



PRESIDENT'S MONTHLY UPDATE

December 1, 2018

Dear Colleagues –

I hope you all had a great Thanksgiving holiday! I appreciated the great attendance by many of you at our Leadership Orientations earlier this month here in D.C. and I believe we were able to learn much from each other in these sessions. Look for changes in the format of these orientations next year – we may space them out more and give you more opportunities to meet with our staff – but what will not change is our commitment to enhance the mutually supportive relationship between national and the MOs for the betterment of our federation's ability to serve our members. I'm off to New Orleans this week to see many of you again at the Winter NAECE meeting, and I look forward to continuing our conversations there.

Linda

General

- ACEC's recent leadership orientation sessions in Washington, D.C. were attended by 67 MO officers from 33 states as well as representatives from the Retirement and Life/Health Trusts, and staff members outlined current and new services that the national organization provides to the MOs to improve their legislative efforts, education programs, and member recruitment and retention.
- *Last Word* earned Platinum Awards for its 2017 Fall Conference wrap-up issue and this year's Annual Convention wrap-up issue; *Engineering Inc.*'s May/June 2018 issue (EEA Awards) and July/August 2018 issue ("Who Will Fill the Gap?") also won top Platinum Awards for excellence. The MarCom competition is sponsored by the Association of Communication and Marketing Professionals; more than 6,000 entries from the U.S., Canada and 17 other countries were judged.
- [Submissions for the 2019 Engineering Excellence Awards competition are due on January 4, 2019](#); the Annual Gala will be on Tuesday evening, May 7, 2019 at ACEC's Annual Convention in Washington, D.C.

Government Advocacy

- ACEC/PAC distributed over \$1.8 million to pro-business candidates prior to Election Day, winning 90% of those House and Senate races; more funds will be disbursed in December to help newly elected lawmakers with debt retirement.
- Joined with stakeholder allies in sending a letter to congressional leaders advocating for the highest possible funding levels in the final FY 2019 transportation appropriations bill expected to be completed in the lame duck session.
- The ACEC Superfund Workgroup sent a memo to EPA asking questions and making recommendations on the DES SF 330 update.
- Wrote to the Director of U.S. Citizenship and Immigration Services expressing concerns about the impact of changes in immigration policy and enforcement procedures that are disrupting the operations of engineering firms.
- ACEC/Arkansas, ACEC/New York and ACEC/Nevada all made their ACEC/PAC state goals in November, bringing the total MOs at goal to 22 and keeping the PAC on track to raise over \$1 million for the third straight year.
- ACEC/PAC raised over \$197,685 at the recent Fall Conference, highlighted by the 2018 Fall Sweepstakes and a very successful TopGolf fundraising event, which raised \$11,300 alone.

Business Resources

- ACEC released its latest publication, [*Capture Planning for the Win: A Guide for Public and Private Client Management*](#) which provides a step-by-step approach to scalable capture and pursuit management to help A/E firms evaluate and improve their business development capabilities.
- The December/January issue of ACEC's new [*Private Industry*](#) Briefs focuses on the growing Health Care & Science + Technology market; the brief includes details on top clients, significant market trends, and relevant current legislation and policy.
- Senior Executives Institute (SEI) Class 23 met in San Francisco for their fourth session, where they discussed new professional practice models, leading change, adaptive work, HR, and scenario planning.
- With more than 20 participants, November's most popular online class, *Winning Strategies and Best Practices for Government Prospecting*, explored real-world techniques to help small firms identify how to prospect and grow their business in the public sector.
- Coalitions' best sellers for November included CASE's *National Practice Guidelines for the Structural Engineer of Record (2018)* and COPS' *Skills Checklist for the Young Surveyor*, both available at www.acec.org/bookstore.

- Upcoming December Web programs include Preparing for the Future of Automated and Connected Vehicles, Employment Law: 2018 Year in Review, The Backpocket Business Plan, Essential Elements of Effective Leadership, Function-Based Resiliency: Improving Performance through Adaptive Management, Document Retention: What to Keep and How Long, and Ownership Transition in a FAR friendly environment.