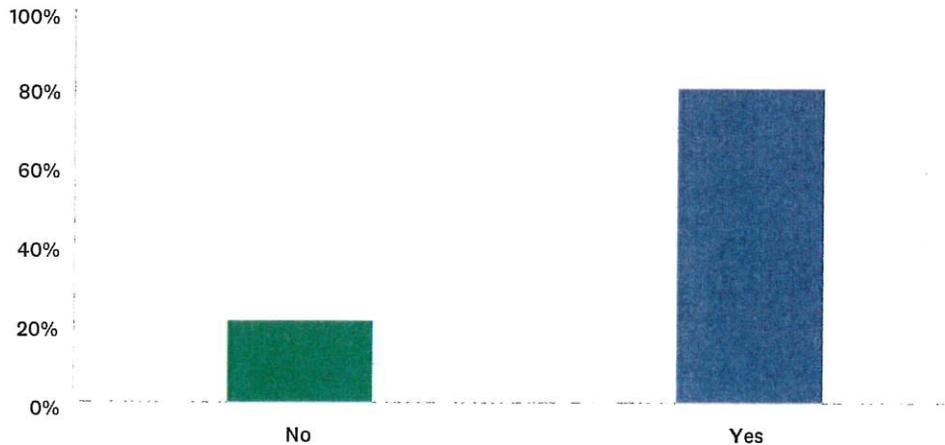
Answered: 111 Skipped: 5



ANSWER CHOICES	RESPONSES	Count
Engineering Excellence Awards	59.46%	66
PAC events	64.86%	72
Annual Meeting	69.37%	77
ODOT Partnering Conference	83.78%	93
Chapter Meetings	84.68%	94
Total Respondents: 111		

