

*In this issue:*

President's Message	1
Request for Presentations in the Innovation Showcase at the MdQI Conference	3
ACEC/MD 2020-2021 Smart Goals	4
ACEC/MD Closes in on ACEC/PAC Goal	5
ACEC/MD Announces Finalists in the 2021 EEA Competition	6
Gov. Hogan Announces \$10M in Federal Funds to Protect Port of Baltimore's Dundalk Marine Terminal	7
Morgan State University Gets Approval for \$70M Construction Loan	7
ACEC/MD Environmental Business Forum	8
ACEC/MD Utilities Program	9
ACEC/MD 2021 Leadership Program	10
ACEC/MD Legislative Business Agenda	13
New Members	14
Member News	15
Prof. Development	15
Upcoming Events	16

**PRESIDENT'S MESSAGE** by *Tony Frascarella, P.E.*



As I write this message, we are less than a week away from one of the most talked about and contentious presidential elections in recent memory. But, no matter who will be our President for the next four years, and the make-up of Congress, it is imperative that ACEC/MD and ACEC continue to make our voice heard, advocating on behalf of our industry and our member firms at both the National and State levels. At times, it is hard to focus on our tasks at hand while still dealing with the continuing effects of the pandemic. What a year it has been and will continue to be! But that being said, each of the ACEC/

MD committees have been hard at work. I continue to be amazed by the hard work and engagement of all our committee chairs and members. Here are some highlights of activities from the last two months.

The Legislative Committee is actively preparing for the upcoming Maryland legislative session, which is scheduled to begin January 13, 2021. The committee is finalizing our Legislative Business Agenda; and yes, transportation infrastructure funding is at the top of the list. The Baltimore/DC metro area continues to experience increasingly congested transportation networks, apart from the last six months affected by the pandemic, and that situation will continue to impact commerce, commuting and the quality of life of the metropolitan area. Funding for the Transportation Trust Fund is obtained primarily through the gas tax, which has eroded since the last increase in 2013 due to lower gasoline prices and use of more fuel-efficient vehicles. The current gas tax formula has proven to be inadequate in funding our state's ever-expanding needs. Thus, ACEC/MD, along with a number of other industry partners, have established the *Together for Transportation Funding* coalition. The main goal of this coalition is to restructure the gas tax to produce a consistent, sustainable flow of revenue in a sufficient amount to fund the engineering, construction and maintenance of the State's roads, bridges and highways. Other coalition initiatives are to explore the benefits in establishing regionally based funding authorities, continue advocating for alternative financing and project delivery methods and providing education for the General Assembly and the public-at-large. More information on our activities with the TTF coalition and with ACEC/MD's complete legislative agenda will be coming out soon.

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## *PRESIDENT'S MESSAGE (CONTINUED)*

PAC fundraising has been difficult this year, impacted in part by the Covid pandemic. Pledges to CEPAC (our state PAC), now in its second year of the four-year cycle, is only at \$25,000, which is less than our \$40,000 annual goal. Since only 25% of our member firms have contributed, we really need all firms to step up and help us educate your elected officials on issues that impact your firm. ACEC/PAC (our federal PAC) has at this time not achieved our goal of \$22,000 (the first time we haven't achieved our ACEC/PAC goal in 16 years). We sell raffle tickets each year to support making our goal but that was not enough. All is not lost, since contributions can still be made to ACEC/PAC until the end of the year.

I encourage all ACEC/MD members to be pro-active in supporting our PACs. The PACs provide the opportunity for ACEC/MD representatives to engage our elected officials and promote established local and national legislative actions and issues of importance to our firms and the engineering consulting industry.

In September the Executive Committee met to develop our 2020-2021 SMART Goals. Topics include: Membership Growth and Engagement, increased Legislative Support, Political Fundraising, promoting our Young Professionals and Leadership Program involvement, and enhancing Small Business Participation and Organizational Diversity. I've also asked each committee chair to develop a set of committee goals for this year, and they have all come through with a number of great goals. I look forward to the officers, directors and committee members working to achieve these goals.

