From the Executive Director of ACEC/NC:

On Wednesday, November 1st, over 1200 attendees & 40 exhibitors gathered for the 2017 ACECNC/NCDOT Joint Transportation Conference.

The day started hearing from the Senior Leadership of ACEC/NC and NCDOT and then moved into 6 concurrent educational break-out sessions.

Speakers attended from all over the United States. Our Keynote speaker was Steve Gilliland, author of four motivational books and a member of the Speakers Hall of Fame.

A reception for all attendees was held on October 31, and again immediately following the day’s sessions on the 1st, allowing opportunity for everyone to network with their peers.

This annual conference is a great way for our member firms to find out what is on the cutting edge in transportation and what advancements, changes, and projects are on the horizon for member firms in North Carolina. The Conference concluded with door prizes by exhibitors and four happy attendees going home with new iWatches or iPadMinis!

We would like to recognize our Committee Co-chairs Craig Hyman, McCormick Taylor, and Stephen Morgan, NCDOT and the entire planning committee who worked all year to bring You a stellar event.

Next Year’s conference will be held on September 17-18, 2018. Save the Dates!

James A. Smith, P.E.
Executive Director, ACEC/NC
Dear Colleagues –

It was great to see you at our recent Fall Conference in Orlando – one of our largest with 846 attendees, and most successful with 94% of survey respondents rating it as “good to excellent.” Our overarching themes of technology and contracting challenges resonated well with participants and our big-name speakers were home-runs. Today we are engaged a major lobbying effort on the anticipated tax reform proposal to ensure that our firms which are organized as pass-through entities are not penalized. In support of this effort, we have asked MOs with legislators on the House Ways and Means Committee to bring this issue to their attention; and yesterday I emailed every member firm requesting information on how their firm is organized so that we can better appreciate how many are organized as pass-through entities. On a separate note, the Nominating Committee has put forward a slate of new candidates for Council leadership positions that has now gone to the Board for approval (See line-up below). And next week we begin our annual state leadership orientations in Washington D.C., where I look forward to seeing many of you again.

Dave

From the ACEC President’s Monthly Update: November 1, 2017

General

• ACEC launched a lobbying and grassroots campaign urging House tax writers to ensure that engineering pass-through firms receive equitable treatment under tax reform legislation expected to be released this week.

• Participated in meetings with senior White House staff on the President’s infrastructure initiative, and with Energy Secretary Rick Perry on the Administration’s energy agenda (and followed up with Perry by submitting ACEC proposals for shortening review and permitting timelines for energy projects, as well as for meeting cybersecurity challenges).

• ACEC’s Nominating Committee tapped Mitch Simpler (ACEC/New York) for Chair-elect commencing April, 2018 and Chair the following year; and Art Barrett (ACEC/Maryland), Stephanie Hachem (ACEC/North Carolina), Keith Jackson (ACEC/Texas) and Jay Wolverton (ACEC/Georgia) for Vice Chairs commencing in April 2018.

• The ACEC Fall Conference, October 15-18 – with more than 800 attendees – focused on critical business issues and included prominent speakers such as Robert O’Neill, the SEAL Team 6 leader who killed Osama bin Laden; Michael Hayden, former director of the CIA and NSA; Martin Ford, futurist on the impact of AI and robotics on society; Neil Howe, expert on generational and social change in America; and expert CEO panels on technological and contracting trends.

Government Advocacy

• Hosted Congressman Gerry Connolly at ACEC headquarters for in-depth discussion of the politics of passing tax, infrastructure and other important legislation in a highly partisan Congress.

• Provided testimony for a House Highway & Transit Subcommittee hearing on infrastructure investment, highlighting current system needs, funding shortfalls, economic benefits of infrastructure enhancements, and value of using private sector engineering and design services for effective project delivery.

• Won critical changes in the new North American Electric Reliability Corporation (NERC) supply chain cybersecurity standard: NERC drops proposed contract language that would have created unreasonable liability for engineering firms in the event of a breach of utility cybersecurity.

• Submitted letter of support for Paul Trombino, President of McClure Engineering in Iowa, who is nominated to be Administrator of the Federal Highway Administration.

• ACEC’s Superfund Working Group met with EPA’s Superfund program director and other agency officials to discuss program changes on task orders, early action and innovation.

• ACEC Environment and Energy Committee hosted the Senior Advisor to the U.S. Conference of Mayors’ Water Council on the development of their water infrastructure initiative.

