



Dear Colleagues –

As we close in on our Annual Convention, now three weeks away – with projected record attendance – our early advocacy gains this year include repeal of the unfair "blacklisting" rule, and go-aheads for the Keystone and Dakota pipelines. ACEC/PAC fundraising is again running at a record pace; and our "voice" for the industry was heard in an interview with ABC news on the President's \$1 million infrastructure proposal. The Convention will give us an opportunity to discuss challenges ahead, hear from economic and political experts, and lobby Congress on key issues including infrastructure and tax measures. [\(Click here for registration information.\)](#) See you soon.

Dave

PRESIDENT'S MONTHLY UPDATE

April 1, 2017

General

- ACEC Chairman Peter Strub and President Dave Raymond discussed with Senator John Barrasso, Chairman of the Senate Environment and Public Works Committee, infrastructure, energy and regulatory actions (full interview to be featured in the July-August issue of Engineering Inc.).
- Following President Trump's address to a joint session of Congress, ABC News interviewed ACEC President Dave Raymond on the President's \$1 trillion infrastructure investment proposal.
- ACEC/PAC has surpassed \$300,000 in total receipts in the first quarter of this year; ACEC/Wisconsin became the second state to reach their 2017 PAC goal, after ACEC/Indiana.
- Awarded a Minuteman Fund grant to ACEC/Arkansas to help kill a bill that would require competitive bidding.
- Stantec's acquisition of MWH is completed (in the U.S.) with the combined company employee count of 22,000.

Government Advocacy

- The President signed into law ACEC-backed legislation to repeal the so-called "blacklisting" rule which would have jeopardized firms competing for federal work.
- Successfully supported House passage of HR 1101 which facilitates the expansion of association health plans, such as the ACEC Life-Health Trust.
- Promoted a bipartisan House letter in support of retaining tax-exempt municipal bonds.
- Hosted introductory meetings at ACEC headquarters with freshman Members of Congress Brian Mast (R-FL) and Mike Gallagher (R-WI).
- Sent letters to House and Senate members urging support for legislation introduced by Senator Jeff Flake (R-AZ) and Representative Dennis Ross (R-FL) to eliminate the mandated use of Project Labor Agreements (PLAs) for larger federal projects.
- ACEC staff gave presentations at state meetings in Oklahoma, Missouri, and South Carolina on major national advocacy priorities.
- Engaged in a three-day conference with the North American Electric Reliability Corporation (NERC) to promote industry priorities related to supply chain cybersecurity standards.
- Supported efforts by ACEC/Florida to oppose legislation that would severely weaken Florida's QBS law; these efforts persuaded state lawmakers to postpone consideration of the bill in committee.
- The latest members of ACEC/PAC's Capitol Club this year (contributing the legal maximum of \$5,000) are: David Bills of Bills Engineering in Hawaii; Jeffery McBride of EBL Engineers in Maryland; Terry Neimeyer of KCI Technologies in Maryland; Judith Nitsch of Nitsch Engineering in Massachusetts; Gary Raba of Raba Kistner in Texas; and Kenneth Smith of T. Baker Smith in Louisiana.
- Hosted fundraising events for Representatives Bill Shuster (R-PA), Peter Roskam (R-IL), Nydia Velazquez (D-NY), John Katko (R-NY), and Mark Meadows (R-NC).

Business Resources

- The popular *Business of Design Consulting* program was recently held in Orlando, with 36 attendees learning the fundamentals of managing a successful A/E business.
- Senior Executives Institute (SEI) Class 21 capped their program with instruction on communication styles.
- March's most popular online class, *Understanding Firm Value: Looking Beyond the Numbers*, explored risk factors and how member firms can manage them.

- Released updated CASE *Guideline Addressing the Bidding and Construction Administration Phases for the Structural Engineer*, available at www.acec.org/bookstore.
- Land Development Coalition (LDC) released updates for 15 publications focused on Marketing /Business Development, Project Management, and QA/QC, available at www.acec.org/bookstore.
- Coalitions' best sellers for March included CASE's *Guideline Addressing Coordination and Completeness of Structural Construction Documents 2013* and *National Practice Guidelines for the Structural Engineer of Record*, available at www.acec.org/bookstore.
- April online seminars include: *GA Pre-Convention Program; The Battle of the (Paper) Bulge: Document Retention Issues and Best Practices for Design Professionals; Manage Your Projects to Meet Your Clients Expectations; Make Profit and Cash Flow Matter to Everyone in Your Business; The Art and Science of Delivering Superior Customer Service; Strategies to Develop Winning Awards Submissions; Secrets to Successfully Communicating Technical Topics; Sharpen Your Communication Skills!; Take Control of Your Email: Outlook and Email Management Best Practices; Rules for Good Teaming!;and ESOPS and Why Engineering Firms Love Them.*