Meetings and events that were held in September and October included the following:

- On September 30 the Program Committee hosted a webinar "Working Remotely: Navigating for Success" that discussed techniques for successful managers to implement to keep their teams effective and engaged.
- Our General Membership meeting on October 15 included a presentation on "Building Client Relationships in the Virtual Environment Using the Four R's". We also announced the ten projects that were selected to continue to Phase II in our Engineering Excellence Awards competition that spotlights the important contributions that our firms make to society. Thank you to all the firms that submitted projects, and congratulations to the firms moving on to the next phase of the competition.
- On October 22 ACEC/MD co-hosted the MDOT MAA Virtual Town Hall meeting providing our views on the impacts of Covid to our industry.
- On October 27 the MDOT SHA PRD sub-committee hosted a virtual live environmental presentation of the MDOT SHA MD 32 Design Build project.

Additional upcoming events you should mark on your calendars include:

- Environmental Business Forum – Postponed from the Spring due to Covid, and now scheduled to be held virtually on November 12. Topics to focus on resiliency planning and mitigation with four excellent presenters. This is always a popular event.
- Utilities Forum – New Policies and Regulations in the Utilities Arena – Also postponed from the Spring, developed by the Utilities Committee, and being held virtually on November 17. Five presenters from the public and private sectors presenting on cyber security, risk, resiliency, preparedness, and utility policies.
- Legislative Business Agenda – Scheduled for November 19 with a speaker to be named soon.

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## *PRESIDENT'S MESSAGE (CONTINUED)*

- Be on the look out for details of the 2021 Leadership Program. A continued emphasis on legislative activities and political lobbying efforts will include attending a presentation by our legislative consultant, Chris Costello. Please consider sending your future leaders to this top-notch leadership training program.
- Lastly, our annual Legislative Action Day is scheduled for January 28, 2021. Because of Covid, however, details of meetings with legislators, whether in-person or virtually, are still unknown.

As you can see, ACEC/MD and its committees are working hard at bringing value to our member firms. Please get involved, attend the scheduled events, and do not hesitate to provide feedback regarding these programs and any other related issues you may encounter.

I look forward to seeing everyone at our upcoming events and STAY SAFE!

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## **REQUEST FOR PRESENTATIONS IN THE INNOVATION SHOWCASE AT THE MDQI CONFERENCE**

Planning is still underway to hold the Innovation Showcase during the annual MdQI Conference, being held virtually on February 10 and 11, 2021. As in past years, using the linked survey below, representatives of MdQI agencies (TBU's) and associations can submit an application to allow the Steering Committee to evaluate the innovations coming from our various industry partners and select the four that will be part of this year's Innovation Showcase. The Steering Committee recognizes there are many innovations taking place throughout our industry and they are working to identify additional venues to allow for innovative ideas to be presented for those ideas that do not get the opportunity to present at the 2021 MdQI Conference.

MdQI Innovation Subcommittee Co-chairs David Coyne and Subrat Mahapatra appreciate firm representatives taking the time to propose an innovation that should be considered, and they ask that you please complete the survey by November 12th.

[https://www.surveymonkey.com/r/MdQI\\_Innovations\\_Showcase\\_Application](https://www.surveymonkey.com/r/MdQI_Innovations_Showcase_Application)

To be considered for presentation at the upcoming MdQI Conference, the submitted ideas will be presented to the MdQI Steering Committee during their November 16th meeting and you'll be notified shortly after the meeting if you have been selected to present at the MdQI Conference.

If you have any questions or require any additional information, please feel free to contact Dave at [dcoyne@jmt.com](mailto:dcoyne@jmt.com), or by phone at 443-212-7139, or Subrat may be reached at [smahapatra@mdot.maryland.gov](mailto:smahapatra@mdot.maryland.gov) or by phone at 410-582-5613.