• ACEC-backed nominee to head the General Services Administration (GSA), Emily W. Murphy, was approved by a Senate committee.

• Launched grassroots effort to restore the U.S. Export-Import Bank to full lending authority with support of four nominees for the Board of Directors; and opposed the nominee for chairman, former U.S.
ACEC Fall Conference Sets Another Record!

ACEC conducted its annual Fall Conference at the Hilton Bonnet Creek near Disney World in Orlando Florida from October 15-18, 2017.

This year’s conference ranked as one of the most attended with 846 employee members and more than twice that amount with guests and families.

The overarching themes of technology and contracting issues resonated well with attendees, along with critical business issues.

ACEC is working tirelessly with Congressional leaders to protect the industry during Tax Reform negotiations. See our Call to Action elsewhere in this issue for more specifics.

Prominent speakers at the Conference included Robert O’Neill, the Seal Team 6 leader who killed Osama bin Laden and Michael Hayden, former Director of the CIA and NSA.

Next year’s Spring Conference is set for April 15-18, 2018 at the Marriott Wardman Park in Washington, DC.

ACEC NC / NCDOT Joint Transportation Conference

Stephen Morgan, NCDOT
Craig Hyman, McCormick Taylor
John Sullivan, FHWA
James Trogdon, NCDOT
Tim Little, NCDOT
Chris Werner, NCDOT
Monty Irvin, Ramey Kemp and Associates

Sold Out Sessions!

ACEC/NC President, Monty Irvin

ACEC/NC NCDOT Transportation Conference, the largest transportation event in the state, explores the latest transportation innovations and provides attendees with the chance to network with other professionals.

Many Thanks!

Continued on Page 8
ACEC President’s Monthly Update continued from p.2....

Representative Scott Garrett, due to his outspoken opposition to the Bank during his House term.

- ACEC/Alaska, ACEC/Florida, ACEC/Kentucky, ACEC/Maryland, ACEC/North Dakota, and ACEC/New York all made their ACEC/PAC state goals in October, keeping the PAC on its record fundraising pace with over $900,000 collected year-to-date.
- ACEC/PAC hosted congressional fundraising events for U.S. Representatives Gerry Connolly (D-VA), Bradley Byrne (R-AL), Thomas Massie (R-KY), Marcy Kaptur (D-OH), Lamar Smith (R-TX), and Rob Woodall (R-GA).

Business Resources

- The Fall conference offered a broad array of popular and timely educational sessions covering a spectrum of industry topics, including firm management, marketing, HR, finance, IT/cybersecurity, and legal/risk management.
- ACEC’s Senior Executives Institute (SEI) Class 23 began its inaugural session in Washington, D.C., including visits to Capitol Hill, the Embassy of Austria, and Brookings Institution for policy discussions.
- ACEC’s Pathways to Executive Leadership Class 2 for emerging leaders kicked off with a sold-out slate of 24 attendees.
- The online education management system, Registered Continuing Education Program (RCEP) (https://www.rcep.net/) added one new Approved Provider: Atlas Machine and Supply.
- Coalition best sellers for October included CASE’s Guideline Addressing Coordination and Completeness of Structural Construction Documents and COPS’ Sample Letter to Property Owner, both available at www.acec.org/bookstore.
- With 25 registered sites, October’s most popular online class, Top Marketing Techniques for 2018, identified new trends in the marketplace and examined which techniques are most effective.
- Don’t miss these valuable webinars coming in November: Aligning Compensation and Ownership Transition Strategies; Being “OK” at Marketing is NOT OK; The Do’s and Don’ts of Contracting Professional Services; Golf Isn’t What It Used to Be - Business Relationship Building is Changing Fast; Meetings that Matter; Ethical Challenges in the A/E World; Proposal Doctor Checkup: your Rx for Stronger Proposals; Cyber Risk Increasing for Design Firms; Managing Client Expectations without Losing Your Shirt or the Next Job.

“What has ACEC done for me lately?”

We simply can’t count the number of times that question has been asked over the years.

To answer that and other questions, ACEC has produced a new video:

“The POWER of ACEC”

(Please, watch this Video)
Welcome our Newest Council Members

THE ACEC/NC BOARD has welcomed the following new members:

Critek Engineering
GREENSBORO
www.critekgroup.com

Engineered Steel Service
SOPHIA
www.engineeredsteel.com

Hinde Engineering
CHARLOTTE
www.hindeengineering.com

NCDOT
Office of Civil Rights
RALEIGH
www.ncdot.gov

Stoltzfus Engineering, Inc.
KERNERSVILLE
www.seiengineering.com

WELCOME!

