



Dear Colleagues –

Great to see you all at our Annual Convention in Washington, D.C. – around 1,500 attendees! Our Capitol Hill visits were well-received by legislators working on issues that affect our industry such as the FAA bill, which passed the House this week. Tucker Carlson and Steve Schmidt were big hits with the Convention audience, as were various other speakers, panelists, and Kevin Nealon as emcee of our Engineering Excellence Awards Gala. We recognized outgoing chair Satch Pecori and his executive committee members for their impressive service to the Council, and welcomed our new chair Manish Kothari and his ExCom members for 2018-19. We also thanked retiring Arizona executive director Janice Burnett for her many years of outstanding service. And I personally appreciated the tribute to my own service with ACEC as I look to retirement, and I commend the Search Committee for their thoroughness in vetting candidates for the Council's CEO position.

Dave

PRESIDENT'S MONTHLY UPDATE

May 1, 2018

General

- Highlights of our 2018 ACEC Annual Convention included Capitol Hill lobbying on infrastructure and regulatory issues; prominent speakers such as Acting FHWA Administrator Brandye Hendrickson and DOE Under Secretary for Science Paul Dabbar; political commentators Tucker Carlson and Steve Schmidt; a Congressional panel of John Faso (R-NY), Elizabeth Esty (D-CT), Rob Woodall (R-GA), and Earl Blumenauer (D-OR) moderated by Axios founder Mike Allen; P3 experts including the Georgia DOT Commissioner, Chairman of the Illinois Tollway Authority, and President of the Union Station Redevelopment Corporation; and CEOs of Black and Veatch, POWER Engineers, and Kiewit Engineering addressing energy issues.
- The 51st Engineering Excellence Awards Gala, emceed by Kevin Nealon, recognized the finest engineering achievements of the year, including Grand Conceptor Award winner HDR and WSP for the Bayonne Bridge "Raise the Roadway" project.
- ACEC's new national leadership took office with Manish Kothari succeeding Satch Pecori as Chair; Mitch Simpler became Chair-elect; and Art Barrett, Stephanie Hachem,

Keith Jackson, Keith London, Jay Wolverton and Sully Sullivan joined Gayle Roberts and Charlie Gozdziwski on the 2018-19 Executive Committee.

- Former ACEC Chair Gregs Thomopoulos updated the Board on the status of the ACEC CEO search; the Search Committee will be conducting another round of interviews in May with previous as well as new candidates, and Dave Raymond has agreed to extend his time in office while this process is underway.
- ACEC and the European Federation of Engineering Consultancy Associations (EFCA) signed a Memorandum of Understanding intended to promote networking and information exchange on best practices.

Government Advocacy

- More than 350 ACEC members directly engaged lawmakers on Capitol Hill during the Annual Convention to advocate for infrastructure and regulatory initiatives.
- The House acted on a key Convention lobbying priority in passing an FAA reauthorization bill that included an expansion of QBS, \$1 billion in new annual airport infrastructure grants, and provisions to facilitate additional commercial uses of unmanned aircraft systems.
- ACEC's Superfund Workgroup engaged the EPA's Superfund program management to discuss industry practices in cost estimating and decision making.
- Twelve federal departments and agencies signed a Memorandum of Understanding (MOU) on infrastructure project delivery that is largely consistent with recommendations ACEC submitted to the Administration last year; signatories include U.S. Department of Transportation, Environmental Protection Agency, Department of the Interior, Department of Energy, and the U.S. Army Corps of Engineers.
- Members of the Federal Agencies and Procurement Advocacy Committee engaged DOD officials on efforts to streamline agency procurement practices, including those applying to engineering and construction.
- Members of the International Committee participating on the Global Infrastructure Facility (GIF) Advisory Council identified the need for engineering input in evaluating GIF projects.
- Helped coordinate meetings with the World Bank, Inter-American Development Bank and FIDIC to discuss the expanded use of QBS, consistency of contracting documents, validation of host procurement capabilities, assistance in procurement and management capacity development, and consideration of integrity management systems implementation in offeror selection and debarment measures.

- Total ACEC/PAC activities at the Convention raised a record \$284,500 allowing the PAC to surpass \$460,000 in YTD receipts, a record pace.
- ACEC/Georgia, ACEC/Massachusetts, ACEC/Montana, and ACEC/Tennessee all made their 2018 ACEC/PAC fundraising goals this month, and ACEC/South Carolina now has enough in recurring payments from its donors to also make their goal.
- ACEC/PAC, Parsons PAC, and P2S in Long Beach, California hosted a fundraising event for U.S. Representative Jeff Denham (R-CA), a key member of the House Transportation and Infrastructure Committee, who thanked ACEC for help in promoting infrastructure investment and regulatory reforms.
- ACEC/PAC also co-hosted events for Representatives Steve Chabot (R-OH), Peter DeFazio (D-OR), Sam Graves (R-MO), Marcy Kaptur (D-OH), and Steven Palazzo (R-MS).

Business Resources

- Released the new book, *33 Proven Secrets to Writing Successful Client-Centered Proposals*, a practical reference for A/E business development professionals seeking insight into creating proposals that stand out among qualified competition; print and digital versions available at www.acec.org/bookstore.
- 24 participants graduated from the second class of ACEC's Pathways to Executive Leadership program at this year's Annual Convention & Legislative Summit; registration for Class 3 is now open - [Click here to register](#).
- With more than 20 participants, April's most popular online class, 10 Keys to Increasing Utilization in Your A/E Firm, explored why many firms fail to hit their targets and conveyed 10 actionable steps to improve their utilization rates and lower overhead costs.
- COPS released an update to the best-selling [Job Descriptions for a Land Surveying Firm](#), available at www.acec.org/bookstore.
- Coalitions' best sellers for April included CASE's [A Guideline Addressing Coordination and Completeness of Structural Construction Documents](#) and COPS' [Job Descriptions for a Land Surveying Firm](#), both available at www.acec.org/bookstore.
- May Online Classes: *Don't Just Tell Them...Teach Them! The Essential Elements of Effective Coaching*; *Big Data, Neural Meshes & Probabilistic Forecasting*; *Succession: Developing New Owners*; *The Rebranding Challenge: Managing Your A/E Firm through a Rebrand*; *The New Marketing Imperative: Client Experience as Competitive Advantage*; *How to Position Your Firm to Win Work Before the RFP is Issued*; *Conflicts & Ethics in Codes, Costs, Clients and Consumers*; *Six Rewarding Steps for Killer Project Profits*; *Recruiting Tips and Techniques*; *Simple Incentive Compensation that Works!*

Working Effectively on Multidisciplinary Projects as a Civil Engineer; Collaborative Conversations Wins Clients.