# Q6 Is ACEC/ACEC Ohio your primary resource for engineering business practices information?

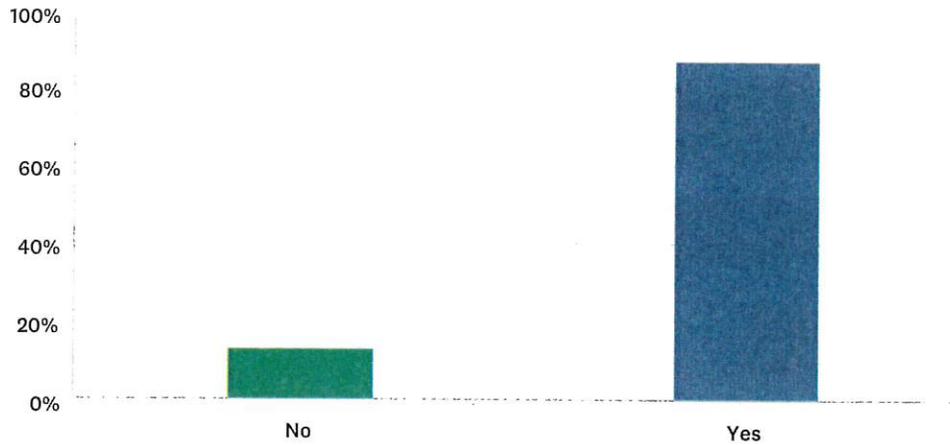
Answered: 114 Skipped: 2



ANSWER CHOICES	RESPONSES	Count
No	21.05%	24
Yes	79.82%	91
Total Respondents: 114		

# Q7 If ACEC Ohio hosted virtual meetings, would you participate?

Answered: 108 Skipped: 8



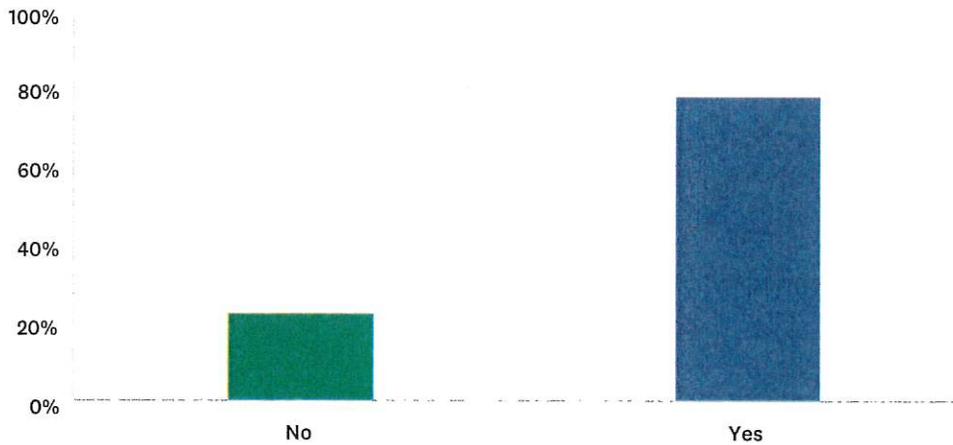
## ANSWER CHOICES

## RESPONSES

No	12.96%	14
Yes	87.04%	94
Total Respondents: 108		

# Q8 Do you contribute to ACEC Ohio's PAC?

Answered: 113 Skipped: 3



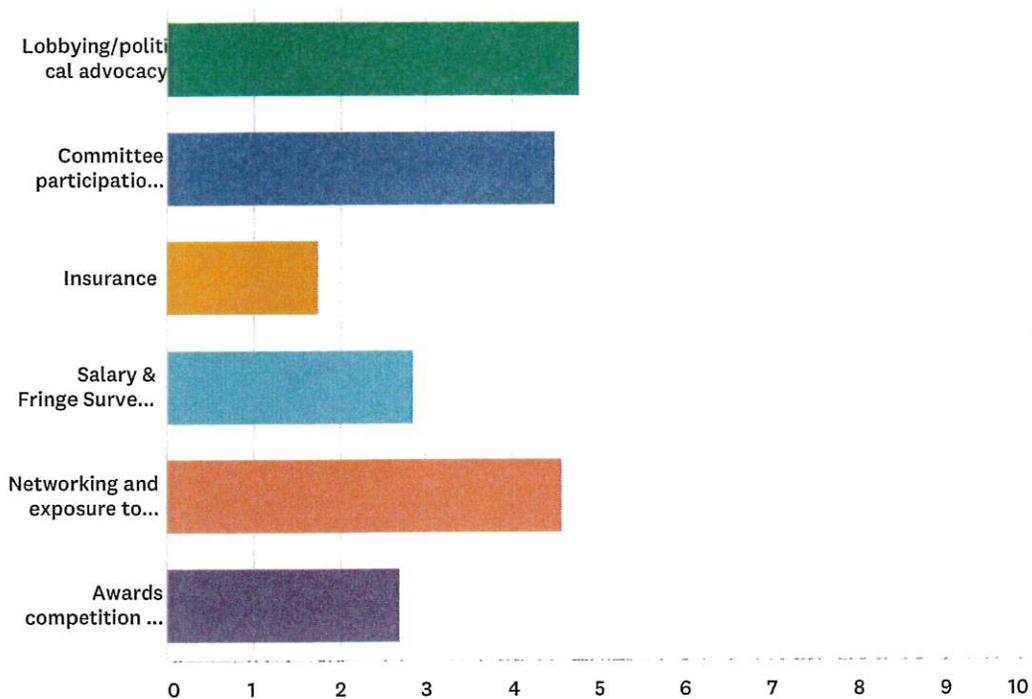
## ANSWER CHOICES

## RESPONSES

No	22.12%	25
Yes	77.88%	88
TOTAL		113

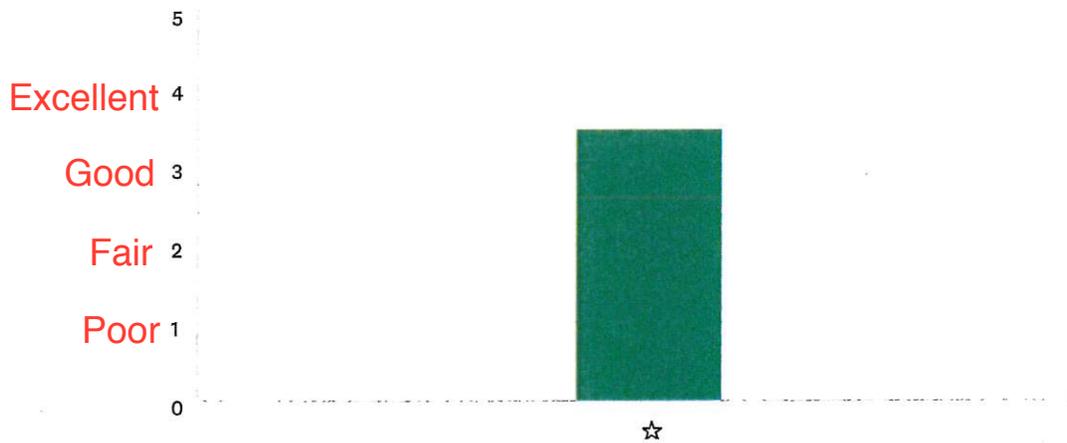
# Q9 Please prioritize the benefits of being an ACEC Ohio member, 1 to 6 (with 1 being the most important and 6 being the least important)

