



Dear Colleagues –

A great line-up of speakers for ACEC's upcoming Annual Convention in Washington, D.C. includes U.S. Secretary of Transportation Elaine Chao, who will discuss the Trump Administration's \$1.5 trillion infrastructure proposal. These funds are intended as "supplemental" funding to normal annual appropriations. It will be interesting to hear Secretary Chao describe how the Administration plans to achieve the lion's share of this figure through private investment, and how the Transportation Trust Fund can be sustained in the future. Other name speakers at the convention include political pundits Tucker Carlson and Steve Schmidt, and CEOs from our industry and clients. ([Click here for registration information.](#))

Dave

PRESIDENT'S MONTHLY UPDATE

March 1, 2018

General

- The Board of Directors unanimously approved the Bylaws change allowing the Chair to fill interim ExCom vacancies; Kennedy/Jenks Consultant CEO Keith London has been appointed to fill the current vacancy, subject to Board approval (ballots are out).
- The Nominating Committee also is soliciting applications for ACEC's chair-elect and four vice-chair positions for two-year terms for the regular annual turnover of officers commencing April 2019; MO leaders who are interested should submit their applications through their state MOs to the national office by March 30, 2018.
- A distinguished judging panel has selected 36 top EEA award winners to be honored at the 2018 Engineering Excellence Awards, April 17, hosted by television and movie star Kevin Nealon; notices have been sent to the winning entrants.

Government Advocacy

- The Federal Agencies and Procurement Advocacy Committee met with senior Corps, NAVFAC, and State Department officials on various market and practice issues including ways to improve cost estimating and gain greater engineering involvement in the planning and execution of projects.

- Endorsed legislation introduced by Congressman John Duncan (R-TN) – the *Freedom from Government Competition Act* – which requires federal agencies to procure commercially available A/E services from private sources rather than perform them in-house.
- Senators Rob Portman (R-OH) and Mazie Hirono (D-HI) reintroduced legislation to limit the use of one-step design-build and reverse-auctions on federal projects, which was approved by the Senate Homeland Security and Government Affairs Committee.
- The winter meeting of ACEC's large firm Design Professionals Coalition (DPC) featured discussions on the new tax law and the legislative and regulatory agenda for 2018, challenges facing firms as part of design-build teams, "lessons learned" on the new Tappan Zee bridge project in New York, and other key industry topics.
- Provided a legislative and regulatory update for ACEC/Wisconsin, ACEC/Metro Washington, and ACEC/Louisiana.
- The Environment and Energy Committee met with North American Electric Reliability Corporation (NERC) officials on new energy supply chain cybersecurity policies; received congressional staff views on Energy Department modernization and a new financing mechanism for water projects; and heard from the Nuclear Infrastructure Council, and U.S. Energy Association on the future of the nuclear and fossil fuels sectors.
- Recent 2018 "Capitol Club" contributors of the annual legal maximum to ACEC/PAC (\$5,000 in a calendar year) are: Anthony Bartolomeo of Pennoni, David Bills of Bills Engineering, and Tom Collins of Collins Engineers.
- ACEC/PAC hosted fundraising events for U.S. Representatives Mike Bost (R-IL), Kevin Brady (R-TX), Ryan Costello (R-PA), Will Hurd (R-TX), Darin LaHood (R-IL), Dan Lipinski (D-IL), Marc Veasey (D-TX), Brad Wenstrup (R-OH), and Bruce Westerman (R-AR).

Business Resources

- ACEC's newest publication, [*33 Proven Secrets to Writing Successful Client-Centered Proposals*](#), offers quick insight into the techniques needed to craft proposals that stand out in a crowd of qualified competition and position your firm to win.
- Newly updated, ACEC's [*Construction Management at Risk, Second Edition*](#) provides a fresh look at the process and benefits of the Construction Management at Risk (CMAR) alternative project delivery method, emphasizing the roles of the architect/engineer and the project owner.
- CASE, COPS, and LDC all had highly productive winter meetings, where attendees collaborated on development of new practice documents, discussed how new

technologies continue to impact infrastructure design and project work, and shared best practices on project management functions.

- 54 A/E firm owners attended the Small Firm Council Winter Seminar, *Leading Innovation, Fostering Growth: Essentials to Achieving a Sustainable, Profitable Business*.
- Coalitions' best sellers for February included CASE's [*Guideline Addressing Coordination and Completeness of Structural Construction Documents 2013*](#) and LDC's [*Quality Control Review – Key Individuals*](#).
- With more than 40 participants, February's most popular online class, *Tax Reform and its Effect on Your Company's Value*, explored how changes to the U.S. tax code are influencing the inputs and outcomes of engineering company valuations.
- The [Registered Continuing Education Program \(RCEP\)](#) added two new Approved Providers: CJ GEO and Northeast Chapter, American Association of Airport Executives (NEC AAAE), bringing the total number of providers to 160.
- ACEC's Senior Executives Institute (SEI) Class 23 met for their second session, where topics discussed included communication styles and how personality types and assessments can impact business effectiveness.
- March online programs will feature: *The New Website Rules; High Cost of Bad Management; Intelligent Infrastructure, Interactive Buildings & Smart Cities; Critical Success Factors for Seller-Doers and Rainmakers; The Do's and Don'ts of Landing Your Next Strategic Hire; The Three Most Important Agendas for Leaders; Conflicts & Ethics in Codes, Costs and Clients; Engineer-Led Design-Build Simple, Safe & Profitable; Are You Fighting Fires Instead of Managing Your Employees; Simple Incentive Compensation That Works!; Coming Up Short - The Top 10 Reasons Why Companies Fall Short of Achieving Strategic Goals*. Register at <http://www.acec.org/education/online-classes/>