Register Today! Everyone Welcome!
Virtual Meeting
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.

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.
### 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 you might 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

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### 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 unethical 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 antitrust 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.

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### 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.
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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Our Sponsors

Thank you to our Silver Sponsor

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Thank you to our Bronze Sponsor

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Thank you to our Platinum Sponsor

...your logo here

Sponsor online at: https://wwema.org/finance-contract-administration-council/

Questions? Call (703) 444-1777

Or mail payment to:
WWEMA
540 Fort Evans Road, Suite 304
Leesburg, VA 20176

www.wwema.org
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

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<tr>
<td>5 Registrant Package (one price for up to 5 attendees)</td>
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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

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<td>Diamond ($2,000)</td>
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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

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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.