

ACEC Tennessee

American Council of Engineering Companies of Tennessee

PECORI RECAPS THE ACEC NATIONAL GOALS



BY: Sergio "Satch" Pecori,
ACEC National Chairman

The following are Satch Pecori's remarks to the ACEC Board of Directors after his installation as National Chairman in April. Printed with permission.

Looking at the year ahead, I am optimistic about the prospects for our Council.

The economy is doing well overall, and I think our firms are making significant gains.

ACEC will continue to serve as the leader for our industry on the legislative and business practice fronts, to enhance the business environment for all our firms.

I look forward to working with you to address issues of priority, such as infrastructure funding, limits on liability, contracting out, and regulatory reform.

In project delivery, we are looking at trends in Design/Build and P3s, including how to resolve potential conflicts of interest between the contractors, owners, design professionals, and financial entities. We are accustomed to working for the owner, a state agency or municipality.

Under these project delivery methods, we are not. Our method of compensation is also different — cost plus fixed fee versus lump sum in many instances.

We know that technology is replacing more and more functions formerly carried out by humans. How will this impact our future engineering practices, including how we are going to get paid? I have long been a proponent of "lump sum" pricing as an alternative to selling hours. We need to drive innovation, and we can do so much better with "lump sum" pricing.

I am a big believer in the power of our PAC to back up our advocacy program. And so, I am dedicated to maintaining our \$1 million fundraising pace. Every state will chip in to meet this goal and to enhance our industry's political strength.

I am also a strong supporter of our educational and business programs. Whether it's contract documents, business seminars, or research on important business issues, I believe in making these resources as widely available to our membership as possible.

Dave [Raymond] will be retiring after next spring's meeting. For that reason, I have appointed a five-member search committee that will be responsible for selecting the new ACEC executive.

This committee consists of five past and current ACEC chairs. Gregs Thomopoulos will chair the committee. Gregs is a past chairman of ACEC and FIDIC and former chairman and CEO of Stanley Consultants Inc. The committee also includes Tim Psomas, former chairman and CEO of Psomas; Peter Strub, senior vice president at TranSystems; Manish Kothari, president of Sheladia Associates Inc.; and me, Satch Pecori, chairman and CEO of Hanson Professional Services. The committee will meet briefly this summer and start the search by the end of this year's third quarter. **Robin Greenleaf, President of Architectural Engineers was added after the luncheon.

So, in conclusion, it's my honor and privilege to serve as your new chair. I look forward to working with you all.

- Satch

Mr. Pecori is Chairman and CEO of Hanson Professional Services in Illinois. He is active on ACEC's International Committee and Design Professionals Coalition. He has served previously on the Planning Cabinet and on the Executive Committee as Senior Vice Chair and Treasurer. He holds a BS and an MS in Civil Engineering from the University of Illinois, Urbana-Champaign.

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These companies provide Tennessee engineering firms with products and services and support the activities of ACEC Tennessee through participation in the Partners Program. Additional information about these Partner Program participants is available at www.acectn.org

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YANMAR America

JULY
4

SEPTEMBER
4

SEPTEMBER
27-29

SEPTEMBER
28

OCTOBER
15-18

Offices Closed for
IndependenceDay

Offices Closed for
Labor Day

2017 TN Engineers' Conference,
Music City Center

TN Engineering Foundation
Luncheon

ACEC Fall Conference
Hilton Orlando Bonnet Creek
Orlando, FL

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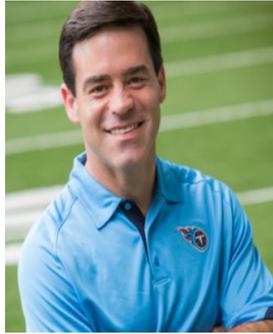
ACEC STAFF

Kasey Anderson, CAE
Executive Director

Judy Logue
Manager of Member Services

TENNESSEE ENGINEERING FOUNDATION LUNCHEON

Special Guest Speaker, Mike Keith, the Voice of the Titans



We are excited to announce the keynote speaker for the Tennessee Engineering Foundation (TEF) Luncheon will be Mike Keith, "the Voice of the Titans," who is in his 20th season with the Tennessee Titans.

In January of 2000, Keith called one of the greatest plays in NFL history, "The Music City Miracle," a last-second touchdown that gave the Titans an improbable playoff win over Buffalo. ESPN named Keith's description of the play as one of the 10 best radio calls in American sports history.

Keith has been named as Tennessee Sports-caster of the Year 11 times since 2000, has won over 20 Associated Press state awards and has captured two national honors, including the industry's most prestigious award: the Edward

R. Murrow Award for nationwide excellence in sports reporting.

We hope that you will join us at the Luncheon this year as well as support the TEF. The Luncheon will be held at the Music City Center on Thursday, September 28th. To sponsor and/or purchase luncheon tables or tickets by mail, download the TEF Luncheon Brochure or purchase tickets online at <http://conta.cc/2r-8c9i6>.

The Foundation gave four scholarships to engineering students across the state in 2017. Please support the Foundation and help us to continue these good works with your sponsorship and attendance at the 2017 TEF Luncheon!

The Foundation was created in 1986 to advance and support the engineering profession in Tennessee. TEF raises funds for scholarships and other K-12 STEM education support activities such as MATHCOUNTS, Lego League, etc. - the primary source of funding these initiatives is the TEF Luncheon.

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MEMBER NEWS

Jonathan Haycraft, PE, ENV SP, has joined Barge, Waggoner, Sumner, and Cannon, Inc. as the Road and Bridge Director.

S&ME, Inc. has acquired Littlejohn, Inc., Nashville. Littlejohn, Inc. is now officially S&ME, Inc. S&ME, Inc. also announced the opening of its Planning & Design Business Unit in Murfreesboro, TN.