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## *ACEC/MD 2020-2021 SMART GOALS*

ACEC/MD's Executive Committee, at their September 17th 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 this fiscal year achieve a net gain of:
  - two Regular Member firms
  - two Affiliate Member firm

With an emphasis on fostering increased participation and engagement of underrepresented member firms, each Executive Committee member shall nurture the involvement of at least one non-participating or new Regular Member firm (assignments will be made through the Executive Committee meetings).

- Promote membership and engagement of underrepresented engineering and related disciplines, such as Mechanical, Electrical, contractors, etc. through proactive outreach and programs and events targeting these groups.

### Increased Legislative Support

- Achieve a minimum of 100 member firm employees attending the annual Legislative Luncheon, including a minimum of 50 member firm employees participating in visitations, and participation of 15 ACEC/MW member firm representatives.
- Enact Legislative Agenda.

### Political Fundraising

- CEPAC shall develop presentation highlighting the benefits of contributing to CEPAC that will be shared with at least 25 member firms.
- Increase the number of firms contributing to CEPAC by 10 firms and grow individual contributions by 10%.
- Achieve \$40,000 in annual contributions, which will be distributed to further the enactment of ACEC/MD's legislative agenda.

### Leadership Program Involvement in ACEC/MD

- Achieve 15% participation of past graduates at Reunion Program.
- Appoint Young Members Committee members to appropriate ACEC/MD committees in mentee role, with assignment to assist chair in achieving SMART Goals associated with committee.

### Promote SBE Participation & Diversity in Organization

- To maximize efficiency of Prime/Sub relationship, conduct one roundtable meeting and one "Meet & Greet" program per year.
- To increase participation and viewpoints of SBE member firms, each committee chair should actively solicit input and opinions from SBE firm members on their respective committee.
- Improve diversity in participation and engagement in events and committees by analyzing and engaging member firm representatives, considering years of experience, gender and engineering disciplines.

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## *ACEC/MD CLOSES IN ON ACEC/PAC GOAL*

ACEC/MD representatives have once again stepped up to the plate to assist in ACEC/PAC fundraising efforts. 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 co-champions Stu Taub (Wallace Montgomery) and Alan Straus (AECOM), ACEC/MD is within \$3,000 of achieving the ACEC established goal for the 16th straight year.

Central to this effort was the tremendous response to the ACEC/MD-sponsored raffle, which sold out for the first time with 150 tickets being purchased. Unfortunately, due to the cancelation of ACEC's in-person meetings, where many ACEC/MD representatives traditionally contribute by purchasing tickets, there is still work to do. Your support continues to assist ACEC in its efforts to gain favorable legislation:

- including COVID relief
- increasing long-term funding for infrastructure,
- tax and regulatory reform.

In addition to supporting efforts to educate elected officials, for their contributions, raffle participants also had the opportunity to win \$3,600 in cash prizes.

Unbelievably, A. Morton Thomas & Associates' Mike Wiercinski won the first prize for the second year in a row. Congratulations to Mike and the other winners that are assisting ACEC and ACEC/MD in carrying our message to federal elected officials and for assisting in ensuring that pro-business legislators are returned to office. This year's other ACEC/MD raffle winners included:

- SECOND PLACE – Nathan Beil (KCI Technologies) - \$1,000
- THIRD PLACE - Eric Sender (Wallace Montgomery) - \$400
- FOURTH PLACE – Ray Streib (Development Facilitators, Inc.) - \$200

A special thanks to this year's ACEC/MD raffle sponsors:

- |                              |                                |
|------------------------------|--------------------------------|
| AECOM                        | PRIME AE Group                 |
| Century Engineering          | RJM Engineering                |
| CES Consulting, LLC          | RK&K                           |
| EBL Engineers                | Schnabel Engineering           |
| Gannett Fleming              | Specialized Engineering        |
| Johnson, Mirmiran & Thompson | Wallace Montgomery             |
| McCormick Taylor             | Whitney, Bailey, Cox & Magnani |
| Michael Baker International  | Weston & Sampson Engineers     |
| Phoenix Engineering          | WSP                            |

There is still time for you to assist ACEC/MD in achieving its \$22,000 goal by purchasing tickets for ACEC's Last Chance raffle that will be available later in the year. Please consider purchasing these tickets. You never know if you will be the one who keeps ACEC/MD's streak alive, following Jack Moeller (Johnson, Mirmiran & Thompson), who won the grand prize in the ACEC Summer Sweepstakes.

