

# ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES  
*of Virginia*

Celebrating 50 Years of Service

## 2018 Annual Report

### #BuildYourBusiness



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# A LETTER FROM YOUR PRESIDENT



As we salute the past 50 years of progress, it's important to recognize the challenges that lie before us. I believe the biggest challenge we face is defending and maintaining the Qualifications Based Selections (QBS) process in Virginia. QBS is being challenged in every legislative quarter.

More than half of the legislators elected are new in the General Assembly over the past 4 years. They are not familiar with QBS but are familiar with the public's desire to cut budgets and lower taxes. QBS becomes an easy target to legislators who don't understand that, at the heart of QBS, is the health, safety and welfare of the Commonwealth's citizens. While using low bid pricing may seem like an easy way to cut budgets, we must show legislators they are losing the quality and innovation of QBS selection.

It is our duty as engineers to protect the public in the built environment we create. To educate legislators and ensure that procurement officers don't cut corners requires expanding our advocacy efforts. We applied to ACEC National for additional funding (through the Minuteman Fund) to expand advocacy and educate new legislators on the importance of using and maintaining QBS. This grant will enable us to do so much more to educate legislators and the public in 2018-19.

Another challenge our profession is facing is adequate staffing because many engineering firms are working at full capacity. Creating greater efficiencies with available staff is an issue across the board. ACEC Virginia's new Forums focus on "themed educational issues" such as today's staffing dilemma. We will continue to use these popular Forums to address specific issues that face our member firms.

We must also step up education of students of all ages to encourage them to enter the engineering profession. Technology is so attractive to younger students that they may be overlooking engineering. As a result, filling engineering positions is increasingly difficult. In February, the Next Generation Committee represented ACEC Virginia at Engineering Ingenuity Day at the Science Museum of Virginia, engaging future engineers

and their parents about the industry and career outlook. In addition, we want to lead the way and show students the link between technology and engineering. Combining the two is worth the effort. This year, we will reactivate the speakers' bureau and contact Virginia schools so that we can provide hands-on opportunities for youth to experience what engineering is, so they may see how exciting it can be and realize there will be a job waiting for them after college. We want to re-energize our efforts with the Math Science Innovation Center to open the door to future engineers.



Lastly, we are excited about ACEC National's new president, Linda Bauer Darr. Nancy and I heard her speak at the recent ACEC National Board Meeting and believe she will bring new life to the national organization. She is well connected from a political advocacy level with friends on both sides of the aisle. Darr is well aware of the challenges we face concerning QBS and we believe she will make every effort to help us protect QBS laws. In addition, we hope that her position as president of ACEC National will show students that engineering is a diverse profession open to all.

So we continue to build on the strides made in the last 50 years, flexing our muscle to meet the new challenges that are growing in number and complexity. We are confident that, with the support of member firms and the team we have in place, we are getting the next fifty years off to a good start.

Sincerely,

A handwritten signature in blue ink that reads "Jeff Lighthiser".

Jeff Lighthiser  
2018-2019 President  
ACEC Virginia





## ADVOCACY CHALLENGES SOARED

As the political landscape shifted in Virginia in 2018, the challenges for ACEC *Virginia's* advocacy efforts soared. Tim Groover, ACEC *Virginia's* Advocacy Chair, noted 19 new members were elected to the House of Delegates... 19 people who need to be educated on the issues facing Virginia engineering and the importance of maintaining quality and consistency in regulations ensuring public safety and value.

To meet the challenge, ACEC *Virginia* stepped up its efforts in the General Assembly and applied for a grant from ACEC National through the Minuteman Fund to expand advocacy and educate new legislators on the importance of using and maintaining Qualifications Based Selections (QBS). This education has already begun. We are focusing on the legislative committee members and leadership that have the greatest impact on the engineering profession.