Answered: 113 Skipped: 3



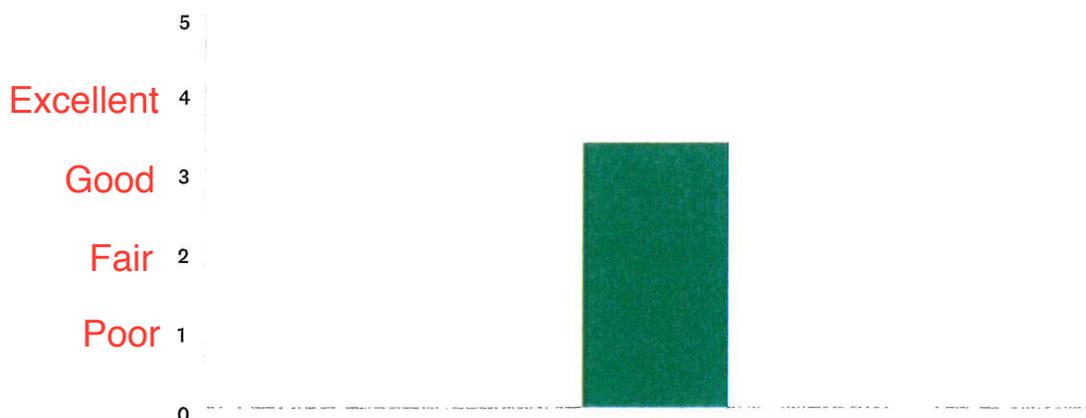
# Q10 ACEC Ohio's overall quality of member services:

Answered: 113 Skipped: 3



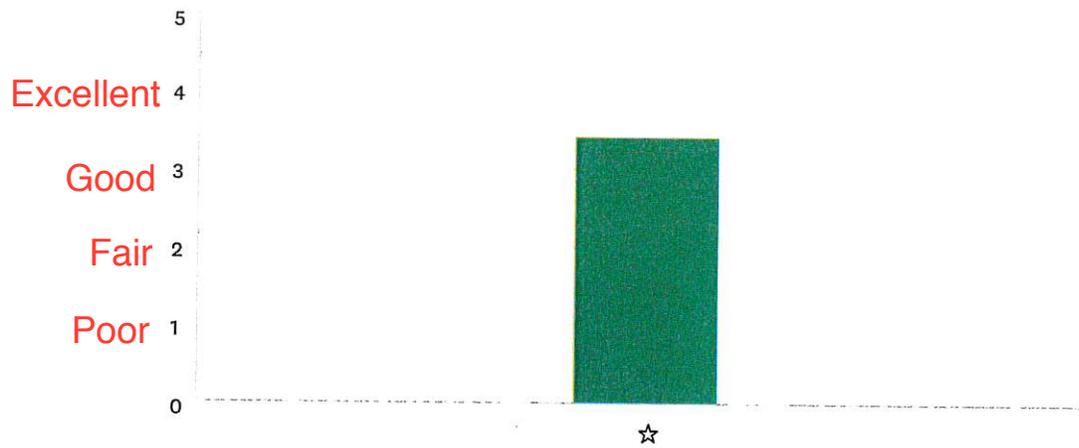
# Q11 ACEC Ohio's overall understanding of member's needs:

Answered: 113 Skipped: 3



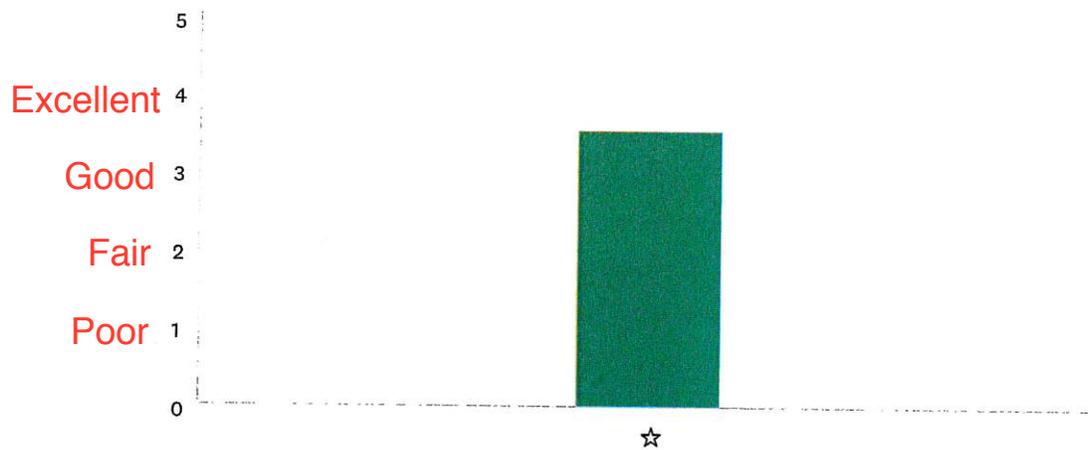
## Q12 ACEC Ohio's overall relevance to your business:

Answered: 112 Skipped: 4



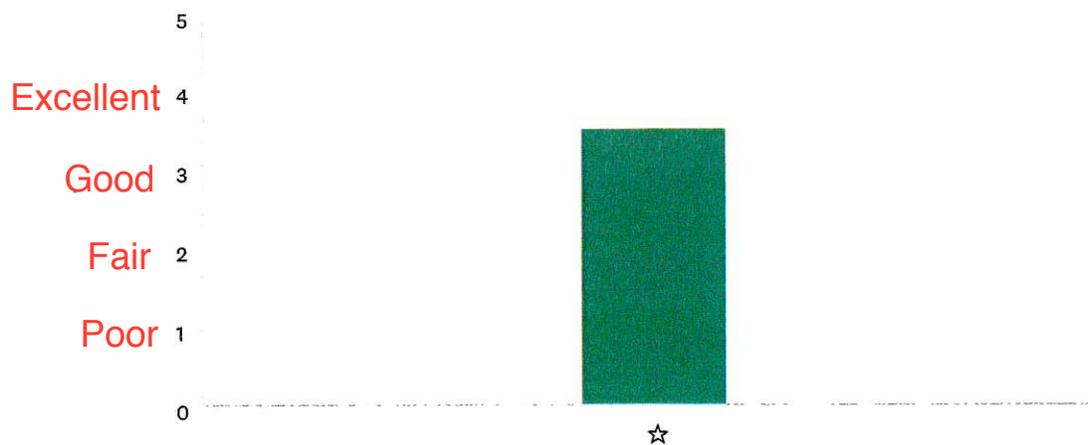
## Q13 ACEC Ohio's overall communication:

Answered: 113 Skipped: 3



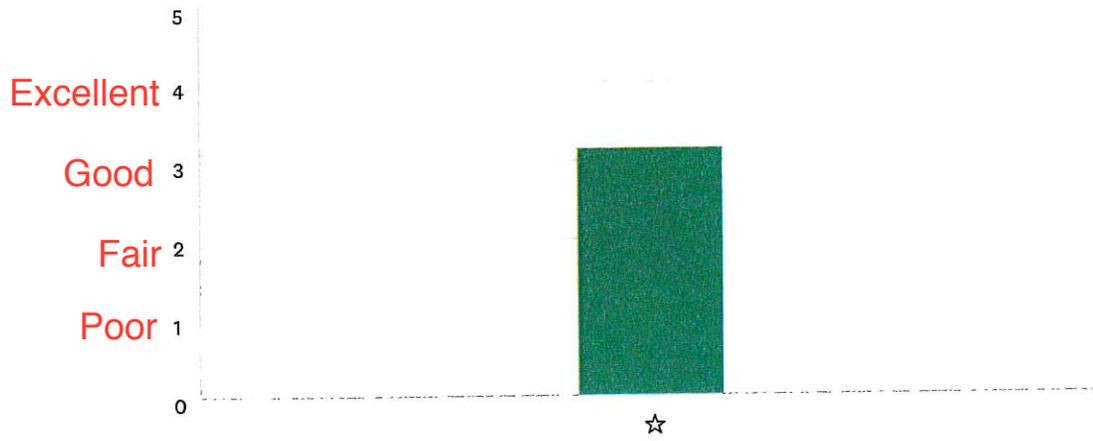
## Q14 ACEC Ohio's overall customer service (one-on-one interaction with staff):