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## *ACEC/MD ANNOUNCES FINALISTS IN THE 2021 ENGINEERING EXCELLENCE AWARDS COMPETITION*

The American Council of Engineering Companies/Maryland's (ACEC/MD's) 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 submit their outstanding projects for consideration. All finalists and their clients will be recognized at ACEC/MD's annual Awards Banquet, being held February 18, 2021 at the Engineering Society of Baltimore, Baltimore.

In addition to a presentation by Jen Newman, FSMPS, CPSM, on building client relationships in a virtual environment, one of the highlights of the October 15th General Membership Meeting was the announcement of the finalists in this year's Engineering Excellence Awards Competition.

Out of 15 projects submitted, our distinguished panel of judges selected the following projects (in alphabetical order):

- Bloede Dam Removal and Patapsco Interceptor Relocation (Catonsville, MD) – *InterFluve*
- Broad Creek Augmentation Conveyance System (Prince George's Co, MD) – *Joint Venture-Gannett Fleming & Mott MacDonald*
- Herring Run Trail Emergency Bank & Stream Restoration (Baltimore, MD) – *Gannett Fleming*
- I-270/Watkins Mill Road Interchange (Gaithersburg, MD) – *Joint Venture-Gannett Fleming & KCI Technologies*
- Kennedy Krieger Mechanical Room Upgrade (Baltimore, MD) – *KCI Technologies*
- Patapsco Wastewater Treatment Plant Enhanced Nutrient Removal Facility (Baltimore, MD) – *RK&K*
- Route 91 Bridge over Laurel Creek (Washington County, VA) – *Alvi Associates*
- Smart Stormwater Management - An Intelligent Stormwater Infrastructure Solution (Hunt Valley, MD) – *Century Engineering*
- Transportation Systems Management & Operations (TSMO) Program Support (Hanover, MD) – *Johnson, Mirmiran & Thompson*
- William Preston Lane Jr Memorial Bridge All Electronic Tolling (AET) Conversion (Annapolis, MD) – *RK&K*

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

Lauren Buckler, Maryland Department of General Services  
 Joey Sagal, MDOT Maryland State Highway Administration  
 Wane-Jang Lin, MDOT  
 Eric Marabello, MDOT Maryland State Highway Administration  
 Tiffany Harrison, Gannett Fleming  
 Kathy Walsh, Stantec  
 Bryan Dusza, The Wilson T. Ballard Company  
 Ray Streib, Development Facilitators, Inc.  
 Adrienne Barnes, KOBA & Associates

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 virtual notebook, which will be evaluated by our panel of judges remotely. To ensure that there is the traditional collaborative judging, this year's process will include a virtual meeting where our judges will have the opportunity to share their expertise when evaluating projects. All finalists are now eligible to compete in ACEC's national competition.

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## ***GOV. HOGAN ANNOUNCES \$10M IN FEDERAL FUNDS TO PROTECT PORT OF BALTIMORE'S DUNDALK MARINE TERMINAL***

*(Article from the the Citybizlist, September 22, 2020)*

According to Citybizlist, Governor Larry Hogan recently announced that the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) will receive \$10 million in federal funds to help protect the Helen Delich Bentley Port of Baltimore's Dundalk Marine Terminal against severe weather events, future sea level rise, and potential climate change impacts. The funds from the U.S. Department of Transportation's Better Utilizing Investments to Leverage Development (BUILD) transportation grant program will assist MDOT MPA's \$36.7 million Resiliency and Flood Mitigation Improvements project. The project's remaining costs will be funded by MDOT MPA.