2017 ACEC NC PAC, ACEC/PAC, ECNC

Advocacy Update:

ACEC/PAC (National PAC) – ACEC is on a record pace to surpass the $1 million mark again this year in preparation for the 2018 national elections. ACEC/NC is planning our final events for the year to get us over our State goal of $33,463. A Raffle at the Engineering Excellence Awards Gala for a 48” Smart HDTV, and our Annual Holiday Member Reception/PAC Auction on December 13, 2017 at “The Glenwood” are in the works. This year will feature a new format with Casino Night activities. Also, don’t miss the “Last Chance Sweepstakes.” Your odds of winning are far better than the NC Education Lottery. Let’s get NC to Goal again!

ACEC/NC PAC (State PAC) - For the newly formed ACEC/NC State PAC, an official checking account has been set up and is already receiving contributions. The Board of Trustees is currently meeting monthly and is working towards establishing an official logo and brainstorming fundraising event ideas. A main focus the first year will be educating the industry on features of the new State PAC versus other existing PACs and preparing for Statewide legislative elections in 2018. Contributions from individuals can be accepted for any amount and go towards statewide candidates who support our issues and the business of engineering.

ENGINEERING COMPANIES FOR NORTH CAROLINA (ECNC) – Engineering Companies for North Carolina (ECNC) is our new independent expenditure entity focused on Issues. Our Board of Governors meetings are held every other Thursday morning. We are currently meeting with both elected and appointed officials to evaluate where we may first engage to advocate for our member firms. We have also developed some communication ideas and are continuing to work on plans for further communication with our membership.
ACEC/NC Initiates a State PAC and an IE!

ADVOCACY INITIATIVES

The mission of ACEC of North Carolina is to promote the business of engineering through legislative advocacy and business services. To strengthen the effectiveness of our advocacy, at the May 4th meeting, the Board of Directors voted to incorporate an ACEC/NC Independent Expenditure Account (IE) and an ACEC State PAC.

An IE is the most flexible of all advocacy/political action tools. An IE, in conjunction with a traditional PAC provides ACEC/NC enhanced ability to advance critical legislative issues that impact our membership and support candidates who support our issue positions. An Independent Expenditure Account gives us the capability to strengthen our voice with the North Carolina General Assembly and best advocate for issues important to the business of engineering!

Independent Expenditure Account allows for the following:

• Firm and personal contributions;
• Engagement in electioneering communication to address issues and endorse candidates - advertising, voter contact, events, issue education, endorsement, etc.

Independent Expenditure Account limitations:

• Funds cannot be used for political events requiring a campaign contribution directly to candidates;
• No direct coordination with a candidate or campaign regarding use of IE Funds.

Benefits of an IE to ACEC/NC:

• We are a firm-based organization - thus allowing member firms to contribute. (PACs can only accept personal contributions);
• Flexibility in how we support a campaign or an issue, such as the NC Connect Bond Referendum;
• Ability to form coalition partnering on major issues.

ACEC/NC State Political Action Committee (PAC)

• A new traditional PAC (personal contributions only) with the following limited goal: attendance at political events requiring campaign contributions to individual candidates;
• Transition from EPAC to focus our efforts on the establishment of a PAC that works in conjunction with our IE.

IE + PAC = Meaningful, Effective, Winning Strategies!

Thank you.
Jim Smith, PE
ACEC/NC Executive Director
Cell (919) 830-9631

ACEC ACTION ALERT

Member Action Needed to Address Serious Problem in House Tax Reform Bill

Dear ACEC Member:

The House Ways and Means Committee has just released a tax reform plan that could actually raise taxes for engineering firms organized as passthrough businesses, including S corporations, partnerships, and LLCs. ACEC member firms are asked to contact their Representatives and Senators today to express their concerns about the plan. More information and access to a sample letter is here.

ACEC has emphasized to Congress that a reformed tax system needs to treat all businesses fairly and equitably, and supports provisions in the bill that lower the top corporate tax rate to 20 percent, and create a new 25 percent rate for passthrough businesses (such as S corporations, partnerships, and LLCs). However, engineering firms organized as passthroughs—which represent the majority of the industry—are excluded from the 25 percent passthrough rate. ACEC is asking you to let your Representatives know that all engineering firms should be eligible for lower tax rates.