In addition to educating the freshman class of legislators, protecting QBS was our main focus in the General Assembly. At the top of our radar is continued assaults to the Code of Virginia procurement rules that could circumvent QBS. We continue to work with the Virginia Association of Governmental Purchasing (VAGP) to educate procurement staff. In addition, we are working to set up an educational session with local attorneys on procurement issues.

Also challenging ACEC *Virginia's* advocacy efforts is the use of Terms and Conditions in RFPs by government clients. Often these terms and conditions contain uninsurable language and the engineering profession cannot get coverage. In 2016 we passed a bill that does not permit the discussion of terms and conditions until after firms are ranked. ACEC *Virginia* continues to educate localities and send procurement violation letters as requested by the members.

We also watch legislation that deals with CM at Risk, Design-Build and PPEA. Often bills that deal with the construction industry impact the engineering community.

To keep up with the changing times, Groover encouraged ACEC *Virginia* members to support the Virginia and National PACs, get involved locally where your legislator is and even consider running for office.



## GOLF CLASSIC SUPPORTS ECV PAC

The 2018 Golf Classic, held at the Foundry Golf Club in Powhatan, raised \$8,000 for the Engineering Companies of Virginia Political Action Committee (ECVPAC). This is a fun way to raise ECV PAC money which supports our state legislative efforts. DMWPV's team won first flight and included Greg Ellen, Mark Teachey, Rick Berrey and Brian Pritham. The second flight winner was Draper Aden's team of Dennis Murray, Mike Evans, Mark McGuire and Greg Dunphy.

# TRANSPORTATION ACTIVITIES

## TITLE VI PILOT PROGRAM

ACEC *Virginia* worked with VDOT to reduce Title VI Certification from annually to biannually. After much discussion and consideration, VDOT agreed to institute a Pilot Program to see if a biennial certification would work. That pilot program started in July. It is a major milestone for the Virginia engineering industry. The detailed application process for certification is often lengthy and time consuming—a real burden for engineering firms and VDOT both. ACEC *Virginia* hopes the biannual application process will be successful in ensuring that Virginia engineering firms meet Title VI SWAM and small business requirements.



## UNTANGLING FAR OVERHEAD

After months of working with the Virginia Transportation Construction Alliance (VTCA) to resolve FAR Overhead Rate issues, ACEC *Virginia* was able to offer assistance to VDOT. We brought in a nationally recognized FAR expert, Dan Purvine, President of A/E Clarity Consulting and Training, who specializes in helping A/E firms navigate the complex FAR rules and regulations applicable to state, federal and local agency contracts. Purvine provided guidance and answered questions for VDOT as needed.



In addition, ACEC *Virginia* held a seminar on key Far Overhead issues, presented by Purvine. More than 40 people—almost half from VDOT—attended the fast paced course, learning about the complex FAR Overhead issues. This was an important role for ACEC *Virginia* as we strive to work closely with VDOT and other state agencies impacting the Virginia engineering profession.



## TRANSPORTATION RECEPTION

One hundred forty engineers from 51 firms attended the 2018 Transportation Reception hosted by ACEC *Virginia* and Metropolitan Washington. This annual event is an incredible chance to network with state transportation agency representatives. VDOT Commissioner Charlie Kilpatrick was honored and guest speaker State Sen. Frank Wagner discussed statewide transportation issues.



## ROUND-ROBIN PARTNERSHIP

In September 2017, ACEC *Virginia* partnered with VDOT's Civil Rights Division to host our annual Transportation Round Robin. Member firms, VDOT and DBE firms networked in a round robin format, providing one on one time to build relationships needed to develop teams for RFP responses and understand what VDOT looks for in them. This event was highly rated by attendees and will continue in the coming year.





## NOT MISSING A BEAT...

*ACEC Virginia was started in 1967 by 12 consulting engineering firms who had an idea. They thought it would be beneficial to network with other engineering firms. Since the inception of the Consulting Engineers Council of Virginia, more than 5,000 people representing over 85 engineering firms have shared the same mission. The association is presently known as ACEC Virginia.*

We celebrated our 50<sup>th</sup> year with special anniversary celebrations at the EEA Gala and at the Annual Conference, where 13 past presidents came to celebrate with us. We took this opportunity to celebrate our past accomplishments and milestones, not missing a beat on moving forward with new innovative programs.