The Port of Baltimore has been ranked as the top U.S. port for handling both cars and farm and construction machinery for several years. It generates about 15,300 direct jobs, with nearly 140,000 jobs overall linked to Port activities. Last year the Port handled a record 43.6 million tons of cargo, including more than 11 million tons of general cargo at the state-owned, public terminals. It ranks 11th among major U.S. ports for cargo handled and ninth for total cargo value.

Components of the Port's flood mitigation project include deployment of berth and landside sea curbs, installation of storm drain backflow preventers, and construction of a box culvert/water storage structure to prevent flooding caused by storm surge and microburst storms.

Other initiatives include reconstructing berths at Dundalk Marine Terminal to include an integrated concrete sea curb along the face of the wharf with a top curb elevation of 10 feet. This feature will provide greater protection for the Port of Baltimore against anticipated future sea level rise and other potential climate change impacts.

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## **MORGAN STATE UNIVERSITY GETS APPROVAL FOR \$70M CONSTRUCTION LOAN**

*(Article from the Baltimore Business Journal, October 29, 2020)*

According to an article in the Baltimore Business Journal, Morgan State University has earned state clearance to close on a \$70 million loan deal to support campus construction projects and debt refinancing. The university is seeking funds to help finance a student housing and dining facility construction project on campus. In addition, the school is taking advantage of the opportunity to refinance some of its other outstanding debt at a lower interest rate. The plan to secure the loan was recently presented to and cleared by state officials with the Maryland Board of Public Works (BPW). Sidney Evans, vice president of finance and management at Morgan State, said about \$32 million of the \$79 million loan total will go toward funding a new 670-bed student housing project and 30,000-square-foot dining facility deemed the Thurgood Marshall Project.

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## ACEC/MD ENVIRONMENTAL FORUM

Registration is open! Go to [www.acecmd.org](http://www.acecmd.org), and click on Events.

**ACEC/MD presents an  
ENVIRONMENTAL BUSINESS FORUM**  
*Special Topic: Resiliency Planning & Mitigation*

  
American Council of Engineering Companies  
Maryland

**Coast Smart Legislation and Development Implications**  
Dave Guignet | MD State NFIP Coordinator  
*Maryland Department of the Environment*

**Restoration and Mitigation Grant Programs**  
Sadie Drescher | Director of Restoration Programs  
*Chesapeake Bay Trust*

**Transportation Resiliency**  
Elizabeth Habic | Environmental Protection Specialist  
*Federal Highway Administration Office of Natural Environment*

**Resiliency Planning**  
JaLeesa Tate | State Hazard Mitigation Officer  
*Maryland Emergency Management Agency*

**Thursday,  
November 12, 2020**

**Virtual Forum**

**9:00 am -12:00 pm**

**REGISTRATION FEE:**

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ACEC Member Firms: \$45/person  
 Government Agencies: Complimentary  
 Non-Members: \$90/person

Attendees can earn 2.5 PCHs

To register online, go to: [www.acecmd.org](http://www.acecmd.org) (go to the ACEC/MD website, click on events) or make your reservations now by completing this form and mailing it with payment (check payable to ACEC/MD) to: ACEC/MD, 8254 Bayside Drive, Pasadena, MD 21122. Forms, with checks, must be received no later than **10/01/2020**. Registrants will be sent, via email, log in information prior to the event. Cancellations must be made 72 hours prior to the program, otherwise you will be responsible for the cost of any reservations.

Check one:  ACEC Member Firm  Government Agency  Non-Member

Company information:

Firm/Agency: \_\_\_\_\_ Telephone: \_\_\_\_\_

Address: \_\_\_\_\_

Contact: \_\_\_\_\_ Email: \_\_\_\_\_

Registrants name (to appear on badge) and email address:

Attendee #1 Name: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee #2 Name: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee #3 Name: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee #4 Name: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee #5 Name: \_\_\_\_\_ Email: \_\_\_\_\_

Amount enclosed \$ \_\_\_\_\_ --or--  Check here if you wish to be billed

ACEC/MD | 8254 Bayside Drive, Pasadena, MD 21122 | p: 410-530-1532 | email [acecmd@acecmd.org](mailto:acecmd@acecmd.org)

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# ACEC/MD UTILITIES PROGRAM

Registration is open! Go to [www.acecmd.org](http://www.acecmd.org), and click on Events.