Answered: 112 Skipped: 4



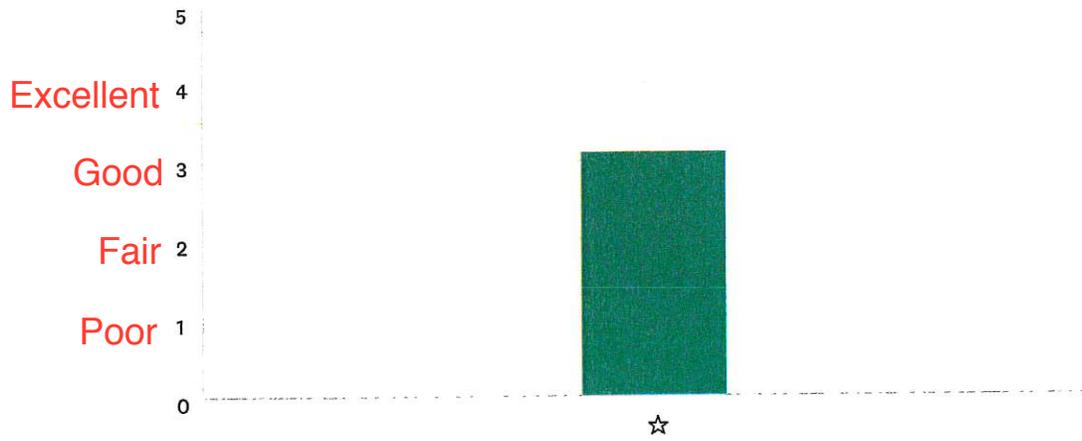
### Q15 ACEC Ohio's overall website:

Answered: 112 Skipped: 4



### Q16 ACEC Ohio's overall socia media:

Answered: 112 Skipped: 4



## Q17 What are the two most significant issues facing the industry?

### 1.)Funding

Answered: 89 Skipped: 27

### 2.)Lack of qualified staff

#	1.)	DATE
1	talent shortage	7/11/2018 2:32 PM
2	transportation funding	7/11/2018 2:30 PM
3	tax categories, government funding	7/11/2018 2:29 PM
4	transportation funding	7/11/2018 2:27 PM
5	contract language-indemnification	7/11/2018 2:25 PM
6	transportation funding	7/11/2018 2:23 PM
7	funding	7/11/2018 2:21 PM
8	design/ build focus	7/11/2018 2:19 PM
9	at risk work PIB	7/11/2018 2:16 PM
10	design-build	7/11/2018 2:13 PM
11	manpower	7/11/2018 2:12 PM
12	insufficient talent pool	7/11/2018 2:10 PM
13	QBS	7/11/2018 2:07 PM
14	bidding professional services	7/11/2018 2:04 PM
15	recruiting	7/11/2018 2:02 PM
16	funding	7/11/2018 2:00 PM
17	retention	7/11/2018 1:58 PM
18	employee hiring of retention	7/11/2018 1:55 PM
19	inability to add qualified personnel & ownership	7/11/2018 1:51 PM
20	Filling the talent/ leadership gap as baby boomers leave industry	7/11/2018 1:49 PM
21	public sector funding of infrastructure needs	7/11/2018 1:46 PM
22	Funding	7/11/2018 1:40 PM
23	Contracting/insurance issues	7/2/2018 10:08 AM
24	competition is driving prices down	7/2/2018 9:49 AM
25	infrastructure funding	6/28/2018 1:15 PM
26	Reducing Legal issues	6/28/2018 10:53 AM
27	Reliable and Sustainable Infrastructure Funding	6/28/2018 8:23 AM
28	Continued advocacy of QBS	6/28/2018 8:11 AM
29	Qualifications-based selection in Ohio	6/28/2018 7:54 AM
30	Funding	6/27/2018 5:42 PM
31	Lack of talent	6/27/2018 4:40 PM
32	Engineering services perceived as a commodity instead of a profession.	6/27/2018 4:23 PM
33	All issues transportation	6/27/2018 4:02 PM
34	funding for infrastructure	6/27/2018 3:30 PM
35	lack of funding for transportation projects	6/27/2018 3:21 PM