Our organization has grown more than we imagined over the past fifty years. Our leadership, educational, and professional offerings provide a strong structure to the engineering profession in Virginia. This past year, we graduated 28 Emerging Leaders in our sixth class in ACEC Virginia's Emerging Leaders Institute, one of our most sought after and popular programs. Our legislative advocacy and watchdog roles are vital in protecting the future of the industry. Challenges to QBS have continued to grow over the years and become more complex. ACEC Virginia has risen to the challenge in every case and will be stepping up our legislative advocacy in the coming year with a MinuteMan Fund grant from ACEC National.

We provide firms with expertise on meeting workplace challenges not yet conceived of in the 1960s. This past year, we started HR and IT Forums for professionals from member firms to network and discuss like issues facing engineering firms. We will continue these forums, changing venues throughout the state.



Nancy Israel with two of the three members who hired her as ACEC Virginia's Executive Director in 2003. L-R: Kevin Kokal, Nancy Israel, Frank Wilson.

In addition, we collaborated with Associated General Contractors (AGC) and American Institute of Architects (AIA) to begin a series of forums for Architects, Contractors and Engineers (ACE). These ACE Forums, bring industry leaders and clients together. The first ACE Forum featured a panel from the Department of General Services (DGS), which answered questions on a wide variety of subjects including procurement, projects in the pipeline, etc. A second ACE Forum showcased a panel of university officials who answered questions submitted by the participating architects, contractors and engineers.

For many Forum participants, this was an opportunity to meet with prospective clients and build a relationship.

Significant progress was made to strengthen our relationships with the transportation industry and VDOT. We provided a FAR Overhead expert to VDOT to assist and answer questions about the CEI vehicle issue. We were also successful in working with VDOT to institute a pilot program reducing Title VI Certification to once every two years instead of annually. This pilot program is a major milestone and we hope that VDOT will make this trial program permanent to reduce the unnecessary burden on firms working in the transportation area.

In the coming year, we will continue to make ACEC Virginia relevant to engineering firms at all levels, offering programs that provide answers to building your business. Thank you to the member firms and team members that make this possible.

Sincerely,

Nancy Israel  
ACEC Virginia  
Executive Director



# FINANCIAL UPDATE

Good News! Because of the dues increase, an administrative restructuring of a jointly sponsored conference and the addition of new events, ACEC Virginia ended up with a surplus for 2017-18.

The events that made this surplus possible? ACEC Virginia signed a MOU with VSPE to handle all administrative work for the Virginia Engineers Conference, with VSPE compensating us \$40,000 instead of sharing administrative duties as we had in the past. In addition, ACEC Virginia hosted a seminar on Federal Acquisition Regulations (FAR) Overhead Rates plus we added several new forums, resulting in unplanned revenue of \$4,600. These additional funds allowed us to change a part-time position to full time to handle increased events for our members.

We thank the ACEC Virginia family for its understanding and cooperation in supporting our dues increase, which was based on the Consumer Price Index. It had been 14 years since the last dues increase and we couldn't maintain the level of service members expect without the increase. We also gained seven new member firms this past year. That's a trend we will work hard to continue in the coming year.

We ended 2017-18 on an optimistic note. We are growing in membership numbers, the organization is fiscally sound and we are providing services that Virginia firms need to grow their business. Thank you for making this success possible.