## New Policies and Regulations in the Utilities Arena

TUESDAY, NOVEMBER 17, 2020

Virtual Program: 9:00am-12:00noon

### FEATURED SPEAKERS:

- Nelson Smith, Jr. (MDOT SHA) - *Consultants' Guide to MDOT SHA Utility Policy Revisions*
- Chris Walcutt (DirectDefense) - *Cyber Security & the Future of Engineering*
- Karen Edwards-Lindsey (EPA) - *New Risk & Resilience Assessment & Emergency Response Plan Requirements for Community Water Systems*
- Leo Currey (MDE) - *Regulatory Updates: Restoration, Resiliency & Preparedness*
- Nate Norris (AWWA) (Invited) - *Federal Legislative Update*

The registration fee is \$45.00 per person for ACEC/MD and ACEC/MW member firms and complimentary for government agencies; \$90.00 nonmembers. To pay by credit card, go to: [www.acecmd.org](http://www.acecmd.org), click on events.



If you prefer to pay by check, make your reservations now by completing the form below and mailing it to ACEC/MD, 8254 Bayside Drive, Pasadena, MD 21122, payable to ACEC/MD. Forms, with checks, must be received no later than 11/13/20. Cancellations must be made 72 hours prior to the program; otherwise you will be responsible for the cost of any reservation.

Please note: Registrants will be sent, via email, log in information prior to the event. Please allow emails from ACEC/MD as a trusted sender so they don't end up in spam by default.

Please reserve the following for the ACEC/MD Utilities Program on Tuesday, November 17, 2020. Amount enclosed \$\_\_\_\_\_

Check here if you wish to be billed.

Check all that apply:  ACEC/MD Member     ACEC/MW Member     Government Agency     Nonmember

Attendee & Email (please list):

Firm/Agency: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Telephone: \_\_\_\_\_  
 Contact: \_\_\_\_\_  
 Email: \_\_\_\_\_

ACEC/MD, 8254 Bayside Drive, Pasadena, MD 21122, Phone 410-535-2582; [acecmd@aol.com](mailto:acecmd@aol.com); [www.acecmd.org](http://www.acecmd.org)

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*AMERICAN COUNCIL OF ENGINEERING  
COMPANIES/MARYLAND PRESENTS ITS*

## 2021 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 23, 2020.

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 Greenbrier Resort, White Sulphur Springs, WV, or at a local venue.
- 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 17, 2020; 2-3:30pm, Virtual*  
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 14, 2021; 3-7pm, TBD*

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. In addition, past graduates of the program will discuss how the curriculum benefitted them in their career growth.

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## *ACEC/MD LEADERSHIP PROGRAM (CONTINUED)*

*III. Legislative Action Day Thursday, January 28, 2021; tentative 8am-3:30pm, TBD*  
 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 18, 2021; 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 25, 2021; 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.

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**ACEC/MD LEADERSHIP PROGRAM (CONTINUED)**

*VI. Risk Management Liability & Insurance Thursday, April 22, 2021; 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?

