

WWEMA Finance & Contract Administration Virtual Meeting

July 22, 2021

Do You Know What's in Your Contracts?

A graphic illustration featuring a magnifying glass with an orange handle and frame, and a green pen, both positioned over a light blue document with horizontal lines. The entire graphic is set against a light blue circular background.

Register Today! Everyone Welcome!
Virtual Meeting

Program Agenda

The WWEMA F&CA Virtual Meeting is a must-attend event for anyone working with contracts or having financial responsibility for their organization. Experts will cover a range of issues from terms and conditions, R&D tax credits, potential new Buy America(n) requirements, honing your negotiation skills, and more. A special training session is also included for those new to contracting. Find out what you need to know to succeed!

Virtual Whova Platform

Once you have registered you will have access to the platform to:

- Update your **Attendee Profile** - we encourage you to upload a picture and complete your title, company name, and location. You can also add a brief bio.
- View the event **Agenda** and plan your schedule
- Access **Sponsorship Showcases**
- Access **Speaker Bios**
- View **Attendee Names** in real time and send emails
- Access **Livestreams and Videos** directly within sessions and utilize the **Session Q&A** function
- Set up **Virtual Meet-Ups** with your fellow attendees to connect directly
- Create and converse through various **Discussion Topics** in the **Community Board**
- Receive updates such as a **Last Minute Room Change** from the organizers
- Get **Presentation Documents and Slides**

In addition to the Web app, a Mobile app is also available for your phone. To access and download the Mobile app, go to https://whova.com/portal/facac_202107/?source=download_page. The program will be available for 90 days on the Whova Web app and 180 days on the Whova mobile app following the meeting.

Sponsorships Available

Diamond (\$2,000), Platinum (\$1,500), Gold (\$1,000), Silver (\$750) and Bronze (\$500) sponsorships are available. Sponsors receive a site on the meeting platform where they can upload contact information, a company video, and two documents. They will also be listed on the home page of the meeting platform as well as on a scrolling header on the top of the meeting platform. Sponsors will also receive recognition on our website, in promotional materials, through social media platforms, during the meeting, and in post-conference summaries and documents. Information is available through the registration process. To become a meeting sponsor, go [HERE](#).

Preliminary Program Agenda

Thursday, July 22

10:00 – 10:15 a.m. EDT

Welcome and Program Overview

Vanessa Leiby, Executive Director, Water and Wastewater Equipment Manufacturers Association

10:15 – 11:30 a.m. EDT

Find the Flaws and Hone your Negotiating Skills

Alan Fishel, Attorney, Communications & Technology Practice Lead, Arent Fox LLP

This highly interactive session will have you testing your skills at “finding the flaws” in contracts and honing your negotiation tactics. Working collectively and in small groups, you will have the opportunity to collaborate with your fellow attendees and learn new skills and techniques from Alan, a top-rated contracts and negotiations trainer.

11:30 a.m. – 12:00 noon EDT

Buy America(n) — It’s Back Bigger and Bolder!

Vanessa Leiby, Executive Director, Water and Wastewater Equipment Manufacturers Association

Just when we finally got comfortable with the American Iron and Steel (AIS) requirements in the state revolving loan funds and WIFIA programs we are facing potentially new and far-reaching expansions of the provisions from both the Biden Administration and the U.S. Congress. Learn what changes have already happened, including the creation of a “Made in America” office at OMB, provisions that are being included in multiple pieces of legislation on the Hill, and what this might mean for your business and contracts going forward.

12:00 noon – 12:30 p.m. EDT

Lunch Break

12:30 – 2:00 p.m. EDT

Top 10 Killer Clauses

Philip Beck, Attorney and Partner, Smith, Currie & Hancock LLP

You know the clauses – indemnification, insurance requirements, lien waivers, force majeure, project delays, liquidated damages, and warranty scope – among others that can save you or cost you in your contracts. Join Phil as he reviews the contract language you should include in these clauses as well as new clauses you might want to add in order to address price escalation, labor shortages, and the lingering effects of COVID-19. Learn how to strengthen your contracts and make sure they work for you.



540 Fort Evans Road, Suite 304
Leesburg, VA 20176
(703) 444-1777 • www.wwema.org

2:00 – 3:00 p.m. EDT

Is There R&D in Water?

