



Dear Colleagues –

The tax reform proposal released this week by the White House and Congressional leaders would cut tax rates for both C corporations and passthrough businesses (such as S corporations and partnerships) – an approach ACEC has promoted with the Administration and Congress. We will continue to work on this and other reforms in the coming weeks as the House Ways and Means Committee and Senate Finance Committee develop specific legislation. In just a few weeks, we've got another great Fall Conference, with registered attendance already over 800. I look forward to seeing all of you in Orlando!

Dave

## **PRESIDENT'S MONTHLY UPDATE**

October 1, 2017

### **General**

- Congressional and Administration officials released a joint tax reform framework that would cut tax rates to 20 percent for C corporations, 25 percent for passthrough businesses such as S corps and partnerships, and 35 percent for individuals (see September 27 [Last Word](#) for details).
- ACEC President/CEO Dave Raymond joined Tennessee Governor Bill Haslam and other speakers in addressing over 500 attendees at the annual conference of ACEC/Tennessee which celebrated the recently passed "IMPROVE Act" for funding transportation infrastructure; ACEC staff were also active in Kansas, Rhode Island and Michigan in support of MO programs.
- ACEC Chairman Satch Pecori is leading an American delegation to the FIDIC meeting in Jakarta, Indonesia this week for the purpose of strengthening FIDIC's ability to promote QBS and other best practices on a global scale.

### **Government Advocacy**

- Submitted initial comments and recommendations to the Department of Labor on overtime pay under the Fair Labor Standards Act; ACEC seeks to limit the increase in the salary threshold below which employees who work more than 40 hours in a week must

be paid overtime.

- Joined other business associations in asking Congress to approve a Budget Resolution as a first step towards tax reform.
- ACEC's Superfund Working Group met with James Woolford, Director of the EPA Superfund Program and Dana Stalcup, Deputy Director, to discuss program changes including accelerated clean-ups recommended by ACEC.
- International Committee member and Chair-elect Manish Kothari promoted QBS with South Asian procurement officials at a meeting at the U.S. Department of Commerce; separately ACEC staff met with Canadian government officials in Ottawa to discuss the merits of QBS.
- ACEC-sponsored language in the House omnibus appropriations report urges the U.S. Agency for International Development to expand its use of U.S. engineers in foreign aid work.
- ACEC and other industry allies were successful in keeping language out of the Senate version of the National Defense Authorization Act that would have reinstated the full "Blacklisting" rule that would have required firms to report alleged and unproven violations of federal labor rules.
- The annual ACEC-AASHTO Joint Committee meeting focused on improving coordination between State DOT program managers and their auditors on firm cost allocations and accounting; strategies for promoting innovation; streamlined environmental reviews and regulatory approvals.
- ACEC/Illinois and ACEC/Georgia made their respective ACEC/PAC goals and are continuing their fundraising given the importance of the program.
- ACEC/PAC hosted fundraising events for Assistant Minority Leader James Clyburn (D-SC), Rodney Davis (R-IL), Betty McCollum (D-MN), and Barbara Comstock (R-VA).

## **Business Resources**

- With more than 40 participants, September's most popular online class, *6 Effective Ways to Sell Stock to an ESOP*, explored the pros and cons of each transition technique.
- The previously sold-out *"Can I Borrow Your Watch?" A Beginner's Guide to Succeeding in a Professional Consulting Organization*, is back in stock and available at <http://bit.do/acec-yourwatch>.
- More than 200 members of ACEC's Human Resources, Finance, and Information Technology Forums met in Austin for two days of problem-solving and networking.

- Released updated *CASE Tool 10-1: Site Visit Cards*, and *Project Interviewing Skills for Land Development Firms*; CAMEE published *Electronic Document Release* – all available at [www.acec.org/bookstore](http://www.acec.org/bookstore).
- Coalitions' best sellers for September included CASE's *Guideline Addressing Coordination and Completeness of Structural Construction Documents* and *Developing a Culture of Quality*, both available at [www.acec.org/bookstore](http://www.acec.org/bookstore).
- The Registered Continuing Education Program (RCEP) added two new providers in September, MAPEI Corp and Lochinvar LLC, for a new total of 154 - <https://www.rcep.net/>.
- October online classes will include: *Branding, Content and Digital Marketing: How It All Fits Together to Grow Your Practice*; *Leading Organizational Change to Improve Profitability*; *Motivate and Manage: Brain-Friendly Techniques to Enhance Performance in Unsettling Times*; *Eight Days A Week: Time Management*; *Work Together, Win Together: How Marketing and HR Can Collaborate to Win the War for Talent (and Clients too)*; *Using Culture, Values, and Service to Attract Clients and Win New Work*; *Top Marketing Techniques for 2018*; *Influence Anyone: Learn the Persuasive Power of the "5 Languages of Business."*