



Dear Colleagues –

It was great to see you at our recent Fall Conference in Orlando – one of our largest with 846 attendees, and most successful with 94% of survey respondents rating it as "good to excellent." Our overarching themes of technology and contracting challenges resonated well with participants and our big-name speakers were home-runs. Today we are engaged a major lobbying effort on the anticipated tax reform proposal to ensure that our firms which are organized as pass-through entities are not penalized. In support of this effort, we have asked MOs with legislators on the House Ways and Means Committee to bring this issue to their attention; and yesterday I emailed every member firm requesting information on how their firm is organized so that we can better appreciate how many are organized as passthrough entities. On a separate note, the Nominating Committee has put forward a slate of new candidates for Council leadership positions that has now gone to the Board for approval (See line-up below). And next week we begin our annual state leadership orientations in Washington D.C., where I look forward to seeing many of you again.

Dave

PRESIDENT'S MONTHLY UPDATE

November 1, 2017

General

- ACEC launched a lobbying and grassroots campaign urging House tax writers to ensure that engineering passthrough firms receive equitable treatment under tax reform legislation expected to be released this week.
- Participated in meetings with senior White House staff on the President's infrastructure initiative, and with Energy Secretary Rick Perry on the Administration's energy agenda (and followed up with Perry by submitting ACEC proposals for shortening review and permitting timelines for energy projects, as well as for meeting cybersecurity challenges).
- ACEC's Nominating Committee tapped Mitch Simpler (ACEC/New York) for Chair-elect commencing April, 2018 and Chair the following year; and Art Barrett (ACEC/Maryland), Stephanie Hachem (ACEC/North Carolina), Keith Jackson (ACEC/Texas) and Jay Wolverton (ACEC/Georgia) for Vice Chairs commencing in April 2018.

- The ACEC Fall Conference, October 15-18 – with more than 800 attendees – focused on critical business issues and included prominent speakers such as Robert O'Neill, the SEAL Team 6 leader who killed Osama bin Laden; Michael Hayden, former director of the CIA and NSA; Martin Ford, futurist on the impact of AI and robotics on society; Neil Howe, expert on generational and social change in America; and expert CEO panels on technological and contracting trends.

Government Advocacy

- Hosted Congressman Gerry Connolly at ACEC headquarters for in-depth discussion of the politics of passing tax, infrastructure and other important legislation in a highly partisan Congress.
- Provided testimony for a House Highway & Transit Subcommittee hearing on infrastructure investment, highlighting current system needs, funding shortfalls, economic benefits of infrastructure enhancements, and value of using private sector engineering and design services for effective project delivery.
- Won critical changes in the new North American Electric Reliability Corporation (NERC) supply chain cybersecurity standard: NERC drops proposed contract language that would have created unreasonable liability for engineering firms in the event of a breach of utility cybersecurity.
- Submitted letter of support for Paul Trombino, President of McClure Engineering in Iowa, who is nominated to be Administrator of the Federal Highway Administration.
- ACEC's Superfund Working Group met with EPA's Superfund program director and other agency officials to discuss program changes on task orders, early action and innovation.
- ACEC Environment and Energy Committee hosted the Senior Advisor to the U.S. Conference of Mayors' Water Council on the development of their water infrastructure initiative.
- ACEC-backed nominee to head the General Services Administration (GSA), Emily W. Murphy, was approved by a Senate committee.
- Launched grassroots effort to restore the U.S. Export-Import Bank to full lending authority with support of four nominees for the Board of Directors; and opposed the nominee for chairman, former U.S. Representative Scott Garrett, due to his outspoken opposition to the Bank during his House term.
- ACEC/Alaska, ACEC/Florida, ACEC/Kentucky, ACEC/Maryland, ACEC/North Dakota, and ACEC/New York all made their ACEC/PAC state goals in October, keeping the PAC on its record fundraising pace with over \$900,000 collected year-to-date.

- ACEC/PAC hosted congressional fundraising events for U.S. Representatives Gerry Connolly (D-VA), Bradley Byrne (R-AL), Thomas Massie (R-KY), Marcy Kaptur (D-OH), Lamar Smith (R-TX), and Rob Woodall (R-GA).

Business Resources

- The Fall conference offered a broad array of popular and timely educational sessions covering a spectrum of industry topics, including firm management, marketing, HR, finance, IT/cybersecurity, and legal/risk management.
- ACEC's *Senior Executives Institute (SEI)* Class 23 began its inaugural session in Washington, D.C., including visits to Capitol Hill, the Embassy of Austria, and Brookings Institution for policy discussions.
- ACEC's Pathways to Executive Leadership Class 2 for emerging leaders kicked off with a sold-out slate of 24 attendees.
- The online education management system, Registered Continuing Education Program (RCEP) (<https://www.rcep.net/>) added one new Approved Provider: Atlas Machine and Supply.
- Coalition best sellers for October included CASE's *Guideline Addressing Coordination and Completeness of Structural Construction Documents* and COPS' *Sample Letter to Property Owner*, both available at www.acec.org/bookstore.
- With 25 registered sites, October's most popular online class, *Top Marketing Techniques for 2018*, identified new trends in the marketplace and examined which techniques are most effective.
- Don't miss these valuable webinars coming in November: *Aligning Compensation and Ownership Transition Strategies*; *Being "OK" at Marketing is NOT OK*; *The Do's and Don'ts of Contracting Professional Services*; *Golf Isn't What It Used to Be - Business Relationship Building is Changing Fast*; *Meetings that Matter*; *Ethical Challenges in the A/E World*; *Proposal Doctor Checkup: your Rx for Stronger Proposals*; *Cyber Risk Increasing for Design Firms*; *Managing Client Expectations without Losing Your Shirt or the Next Job*.