Jason Villere, Partner and Chief Operating Officer, Brayn Consulting LLC

The Research and Development (R&D) Tax Credit is one of the most powerful incentives in the tax code. Due to the broad definition of “qualified research”, businesses in nearly every industry can take advantage of this credit. To see what activities within your business may qualify, join us and explore how you can earn Federal tax credits for every dollar you spend on qualified research expenses (QREs). For every dollar spent on QREs, you can earn up to eight percent in Federal tax credits! Additionally, over 40 states offer similar R&D tax incentives that can double benefits in some cases. As a game-changing tax credit, the R&D tax credit provides incentives centered around developing new and improved products, processes, techniques, formulas, or inventions. The new permanent research tax credit provides new opportunities for small businesses to reduce or eliminate the Alternate Minimum Tax (AMT). Don’t miss this opportunity to learn how to invest in your business, innovate, and also save money!

3:00 – 4:00 p.m. EDT

Contracts 101 — For Those New to Contracting

Jeffrey Ammon, Attorney At Law, Miller Johnson

Are you ready to learn how to analyze and improve your construction contracts? While you do not need to be a lawyer to read a contract (though you absolutely want one to) you do need to understand what you are reading. This course will teach you how construction contract sections fit together and which clauses you need to look out for to protect your company's bottom line.

After completing this course, you will be able to:

- Understand how construction contract sections fit together
- Identify terms that create risk for your company
- Propose and modify contract language to protect your company
- Select and develop standard clauses you should use
- Use your company attorney more efficiently

About WWEMA—WWEMA is the non-profit trade association representing water and wastewater technology manufacturers and service providers since 1908. We advocate, inform, and connect our members with key policy and decision-makers and help our members increase their competitiveness and profitability in the U.S. and abroad. Our members supply the most sophisticated leading-edge technologies and services, offering solutions to every water-related environmental problem and need facing today's society. Visit us at www.wwema.org. For membership information, contact Vanessa Leiby at vanessa@wwema.org or Tina Wojnar at tina@wwema.org or call (703) 444-1777. We invite you to follow us on Twitter @WWEMAtweets and [LinkedIn](#).

Antitrust Policy

The Water and Wastewater Equipment Manufacturers Association (WWEMA) is a trade association whose purpose is to promote the common interest of its members and the water and wastewater industry at large, when such interests do not conflict with the common good. WWEMA is not intended to become involved, and it will not become involved, in the competitive decisions of its member companies; nor will it take action that would tend to restrain competition in the water and wastewater equipment industry.

Nevertheless, it is recognized by the Board of Directors of WWEMA that its activities could be regarded by some as a forum of opportunity to promote anti-competitive conduct. For this reason, the Board of Directors has taken this occasion, through this Statement of Policy, to make clear its unequivocal support for the policy of competition served by the antitrust laws, as well as its uncompromising intent to comply strictly in all respects with those laws.

To that end, the following will not be discussed at meetings:

- *Current or future prices*
- *What constitutes a “fair” profit level*
- *Possible increases or decreases in prices*
- *Standardization or stabilization of prices*
- *Pricing procedures*
- *Cash discounts*
- *Credit terms*
- *Control of sales*
- *Allocations of markets or geographical division of markets*
- *Refusal to deal with a corporation because of its pricing or distribution practices*
- *Whether or not the pricing practices of any industry member are un-ethical or constitute an unfair trade practice*
- *Plans to bid or refrain from bidding or submit pricing to bidders on future public projects*

Compliance with these guidelines involves not only avoidance of anti-trust violation, but avoidance of any behavior which might be considered improper. Antitrust laws are complex and far reaching. This statement is not a complete summary of all applicable laws. It is intended to highlight and emphasize certain basic precautions designed to avoid antitrust problems. In case of doubt, seek the guidance of staff, management, or the organization's counsel or your own corporate counsel should antitrust questions arise.

Code of Ethics

The Water and Wastewater Equipment Manufacturers Association (WWEMA) and its member companies voluntarily pledge to conduct themselves according to the highest professional standards and laws of society.

- *We shall strive to provide products and services of quality and value.*
- *We shall conduct our business with honesty and integrity.*
- *We shall make truthful representations as to the performance of our products.*
- *We shall work to maintain our professional skills—and those of our employees—at the state of the art.*
- *And we shall hold paramount the health and safety of the public in the performance of our business.*

Adopted by the WWEMA Board of Directors on May 6, 1991, in Washington, D.C.



