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PRESIDENT'S MESSAGE *by Stu Taub, P.E.*



With September's arrival, ACEC/MD activities are ramping up, committees are starting to meet and event planning is gearing up. We have a great group of folks from member firms who have volunteered to serve and to help, and I'd like to thank all of you! So what have we been doing lately?

In addition to attending regularly scheduled meetings, I was ACEC/MD's representative at the Maryland State Transportation Innovation Council (STIC) meeting on August 28 at SHA headquarters. This is a group meeting with officials from FHWA, SHA, BCDOT, MTBMA, UMD and MdQI gathering to discuss FHWA Every Day Counts 4 (EDC), MD SHA STIC focus areas, SHA's proposal for their second STIC Incentive Grant, and MDQI's plans for a showcase of innovation in the private sector, academia, material suppliers, contractors and consultants. The grant program provides funds for innovative applications such as tablets for SHA construction inspectors and pavement density testing with ground-penetrating radar.

On September 18, Baltimore City Chair Neil Robinson, Past Chair Tony Mawry and I were ACEC/MD's representatives at a meeting with Director Pourciau to discuss Baltimore City's proposed process to procure A/E services on contracts for locally funded projects. Other representatives included folks from BCDOT, BCDPW, the Mayor's Office, COMTO, and WTS. Director Pourciau explained that she wanted to allow BCDOT staff to get better acquainted with consultants and to increase opportunities for small and disadvantaged businesses. The new procurement process involves a "Second-Tier" approach (an interview to get qualified and others for Task assignments). The forum allowed us to discuss concerns and ideas from both sides.

We closed out September with a quarterly ACEC/MD/MDOT SHA Partnering Meeting on the 27th, which is facilitated by Deputy Administrator Jason Ridgway and Bob Healy of RK&K, and includes SHA leadership, officials from MDTA and MTA and member firm representatives.

contact:
Jim Otradovec
Executive Director
AMERICAN COUNCIL OF
ENGINEERING COMPANIES,
MARYLAND
312 N. Charles Street, Suite 200
Baltimore, Maryland 21201
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PRESIDENT'S MESSAGE *(continued)*

We discussed several issues on our agenda and highlights included:

- MDOT TBUs are still working on developing consistent procedures and practices including fixed fee issue on task order contracts
- SHA will not require tracking of individual direct expense categories
- Use of Lump Sum in lieu of Cost plus Fixed Fee (further discussion needed)
- Cleaning up indemnification language in MDOT contracts
- Turnaround time for EOIs, and Technical and Price Proposals
- MTA will revise their Annual OH Adjustment procedure language
- A recent MPA EOI that was a cost competitive procurement
- MBE Sub Goals are determined by MDOT GOSBA based on disparity studies
- Establish Alternative Project Delivery and Quality workgroups
- Discussion on another PM Forum next Spring

The next Partnering meeting is scheduled for December 12.

October started with a BANG with the ACEC/MD Congestion Relief Symposium held at the Engineer's Club on the 1st. Over 150 folks from member firms, contractors and

concessionaires attended to see a very impressive lineup of local, national and international speakers and presenters that included: MDOT Secretary Pete Rahn, FHWA MD Administrator Greg Murrill, Deputy Secretary Ben Wu,



MDOT SHA Administrator Greg Slater, MTA Administrator Kevin Quinn, Baltimore City Director of Transportation Michelle Pourciau, Baltimore Metropolitan Council Chair Steve Schuh, SHA staff and member firm representatives. By all accounts the program was an unmitigated success, with sessions



covering how we tion condition to and in the future. ing the idea to the moderators who put this program of WSP who led Barb for all of their



got to this current traffic congestion what we're doing about relief now Thanks to Jerry Jannetti for bringing table and the steering committee/ met weekly for three months to together – especially Nancy Boyd the group, and of course Jim and behind the scenes efforts.

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PRESIDENT'S MESSAGE *(continued)*

With the elections and the 2019 legislative season coming upon us, ACEC/MD hosted a breakfast for State Senator Craig Zucker on October 9th. Many years ago Craig was an ACEC National staff member and is well acquainted with ACEC/MD. A self-described moderate, his focus is on serving his constituents, jobs, education, infrastructure, and "getting things done". Craig has been a strong supporter of ACEC/MD and our legislative priorities. After the event, the Legislative Committee held their second meeting to continue shaping our Legislative Agenda for the 2019 session.