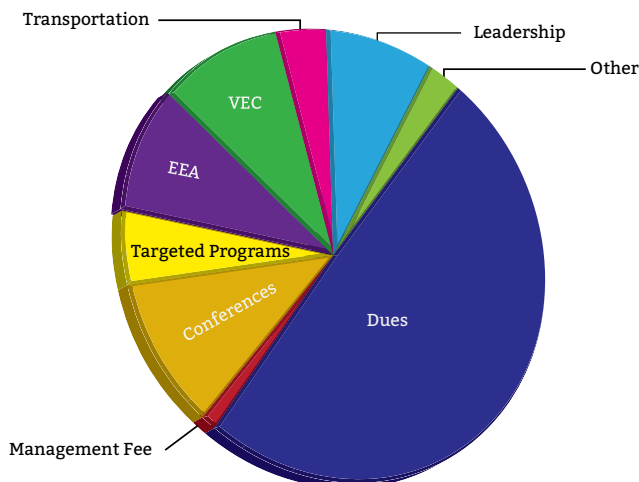
## REVENUE

|                           |                |
|---------------------------|----------------|
| DUES                      | 253,452        |
| MANAGEMENT FEE            | 5,200          |
| CONFERENCES               | 53,625         |
| TARGETED PROGRAMS         | 27,600         |
| EEA                       | 47,873         |
| VEC                       | 50,522         |
| TRANSPORTATION ACTIVITIES | 19,785         |
| LEADERSHIP                | 40,100         |
| OTHER                     | 12,667         |
| <b>TOTAL</b>              | <b>510,824</b> |
| ADVOCACY RESERVE          | 50,000         |
| OPERATIONS RESERVE        | 112,500        |
| CERTIFICATE OF DEPOSIT    | 100,790        |

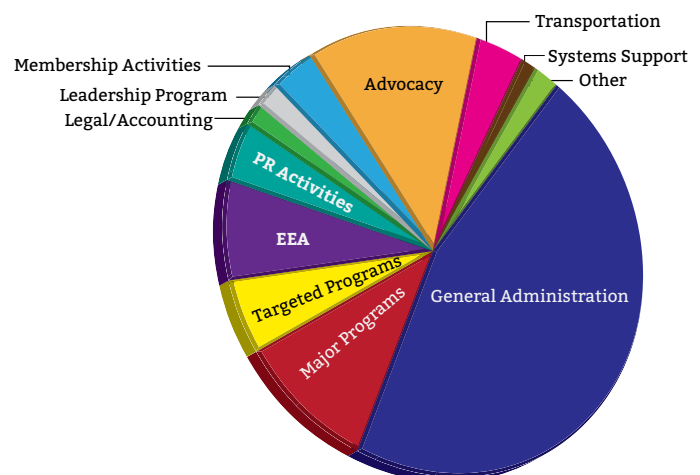
## EXPENSES

|                           |                |
|---------------------------|----------------|
| GENERAL ADMINISTRATION    | 213,873        |
| MAJOR PROGRAMS            | 47,003         |
| TARGETED PROGRAMS         | 24,400         |
| EEA                       | 34,033         |
| PR ACTIVITIES             | 21,115         |
| LEGAL/ACCOUNTING          | 7,011          |
| ADVOCACY                  | 61,233         |
| TRANSPORTATION ACTIVITIES | 17,227         |
| SYSTEMS SUPPORT           | 4,809          |
| OTHER                     | 8,817          |
| <b>TOTAL</b>              | <b>466,639</b> |

## REVENUE



## EXPENSES



\*Mitchell Wiggins & Company completed the financial review of ACEC Virginia's finances. The report is available upon request.



## CELEBRATING ACEC VIRGINIA'S HISTORY

The 2018 Annual Conference & 50<sup>th</sup> Anniversary Celebration at the OMNI Homestead in June brought together 13 past ACEC *Virginia* presidents and 60 participants from 27 firms. In addition to the celebration, conferees networked, received continuing education credits and touched base with friends, old and new. A proclamation from Governor Ralph Northam was presented, congratulating ACEC *Virginia* on its 50-year anniversary and its importance to Virginia's engineering profession.



One of the highlights of the conference was the display of projects from 45 members dating from the 1950s to the present day. Attendees voted on their favorite project; the "people's choice" was DJG's 1981 cofferdam project built to free the Betsy, which sank in 1781 in the York River.



