

ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Mississippi

The Voice of Mississippi's Engineering Industry.

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WELCOME NEW MEMBERS

Regular Members

ASSET COMPANY PLLC

P.O. BOX 89

Canton, MS 39046

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Facsimile: (601) 605-8751

www.assetcompany.com

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925 Tommy Munro Drive Suite B

Biloxi, MS 39532

Telephone: (228) 207-3322

Facsimile: (228) 207-3346

www.stephensmecheng.com

ENSAFE, INC

101 W Washington Street Suite C5

Ridgeland, MS 39157

Telephone: (601) 981-4880

Facsimile: (601) 982-4773

www.ensafe.com

Affiliate Member

GRANTHAM POOLE CPA

1062 Highland Colony Parkway Suite 201

Ridgeland, MS 39157

Telephone: (601) 499-2400

Facsimile: (601) 499-2401

www.granthampool.com

PROPOSED ACEC/MS STRATEGIC PLAN FOR 2019

MISSION – “TO BE RECOGNIZED BY OUR PROFESSION AND THE PUBLIC AS THE PRIMARY VOICE FOR THE ENGINEERING COMPANIES OF MISSISSIPPI”

Goals for 2019

- **Strategic Goal # 1: Be recognized as the legislative advocate for engineering companies in the promotion and protection of their business interests.**
- **Strategic Goal # 2: Increase the number of both Member Firms and Affiliate Member Firms.**
- **Strategic Goal # 3: Protect our Profession. Educate public officials on aspects of engineering procurement.**
- **Strategic Goal # 4: Increase Budget/Resources.**

***This plan plus action items will be discussed and adopted at the November 14th General Membership Meeting.**



PAC CONTRIBUTION

Congressman Greg Harper receives ACEC PAC check. Standing left to right: ACEC/MS Vice-President David Bowman, Congressman Greg Harper, ACEC/MS President Jimmy Nelson, National PAC Chairman Tom Bryant and ACEC/MS Executive Director Judy Adams.

Rep. Steve Palazzo with ACEC/MS Secretary Scott Burge of A. Garner Russell



IMPORTANT DATES TO REMEMBER

- **October 24– EEA Intent to Enter Deadline**
- **November 13-14 Fall Meeting**
- **November 13– Fall Fling/ Fellows Dinner & Teddy Roosevelt Winner**
- **December 22– EEA Projects Due**

ACEC/MS PRESIDENT'S MESSAGE

By Jimmy Nelson



I am honored to have the opportunity to serve as your president for the upcoming year. I look forward to working with each of you towards the betterment of our organization and our profession. Having attended ACEC meetings since the late eighties, I have seen many outstanding leaders of ACEC who have provided exemplary service to our organization and I hope to be able to do so myself. I would also like to thank Jeff Dungan, our outgoing president, for providing exemplary service during his tenure, as he was able to accomplish many things. With your help, we can continue to do the same.

As leaders in both our business's and our profession we must *Lead the Way* so that we continue to be recognized by our profession and the public as the primary voice for the engineering companies of Mississippi. Pursuant to that goal, we recently held a strategic planning session where our executive committee and other interested members met and reviewed and updated our existing strategic plan. I have chosen four goals that were discussed during our meeting that I would like us to accomplish during the upcoming year, as follows:

1. Continue our efforts to increase our membership. Although a majority of the engineering companies in Mississippi are already member firms in ACEC, there are other firms that are not members that really should be a part of our organization. We especially need to recruit non civil firms, such as Mechanical and Electrical Engineering firms. We also lose members every year through attrition that must be replaced with new ones. Think about the friends and colleges that you know who are providing engineering services and ask them to consider joining ACEC.
2. Increase participation by our member firms. Many companies are members, but due to time constraints they are sometimes unable to attend meetings. I ask you to try to make an effort to come and take advantage of the great educational and networking opportunities that ACEC offers. If you cannot come, get another member of your company to come in your place.
3. Increase our revenue. In today's economy, it takes money to accomplish our goals. Whether it is the cost of providing our educational programs or just the day to day expenses of running our organization, it takes funding to keep the wheels turning. One thing we can do to address this is to add more affiliate members. ACEC provides an outstanding opportunity for our affiliate member firms to personally interact with principals and owners of engineering companies. Think of the vendors and contractors you interact with on a daily basis and see if they would be interested in becoming an affiliate member. It benefits both ACEC and the affiliate members for them to be a part of ACEC.
4. Protect our profession. We must continue to strive to inform the public regarding our profession. This includes laws that govern our practice, such as the rules related to procurement of engineering services as well as the laws that govern the bidding and construction of engineering projects. Many times public officials are unaware of what we as consulting engineers can and cannot do on their public works projects. We must educate both the general public and public officials so that they understand the laws that govern the practice of engineering.

I humbly ask you to help *Lead the Way* and support ACEC in the upcoming year by participating in our meetings, educational seminars and other activities so that we will continue to be recognized by our profession and the public as the primary voice for the engineering companies of Mississippi.

GARY RIKARD NAMED TO HEAD MDEQ

Gov. Phil Bryant has named 44-year-old environmental lawyer Gary Rikard to replace the outgoing executive director of the Mississippi Department of Environmental Quality.

Rikard— an Olive Branch resident who is a partner in the Memphis, Tennessee, office of the Butler Snow LLP law firm— was previously an environmental engineer and a lawyer for Mississippi's environmental agency. He left there to go into private practice in 1998.

"He has the legal technical expertise to ensure that Mississippi's environmental conservation and economic growth priorities are achieved in concert with one another," Bryant said.

