



Dear Colleagues –

I hope you all had an enjoyable Thanksgiving. Following our successful Fall Conference in Hawaii in October, the Council kept up the pace in November with our annual leadership orientations in Washington, D.C., in which 62 officers from 30 states participated. The uniformly positive ratings given to this program by attendees reflected the benefits MO leaders receive in better understanding national resources available to the states. ACEC/PAC's 95 percent success rate in the mid-term elections, as well as its current program of helping candidates retire their campaign debts, is all aimed at translating political muscle into legislative gain for our industry. This job continues during the current lame duck session of Congress and gains more traction with the new Congress in January. Congratulations to ACEC/New York and ACEC/Utah for reaching their PAC goals in November, with special kudos to New York for raising the highest dollar amount ever reached by an MO – \$65,000 and still counting. With virtually all states contributing at unprecedented levels, we are on track to set a new ACEC/PAC benchmark by the end of the year.

Hope you continue to have a productive and enjoyable holiday season.

Dave

PRESIDENT'S MONTHLY UPDATE

December 1, 2014

General

- ACEC/PAC contributed \$1.68 million to U.S. House and Senate candidates and national party committees to date this election cycle; 95 percent of all ACEC/PAC supported candidates won in the 2014 mid-term elections, including 17 open seat races.
- ACEC/Utah and ACEC/New York achieved their 2014 ACEC/PAC fundraising goals, bringing the total number of states at goal to 21; many more states are poised to meet their goals by year's end.
- ACEC's coalitions (CAMEE, CASE, LDC, SFC, COPS) enjoyed a net gain of 68 new members during the first half of the fiscal year, an uptick of 12 percent; the highest increase went to the Council of Professional Surveyors (COPS), with 26 new members.

Government Advocacy

- Protested a draft Waters of the U.S. (WOTUS) regulation released by the Environmental Protection Agency and the Army Corps of Engineers that would significantly expand federal jurisdiction over wetlands and other water bodies, including ditches and wastewater treatment ponds.
- ACEC-AASHTO Joint Committee agreed to collaborate on a comprehensive update of the AASHTO Guide for Consultant Contracting, last published in 2008, to address selection processes, contract negotiation, and program management issues.
- Minuteman Fund supported successful ballot initiatives in Wisconsin and Maryland to safeguard state transportation funding; our effort in Massachusetts to defeat a ballot initiative to repeal gas tax increases came up short but contributed to increased public awareness of this issue.
- Minuteman helped ACEC/Idaho win a major victory in the Idaho Supreme Court to protect the priority of lien rights of engineering companies against liens filed afterward by mortgage companies and other financial institutions.
- Awarded Minuteman Fund grant to ACEC/New York to support the MO's efforts to secure use of state surplus revenues for infrastructure.

Business Resources

- November featured an array of popular webinars including: *How to Give and Receive Effective Feedback*; *Measuring Time with a Ruler: Statutes of Repose for Public Projects*; *Is an ESOP Right for Your Firm*; *Using PowerPoint Effectively in Presentations*; *Earning a Seat at the Table: A Guide for Emerging Leaders*; *Innovative Financing to Address Water Infrastructure Needs and Accelerate Investment*; *The Consulting Engineering Game – Does Size Really Matter?*; *Two Ways To Measure Project Delays*; *Best Practices of Highly Effective Boards*; and an on-site seminar, *Essentials of A/E Financial Management, Valuation and Transition Planning*, in San Antonio.
- Jointly with the American Bar Association, hosted a webinar *Developing a Public Private Partnership Agreement with the Assistance EJCDC P3-508*.
- December webinars will feature: *I Don't Need a Website, I Need a Web Strategy*; *If You Haven't Planned It, You Can't Control It*; *Design-Build Contracts, Law & Risk Management*; *Writing and Editing for Readable Proposals*; *Five Inviolable Laws of Extraordinary Execution*; *Industry Economic Update – What Can We Expect for the first half of 2015*; *ESOP Exit Strategy – Why an AE Company Should Consider an ESOP as a Corporate Exit Strategy*.
- Senior Executives Institute Class 19 met for their fourth session in which they explored professional practice models, systems thinking, and scenario planning.