RPM Transportation Consultants, has been acquired by KCI Technologies, Inc.

FROM THE PRESIDENT

THE MONTHLY UPDATE



By: Amy Spann, PE
President of ACEC Tennessee

What a year it has been. It feels like the ink is not yet dry on significant legislation related to transportation funding, but we anticipate it to have an immediate positive impact on planning, design, and implementation of much needed transportation infrastructure. One of our key messages throughout this process, and as part of our meetings with ACEC nationally in Washington D.C., is the confidence gained from a sustainable funding source which allows for municipalities and economic development councils to plan and act with regard to business recruitment and community growth.

This growth will also have an impact on our business and industry across Tennessee and we are excited to realize the possibilities.

However, we are more than just about transportation funding for sure. As an ACEC group, we have our Board transition in July which is a great opportunity to look back at the gains we made with the recent legislative activities, but more importantly look toward a new year of conferences and training opportunities, awards, scholarships, committee work, and continuing the mission of advocating for the engineering businesses and environment in Tennessee. Nationally, ACEC is stronger than ever with a million dollar PAC (thanks to Tennessee for meeting our goal early!) and having more than just a seat at the table with the decision-makers, but a say in the decisions. Locally, I feel we are in the same position. Kasey Anderson and our members continue to be in the forefront of activities and have brought new visibility to our work.

I want to thank everyone involved with ACEC, especially Kasey Anderson and Judy Logue, who keep the wheels on the bus. Thank you to everyone who has served the organization in any way with your time, your money, your phone calls, and your interest in protecting and advancing our work. I heard our own Donna Corlew speak as part of a presentation at the national conference in Washington D.C. and the point was being made about technical personnel not always doing project write-ups and often not promoting ourselves as we see what we do as everyday work and not so remarkable to warrant a bell ringing for tackling complex calculations, designs, or innovative thinking. I'm here to say what you do every day is not inconsequential and it makes an impact. So for all the little things you did for ACEC that is just everyday work, it meant something, and I appreciate your efforts.

Thank you.

CONFERENCE EDUCATIONAL TRACKS

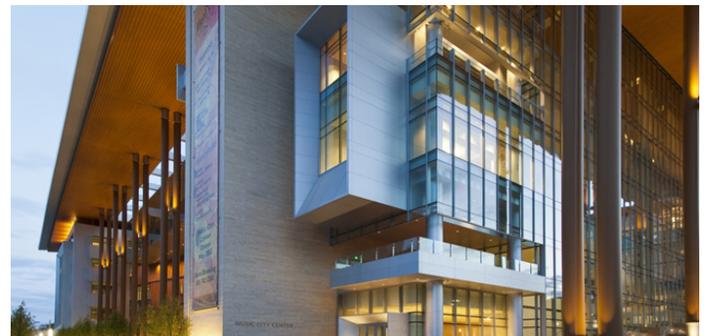
September seems far away, but the ACEC TN, TSPE, ASCE, and TNSEA Conference will be September 27-29 at the Music City Center, Nashville. Last year there were approximately 450 people who participated throughout the conference and this year we want to reach at least 500! The meeting will begin at 8 am on Thursday and conclude at 5 pm on Friday afternoon. If you participate in all of the seminars, you will be able to network with other engineering professionals and complete your required professional development hours (12+).

The 2017 Tennessee Engineers' Conference includes six educational tracks:

- Civil and Environmental
- Electrical, Mechanical & Industrial
- Engineering Management
- Geotechnical
- Structural
- Transportation

Tickets include all events in the exhibit hall and all meal events.

Online registration is now open at <http://conta.cc/2riONBn>.



Music City Center - 201 Fifth Avenue South, Nashville, TN 37203

JUNE
2017

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- TEF Luncheon Keynote Speaker Announced
- Conference Educational Tracks

ACEC TENNESSEE COMMITTEE OPPORTUNITIES 2017-2018



By: Kasey Anderson, CAE
Executive Director, ACEC Tennessee
kanderson@tnec.org

As we approach the new fiscal year, I invite and encourage you to participate with ACEC Tennessee by serving on a committee. Your active participation will support ACEC Tennessee's mission and goals. All employees of member firms are eligible to volunteer. If you would like volunteer for a committee, please get in touch with Kasey at kanderson@tnec.org.

Committee Opportunities are as follows:

Business Practices Committee

Designs procedures to identify threats and opportunities to the engineering industry. Develops and implements programs to improve the business practices of member firms. Promotes Qualifications Based Selection. Works actively with state and local governments on issues of concern to engineering firms.

Engineering Excellence Awards Committee

Applauds the work of engineering firms through the promotion and production of ACEC Tennessee's annual awards event. This year we will be working toward a November 2018 grand gala in conjunction with our 50th Anniversary.

Environment and Energy Committee

Communicates regularly with the Tennessee Department of Environment and Conservation and responds to environmental issues. This year we will be developing focused working groups with TDEC for collaboration on key issues.

Interprofessional Committee

Focuses on supporting member firms in matters associated with the State Architect, AIA, and other organizations.

Legislative / Government Advocacy Committee

Develops and responds to legislative and regulatory advocacy initiatives for the ACEC Tennessee Board and develops the program for Engineers' Day on the Hill. Communicates regularly with executive director throughout legislative session to address proposed legislation.

Leadership PE Committee

Designs, implements and coordinates the Leadership PE program.

Public Relations Committee

Promotes public awareness of the engineering industry through the printed newsletter, the website, news releases and other means, and supports the Engineering Excellence Awards program.

Transportation Working Groups

Collaborates with TDOT representatives in focused groups to address issues in the Transportation Industry affecting ACEC member firms, TDOT and the construction industry.