

THE FIRST WORD

December, 2012

ACEC OKLAHOMA Reaches 2012 ACECPAC Goal

For the second time in three years, ACEC OKLAHOMA has reached its national fundraising goal for ACECPAC, the national political action committee.

Through November 30th, ACEC OKLAHOMA members have contributed \$11,510.00 to ACECPAC.

Oklahoma's ACECPAC Champion Jim Benson, and the entire ACEC OKLAHOMA Board of Directors are to be congratulated for their year-long efforts to assure that ACEC OKLAHOMA reached its goal.

Most importantly, our THANKS go to the 61 individuals listed below who stepped up with their personal contributions to ACECPAC.

Hollis Allen	Marty Hepp	Geneva Nicholls
Keith Angier	Jonathan Heusel	Sam Pappas
John Barker	Mike Homan	Aaron Peck
Lance Benham	Daniel Humphrey	Scott Perkins
Jim Benson	Jim Hunt	Neill Pulliam
John Bocox	Steve Jacoby	Stan Rankin
Jeremy Boswell	Elias Johannsson	David Raymond
Bret Cabbiness	Steven Johnson	Scott Rodehaver
Brandon Claborn	Srihari Koneru	Jenny Sallee
James Cobb	Jason Langhammer	Brent Schniers
Todd Cochran	Stacy Loeffler	Ryan Smith
Geoff Covalt	Syam Mannava	Robert Smith
David Cross	Janet Meshek	James Smith
Joe Davis	Tom Meshek	Alan Soltani
Jerry Edgin	Nic Millard	Teresa Stevens
Kelly Fincannon	Chuck Mitchell	James Stewart
Steve Ford	Susan Mobley	Brandon Wall
Doug Glenn	Dennis Morris	Michael Wilson
Chad Grinsteiner	Matt Moshiri	Robert Zahl
Julie Guy	Jon Nelson	
Tom Hendrick	David Neuhauser	

If your name is not on the list, there's still time to make your contribution for 2012. For only \$100, you can enter ACECPAC's "Last Chance Sweepstakes." Your \$100 contribution will earn you a chance to win a \$2,000 1st prize, with 2nd place paying \$1,000 and 3rd place \$500. Visit <http://www.acec.org/advocacy/committees/pac.cfm> to enter the "Last Chance Sweepstakes."

And again, THANKS to everyone who made 2012 a great success!!!!

Leadership For Engineers

Limited Number of Seats Still Available

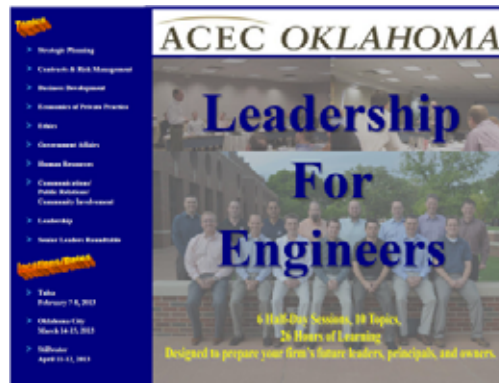
Registration information for ACEC OKLAHOMA's Class#4 of the critically acclaimed **Leadership for Engineers** still has three (3) seats available. Don't miss out on sending one of your firm's "up-and-comers" to this outstanding educational program.

The program, beginning in February, 2013, is designed to prepare your firm's future leaders, principals, and owners for the challenges and opportunities of leading your design consulting firm.

ACEC OKLAHOMA's **Leadership for Engineers** program is targeted to all rising industry professionals who are committed to developing their leadership and management skills and abilities, and identified by your firm as a "future leader" of your business. **This may include design firm business and administrative coordinators, marketing managers, HR managers, project managers, new principals and middle managers.....anyone interested in developing solid management skills.**

The program was created to provide professional and personal leadership development for Oklahoma's most promising

professionals in the design community. The program launches up-and-coming professionals on a development track leading to successful general management, project management, and principal positions within design firms.



SPACE IS LIMITED TO THE FIRST 15 REGISTRANTS!

The **Registration Deadline is December 15, 2012** and only one individual from a member firm will be allowed. Tuition will include all meeting materials, professional development hours, and meals/breaks as appropriate. **Tuition does not include lodging or travel expenses.**

Registration information has been sent to all member firms, and is also available on the ACEC OKLAHOMA website, www.acecok.org

DON'T DELAY IN SUBMITTING YOUR FIRM'S NOMINATION!

Leadership for Engineers -- ACEC OKLAHOMA helping your firm prepare for the future!!!!

Newly Elected Oklahoma Congressman Appointed to House Transportation & Infrastructure Committee

Second District Congressman-Elect Markwayne Mullin has been assigned a seat on the House Transportation & Infrastructure Committee. Congressman Mullin will join 5th District Congressman James Lankford on the committee, giving Oklahoma 2 seats on this important committee. This is great news for all transportation interests in Oklahoma, and we look forward to working with Congressman Mullin on the issues which are critically important to the engineering profession.



We Wish Everyone
A Joyous Holiday Season
and the Happiest of New Year's!!!!






ACEC Business Insurance Trust Offer New Line of Insurance to Protect Your Personal Assets

The ACEC Business Insurance Trust (ACECBIT) has announced a new line of insurance through which, for the first time, you can transfer a portion of your personal guarantee risk and limit your potential personal liability when a lender requires you to sign a “personal guarantee” on a business loan.