36	fee pressure	6/27/2018 3:09 PM
37	Violations of QBS	6/27/2018 2:59 PM
38	Transportation Funding	6/27/2018 2:57 PM
39	human capital limitations	6/27/2018 2:42 PM
40	funding	6/27/2018 2:36 PM
41	Funding sources for transportation projects	6/27/2018 2:27 PM
42	Qualified Personnel	6/27/2018 2:26 PM
43	erosion of QBS	6/27/2018 2:25 PM
44	possible state taxation	6/27/2018 2:20 PM
45	Following quals based selections	6/27/2018 2:19 PM
46	labor shortage	6/27/2018 2:17 PM
47	infrastructure funding	6/27/2018 2:08 PM
48	Consistency of available opportunities	6/27/2018 2:08 PM
49	Stagnant salaries	6/27/2018 2:04 PM
50	Our Failing Infrastructure	6/27/2018 2:03 PM
51	hiring people	6/27/2018 2:03 PM
52	Funding for projects	6/27/2018 1:59 PM
53	Funding	6/25/2018 1:50 PM
54	funding	6/25/2018 10:54 AM
55	Funding	6/20/2018 4:27 PM
56	Finding/retaining qualified staff	6/20/2018 4:20 PM
57	Experienced and Qualified Engineers	6/20/2018 9:51 AM
58	Attracting Young Professionals	6/18/2018 9:34 PM
59	Funding (lack of)	6/18/2018 6:40 PM
60	Funding	6/18/2018 3:33 PM
61	increase competition with too much focus on price as determining winning contracts	6/18/2018 1:44 PM
62	Funding	6/18/2018 10:28 AM
63	Transportation/Transit Funding	6/18/2018 9:37 AM
64	Technology	6/18/2018 9:22 AM
65	Commoditization of services.	6/18/2018 8:55 AM
66	health insurance	6/18/2018 8:24 AM
67	Lack of qualified personnel to fill positions	6/18/2018 8:23 AM
68	Qualified People	6/18/2018 6:01 AM
69	Staffing	6/17/2018 4:42 PM
70	Commodity perception of services	6/16/2018 5:18 PM
71	Finding competent talent	6/16/2018 9:27 AM
72	Infrastructure Funding	6/15/2018 6:49 PM
73	elimination of licensing PE's	6/15/2018 3:51 PM
74	Infrastructure Funding	6/15/2018 12:28 PM
75	Lack of young people going into engineering	6/15/2018 12:24 PM
76	Transportation Funding	6/15/2018 12:06 PM

