Dear Colleagues –

With the election only a week away – regardless of the outcome, ACEC will continue to aggressively pursue our industry's interests in infrastructure funding, regulatory reform, and pro-business tax measures. Energy and WRDA legislation are on the docket for the "lame duck" session. The over 900 attendees at our Fall Conference in Colorado were treated to insightful speakers and programs – "worth more than the price of admission," according to one attendee (see Last Word, October 26) – and 99% of respondents have given the Conference their highest marks of good to excellent. The ACEC Nominating Committee brought forward a slate of new candidates for Council leadership positions (see line-up below) that will now go to the Board for approval. And this week we begin our annual state leadership orientations in Washington D.C., where I look forward to seeing many of you.

Dave

PRESIDENT'S MONTHLY UPDATE
November 1, 2016

General

- The state-specific results of the New York University (NYU) contracting out study went to 28 participating states – highlighting the cost savings of using local firms versus in-sourced design work at DOTs.

- ACEC's Nominating Committee tapped Manish Kothari (ACEC/Metro Washington) for Chair-elect commencing April, 2017 and Chair the following year; and Charlie Gozdziewski (ACEC/New York), Mike McMeekin (ACEC/Nebraska), and Gayle Roberts (ACEC/Iowa) for Vice Chairs commencing in April 2017.

- ACEC's Pathways to Executive Leadership Class 1 for emerging leaders kicked off with 24 attendees at the Fall Conference in Colorado Springs.

Government Advocacy

- A court injunction has delayed implementation of the Department of Labor's "blacklisting" rule, giving ACEC and coalition partners a major boost in efforts to eliminate the rule or limit its scope through pending congressional legislation.
• Joined with 33 other business, labor, transportation, and travel groups in urging both major party presidential candidates to include long-term, sustainable transportation funding measures as part of their plans.

• In response to concerns raised by ACEC, the U.S. Department of Labor significantly reduced the reporting requirement in its final "Sick Time" rule.

• Joined a large coalition expressing concerns about a proposed IRS rule that would increase estate taxes on family-owned businesses.

• Joined with labor, trade, and business associations in a letter to the President in support of the Dakota Access Pipeline project.

• Senior officials from the VA and the Corps of Engineers discussed upcoming major projects ($100 million or more) at the Federal Agencies and Procurement Advocacy Committee meeting in Colorado; the Committee also hosted a briefing on cyber defense from the U.S. Air Force Space Command.

• The International Committee met with a representative of the U.S. Executive Director/World Bank's office to discuss strategies for winning Bank-funded work.

• ACEC/PAC has now raised more than $1.8 million this election cycle, including $225,000 at the Fall Conference.

• Alaska, Arizona, Georgia, Maryland, New York and Pennsylvania all met their 2016 PAC state fundraising goals in October, joining Indiana, Hawaii, Wisconsin, South Carolina, Tennessee, Montana, Delaware, Connecticut, Idaho, Nevada, Illinois, and Metro DC as states at 100% of goal.

• ACEC/PAC hosted congressional fundraising events for U.S. Senators James Lankford (R-OK), Rob Portman (R-OH), and Tim Scott (R-SC), and U.S. Representatives Gerry Connolly (D-VA), Earl Blumenauer (D-OR), Mike Capuano (D-MA), Steve Chabot (R-OH), Barbara Comstock (R-VA), and Peter DeFazio (D-OR).

**Business Resources**

• The 3rd Annual Coalitions Roundtable at the Fall Conference discussed how technology is changing our industry and the new tools available to enhance our firms' competitive advantage.

• Keynote speakers Erik Weihenmayer, the only blind person in history to reach the summit of Mount Everest, and Rich Karlgaard, publisher of Forbes magazine, signed books and spoke with attendees at the Conference Bookstore.

• The Business Resources and Education (BRE) Committee and Management Practices Committee discussed proposed webinar and conference topics; ongoing designation program status; the new Pathways to Executive Leadership program; relations with NCEES; and status of RCEP.
With 35 registered sites, October's most popular online class, Increase Shareholder Liquidity without an ESOP: The Better Alternative, explored an alternative ownership structure that meets the needs of affordability for buying shareholders, delivers fair value consideration to selling shareholders, and reduces the cash flow required by the company to fund the redemption obligations of selling shareholders.

Don't miss these valuable webinars coming in November: Sustainability and Economic Returns as a Market Differentiator; Infrastructure Owners Are Using Envision; Ethical Decision-Making for PEs: Today's Standards and Benefits; Liability in the 21st Century; The Impact of Climate Change on Opportunities for Engineering Services; Planning for a Smooth Exit: The Importance of Building Firm Value; Driving Toward Driverless: The Automated Vehicle Revolution and What it Means for Transportation; State DOT Contracting and Prequalification Policies – The Effect on Overhead; Step by Step, Putting Together a Strategic Plan; Defining Your Firm's Project Management; Professional Liability - A Look Behind the Curtain; Mapping the Clients Mind: Building Client Loyalty and Avoiding Surprises.