Personal Guarantee Insurance™ (PGI) is now available through the ACECBIT, and it will help protect your home, your savings and investments, and other items of value if your business defaults on the loan. Now, you can obtain this unique coverage—available to you as an ACEC member for the first time—to transfer a material portion of that risk.

Here are 4 reasons why you, as an ACEC member, might want to consider securing this unique coverage.

- 1. Protect your personal assets.** Depending on the policy, PGI pays 30 to 70 percent of your net liability if your business is unable to repay the personal guarantee loan.
- 2. Benefits to partners.** PGI can help address common issues among partnerships including: Ownership transitions among partners; Unequal risk tolerance among partners; Unequal personal assets among partners; Strained partner relationships.
- 3. Many types of loans are eligible.** You can purchase PGI for all types of commercial loans, including: Working capital; Acquisition financing; Real estate loans.
- 4. Not just for new loans.** For a limited time, you can cover all existing loans for your business loans that have originated within the last 12 months.

The ACECBIT has partnered with Marsh U.S. Consumer to customize an insurance program exclusively for ACEC Member Firms. Marsh’s vast experience providing customized insurance solutions to firms in the engineering industry means you can save time and avoid the hassle of shopping around.

In addition to the new PGI program, the ACECBIT offers a complete line of General Business and Professional Liability insurance products including Property & General Liability, Worker’s Comp, Management Liability, Umbrella Coverage, Commercial Auto, Data Breach, and more.

The ACECBIT can customize a package that’s the right fit for your business—not someone else’s; keep costs down with expert claims and loss control services; and you will enjoy fast, friendly service from an award-winning team of insurance experts. Many ACEC OKLAHOMA member firms are already taking advantage of the ACECBIT program offerings, and are saving thousands of dollars annually on their insurance premiums.

Welcome New Member

ACEC OKLAHOMA is excited to welcome back to the membership **Mehlburger Brawley, Inc.**

The 31 person firm has offices in Tulsa, McAlester, and Oklahoma City. Roger Ford is President/CEO, Dale Burke is COO, and Todd Brawley is Executive Vice President.

This firm provides Civil, Environmental, Transportation, and Bridge Engineering along with Construction Management and Design/Build services.

Welcome **Mehlburger Brawley!!!!**

If you are not with the ACECBIT, we can almost guarantee that you are paying too much for your business insurance!

Take a closer look today and find out how your firm can easily and conveniently get the coverage you need for your business.

For more information or to receive a quote, contact Kevin Woolley at 1-800-338-1391 today.



PRESIDENT'S MONTHLY UPDATE

December 1, 2012

David Raymond, President & CEO

With the fiscal cliff looming only a few weeks ahead, ACEC is making every effort with legislators to avoid the cliff, protect infrastructure spending, and proceed with measures to speed up and broaden the recovery. It seems likely that Congress will defer some of these tax and spending measures until 2013, but assuming a generally satisfactory resolution, economists are forecasting 6-8% increase in construction next year including a continuing upswing in the housing market.

Although the November elections maintained the prevailing balance of power – with 91% of ACEC/PAC backed candidates winning – we are pressing ahead with active PAC efforts to help candidates in retiring campaign debts and strengthening relationships with newly-elected as well as returning Members. All of these efforts lay the groundwork for an aggressive advocacy and business program in 2013.

General

- 91% of candidates backed by ACEC/PAC won on Election Day – with ACEC's bi-partisan approach again yielding favorable results.
- ACEC state organizations in Arizona, Kentucky, Utah, Virginia and Idaho all achieved their 2012 ACEC/PAC fundraising goals in November, joining thirteen other states currently at goal; many others are closing in.
- 61 ACEC state, coalition and trust leaders participated in the 2012 Leadership Orientation sessions in Washington, D.C. this month; in the words of one state President "it was an excellent program, a must-attend for all MO leaders."

Government Advocacy

- Working with lawmakers both directly and through various business coalitions to protect infrastructure accounts during negotiations on the fiscal cliff and sequestration.
- ACEC/PAC crossed into record territory in November, disbursing over \$1.3 million in the 2011-2012 election cycle.

- Secured provisions in Senate WRDA bill to: (1) create a new financing mechanism similar to the TIFIA model for transportation to fund larger water projects and (2) to address liability concerns facing firms doing levee inspections.
- ACEC-AASHTO Joint Committee, attended by FHWA Administrator Victor Mendez, discussed the implementation of MAP-21, funding the next transportation bill, improving the quality of environmental documents, industry concerns related to in-sourcing of engineering services, and onerous indemnification and liability provisions in contracts.
- Following-up on an earlier meeting with Secretary of State Hillary Clinton on export issues, ACEC engaged with the newly created U.S. Interagency Infrastructure Working Group on actions to improve the competitive position of U.S. firms in key international markets.
- International Committee members met with officials of the Departments of State and Commerce and U.S. Embassy personnel to discuss infrastructure related business opportunities in Kuwait, Egypt, and Costa Rica.

Business Resources

- Don't miss these December business webinars: *If You Haven't Planned It, You Can't Control It; Why Corporate Social Responsibility Matters; Industry Economic Update – Where is the Movement for 2013; The Easy Way to Find What You Are Looking for In Contract Documents; What You Need to Know for a Successful 2012 Year-End AASHTO Audit.*
- EJCDC updated family of Construction documents, now available, including three new documents: advertisement for bids for construction contract, a bidder's qualifications statement, and a construction subcontract on the basis of a stipulated price. Save 10% on all EJCDC documents through December 31 at www.acec.org/bookstore/.