Dr. Richard Coughlan, University of Richmond's Robins School of Business, was the featured speaker, presenting Leadership Lessons from the C-Suite based on interviews with leaders from a wide variety of industries. Coughlan distilled key lessons pertinent to leaders in the



engineering industry. Coughlan also led an interactive business session focusing on the importance of using perspective in problem solving.

## CONGRATULATIONS EMERGING LEADERS INSTITUTE GRADUATES!



Twenty-eight participants graduated from ACEC *Virginia*'s Emerging Leaders Institute, which provides firm employees the opportunity to learn aspects of the business not generally covered in academic or engineering programs. It provides an understanding of best business practices essential to navigating the engineering industry, making graduates more valuable to the engineering profession and their firms.



ACEC *Virginia* Past Presidents at the 50<sup>th</sup> Anniversary Conference and Celebration in attendance L-R Cecil Doyle, Herb Braun, Frank Wilson, Kevin Kokal, Mike Matthews, John Mann, Ray DeStephen, Don Sipher, Mark McGuire, Tim Groover, Bruce Sadler, Ben Lilly, Bob Burkholder.



## ACE VIRGINIA FORUMS

ACEC *Virginia* collaborated with AIA and AGC to host ACE Virginia Forums aimed at building stronger relationships with key clients including federal and state government, universities and health care facilities.

ACE Virginia Forums have featured panel discussions with the senior leadership in DGS and key personnel at Virginia's higher education institutes. The forums are held quarterly across the state.



## IT AND HR FORUMS

Another huge success in the past year were the forums for HR and IT professionals in ACEC *Virginia*'s member firms. The next Forums will be held in the fall.

## CEO/SENIOR PRINCIPAL RETREAT

Also new in 2017-18 was the CEO/Senior Principal Retreat which encouraged participants to explore and develop their leadership skills and techniques, focusing on cohesiveness, clarity and self-reflection.

## VEC- EARNING PDHs AT WORK

Virginia engineers and firm principals attended the 2017 Virginia Engineers Conference (VEC) at the Portsmouth Hotel and Conference Center in September. The VEC is sponsored by ACEC *Virginia* and the Virginia Society of Professional Engineers (VSPE) in partnership with the Virginia Section of the American Society of Civil Engineers (ASCE/Virginia). It is a unique opportunity to network with peers and business leaders, while earning professional development hours. New at the VEC was the addition of a transportation track. Other tracks included professional, business, information technology, technical, and civil.

For 2019, the VEC has been moved to March 4-6 from September due to September and October being the busiest time for conferences in the Engineering Industry. The 2019 VEC will be held in Newport News at the Center City Marriott.

## FELLOWS HONORED

In recognition of their contributions to the engineering profession, three ACEC *Virginia* members were selected to the ACEC College of Fellows over the past year. They include **Ray DeStephen** of Schnabel Engineering, **Tim Groover** of Wiley|Wilson and **Don Sipher** of Froehling & Robertson. Nominated by their peers, the three are recognized for their commitment, leadership, service, and enhancing the public image of the consulting engineering profession. Congratulations Ray, Tim and Don!



Ray DeStephen



Tim Groover



Don Sipher

# 2018 ENGINEERING EXCELLENCE AWARDS

The extraordinary advances in our built environment were celebrated and showcased in ACEC Virginia's 2018 Engineering Excellence Awards (EEA) competition. Rummel, Klepper & Kahl (RK&K) of Richmond received the prized Pinnacle Award.

**RK&K** tackled three projects involved in the \$250 million Route 29 Solutions through Albemarle County and Charlottesville. This included widening Route 29 from four to six lanes, eliminating a traffic bottleneck and road curves that limited a driver's stopping distance; extending Berkmar Drive to serve as a parallel road diverting traffic from Route 29 as well as constructing a bridge over the North Fork of the Rivanna River and Rio Mill Road; and creating a grade separated intersection at Rio Road using an underpass to facilitate Route 29 traffic flow.