Our 2019 Leadership Program will soon be underway and we are in the process of finalizing the program. This year we have added a heavy emphasis on grass roots political lobbying efforts, starting with a session December 20th immediately following our general membership meeting. The Leadership Class participants, along with other interested member firm representatives, will be attending this presentation by our Legislative Consultant, Chris Costello. Member firm representatives are encouraged to attend this complimentary program.

If you live in Maryland, you are a constituent of a State Senator and Delegate, and we are looking for you to join us in Annapolis for our annual Legislative Action Day on January 22nd. There will be a number of new politicians coming in and it is imperative that we let them know who we are and what we do. So please put this on your calendar and join us. The more folks we have, the stronger our collective voice will be. Heck we'll even get you a nice lunch!

Many of you may be wondering what each of the emblems on ACEC/MD name tags represent, so here is what they are:

The Crab indicates a personal contribution to the State PAC (CEPAC)

The Maryland State Sticker indicates a firm's contribution to the State PAC

The American Flag represents a personal contribution to the Federal PAC (ACEC/PAC)

The Minuteman Pin represents a firm's federal contribution to the Minuteman Fund, established to address local issues with national implications.

Name tags with all of these emblems show your and your firm's full support of ACEC/MD and National. Don't be caught with a "naked" badge at future ACEC/MD events!



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## CONGESTION RELIEF SYMPOSIUM SPONSORS DEMONSTRATE THEIR SUPPORT FOR ACEC/MD

Thanks to the following firms for sponsoring ACEC/MD's Congestion Relief Symposium.

### Platinum Sponsors



### Gold Sponsors



### Silver Sponsors



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## *ACEC/MD ONCE AGAIN ECLIPSES ACEC/PAC GOAL*

Thanks to the generous contributions of ACEC/MD member firm representatives, ACEC/MD once again eclipsed its ACEC/PAC federal goal. By currently raising over \$22,000, your contributions will assist ACEC in carrying the profession's message to our members of Congress. Many of these funds come back to the state of Maryland, allowing our representatives to attend events and discuss local issues of importance to your firm. Spearheaded by Maryland's ACEC/PAC Champion Stu Robinson (A. Morton Thomas & Associates), ACEC/MD has achieved its goal for the fourteenth straight year.

Central to this effort was the tremendous response to the ACEC/MD-sponsored raffle. Your support has assisted ACEC in its efforts to gain favorable legislation increasing long-term funding for infrastructure, and tax and regulatory reform. For their contribution, raffle participants also had the opportunity to win \$3,600 in cash prizes.

This year's winners included:

### FIRST PRIZE -

Rob Scrafford (Gannett Fleming)- \$2,000

### SECOND PLACE -

Nadia Pimentel (KCI) - \$1,000

### THIRD PLACE -

Ray Moravec (Wallace Montgomery) - \$400

### FOURTH PLACE -

Matt Allen (Wallace Montgomery) - \$200

Thanks to everyone for helping ACEC support pro-business candidates in Congress, and assisting our representatives in carrying your message to Capital Hill!

A special thanks to this year's raffle sponsors:

A. Morton Thomas & Associates

AECOM

EBA Engineering

EBL Engineers

Gannett Fleming

Johnson, Mirmiran & Thompson

KCI Technologies

Kumi Construction Management Corporation

McCormick Taylor

PRIME AE Group

RJM Engineering

RK&K

Schnabel Engineering

Sheladia Associates

Straughan Environmental

Wallace Montgomery

Whitney, Bailey, Cox & Magnani

WSP

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ACEC/MD 2018-2019 SMART GOALS

ACEC/MD's Executive Committee, at their October 18th meeting approved Smart Goals for the new fiscal year. In addition to targeted initiatives from last year, this year's goals include an emphasis on further involvement of young professionals and the engagement of new member firms.

