Dear Colleagues –

Great to see you all at our recent convention in Washington where we had record turnout of over 1,300. ACEC’s “citizen lobbyists” once again rallied to promote water, energy and transportation initiatives; and I hope you enjoyed Chuck Todd’s insights on Washington politics and Geoff Colvin’s spirited talk on the economy. The CEO panels, EEA gala, and new international activities (such as the session with Arab ambassadors and commercial counselors) struck good notes. The Board passed a new three-year budget (Now if only our Congress could follow suit!) and we look forward to working with you on advocacy, business issues, and membership recruitment in the new fiscal year. We thank Ted Williams and his outgoing executive committee members for their great service to the Council; and welcome Gregs Thomopulos and the new ExCom members.

Dave

PRESIDENT'S MONTHLY UPDATE
May 1, 2013

General

• A record 1,300-plus attended last week’s Annual Convention in Washington, D.C.; prominent speakers included Chuck Todd of NBC News, Geoff Colvin of Fortune Magazine, Assistant Secretary of Commerce Nicole Lamb-Hale and EPA Assistant Administrator Michelle DePass.

• ACEC/PAC raised a record $163,000 at the convention; and ACEC/HI became the third state to make its PAC goal for 2013, following ACEC/IN and ACEC/WI.

• ACEC’s new national leadership took office with Gregs Thomopulos succeeding Ted Williams as chair and Dick Wells becoming chair-elect. Additionally, Manish Kothari, Chris Poland, Clint Robinson and Ron Brenke join current members Ralph Christie, Mike Matthews, Bill Stout and Peter Strub on the 2013-14 Executive Committee.

• Signed partnering agreement with U.S. Army Corps of Engineers Chief, Lt Gen Tom Bostick, that bolsters support for QBS and addresses a wide range of other issues.
• Hosted ambassadors and commercial representatives from Algeria, Egypt, Iraq, Libya, Morocco, Oman, and Qatar to discuss business opportunities for A/E firms.

• ARUP won the Grand Conceptor Award at the EEA gala for the new Kauffman Center for the Performing Arts, Kansas City. (See Last Word for other winners).

• The Board of Directors approved the 2014-2016 budget, calling for expanded efforts on issues pertaining to private client markets, contracting out, and public awareness of infrastructure investment needs.

**Government Advocacy**

• Carried out successful Convention lobbying focused on boosting support for transportation, water and energy initiatives.

• Secured House committee passage of legislation to approve the Keystone XL pipeline.

• Hosted VIP luncheon on Capitol Hill with Senator David Vitter (R-LA), ranking member of the Senate Environment and Public Works Committee, and Congressman Earl Blumenauer (D-OR), a leading transportation advocate who serves on both the House Budget and Ways and Means Committees.

• Testified before the House Small Business Subcommittee on the use of employment-based visas by small engineering firms and the need to increase the H-1B visa cap.

• ACEC’s Transportation Fact Sheet was included as part of the official record by the House Budget Committee in a hearing on long-term revenue options for the Highway Trust Fund.

• Hosted a fundraiser for Rep. Bill Shuster (R-PA), Chairman of the House Transportation and Infrastructure Committee; ACEC/PAC also co-hosted in-state congressional events this month for Reps. Adrian Smith (R-NE) and Eric Swalwell (D-CA).

• Submitted ACEC’s tax reform principles to the House Ways and Means Committee, emphasizing the need for reforms that benefit both large and small firms.

• Briefed House Ways and Means Committee staff on ACEC’s concerns over proposals to limit the use of cash accounting.

**Business Resources**

• Tremendous growth in the RCEP web-based education program now reflects itself in 28,800 users and 101 providers, including 11 ACEC state organizations: Colorado, Delaware, Georgia, Indiana, Massachusetts, Metro Washington, New York, Pennsylvania, South Carolina, Virginia and Wisconsin.
• Successful March A/E business webinars: *Transportation Project Financing Through TIFIA: Major Expansion of Federal Assistance; The Impact of EMR and Recordable Incident Rates on Your Business; Successful Integration of an Acquisition; Seven Critical Mistakes Engineers Make During Contract Negotiation & Project Execution that Sabotage Their Projects & Invite Litigation; Small Firms Financial Dashboard; How to Write Division 00: Tips for Preparing Effective Bidding and Contracting; Creating an Effective Marketing and BD Organization; Accounting 101 for Project Managers.*

• Webinars coming in May: *Are You Fighting Fires Instead of Managing Your Employees?; Writing Winning Proposals; The Secrets of a Successful Transaction – Preparing Your Firm for Sale; MAP-21 – New Performance-Based Management Requirements; Be Memorable and Win More Work; Unique Risks When the Contractor is your Client; Project Work Planning, The Process of Planning and Executing a Project; HealthCare Reform – Implications for Engineering Firms.*

• Best sellers at the Convention (and now available at [www.acec.org/bookstore](http://www.acec.org/bookstore)): *The Upside of the Downturn* by Geoff Colvin; *Louder Than Words* by Bob Kelleher; the new 2013 EJCDC Construction Documents Series (C-990).

• EJCDC documents are experiencing increased popularity as exemplified by the growing sales of the recently revised Construction Series and the fact that a growing number of county organizations (such as Ann Arbor’s Washtenaw County Water Commission) are adopting EJCDC documents as their standard.