



# **WWEMA Finance & Contract Administration Virtual Meeting**

**July 14, 2022**

**10:00 a.m. – 3:30 p.m. EDT**



**Register Today! Everyone Welcome!**  
**Virtual Meeting**

**Program Agenda**

# WWEMA 2022 FINANCE & CONTRACT ADMINISTRATION VIRTUAL MEETING

The WWEMA Finance & Contract Administration (F&CA) Virtual Meeting is a must-attend event for anyone working with contracts or having financial responsibility for their organization. This highly interactive and engaging meeting will offer attendees an opportunity to learn from experts who will cover a range of issues from terms and conditions, new Buy America requirements, honing your negotiation skills, and more. With supply chain challenges, delivery delays, and price escalations, a good contract is more important than ever. 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\\_202207/?source=download\\_page](https://whova.com/portal/facac_202207/?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.



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

## Program Agenda

### Thursday, July 14

**10:00 – 10:10 a.m. EDT**

#### **Welcome and Program Overview**

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

**10:10 – 11:30 a.m. EDT**

#### **Contract Fun – Recognize the Flaws in Contract Provisions**

*Alan Fishel, Partner, ArentFox Schiff LLP*

An exciting and interactive session to help you “actively learn” the best ways to draft important contract provisions and recognize flaws other parties may include in their drafts.

**11:30 a.m. – 12:30 p.m. EDT**

#### **Responding to One-Liners in Contracts**

*Alan Fishel, Partner, ArentFox Schiff LLP*

How to recognize and properly respond to negotiating One-Liners that are intended to convince you to instantly concede important issues.

**12:30 – 1:00 p.m. EDT**

#### **Lunch Break**

**1:00 – 1:40 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.

**1:40 – 2:00 p.m. EDT**

#### **Live Q&A With Phil Beck, Top 10 Killer Clauses**

**2:00 – 3:30 p.m. EDT**

#### **New Buy America Requirements and Q&A Session**

*Kiri Anderer, Senior Environmental Engineer,  
State Revolving Fund Team, U.S. EPA*

*Tim Connor, Senior Chemical Engineer,  
Office of Wastewater Management, U.S. EPA*

The Office of Management and Budget (OMB) *Buy America Guidance* was released on April 18, 2022. While this is an important first step in implementing the new Buy America requirements that became effective May 14, 2022, much work still needs to be done at the Agency level to develop more specific implementation procedures. Kiri Anderer and Tim Connor of EPA will be joining us for this presentation to review the *Guidance* and begin the critical conversation on next steps for implementation. Come prepared to ask questions and share your input as we work with EPA to ensure that the new Federal funding gets out the door “on time, on task, and on budget”.

# WWEMA 2022 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
- Other broadly published promotional materials that 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, a 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 registration page: [https://whova.com/portal/registration/wfcam\\_202207](https://whova.com/portal/registration/wfcam_202207).

## Sponsorship Levels:

	Aquamarine	\$3,000
	Emerald	\$2,500
	Diamond	\$2,000
	Platinum	\$1,500
	Gold	\$1,000
	Silver	\$750
	Bronze	\$500

**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](http://www.wwema.org). For membership information, contact Vanessa Leiby at [vanessa@wwema.org](mailto:vanessa@wwema.org) or Tina Wojnar at [tina@wwema.org](mailto: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 2022 FINANCE & CONTRACT ADMINISTRATION VIRTUAL MEETING REGISTRATION FORM

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, channel partners, customers, utilities, engineering consulting firms, etc., to attend as your guest.

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

## SPONSORSHIP SHOWCASE PACKAGES

	Quantity	Amount
<input type="checkbox"/> Aquamarine (\$3,000) <input type="checkbox"/> Emerald (\$2,500) <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](mailto: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/wfcam\\_202207](https://whova.com/portal/registration/wfcam_202207).  
If you would like to register off-line, please print, complete, and return the PDF registration form or click [HERE](#).