Membership Growth/Engagement

- During each fiscal year achieve a net gain of:
two Regular Member firms
two Affiliate Member firm
- To enhance retention, focus on membership participation so that someone from each firm attends at least one event per year
- Each Executive Committee member shall nurture the involvement of one non-participating ACEC/MD member firm, targeting MEP firms
- Develop pilot program to mentor one new Regular Member firm

Increased Legislative Support

- Achieve a minimum of 100 member firm employees attending annual Legislative Luncheon, including a minimum of 50 member firm employees participating in visitations
- Through Executive Committee contacts, achieve participation of 15 ACEC/MW member firm representatives at annual ACEC/MD Legislative Action Day

Program

- Present programs targeted for firms practicing in the Building Facilities & Utility arenas
- Achieve a minimum of 100 member firm representatives attending annual conference
- Hold joint program with an allied organization

Political Fundraising

- Develop presentation highlighting the benefits of contributing to CEPAC that could be shared with 25 member firms by the end of the General Assembly session
- Develop and implement a new CEPAC participation plan. Achieve a minimum of 40% of member firms contributing and increase total annual contributions goal to \$40,000

Career Outreach

- Executive Committee will provide two representatives for career outreach efforts

Leadership Program Involvement in ACEC/MD

- Achieve 15% participation of past graduates at Reunion Program
- Monitor involvement of recent program graduates to ensure involvement of 15% of new graduates
- Initiate Young Professionals Committee with a goal of 75% participation of ACEC/MD Leadership Program graduates

Promote SBE Participation

- To maximize efficiency of Prime/Sub relationship, conduct two roundtable meetings per year

Swifter Issue Resolution

- To help ensure resolution of outstanding issues, where appropriate, each committee shall prioritize their top 3-5 initiatives, and identify educational opportunities

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## *AMERICAN COUNCIL OF ENGINEERING COMPANIES/MARYLAND PRESENTS ITS 2019 LEADERSHIP PROGRAM*

### **Critical Management Skills for Today's Consultant Professional**

ACEC/MD is pleased to offer another program targeted for the "rising stars" in your firm. Through a dynamic, interactive program, ACEC/MD will deliver the training your firm's up and coming leaders need for both a reasonable investment and at convenient locations.

Our program's experienced facilitator, Jim Marcotte, will ensure interactive discussion between presenters and participants. To maximize the learning experience, class size will be limited to 30 students with approximately ten years of experience in the consulting engineering industry. As in the past, cover letters and resumes will be used to screen applicants. The deadline to submit applications is **November 19, 2018**.

Once again, patterned after ACEC's highly acclaimed Senior Executive Institute (SEI) program and "The Business of Consulting Engineering" Program, your firm can avail itself of training that is:

- Tailored to Maryland firms with presentations by local instructors.
- Scheduled to minimize work responsibility conflicts with late afternoon sessions and wrap-up at the ACEC/MD conference at the Nemacolin Woodlands Resort at Farmington, PA.
- Reasonably priced to allow your firm to send "up and coming" future leaders without breaking the training budget.
- Thorough, in providing a curriculum that addresses the myriad of firm management issues that senior principals address on a daily basis.

Recognizing the importance of political activism at the state level, this year's program will once again feature a Grass Roots Lobbying Session, presented by ACEC/MD's Political Consultant Chris Costello of the Public Sector Consulting Group, and participation at ACEC/MD's Legislative Action Day in Annapolis.

### ***Session Schedule:***

#### **I. Grass Roots Lobbying Session Thursday, December 20, 2018; 2-3:30pm, ESB, Baltimore**

Learn how you can be successful in delivering a tailored message to your elected officials about issues of importance to your firm. ACEC/MD's political consultant Chris Costello of the Public Sector Consulting Group will untangle the complicated inner workings of the Maryland General Assembly.

#### **II. Characteristics of Leaders Thursday, January 10, 2019; 3-7pm, ESB, Baltimore**

Jim Marcotte - The opening session will identify the characteristics of leadership that will be discussed throughout the program. This session will also provide participants with an introspective review of the current status of their leadership skills and an opportunity to identify areas for continued development as they embark on a journey to the pinnacle of their careers.