For more information, contact Katharine Mottley

Contact ACEC/NC: 919-781-7934 or info@acecnc.org
Members in the News

HOLDER JOINS GANNETT FLEMING’S TRANSPORTATION TEAM

Michael Holder, PE, has joined Gannett Fleming as a vice president and principal of Transportation Services.
Leveraging nearly 35 years of transportation experience, Mike strengthens the firm’s position in the areas of ITS, CV/AV, smart cities, and program management for design, construction, and management consulting. He is responsible for advancing Gannett Fleming’s operations and expansion in the MidAtlantic and Southeast....

Dewberry, a privately held professional services firm, has recently announced...

DEWBERRY’S EMMETT WILLIS PROMOTED TO ASSISTANT DEPARTMENT MANAGER

Plumbing and fire protection expert promoted in firm’s Raleigh, North Carolina, office

...Emmett Willis, PE, has been promoted to assistant plumbing department manager, which falls within the mechanical, electrical, and plumbing group in the firm’s Raleigh, North Carolina, office.
Willis has 15 years’ experience as a mechanical engineer and has performed plumbing, medical gas, and fire protection design for a variety of facilities, including educational, military, medical, residential, and commercial buildings. His areas of expertise include domestic piping and water heating design, plumbing and fire protection specifications, design-build of plumbing and fire protection systems, and facility assessments.

JOHN ADAMS JOINS DEWBERRY’S EXPANDING SOUTHEAST TRANSPORTATION GROUP

Senior transportation manager joins firm’s Raleigh, North Carolina, office

...that John Adams, PE, has been hired as a vice president and transportation department manager in the firm’s Raleigh, North Carolina office. His responsibilities consist of client communications, technical services oversight, service offering expansion, and staff growth. Adams comes to Dewberry from a globally recognized engineering firm where he most recently was the department of transportation northeast and mid-Atlantic business unit operations manager. In this position, his responsibilities included key client account management, budgeting and revenue forecasting, profit/loss management, staff recruiting, project performance reviews, and quality oversight....

DEWBERRY’S BETH SMYRE PROMOTED TO ASSOCIATE

Transportation expert promoted in firm’s Raleigh, North Carolina, office

...that Beth Smyre, PE, has been promoted to associate in the firm’s Raleigh, North Carolina office.
As a senior planner and coastal engineer, Smyre is responsible for overseeing impact analyses, environmental document preparation, and public outreach efforts for southeast transportation projects. Prior to joining Dewberry, she spent 14 years working for the North Carolina Department of Transportation (NCDOT) as a project manager for major highway projects in the National Environmental Protection Act (NEPA) and North Carolina Environmental Policy Act planning process. In this role, she was responsible for overseeing project studies and environmental document preparation. She also supervised the development of coastal engineering studies and research projects for use in the development of alternatives for projects along North Carolina’s coast.

MATTER & CRAIG ENGINEERS & SURVEYORS ANNOUNCES HAL MARVIN TO MANAGE STATESVILLE OFFICE

STATESVILLE, NC – September 22, 2017
– Matter & Craig Engineers & Surveyors, a civil and structural engineering and surveying firm with offices in NC, TN and VA has announced the addition of Hal Marvin to head up their Statesville, NC office.
Mr. Marvin, a licensed engineer in the states of North Carolina and South Carolina, has joined Matter & Craig in the role of project manager and office manager for the Statesville office. He is also a Licensed General Contractor and a LEED Accredited Professional with Specialty BD+C.
According to Randy Beckner, Principal and Chairman of the Board, Hal will be managing transportation and civil engineering projects while increasing the firm’s presence and workload in the I-40/I-77 region....

Contact ACEC/NC: 919-781-7934 or info@acecnc.org
Several members of the ACEC/NC Leadership Team and Member Firms were honored at the 2017 ACEC Fall Conference in Orlando, Florida recently:

**Barry Barber**
Barry Barber, Kimley Horn, received a Community Service Award. Mr. Barber received one of two national awards from the ACEC College of Fellows for his decades long dedication to serving the Raleigh area through charitable and community-based organizations.

**Stephanie Hachem**
Stephanie Hachem, Senior Vice President of Kimley-Horn, and National Director of ACEC/NC, received a Community Service Award. Mrs. Hachem would begin her term in April 2018 and be installed at the ACEC Spring Conference in Washington, DC.