77	Hiring qualified staff	6/15/2018 11:03 AM
78	Funding	6/15/2018 10:41 AM
79	In Transportation it is funding	6/15/2018 10:41 AM
80	Poor supply of well qualified recruits at entry level	6/15/2018 10:35 AM
81	Fees still feel depressed following the "great recession." Bidding engineering services more and more prevalent. If we are going to make this a profitable business attractive to well qualifies engineers we need to be financially solid.	6/15/2018 10:32 AM
82	Lack of growth in industry, ODOT on decline, no water mandates	6/15/2018 10:30 AM
83	depressed ODOT program	6/15/2018 10:26 AM
84	lack of funding	6/15/2018 10:14 AM
85	Owner's wanting to bid engineering services	6/15/2018 10:13 AM
86	need for a gas tax increase for additional funding	6/15/2018 10:10 AM
87	Infrastructure Funding	6/15/2018 10:10 AM
88	Staffing	6/15/2018 10:08 AM
89	Lack of qualified technical staff	6/15/2018 10:04 AM
<b>#</b>	<b>2.)</b>	<b>DATE</b>
1	pricing pressure	7/11/2018 2:32 PM
2	QBS	7/11/2018 2:30 PM
3	DBE utilization	7/11/2018 2:29 PM
4	restrictive contract language	7/11/2018 2:27 PM
5	QBS	7/11/2018 2:25 PM
6	indemnification	7/11/2018 2:23 PM
7	Believing CV/AV will solve our capacity issues	7/11/2018 2:21 PM
8	transportation funding	7/11/2018 2:16 PM
9	QBS	7/11/2018 2:13 PM
10	employee qualifications	7/11/2018 2:12 PM
11	inability of industry to resist commoditization	7/11/2018 2:10 PM
12	Indemnification	7/11/2018 2:07 PM
13	infrastructure funding	7/11/2018 2:04 PM
14	profitability	7/11/2018 2:02 PM
15	QBS/ delivery methods	7/11/2018 2:00 PM
16	policy	7/11/2018 1:58 PM
17	risk of litigation	7/11/2018 1:55 PM
18	EDGE set-asides that block firms access to public projects	7/11/2018 1:49 PM
19	QBS w/ local governments (lack of)	7/11/2018 1:46 PM
20	Political uncertainty	7/11/2018 1:40 PM
21	Making sure clients follow QBS	7/2/2018 10:08 AM
22	minority set asides are benefitting a small group disproportionately and hurting other qualified firms	7/2/2018 9:49 AM
23	technological advances in our industry & how we integrate and get paid for them	6/28/2018 1:15 PM
24	Legislative Reatrickions	6/28/2018 10:53 AM
25	Threats to Professional Licensing	6/28/2018 8:23 AM

26	Collaborative & productive working relationship with ODOT	6/28/2018 8:11 AM
27	Inadequate funding for infrastructure maintenance/replacement	6/28/2018 7:54 AM
28	Liability	6/27/2018 5:42 PM
29	Lack of talent	6/27/2018 4:40 PM
30	Too many firms chasing too little public work.	6/27/2018 4:23 PM
31	state subsidized agencies performing consulting services	6/27/2018 3:30 PM
32	indemnity clauses	6/27/2018 3:09 PM
33	Recruiting Qualified Personnel	6/27/2018 2:59 PM
34	Continuing positive relationship with ODOT	6/27/2018 2:57 PM
35	commoditization	6/27/2018 2:42 PM
36	funding	6/27/2018 2:36 PM
37	See above	6/27/2018 2:27 PM
38	Lack of QBS	6/27/2018 2:26 PM
39	Potential erosion of the need for licensing of engineers	6/27/2018 2:25 PM
40	lack of government funding/spending on infrastructure	6/27/2018 2:20 PM
41	Unrealistic public agency expectations	6/27/2018 2:19 PM
42	infrastructure funding	6/27/2018 2:17 PM
43	indemnification clauses	6/27/2018 2:08 PM
44	Regulatory changes that impact business operations	6/27/2018 2:08 PM
45	Not able to attract top talent	6/27/2018 2:04 PM
46	Our Lack of Funding	6/27/2018 2:03 PM
47	liability	6/27/2018 2:03 PM
48	retention of qualified individuals	6/27/2018 1:59 PM
49	More funding	6/20/2018 4:27 PM
50	Pricing pressures	6/20/2018 4:20 PM
51	Lack of funding for communities for infrastructure	6/20/2018 9:51 AM
52	To be treated as Professional and not a commodity	6/18/2018 3:33 PM
53	lack if funding/support from political and communities to invest wisely in infrastructure	6/18/2018 1:44 PM
54	Political policy	6/18/2018 10:28 AM
55	Quality Based Selections for Professional Services	6/18/2018 9:37 AM
56	Funding	6/18/2018 9:22 AM
57	Impact of technology.	6/18/2018 8:55 AM
58	gov't regulations	6/18/2018 8:24 AM
59	Funding for small communities to maintain existing infrastructure	6/18/2018 8:23 AM
60	Treated as Professionals, Not a Comodity	6/18/2018 6:01 AM
61	Engineers aren't that important theme	6/17/2018 4:42 PM
62	Fair fees for our value to the public. We are being commoditized.	6/16/2018 9:27 AM
63	Recruiting, Training, and Retaining Talend	6/15/2018 6:49 PM
64	Threats to QBS	6/15/2018 12:28 PM
65	Cost of healthcare for employees growing beyond ability of firms to absorb and still be profitable	6/15/2018 12:24 PM
66	QBS	6/15/2018 12:06 PM