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## ***2019 LEADERSHIP PROGRAM (CONTINUED)***

(Session Schedule continued)

### **III. Legislative Action Day Thursday, January 22, 2019; 8am-3:30pm, Annapolis**

Class participants will join other ACEC/MD representative as we descend on Annapolis to explain and lobby for issues of importance to the industry and your firm. Following the visitations, you will join your elected officials and colleagues for lunch and a debriefing on the day's discussions with legislators.

### **IV. The Future of Engineering, and Organizing & Structuring A Successful Firm Thursday, February 21, 2019; 1-9pm, ESB, Baltimore**

Legal Aspects—Terry McShane (McShane, PC)

The Future of Engineering/Organizational Structure—Terry Neimeyer, P.E. (KCI Technologies)

- Types of Business Structures

- Benefits & Disadvantages of various business structures

- Ownership Transition

- Legal Issues

- Mergers & Acquisitions

- Project Organization

- Change Management

- Safety in the Workplace/Workzone

\*Please note\* - In addition to the classroom proceedings, to provide greater exposure to the inner workings of ACEC/MD, class participants are expected to attend both the Executive Committee Meeting and Awards Banquet being held immediately after the formal session.

### **V. Setting the Right Course, and the Importance of Political Activism Thursday, March 28, 2019; 3-6pm, ESB, Baltimore**

Ethics-The Heart of the Engineering Profession-James Johnson, Jr., P.E. (Wallace Montgomery)

While technology has changed dramatically over the past 40 years, people have not. We continue to face the same ethical dilemmas. This presentation will discuss why ethics is a core principle of our industry, and outline some of the real life ethical issues that engineers encounter over their careers.

Goal Setting for Success—Joel Oppenheimer, P.E. (STV Incorporated)

While goal setting is the master skill of success, less than 3% of people take the time to write out their lifetime goals. Our presenter will discuss the importance of goal setting, and describe how to develop major goals, a "major definite purpose" and corresponding detailed plans of action.

Steve Hall, Vice President, Director of Government Affairs (ACEC) - The final part of the day will feature ACEC's Steve Hall, who will explain the issues and challenges that lie ahead in the political arena, and how to push the "right buttons" to get your message delivered.

### **VI. Risk Management Liability & Insurance Thursday, April 18, 2019; 3-6pm, ESB, Baltimore**

Art Ebersberger (CBIZ Business Insurance) & Kent Hoffman, P.E. (Century Engineering)

- When Does Risk Management Start?

- Construction Review & Administration

- Office Management

- Project Design & Administration

- Risk Drivers

- The Importance of Risk Management Services (from a principal's perspective)

- CADD

- Contracts

- Coordination Problems

- What Position Does Insurance Play?

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## ***2019 LEADERSHIP PROGRAM (CONTINUED)***

(Session Schedule continued)

### **VII. Finance & Profitability Thursday, May 30, 2019; 3-6pm, ESB, Baltimore**

Mark Dumler, CPA (RK&K), Frank Waesche, P.E. (Wallace, Montgomery), & Ron Grodzinsky, CPA (Rowles & Company, LLP)

Financial Management

Financial Planning

Financial Statements

Overhead & Burden

Project Control

Invoicing/Accounts Receivable

Purchase versus Leasing

Capital Budgeting

### **VIII. Lessons in Leadership & ACEC/MD Conference Friday, June 28, 2019; 2-5pm, Nemascolin Woodlands Resort, Farmington, PA**

The industry's most successful leaders will provide their unique perspective on building and sustaining a successful firm. Through ever changing markets, clients, economic conditions, staffing issues and political landscapes, the following leaders have guided their firms:

Cathy Ritter, P.E. (Constellation Design Grp.); Harvey Floyd, P.E. (KCI Technologies); Joe Makar, P.E. (Whitman, Requardt & Associates); Jerry Jannetti (WSP); Doug Suess, P.E. (WBCM); & Stu Taub, P.E. (Wallace Montgomery)

Class participants will hear lessons learned from a diverse cross-section of some of the most successful professionals in the industry. Through both interactive discussion and during formal presentations, class participants will be exposed to what it takes to be both a leader in their community and their firms.

\*Please note\* - Following the Friday session, class participants completing the course will be recognized at the evening conference banquet, being held from 6:00-9:00 PM.