**James Smith**
James Smith, Executive Director of ACEC/NC, was nominated as National Association of Engineering Council Executives (NAECE) President for 2020-2021. NAECE represents the 50 state ACEC organization executives. Mr. Smith would serve initially as Secretary/Treasurer beginning in April 2018 and be installed at the ACEC Spring Conference in Washington, DC.

**Derek Clyburn**
Derek Clyburn, Vice President of ECS Southeast LLP and Treasurer of ACEC/NC, was inducted into the “Order of the Engineer” by the ACEC College of Fellows at the Fall Conference on Orlando.

**Meredith Houston**
Meredith Houston, Administrative Manager of ACEC/NC, was awarded the “Raleigh Dingman Scholarship” by the Association Executives of North Carolina for 2017-2018. The scholarship is to be used towards tuition for attendance at the Institute for Organization Management administered by the US Chamber of Commerce. The scholarship award will be made at the AENC Fall Conference on November 3, 2017 in Pinehurst, NC.

**CONGRATULATIONS TO ALL!!!**

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**Buildings and Infrastructure Symposium: A Sold-Out Event!**

The B&I Committee held its annual Symposium on September 13, 2017 at the Hamner Conference Center in RTP with a record 90 attendees.

This year’s symposium “Get the Inside Scoop” featured trends, challenges, and forecasts from Hospital and University Facilities Managers throughout North Carolina.

The focus was on operations and maintenance, planning, and facilities personnel, and how the engineering community can help institutions meet those challenges.

Panelists from the University sector included leaders from Duke, NC State, and UNC, while the Hospital panel included representatives from Wake Med, REX, and Wake Forest Baptist.

Watch for upcoming B&I Committee events in Raleigh and Charlotte including a tour of the new Reynolds Coliseum, a Charlotte Airport update, and more.

**Transportation Committee Meeting Relocates**

The ACEC/NC Transportation Committee has moved to the Arena Club West at the PNC Arena to conduct its quarterly Meetings.

This allows the Committee to accommodate the growth in attendance that has occurred over the past few years.

Meetings are usually held on the third Monday of each quarter (February, May, August, and November) from 3-5 pm, with NCDOT and Industry speakers headlining the event.

A very special thank you to Stantec’s Triangle office for hosting the meetings previously!
Qualifications Based Selection Process — Easy as One, Two, Three

1. Select the best Qualified Firm.
   - Establish Evaluation Criteria.
   - Solicit Statements of Qualifications from Interested Firms.
   - Develop a Short List of 3-5 Firms. Investigate References, Jobs, and Office. Invite for Interviews.

2. Jointly define scope and contract terms, taking advantage of the selected firm.
   - Invite the Highest Ranked Firm to Assist in Defining the Scope of Work.
   - Establish Contract Terms.
   - Go to Next Firm on the Short List.

3. Retain the firm on the basis of an acceptable proposal.
   - NO
   - Ask for Fee Proposal.
     - NO
     - AGREEEMENT???
     - YES
   - RETAIN THE FIRM Enter into Written Contract

QBS Myths Debunked: Did you know...

Per NC GS 89(c).6.a-the practice of engineering includes...” such services or creative work as consultation, investigation, evaluation, planning, and design of engineering works and systems, planning the use of land and water, engineering surveys, and the observation of construction...” and is subject to the requirements of QBS.

Staff

James Smith, PE  Meredith Houston, CAE  Jessica Mills, CMP  Randi Jean Veiberg
Executive Director  Administrative & Communications Event Meeting Planner  Admin Assistant and Webmaster
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ACEC-NC RALEIGH NORTH CAROLINA
150 Fayetteville Street, Suite 1340
Raleigh North Carolina 27601

HOURS OF OPERATION:
Weekdays, Monday through Friday
8:00am - 5:00pm

Please use the Alexander Square Parking Deck that sits across Fayetteville Street from the Wells Fargo Capitol Center.

The office is closed on the following holidays:

- New Years Day
- Memorial Day
- Independence Day
- Labor Day
- Thanksgiving Day
- Day after Thanksgiving
- Christmas Day

120 South Wilmington Street
Raleigh, North Carolina 27601
Hourly: $1.00 for each half hour
$12.00 daily maximum

Contact ACEC/NC: 919-781-7934 or info@acecnc.org