67	Retaining qualified staff	6/15/2018 11:03 AM
68	Technology	6/15/2018 10:41 AM
69	Increasing productivity	6/15/2018 10:41 AM
70	Possible tax on professional services firms (engineering)	6/15/2018 10:35 AM
71	Attracting young engineers to this branch of engineering.	6/15/2018 10:32 AM
72	frivolous Litigation	6/15/2018 10:30 AM
73	ODOT "spreading it around" instead of choosing the best firm	6/15/2018 10:26 AM
74	QBS	6/15/2018 10:14 AM
75	Lack of design build knowledge by owners	6/15/2018 10:13 AM
76	public awareness of the infrastructure funding shortfalls	6/15/2018 10:10 AM
77	Need for QBS defended	6/15/2018 10:10 AM
78	code changes	6/15/2018 10:08 AM
79	Infrastructure funding	6/15/2018 10:04 AM



## Q18 What can ACEC Ohio do to serve you better?

Answered: 38 Skipped: 78

#	RESPONSES	DATE
1	diversity among disciplines	7/11/2018 2:32 PM
2	ACEC Ohio is moving in a positive direction. Keep up the great work!	7/11/2018 2:23 PM
3	provide documentation of ACEC's successes	7/11/2018 2:21 PM
4	keep communications focus & use funding wisely	7/11/2018 2:19 PM
5	continue the path of strong advocacy	7/11/2018 2:04 PM
6	continue to represent industry in lobbying/ political advocacy	7/11/2018 2:02 PM
7	continue the great efforts with chapter integration & provide opportunities for future leader development	7/11/2018 1:49 PM
8	doing fine	6/28/2018 1:15 PM
9	Keep up the communications and lobbying efforts and engaging member involvement.	6/28/2018 10:53 AM
10	Continue to ask!	6/28/2018 8:23 AM
11	Keep up the good work would be adequate	6/28/2018 7:54 AM
12	Keep on improving.	6/27/2018 4:40 PM
13	Help smaller firms develop better company management and support services procurement.	6/27/2018 4:23 PM
14	Be stronger with ODOT leadership	6/27/2018 4:02 PM
15	Beth is doing great job keep up the good work!	6/27/2018 3:30 PM
16	Doing a good job now. Well worth the membership!	6/27/2018 2:57 PM
17	more valuable content at annual meeting and awards meeting	6/27/2018 2:42 PM
18	Provide more information concerning doing business with the federal government.	6/27/2018 2:26 PM
19	Web conferencing of committee meetings and events	6/27/2018 2:25 PM
20	Doing great - keep it up!	6/27/2018 2:17 PM
21	You do a great job. Cannot think of what to add.	6/27/2018 2:08 PM
22	Keep promoting awareness of infrastructure needs to the Congress.	6/27/2018 2:04 PM
23	ACEC dues are far too expensive. If they are lowered we might rejoin.	6/27/2018 1:59 PM
24	Doing an excellent job!	6/20/2018 4:20 PM
25	Don't forget about the small firms	6/20/2018 9:51 AM
26	Lobby for issues that take away from contract fees	6/18/2018 3:33 PM
27	increase communication for PAC related events/successes. Perhaps expand member benefits to help get more firms involved/	6/18/2018 1:44 PM
28	Please always make sure that small companies and large companies are treated equally in all aspects of ACEC (to as much is practical.)	6/18/2018 11:35 AM
29	Shifting of % focus from public to private markets relative to business mix of membership.	6/18/2018 8:55 AM
30	Reduce costs of ongoing training and seminars.	6/17/2018 6:20 PM
31	Keep up the great work!	6/15/2018 12:24 PM
32	Increase committees to support non-operational staff such as finance and HR.	6/15/2018 11:03 AM
33	Obtain commitments to increase transportation funding in Ohio with candidates for Governor	6/15/2018 11:03 AM

34	Stay relevant politically and with the broader industry	6/15/2018 10:41 AM
35	The change in leadership has been refreshing.	6/15/2018 10:41 AM
36	Probably up to us to get more involved. Based on what we see ACEC Ohio is doing a good job of communicating with their members.	6/15/2018 10:32 AM
37	Stop lobbying/PAC that gives to politicians. Support the MEP industry better.	6/15/2018 10:13 AM
38	Keep on doing what you are doing!	6/15/2018 10:04 AM