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Sessions I, II, and IV through VII will be held at The Engineers Club, 11 West Mount Vernon Place, Baltimore.

Session III will be held in Annapolis.

Session VIII will be held during ACEC/MD's 31st Annual Conference at the Nemascolin Woodlands Resorts, Farmington, PA.

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This program is tailored for individuals with approximately ten years of experience in the consulting engineering profession. In order to enrich the learning experience for the program participants, class size will be limited to 30 participants. To be considered for the program, applicants should submit a resume with a one-page cover letter that addresses: motivation for applying to the program; expectations from the program; and long-term benefits envisioned due to participation in the program.

To ensure the proper learning environment, the program's steering committee will select suitable candidates from individuals nominated by their firm. Member firms may nominate as many individuals as they wish. However, the member firm will be obligated only for candidates selected. Successful applicants will be notified by December 5, 2018, and will be billed for the cost of the program. The investment for this significant and extensive training is \$1,695.00 per person, which includes: Registration and resource materials for all sessions, afternoon refreshments, December Grass Roots program, January Legislative Action Day, February registration for meetings and banquet, ACEC/MD conference registration for Friday's AM sessions, lunch, breaks, Leadership Session, reception, and banquet, and Friday night's hotel room reservation. All class participants completing the course will be presented with a certificate, that includes PDHs, at the ACEC/MD banquet Friday evening during the annual conference at the Nemascolin Woodlands Resort, at Farmington, PA. Send completed registration form, with cover letter and resume, to the ACEC/MD office, no later than **November 19, 2018**. ACEC/MD will bill firm only if applicant is accepted. Contact the ACEC/MD office for a copy of the registration form and brochure.

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## *ACEC/MD ANNOUNCES FINALISTS IN THE 2019 ENGINEERING EXCELLENCE AWARDS COMPETITION*

The American Council of Engineering Companies/Maryland's (ACEC/MD) annual Engineering Excellence Awards (EEA) competition recognizes engineering firms for projects that demonstrate a high degree of innovation, achievement, and value. Demonstrating the important contributions that engineering firms make to Society, in a two-step process, firms submitted their outstanding projects for consideration. All finalists and their clients will be recognized at ACEC/MD's annual Awards Banquet being held **February 21, 2019** at the Garrett-Jacobs Mansion, Baltimore.

One of the highlights of the October 18th General Membership Meeting was the announcement of the finalists in this year's Engineering Excellence Awards Competition.

Out of the 20 projects submitted, our distinguished panel of judges selected the following projects (in alphabetical order):

- Bel Air Impoundment (Gannett Fleming)
- Bowie Pipe Bursting Pilot (KCI)
- Enhanced Nutrient Removal at Back River Water Resource Recovery Facility (WRA)
- Forensic Investigation for Oroville Dam Spillway Failure (Alvi Associates)
- Howard Street Audible - Visual Pedestrian Train Warning Signs  
(Sabra & Associates)
- Maryland Route 404 - US 50 to East of Holly Road Design-Build Contract No.  
AW8965170 (Joint Venture - WM; JMT; & RK&K)
- Oxford Gateway Park (AMT)
- Reconnecting West Baltimore/Fulton Avenue Bridge of US 40 (RK&K)
- Steel & Prestressed Concrete Girder Bridge No. 2003400 on MD 331 (Dover Rd)  
over Choptank River (AECOM)
- Woodstock Road Retaining Wall Emergency Replacement (EBA)

This year's judges once again represent a cross section of the engineering industry, including:

- David Ferrara, Maryland Transportation Authority
- Joseph Siemek, Harford County Department of Public Works
- Bambi Stevens, Baltimore City Department of General Services
- Scott Pomento, Maryland State Highway Administration
- Jeff McCormack, AECOM
- Melinda Peters, RK&K
- Ray Streib, DFI

The initial judging was based on an independent evaluation of an Executive Summary and Press Release for each project. The finalists will now be invited to submit a notebook, which will be evaluated by our panel of judges in a group setting. All finalists are now eligible to compete in ACEC's national competition.

Mark your calendar for ACEC/MD's Awards Banquet, being held **February 21, 2019**, when the award winners will be announced.