*VII. Finance & Profitability Thursday, May 27, 2021; 3-6pm, ESB, Baltimore*

Mark Dumler, CPA (RK&K), Frank Waesche, P.E. (Wallace, Montgomery), & Ron Grodzinsky, CPA (EBL Engineers)

- |                      |                               |
|----------------------|-------------------------------|
| Financial Management | Project Control               |
| Financial Planning   | Invoicing/Accounts Receivable |
| Financial Statements | Purchase versus Leasing       |
| Overhead & Burden    | Capital Budgeting             |

*VIII. Lessons in Leadership & ACEC/MD Conference Friday, June 25, 2021; 2-5pm, Greenbrier Resort, White Sulphur Springs, WV*

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.); Joe Makar, P.E. (Whitman, Requardt & Associates); Jerry Jannetti (WSP); Doug Suess, P.E. (WBCM); Alan Straus (AECOM); and Tony Frascarella (Century Engineering)

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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Please note: Due to COVID-19, a determination will be made at a later date whether sessions will be held virtually or at the following locations.

Sessions 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 33rd Annual Conference at the Greenbrier Resort, White Sulphur Springs, WV, or at a local venue.

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## *ACEC/MD LEADERSHIP PROGRAM (CONTINUED)*

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 4, 2020. All class participants completing the course will be presented with a certificate, that includes PDHs, after the last session, location to be determined. Send completed registration form, with cover letter and resume, to the ACEC/MD office, no later than November 23, 2020. 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 LEGISLATIVE BUSINESS AGENDA*

Watch for your Outlook invite!

|  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
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|  | <p>By special invitation only . . . .</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |
|  | <p>The American Council of Engineering Companies/Maryland (ACEC/MD) is pleased to invite you to a <b>complimentary</b> Legislative Kick-off to the Legislative Session</p> <p><b>Thursday, November 19, 2020</b></p> <p><b>Virtual Program 8:30-10:00 AM</b></p> <hr/> <p>Be our guest, and gain valuable political insight, along with a unique perspective on the upcoming General Assembly Session.</p> <p>Mark your calendar and plan to join us for this informative assessment of the political landscape.</p> |

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## *NEW MEMBERS*

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

iCIVIL, INC.

10725 Birmingham Way, Woodstock, MD 21163

Phone: 240-575-4423; FAX: 240-390-2359

Rep.: Stephanie Pratt Tobery, PE#36334 (spratt@icivilinc.com)

Website: <http://www.icivilinc.com>

Brief History and Activities provided by the Firm: iCivil, Inc., founded in 2008, is a DBE/WBE that provides a full range of civil engineering services from planning through construction phases of the project. iCivil is certified by MDOT as a DBE/WBE/SBR firm, providing civil engineering, environmental services, and construction management. Specific tasks involved are construction inspection services, office engineering, CPM schedule review and development, claims review, document control, utility coordination, permit acquisition, ROW services, cost estimating, CADD drafting, stormwater management certifications, surveying, and material testing. The firm has experience on facilities, highways, structures, airports, transit, port, toll projects, and extensive experience on design build projects and public private partnerships.

ZEST, LLC.

14502 Greenview Drive, Suite 300A, Laurel, MD 20708

Telephone: 443-583-9218

Rep.: Xiaodong Zhang, PE#36713 (xzhang@zestllc.com)

Website: <http://www.zestllc.com>

Brief History and Activities provided by the Firm: Zest, LLC., founded in 2012, is a MBE firm that provides services in the water resources engineering field with design, review, construction management, and field inspection on SWM, ESc, Drainage, H&H, Floodplain Management, Stream Restoration, Dam Breach Analysis, Structure Hydraulics, Bridge Scour Analysis, 1D, 2D and 3D numerical modeling of fluid dynamics. The firm provides permitting application services with local governmental agencies and MDE and EPA on JPA, floodplain management, Chesapeake Bay Critical Area, and site grading, etc. for both public and private clients. The firm holds certifications as minority, small, and disadvantaged enterprise from MDOT, Prince George's County, City of Baltimore, and is prequalified to do business in Baltimore City and Baltimore County. We are also certified with Prince George's County DPIE.

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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## MEMBER NEWS

**A.D. MARBLE & COMPANY** is proud to celebrate their 35th anniversary.

**KCI TECHNOLOGIES** recently announced that *Jennifer Gorman* recently joined the firm as general counsel to perform contract and claims review, litigation and management of outside counsel.

