



Dear Colleagues –

Happy New Year! We blasted through the Council's Strategic Goal of \$1 million for ACEC/PAC – and are still counting receipts. This accomplishment is all the more remarkable considering that we raised only one-fifth that amount not so long ago. These funds lay the ground work for propelling our aggressive advocacy agenda on Capitol Hill in infrastructure, energy, regulatory and tax code measures. We look forward to working closely with you in the New Year.

Dave

PRESIDENT'S MONTHLY UPDATE

January 1, 2017

General

- Crossed the \$1 million threshold in ACEC/PAC contributions in 2016, with 40 MOs meeting or exceeding their goals, and ACEC/Illinois raising \$75,000 (175% of their goal), a new record for a state in a single year.
- Optimism over the Trump Administration's plans for infrastructure investment, regulatory reform, and tax relief pushed the ACEC *Engineering Business Index* (EBI) up 5.1 points to 66.5, the largest ever quarterly increase.
- Entry deadline for the 2017 national Engineering Excellence Awards (EEA) competition is Friday, January 6, 2017.
- With Stantec recently providing ACEC with 7,000 employee names and addresses to add to our mailing list for receipt of Council news and educational material, ACEC's direct distribution list has grown to 75,414.
- At the fiscal mid-year point, ACEC's membership statistics are trending up with 5,351 firms – a 1.3% increase since July 1, and 580,095 employees.

Government Advocacy

- Congress cleared, and the President signed into law, the ACEC-backed Water Infrastructure Improvements for the Nation Act of 2016 (previously called WRDA),

which authorizes over \$11 billion for flood control, navigation, other water infrastructure needs.

- In December, ACEC/Iowa, ACEC/Arkansas, ACEC/Massachusetts, ACEC/North Carolina, ACEC/South Dakota, ACEC/Alabama, ACEC/Virginia and ACEC/Michigan met their ACEC/PAC fundraising goals for the year; other MOs made their goals earlier; and additional states are expected to meet their goals when all contributions are processed in January.
- ACEC staff provided national updates at meetings in Georgia, Nebraska, Washington, Oregon, Metro Washington, and South Carolina.
- Secured report language in the FY'17 National Defense Authorization Act (NDAA) to limit the use of single-step design-build in military construction projects.
- Jason Webber with Kimley-Horn, the ACEC/PAC Co-Champion for Florida, became the 14th member of the Capitol Club, comprising donors who contribute the maximum amount allowable (\$5,000) to the PAC.

Business Resources

- Nearly 600 copies of ACEC's timely new publication, [*Public-Private Partnerships and Design-Build: Opportunities and Risks for Consulting Engineers, 2nd Edition*](#), have been sold since the book's release in late November.
- With more than 24 participants, December's most popular online class, Five Contrarian Steps to Winning the Shortlist Interview, explored how member firms could differentiate themselves and lay the groundwork for big project wins.
- Registration is now open for ACEC's new [*Essential Training: Fundamentals of Effective A/E Operations Management*](#), February 1-2, 2017, in Washington, D.C., which will examine the essentials of effectively managing your business operations or business unit.
- Participants in the Pathways to Executive Leadership Program met for their first online course on December 13, focusing on time management and delegation of authority.
- Coalitions' best sellers for December included CASE's [*Agreement for the Provision of Limited Professional Services*](#) and CAMEE's [*Submittal Checklists*](#).
- January 2017 [online programs](#) will feature: *From Project Manager to Business Leader; Win Presentations by Design, Not by Chance; The Intentional Entrepreneur: Maximize Your Leadership Impact: Build Your Reputation with Intention; New Lease Accounting Rules - How Will They Impact Your Firm?; Building a Social Responsibility Program that Improves Your Bottom Line; Secrets to Successfully Communicating Technical Topics; Broad Form Indemnification; Strategic Leadership and Management: Achieving Sustainable Growth and Profitability for Your Company.*