



Dear Colleagues –

We just wrapped up a very successful Fall Conference in Hawaii: we were welcomed by the Governor of Hawaii, Neil Abercrombie, and Congresswoman Tulsi Gabbard in whose district our meeting was held. More than 860 members participated in market-oriented and business sessions including an energy panel outlining engineering business opportunities in the Bakken, Marcellus and Texas fields. ACEC/PAC raised a record sum (\$210,000) at the meeting, which will keep our political pedal to the metal in this week's elections. And the Nominating Committee has just brought forward a slate of new Executive Committee candidates for Board approval including a new chair-elect (See below for the full line-up). This week we also begin our annual state leadership orientations in Washington D.C. and I'll look forward to seeing many of you here at the three consecutive sessions.

Dave

PRESIDENT'S MONTHLY UPDATE

November 1, 2014

General

- ACEC's Fall Conference in Hawaii was highlighted by political analyst Charlie Cook, FERC Commissioner Tony Clark, *UNthink* author Erik Wahl, and high profile CEO and expert panels; record numbers attended and, as summed up by one participant, the business program was "especially robust."
- ACEC's Nominating Committee tapped Peter Strub (ACEC/South Carolina) for Chair in 2016-2017; and Lee Cammack (ACEC/Utah), Phil Houser (ACEC/Illinois) and Greg Spagnolo (ACEC/Metropolitan Washington) for Vice Chairs commencing in April 2015.
- ACEC/PAC raised a record \$210,000 during the Fall Conference, now bringing our annual total thus far to \$685,000.
- ACEC/Arkansas, ACEC/Arizona, ACEC/Kansas, ACEC/Maryland and ACEC/Metropolitan D.C. achieved their 2014 ACEC/PAC fundraising goals, bringing to 19 the total number of state organizations crossing the finish line.

Government Advocacy

- Worked with the Environmental Protection Agency (EPA) to refine agency guidance for states in applying new Qualifications-Based Selection (QBS) requirements for water projects.
- Awarded a Minuteman Fund grant to ACEC/Maryland to help pass a state constitutional amendment to protect transportation funding.
- ACEC delegation to FIDIC meeting in Brazil, led by Chairman Dick Wells, addressed burgeoning global demand for infrastructure, innovative financing mechanisms, and how to combat corruption in foreign procurement; and six ACEC Engineering Excellence Award winning projects were honored with special FIDIC Awards.
- Joined with coalition allies in a letter to House and Senate Armed Services Committee offices advocating improvements to design-build procurement in the 2015 National Defense Authorization Act.
- ACEC/PAC hosted or co-hosted campaign events for Sen. Mark Warner (D-VA), House Transportation and Infrastructure Committee Chairman Bill Shuster (R-PA), Rep. Earl Blumenauer (D-OR), Rep. Gerry Connolly (D-VA), Rep. Morgan Griffith (R-VA), Rep. Dan Lipinski (D-IL), and Rep. Pat Tiberi (R-OH).

Business Resources

- At book signing with Fall conference speaker and best-selling author of *Unthink*, Erik Wahl, 100 attendees received autographed copies.
- ACEC's EJCDC construction family of documents (C-Series) was endorsed by the Construction Specifications Institute (CSI) and the National Utility Contractors Association (NUCA).
- Coalitions Best sellers for October included: *CASE National Practice Guidelines for the Structural Engineer of Record* available at www.acec.org/bookstore.
- October was another great month for ACEC webinars, which included: *What is the Right Value for your Firm*; *Negotiating Better Engineering Contracts*; *Raising Your Marketing ROI – Using Real-World Numbers to Measure and Manage your Firm*; *Expand Your Business: How to Diversify Your Network and Get Out of a Rut*; *Policies for Maximizing Revenue without Sacrificing Your Firm's FAR Overhead Rate*.
- Webinars coming in November: *How to Give and Receive Effective Feedback – Improving Your Mental Flexibility or Change Your Thinking About the Way you Think*; *Measuring Time with a Ruler: Statutes of Repose for Public Projects*; *Ownership Transition – Is an ESOP Right for Your Firm*; *Using PowerPoint Effectively in Presentations*; *Developing a Public Private Partnership Agreement with the Assistance of EJCDC P3-508*; *Earning a Seat at the Table: A Guide for Emerging Leaders*;

Innovative Financing to Address Water Infrastructure Needs and Accelerate Investment in Major Water Projects; The Consulting Engineering Game – Does Size Really Matter?; Two Ways To Measure Project Delays: How and Why You Should Use Them On Your Project; Best Practices for Highly Effective Boards.