**MK CONSULTING ENGINEERS** was recently named to the Baltimore Business Journal's FAST 50 list of greater Baltimore's fastest growing firms.

**NAVARRO & WRIGHT CONSULTING ENGINEERS, INC.** is excited to announce that *Stephen Hall, Prof. LS*, has joined the firm as the firm's new Maryland Survey Manager. He brings to the firm a proven track record of over 25 years surveying and management experience.

**THE WILSON T. BALLARD COMPANY** recently announced the following:

-*Ronald W. Rye* has retired after 50 years with the firm. A current member of ACEC/MD's MDOT TBU Partnering Committee, former chair of ACEC/MD's County Liaison Committee and active participant in CEAM's Scholarship Committee, Ron's career began as a co-op student at the firm and included a 26-year tenure as President.

-*E. Richard Feustle, Jr.* was promoted to President of the firm. A graduate of the Johns Hopkins University, Richard began his career with the firm in 1983 focusing on transportation projects. He is now the official ACEC/MD representative for the firm

-*Bryan C. Dusza* was promoted to Senior Vice President of the firm. He has been with the firm for 19 years covering all aspects of public works projects with a focus on water resources.

-*Dale F. Topper, Jr.* was promoted to Vice President of the firm. He has been with the firm for 17 years, primarily focusing on roadway design and project and contract management.

-*Jennifer L. Rohrer, AICP, DNR QP* was promoted to Senior Associate. She has been with the firm for 17 years specializing in environmental aspects of transportation-related projects.

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## PROFESSIONAL DEVELOPMENT

December 8th, 9th & 10th

*EDC-6 Virtual Summit*

Starting live at 1:00pm EST each day.

Link to Register for Virtual Summit <https://www.labroots.com/ms/virtual-event/fhwa-everyday-counts-6-virtual-summit>.

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## UPCOMING ACEC/MD EVENTS

### Environmental Forum Special Topic: Resiliency Planning & Mitigation

November 12, 2020  
Virtual Event; Program 9:00am

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### New Policies and Regulations in the Utilities Arena

November 17, 2020  
Virtual Event; Program 9:00am

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### ACEC/MD Legislative Agenda Preview

November 19, 2020  
Virtual Event; Program 8:30am

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### General Membership Luncheon Meeting

December 17, 2020  
Virtual Event; Program 12:00pm

For more information on these, and other events, please contact the ACEC/MD office at 410-539-1592, [acecmd@acecmd.org](mailto:acecmd@acecmd.org), or go to [www.acecmd.org](http://www.acecmd.org). Mark your calendar and to plan to participate!

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**contact:**  
**Jim Otradovec**  
**Executive Director**  
**AMERICAN COUNCIL OF**  
**ENGINEERING COMPANIES/**  
**MARYLAND**  
**8254 Bayside Drive**  
**Pasadena, MD 21122**  
**Tel. 410-539-1592**

#### OFFICERS

##### President

Tony Frascarella, P.E.  
Century Engineering

##### Vice President

Sean McCone, P.E.  
Johnson, Mirmiran & Thompson

##### Secretary

James Deriu  
KCI Technologies

##### Treasurer

Melinda Peters, P.E., CCM, DBIA  
RK&K

#### ACEC Representatives

##### Director

Stu Taub, P.E.  
Wallace Montgomery

##### Alternate Director

Alan Straus  
AECOM

#### ACEC/MD Directors

##### 2018-2021

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

##### 2019-2022

Malini Glueck, P.E.  
Phoenix Engineering  
Heidi Van Luven, P.E.  
A. Morton Thomas & Associates

##### 2020-2023

Rob Marchetti, P.E.  
McCormick Taylor  
Tony Mawry, P.E.  
Wallace Montgomery

##### Executive Director

Jim Otradovec

2020 ACEC/MD's  
Engineering Excellence  
Grand Award Winner,  
designed by  
KCI Technologies, is the  
Town of Rising Sun  
Chester Water  
System Interconnect.