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By special invitation only

The American Council of Engineering
Companies/Maryland (ACEC/MD)
is pleased to invite you to a **complimentary** breakfast

Thursday, November 15, 2018

Registration—8:00 AM; Program 8:30-10:00 AM,
at the Engineers Club, 11 W. Mount Vernon Place, Baltimore
featuring

Leslie Knapp, Jr.

Legal & Policy Counsel for
Maryland Association of Counties (MACo)

Be our guest, and gain valuable political insight,
along with a unique perspective on the upcoming
General Assembly Session.

Mark your calendar and plan to join us for this informative
assessment of the political landscape.

Register online at <https://acecmd2018legislativebreakfast.eventbrite.com> or
return the form below to the ACEC/MD office, 312 North Charles Street,
Suite 200, Baltimore, MD 21201, no later than **November 9, 2018**
Due to seating limitations, we may need to limit registrants to no more than three per firm.

SAVE THE DATE



Thursday, December 20, 2018

Cash Bar – 11:30am

Lunch & Program – Noon to 2:00pm

*Garrett-Jacobs Mansion
11 West Mount Vernon Place, Baltimore*

ACEC/MD's Fellows Committee is hosting this presentation
featuring ACEC's new CEO & President Linda Darr.

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Holiday Party

Tuesday, December 4, 2018

6:00 – 9:00 PM

Baltimore Museum of Industry, 1415 Key Highway, Baltimore

SPONSORSHIPS AVAILABLE!

This party is open to member firm employees and their guests, and includes gastronomical delights and open bar. Be sure to join your clients, colleagues, and friends as we kick off the holiday season in style. We have invited representatives of various client groups for this festive evening, so you will definitely want to attend!

SPECIAL PRICE BREAK! For every five paying registrants from the same firm, get the next one free! If registering online, make your purchase for the number of registrations you are paying for, and forward the names via email to the ACEC/MD office, including any complimentary ones associated with sponsors. You can register online with a credit card by using the link - <https://acecmd-holidayparty2018.eventbrite.com>.

Holiday Party Sponsorships Available

ACEC/MD is once again offering its member firms the opportunity to cosponsor the organization's Holiday Party. By **November 19th**, select one of our expanded sponsorship opportunities.

ACEC/MD's gala party will provide a tremendous opportunity to get your name in front of our member firm representatives and guests, while networking with them in a relaxed, comfortable atmosphere.

As an **Elite Sponsor (\$1,000)** (only two available at this level, and exclusively for our Affiliate Member Firms), your firm would have the opportunity to sponsor the bar at this year's Holiday Party, and would receive:

- Inclusion of your firm's name on a signboard posted at the event.
- Acknowledgement in the January/February, 2019 ACEC/MD newsletter.
- Four complimentary registrations for the event.

As a **Diamond Sponsor (\$500)** of this year's Holiday Party, your firm would receive:

- Inclusion of your firm's name on a signboard posted at the event.
- Acknowledgement in the January/February, 2019 ACEC/MD newsletter.
- Two complimentary registrations for the event.

As a **Patron Sponsor (\$250)** of this year's Holiday Party, your firm would receive:

- Inclusion of your firm's name on a signboard posted at the event.
- Acknowledgement in the January/February, 2019 ACEC/MD newsletter.
- One complimentary registration for the event.

To participate in this festive evening as a sponsor, please contact the ACEC/MD office by **November 19th**. Forward your check, payable to the American Council of Engineering Companies/Maryland, in the amount of \$1,000 for Elite Sponsorship, \$500 for Diamond Sponsorship, or \$250 for Patron Sponsorship for your firm, to 312 North Charles Street, Suite 200, Baltimore, MD 21201.

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## *YOUR MEMBERSHIP INVESTMENT AT WORK*

In addition to advocacy at the state level, your membership dues play an important role in looking out for your interest at the federal level. While ACEC continuously advocates on your behalf in Congress, two important initiatives are underway with federal agencies.