WWEMA 2021 FINANCE & CONTRACT ADMINISTRATION VIRTUAL MEETING

SPONSORSHIP SHOWCASES AVAILABLE — Benefits include:

Public visibility by being promoted on:

- WWEMA Website Meetings' Page and WWEMA Whova Event Home Page
- Electronic PDF of *WWEMA Finance and Contracts Administration Virtual Meeting* to be distributed to attendees and prospective invites
- Social media posts on WWEMA's Twitter and LinkedIn platforms
- *B2B WaterOnline* announcement
- Other broadly published promotional materials which will create more industry exposure

Reach to registered attendees:

Whova web app and mobile app platforms during *WWEMA's Finance and Contracts Administration Virtual Meeting* maximize your branding with your own sponsor-specific landing page which displays enriched profiles, contact info, company video, and documents located on each customizable sponsor's showcase webpage. Also, the published company logos will continually scroll on the top banner of the web app, and across the bottom of the home and agenda page of the mobile app. Sponsors appear whenever attendees open up either Whova app. Your custom webpage will be available for 90 days after the close of the meeting on the web app and 180 days on the mobile app. Sponsor today at https://whova.com/portal/registration/facac_202107/

Sponsorship Levels

	Diamond	\$2,000
	Platinum	\$1,500
	Gold	\$1,000
	Silver	\$ 750
	Bronze	\$ 500

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Thank you to our
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Thank you to our
Bronze Sponsor

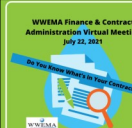







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Or mail payment to :
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Leesburg, VA 20176
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WWEMA 2021 FINANCE & CONTRACT ADMINISTRATION VIRTUAL MEETING

(NOTE: Online registration link is available at <https://wwema.org/finance-contract-administration-council/>)

CONTACT INFORMATION (Please complete form, make copies for additional registrants)

Full Name: _____
Title: _____
Company: _____
Street Address: _____
City: _____ State: _____ Zip Code: _____
Phone: _____ Email: _____

REGISTRATION FEE

	Cost	Quantity	Amount
Single Registration	\$79	_____	_____
3 Registrant Package (one price for up to 3 attendees)	\$150	_____	_____
5 Registrant Package (one price for up to 5 attendees)	\$200	_____	_____
Gold Card Recipient (requires code)*	\$0	_____	_____

Registration packages allow you to invite co-workers, colleagues, clients, customers, utilities, engineering consulting firms, whomever, to attend as your guest.

* Gold Card Recipients should contact WWEMA at (703) 444-1777 or Vanessa Leiby at vanessa@wwema.org to receive the required code.

SPONSORSHIP SHOWCASE PACKAGES

	Quantity	Amount
<input type="checkbox"/> Diamond (\$2,000) <input type="checkbox"/> Platinum (\$1,500) <input type="checkbox"/> Gold (\$1,000) <input type="checkbox"/> Silver (\$750) <input type="checkbox"/> Bronze (\$500)	_____	_____

Sponsorship of WWEMA's meetings makes it possible for attendees to learn about your company while supporting the Association. Sponsors will receive their own customizable sponsor's showcase webpage on the Whova app, scrolling banners on the Whova app, as well as recognition in all meeting materials and in social media posts.

TOTAL AMOUNT DUE _____

PAYMENT INFORMATION

- ☐ Check enclosed (payable to WWEMA - this payment allows WWEMA to avoid processing fees)
☐ Credit card (please check one) ☐ MasterCard ☐ Visa ☐ AmEx

Name on card: _____
Card number: _____
Expires: _____ Security ID #: _____
Billing Address for card (required): _____

NO CANCELLATION REFUNDS: All attendees will have access to the program content information for 90 days on the Whova web app and 180 days on the Whova mobile app following the event.



Send form with payment to:
WWEMA
540 Fort Evans Road, Suite 304
Leesburg, VA 20176-3379
Via email to: susi@wwema.org

Or register online at:
<https://wwema.org/finance-contract-administration-council/>
Questions? Call (703) 444-1777

MEETING REGISTRATION:

Online event registration can be found at: https://whova.com/portal/registration/facac_202107/
If you would like to register off-line, please print, complete, and return the PDF registration form or click [HERE](#).