Rikard will replace Trudy Fisher, who has led MDEQ since 2007. Fisher, appointed by Gov. Haley Barbour and retained by Bryant, said in May she was leaving the department to explore other career options.



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Polishing Presentation Skills: No One Has The Right To Be Boring

By ©Karen Susman

Even technical presentations have to engage the audience and hold them tight until the final credits. While you may like, no love, all the details, data and diagrams in your presentation, not everyone you speak to shares your enthusiasm.

According to the Wall Street Journal, being able to speak comfortably and proficiently to any group of any size and in any setting is one of the most valuable skill sets a professional can have. Effective speakers are not just content experts. Spewing facts and figures does not a great speaker make. Effective speakers have to be able to connect with their audiences. Today's audiences refuse to respond to boring speakers and those who won't or can't make a connection.

Here are a few ways to keep your audience awake and connected and still maintain your professional edge.

1. **Connect with your audience before, during and after your presentation.** Do you know who your audience is, what their concerns are and how they feel about you and your team? Your presentation is about your audience and meeting their needs. Find out what those needs are beforehand. How? Ask.

Connect right before your presentation if you can by introducing yourself, shaking hands, making eye contact and asking a mundane questions such as, "How do you like this weather?"

Connect during your presentation by making eye contact, using participants' names, learning in to participants, moving towards the audience, smiling appropriately, using anecdotes that reveal you know your audience and by listening intently when a question is asked or remark is made.

Connect following your presentation by informing the audience you'll stick around to talk. Also, offer a way for them to get in touch with you directly. Offer an article or web site of interest to them. Write thank you notes to whoever invited you and to the committee or board.

2. **Make your presentation snappy with colorful language and construction.**
 - a. **Visual/sensory images:** "When you look at the bridge, the blue sky makes it look like a view from Woodall Mountain in spring."
 - b. **Metaphors:** Our client felt as lucky as the jackpot winner of the Mississippi lottery. We moved the project as quickly as a white-tailed deer.
 - c. **Imagine:** Have your audience imagine the finished project or the outcome they desire. They'll put themselves into the project. "Imagine you are shortening your commute by driving over the new bridge. How does it feel?"
 - d. **Rhetorical question:** Did you ever wonder what the area around the capital was like when it was built in Jackson in 1901?
 - e. **Pertinent quotation:** "The past should be a springboard, not a hammock." Ivern Ball
 - f. **Shocking statistic**
 - g. **Story or vignette that proves your point.**
3. **Use colorful adjectives:** Don't use "Bumped" when "smashed" says it better.
4. **Use alliteration with moderation:** The project manager pumped iron to propel the project to completion.
5. **Use threes:** We finish on time, within code and within budget. We research, we design, we follow through.
6. **Gesture:** Your body is part of your presentation.
7. **Vary your voice:** Have variety in your pitch, volume, and pace. Use pauses to emphasize and to keep attention.

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ACEC PRESIDENT'S UPDATE

By Dave Raymond

Dear Colleagues-

With no appetite for a repeat of last year's government shutdown debacle, Congress in September approved a short-term Continuing Resolution that will fund government operations through December 11 (not exactly a profile in courage). However, House Speaker John Boehner this week singled out infrastructure funding as an area for further bipartisan progress when Congress returns after the November election. Senator Roy Blunt (R-MO), visiting ACEC for discussions last week, also said that infrastructure funding held promise and looked forward to working with us to achieve a successful bill. Several MOs received Minuteman Fund grants to support infrastructure initiatives in their states. Over the past month the Council has also secured a majority of the House on a bipartisan letter to preserve cash accounting, which effectively inoculates the current practice against recent threats to it. Fourteen MOs have already achieved their annual ACEC/PAC goals, which bolsters our positions in Fall election campaigns. National political analyst Charlie Cook will be handicapping these races for you at our Fall Conference in Hawaii in a few weeks. See you then.

Government Advocacy

- 233 Representatives— a majority of the House— signed a bipartisan letter urging House leadership to reject proposed changes to current cash accounting rules.
- Expressed concerns to the Municipal Securities Rulemaking Board about a proposed rule that would limit political contributions from registered municipal advisors to candidates for state and local government offices.
- Secured an extension of Export-Import Bank's authorization through June 30, 2015 in the 2014 Continuing Resolution; and continue to lobby for a longer term reauthorization.
- The Federal Highway Administration released the next round of its "Every Day Counts" series of project delivery acceleration and technology deployment initiatives, with participation from several MOs.
- ACEC Member firms worked with Treasury Department officials at an infrastructure investment summit to develop strategies for facilitating public-private partnerships and advance innovative financing mechanisms.
- The House passed The American Energy Solutions for Lower Costs and More American Jobs Act, a package of ACEC-backed energy initiatives that would modernize energy infrastructure and expand the development of new energy sources.
- The Florida Department of Transportation won the 2014 Qualifications-Based Selection (QBS) Award for consistently exceeding statutory requirements in applying QBS to procurement.
- The House Transportation & Infrastructure Committee released a report on Public-Private Partnerships (P3s) that reflects ACEC's view that P3s are an important financing tool but not an alternative to strong Federal core transportation funding.

Note from the Executive Director's Chair:

Once again our Day at Roosevelt was a great day, attendance broke 100! We were fortunate to have Melinda McGrath, Executive Director of MDOT, Gary Rikard, New Director of MDEQ, as well as Trudy Fisher and six other department heads, Brent Christensen, Executive Director of MDA and Bill Moody, Director of Water Supply for MDH. Thanks to all who took time out of their busy schedules to attend.



*Paving the way to
the Winner's Circle.*

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