First, ACEC is pushing back on a change that NAVFAC recently implemented to their solicitation template, specifically in Criterion 1 of the SF 330 that may have the effect of excluding examples of previous projects relevant to current and future competitions. Specifically, the new contract language included for Criterion 1 includes the following:

*"All projects provided in the SF 330 must be completed by the actual office/branch/regional office/individual team member proposed to manage and perform work under this contract. Projects not meeting this requirement will be excluded from consideration in the evaluation."*

In addition, ACEC's Federal Agencies and Procurement Advocacy Committee is joining forces with other professional associations to push back against the Federal Communications Commission's (FCC) interpretation of licensure requirements. Specifically in FCC Public Notice DA 18-887, there is the following reference to a "professional engineer," but without the requirement of licensure:

*"While it is not necessary that the professional engineer certifying the network diagram have a Professional Engineer license, the certification should describe the professional engineer's qualifications such that the certifier's expertise is apparent."*

Additionally, FCC Public Notice DA 18-186 states:

*"For purposes of certification, a qualified engineer need not meet state professional licensing requirements, such as may be required for a licensed Professional Engineer, so long as the individual possesses the requisite technical knowledge, engineering training, and relevant experience to validate the accuracy of the submitted data."*

Be sure to watch for updates from ACEC on these important issues.

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NEW MEMBERS

The following firms have been elected to membership in ACEC/MD:

Regular Membership-

ESD ASSOCIATES

1800 Johnson Street, #200, Baltimore, MD 21230

Telephone: 410-807-3900; FAX: 410-807-3901

Rep.: Daniel O'Leary, P.E.#17254 (djoleary@esd-associates.com)

Website: www.esd-associates.com

Brief History and Activities of the Firm: ESD Associates, founded in 2015, is a MBE owned business offering electrical, water resources, and environmental engineering services. Services offered by the firm include, but are not limited to: Electrical engineering, software development and IT support, civil and water resources engineering design, consulting, and permitting including drainage, floodplains, dam safety, stormwater management, sediment control and waterway permitting, and natural resources assessments, avoidance and minimization consulting, and permitting.

TRAFFIC PLANNING AND DESIGN, INC.

111 E. Main Street, Suite A, Elkton, MD 21921

Telephone: 443-993-5791; FAX: 610-326-9410

Rep.: Alex Meitzler, P.E. #30181 (ameitzler@trafficpd.com)

Website: www.trafficpd.com

Brief History and Activities of the Firm: Traffic Planning and Design (TPD), Inc., founded in 1989 by the firm's current President Kevin Johnson, PE, is headquartered in Pottstown, PA with branch offices in PA; NC; NJ and MD. TPD is a 150-member organization that specializes exclusively in transportation engineering. The firm's field of operations is Civil Engineering / Transportation engineering related to: highway design; bridge design and inspection; transportation planning & permitting; traffic signal & system design; construction management & inspection; environmental services & permitting; multimodal, complete streets, and trail design; transportation management and operations; and expert witness support for crash investigations.

Affiliate Membership-

HERTZBACH & COMPANY, P.A.

800 Red Brook Blvd., Owings Mills, MD 21117

Telephone: 410-363-3200; FAX: 410-356-0058

Rep.: Joel Chazen (jchazen@hertzbach.com)

Website: www.hertzbach.com

Brief History and Activities of the Firm: Hertzbach & Company, P.A. was founded in 1948, and is one of the leading certified public accounting and consulting firms in the Mid-Atlantic region. For over 70 years, the firm has been a valued advisor to its clients, finding creative ways to maximize their profitability, cash flow, and competitiveness in the marketplace. The firm provides Services in the following areas: Assurance & Accounting; Tax Planning & Preparation; Management Advisory; Business Valuation, Litigation Consulting, Forensics and Fraud Investigation; Wealth Management; Cost Segregation; and Information Technology.

We welcome these firms as members of ACEC/MD. Be sure to add their information to your records. The next time you see one of their representatives, please take the time to let them know we're glad that they have joined the Council!

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## MEMBERS NEWS

**CENTURY ENGINEERING, INC.** recently acquired Interstate Acquisition Services (IAS) of Pittsburgh, PA, a trusted, full service right-of-way consultant for over 20 years.

**DEWBERRY** recently announced that **Darren Conner, P.E.**, has been promoted to president of Dewberry Engineers, Inc., the firm's nationwide engineering practice. A civil engineer who has been with the firm for 33 years, he will oversee operations within more than 50 offices nationwide.

