



Dear Colleagues –

Great to see you all at last week's convention in Washington, D.C. where we had a record turnout of over 1,300. ACEC's "citizen lobbyists" rallied to promote transportation, water and tax initiatives, after a kick-off briefing by House T&I Committee Chair Bill Shuster (See mention of ACEC in *ENR*, May 5, pp. 12, 14). Bob Schieffer, Marty Regalia, General Michael Hayden, and others gave impressive keynote talks. The business and educational sessions, EEA gala, and international activities (such as Sub-Saharan Africa "day" with ambassadors and commercial counselors) were also very well attended and struck good notes.

We thank Gregs Thomopulos and his outgoing Executive Committee members for their outstanding service to the Council in 2013-14; and welcome Dick Wells and the new Executive Committee members for 2014-15.

Dave

## **PRESIDENT'S MONTHLY UPDATE**

May 1, 2014

### **General**

- Record 1,300-plus attendees at last week's Annual Convention in Washington, D.C. where we lobbied on Capitol Hill for WRDA, tax reform and MAP-21 reauthorization; participated in a wide range of business education and market-oriented activities; and heard prominent speakers including Bob Schieffer of CBS News, Marty Regalia of the U.S. Chamber of Commerce, former CIA and NSA head Michael Hayden, and former IRS commissioner Mark Everson.
- ACEC's Board of Directors voted to update the Bylaws to strengthen compliance with New York State Not-for-Profit Corporation Act (since ACEC is incorporated in New York), conform to current association best practices, and move unnecessarily-detailed administrative portions of the Bylaws to the Rules of Policy and Procedure, as recommended by outside counsel.
- ACEC's new national leadership took office with Dick Wells succeeding Gregs Thomopulos as Chair; and Lauren Evans, Harvey Floyd (Treasurer), Randy Neuhaus,

Mitch Simpler and Marilen Reimer joining Ralph Christie (Chair-elect), Manish Kothari, Chris Poland and Clint Robinson as the 2014-15 Executive Committee.

- The Engineering Excellence Awards Gala – for the finest engineering achievements of the year – honored 143 projects, including the Grand Conceptor Award winner for rebuilding Chicago’s Wacker Drive (the team of TranSystems, Alfred Benesch, T.Y. Lin, Burns & McDonnell, Infrastructure Engineering, Parsons Brinckerhoff, and Lochner.
- Sub-Saharan Africa Day at the Convention – involving ambassadors and attachés from 12 countries, as well as officials from U.S. agencies and MDBs – was a well-attended, successful event with many of ACEC’s international practitioners playing an active role.
- ACEC/PAC raised over \$160,000 at the convention – a new single event record; and congratulations to Indiana, South Carolina, Delaware, Hawaii, Wisconsin and Tennessee for achieving their 2014 ACEC/PAC fundraising goals so early in the year.
- U.S. Army Corps of Engineers Commanding General Tom Bostick addressed challenges facing the Corps and the role of the engineering industry in an exclusive interview for upcoming issue of *Engineering, Inc.*

### **Government Advocacy**

- Reinforced ACEC’s relationship with Naval Facilities Engineering Command (NAVFAC) in a meeting with RADM Gregory and her engineering, acquisition, and legal chiefs.
- Held first of bi-monthly joint meetings with USACE and NAVFAC to discuss market forecast information, improved selection process for task orders, appropriate use of PPQs, and preservation of A/E reviews in the transition from the ACASS to CPARS performance assessment systems.
- Assistant Secretary of Commerce Arun Kumar visited with ACEC’s International Committee to discuss roadblocks to increased infrastructure services in U.S. exports, including tax and foreign competitor practices.
- Appointed four ACEC members to a joint ACEC/FHWA/AASHTO advisory committee to develop a Practitioner’s Handbook on improving the quality of environmental documents on transportation projects.
- Participated in an amicus brief to the U.S. Supreme Court to broaden the scope of legal protection afforded to engineering firms that perform work for the federal government.
- Joined a coalition of business allies seeking extension of the Terrorism Risk Insurance Act which expires at the end of 2014.

- Joined with other business organizations in comments to the National Labor Relations Board opposing a proposed rule that would significantly shorten the timeframe for union elections.
- Held congressional fundraisers for Rep. Nick Rahall (D-WV), ranking member of the House Transportation and Infrastructure Committee; Senator Patty Murray (D-WA), Chair of the Transportation, Housing & Urban Development subcommittee of the Senate Appropriations Committee; Rep. Cathy McMorris Rodgers (R-WA), member of the House Energy and Commerce Committee; Senator Thad Cochran (R-MS), ranking member on the Defense subcommittee of the Senate Appropriations Committee; Senate Energy and Natural Resources Chair Ron Wyden (D-OR); House Ways and Means Committee member Mike Thompson (D-CA).

### **Business Resources**

- U.S. Department of Agriculture has pre-approved use of EJCDC documents for procurement of professional and construction services in federally funded Rural Utility Service projects.
- Council of American Structural Engineers (CASE) partnered with the Structural Engineering Institute (SEI) of ASCE for their Structures Congress, providing sessions on mobile technology, risk management, contract language and climate change.
- April was another excellent month for A/E business webinars; these will soon be available with many other archived webinars on the ACEC website [here](#): *How to Create A Robust Pipeline of Sales Leads Using Social Media; 14 Touches to Win the Sales Cycle; Ten Top Tips of Terrific Communicators; Getting Paid Without Getting Sued; Getting Paid Without Getting Sued; A Tour of the Horizon for Architecture, Engineering and Construction Service Opportunities with the United States Government; Business Continuity Planning for Severe Weather and the impact on Small Firms. Preparing for the Unexpected; Success on Tap: What Small A/E Firms Need to Know About Maximizing Financial Performance; Developing A Capture Plan; Strengthening Your Organization's Future: Getting Started on Strategic Planning; Win More Work by Presenting with More Power - and Less PowerPoint; and Optimizing Your Outlook: Time Management Tips & Tricks for Busy Outlook Users.*
- Don't miss these webinars coming in May: *Got Business Intelligence? Engineering Firm Website Best Practices; Getting Out of a Rut – How to Diversify Your Network to Expand Your Business; Tales from the Front Lines: Ownership Transition Planning for Consulting Engineers; The Art of Skillful Communications; Managing Your FAR Overhead Rate; Contract Guidance for Design Professionals; Creating Client Loyalty: Six Simple Steps; Beware the Risks Posed by Non-Standard Construction Contract Documents – Updated for 2014; Promising the Moon: Marketing and Client Expectations; How the Federal Government's Climate Change Adaptation Affects Your Business; Think Like Your Clients! and Suspended and Restarting Abandoned Projects.*