**GANNETT FLEMING** recently announced that they have acquired KEH & Associates, allowing the firm to bring immediate value to infrastructure owners in California and the surrounding states, where water concerns are reaching critical levels.

**KCI TECHNOLOGIES, INC.** is pleased to announce the following:

- **Nathan J. Beil, P.E., D.WRE** president of KCI Technologies, Inc. assumed the role of chief executive officer replacing Terry Neimeyer, PE, BCEE, ENV SP, who has served in the role for nearly two decades. Nate joined the firm in 1988 as a hydraulics and hydrologic engineer.
- **Stephanie M. Barrows** recently joined the firm as director of human resources.
- **Adam Rickey, P.E., CPD** has been promoted to Mid-Atlantic Mechanical/Electrical Regional Practice Leader, Sparks, MD.
- **Arch Noha** has been promoted to Mid-Atlantic Communications Infrastructure Practice Leader, Bel Air and Hanover, MD.
- **Peter Bourne, P.E.** has been promoted to Construction Management Practice Leader, Dover, DE.
- **Robert Atkinson** has been promoted to Construction Management Practice Leader, Rock Hill, SC.

**NAVARRO & WRIGHT CONSULTING ENGINEERS, INC.** is pleased to announce:

The firm recently opened a new King of Prussia, PA office at 1006 W. 9th Avenue, Suite 230, King of Prussia, PA 19406; Tel: 484-612-4101; Fax: 484-612-4172. The following individuals will be based in the new office:

- **John H. Smith, IV, P.E.** recently joined the firm as Vice President/Strategic Growth Officer.
- **Michael J. Phillips** recently joined the firm as Director of Construction – CM/CI Services.
- **David S. Crotsley, PG, CPG** was recently promoted to Geotechnical Project Manager.

The firm also announced:

- **Robert M. Peda, P.E.** will serve in a consultant capacity with the firm as Manager, Engineering Technology Group. He will continue serving as a member of the firm's Board of Directors.
- **Terrence McCue, P.E.** recently joined the firm as Office Manager and Senior Transportation Project Manager in their Western PA Region.
- **Luke Turko, P.E.** recently joined the firm as their new Geotechnical Department Manager – West.

**SKELLY AND LOY** recently announced the following new Principals:

- **Sandra K. Basehore**, Executive Vice President of Environmental Services.
- **Gerald W. Longenecker, P.E.**, Executive Vice President Engineering Services.
- **James T. France, CPA**, Executive Vice President, Chief Financial Officer.

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AECOM

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Sean McCone, P.E.
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Century Engineering

ACEC Representatives**Director**

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Alternate Director

Jerry Jannetti
WSP

ACEC/MD Directors**2016-2019**

Charles Kumi
Kumi Construction Management
Melinda Peters, P.E.
RK&K

2017-2020

James Deriu
KCI Technologies
Vince Pielli, P.E.
Urban Engineers

2018-2021

Derek Mostoller, P.E.
Gannett Fleming
Kathy Walsh, P.E.
Stantec

Executive Director

Jim Otradovec

UPCOMING ACEC/MD EVENTS**October 28-31, 2018 ACEC Fall Conference**

Bellagio, Las Vegas, NV
Registration is now available at www.acec.org

November 15, 2018 ACEC/MD Legislative Breakfast

The Engineers Club, 11 West Mount Vernon Place, Baltimore
8:00am - 10:00am

December 4, 2018 ACEC/MD Holiday Party

Baltimore Museum of Industry, Key Highway, Baltimore
6:00pm - 9:00pm

December 20, 2018 ACEC/MD General Membership Luncheon Meeting

The Engineers Club, 11 West Mount Vernon Place, Baltimore
11:30am - 2:00pm

January 22, 2019 ACEC/MD Legislative Action Day

Visitations with Legislators begin 8:00am in Annapolis
11:30am - 2:00pm - Lunch, Governor Calvert House, Annapolis

Mark your calendar and to plan to attend.

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***ACEC/MD 2018
Engineering Excellence Awards
Grand Award winning entry
San Martin Drive Pedestrian
Improvement Project
by RK&K.***