The other Grand Award winners vying for the Pinnacle were:

**Clark Nexsen** for its design-build of the six-story, 287,000 square foot Davis Barracks at the U.S. Military Academy at West Point. The \$183 million building is currently the largest granite project in the US.

**HDR Inc.** for solving Hopewell's urgent problem of too much industrial wastes for the capacity of its wastewater treatment plant, using new technologies to reduce the nitrogen discharge. HDR saved \$7.3 million on Phase 2 and \$500,000 a year in reduced chlorine use.

**WSP** for improvements to Dominion Boulevard, one of Hampton Roads most congested roadways. WSP provided planning, design and construction, replacing an existing drawbridge with a new high level fixed bridge and widening an existing two-lane roadway to a four-lane divided freeway.

Honor Awards were presented to:

**A. Morton Thomas and Associates Inc (AMT)**, the lead engineer and designer for a major realignment of a 3.68 mile stretch of U.S. Route 1 from Telegraph Road to Mount Vernon Memorial Highway in Fairfax County.

**Draper Aden Associates** implemented 12 major stormwater controls for VMI's new Corps Physical Training Facility built over the Town Branch Creek, reducing flooding on the VMI Post and also in adjoining neighborhoods.





**Gannett Fleming** for the replacement of the 1940s era Norchester Pump Station on a narrow site located in a residential neighborhood. Gannett Fleming designed a home façade and minimized odors so the pump station blends in.

**RK&K** led a study for the Supplemental Environmental Issue Statement on four alternative routes to expand the I-64/Hampton Roads Bridge Tunnel, one of the largest NEPA studies undertaken by VDOT.

Merit Awards were presented to:

**AECOM** for engineering design services for a \$16.3 million Replacement Bridge across the James River and CSX Railroad at the intersection of Route 501 and Route 130 in Amherst and Bedford Counties.

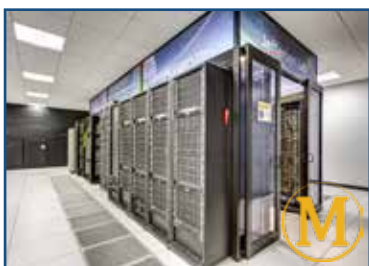
**Austin Brockenbrough & Associates LLP** for architecture and engineering services to replace three I-95 Welcome Centers and Rest Areas, receiving the LEED Silver Certification and 64% energy cost savings.

**CHA Consulting Inc** for engineering and administrative oversight to replace the hot well tank handling steam heating which serves UVA's Academic, Research and Administrative buildings as well as the UVA Hospital.

**DJG Inc.** for the \$4 million renovation of the outdated two-story 1940s Law Center at the Cherry Point.

**Mason & Hanger** for upgrading the Thomas Jefferson National Acceleration Facility (Jefferson Lab) in Newport News, a Department of Energy funded national lab engaged in atomic research.

**STV, Inc** for providing design of the Phase II Construction of I-581 and the Valley View Boulevard, significantly improving traffic congestion and safety.



## 2018 RISING STAR

The Rising Star Award recognizes outstanding young professionals who significantly contribute to their company's success and exhibit leadership skills that are likely to make them future leaders in Virginia's engineering profession. This year, one candidate, Dewberry engineer Jerry Myrkalo, outdistanced every other contender.

Myrkalo, a 2005 Pennsylvania State University graduate, leads the mid-Atlantic Traffic Engineering Group for Dewberry. He has served as the engineer of record for more than 35 projects including the Dulles Corridor Metrorail Project (Phase 2), the Intercounty Connector, and the I-64 and I-66 Widening. He has served as lead traffic engineer or engineer of record on 25 Design-Build projects in Virginia, has design experience in 10 states, and earned numerous certifications.



## OUR LEGISLATORS OF THE YEAR

Del. David Bulova (D-Fairfax) and Sen. Glen Sturtevant (R-Richmond) were chosen as ACEC Virginia's Legislators of the Year for their commitment to economic development, good governance and solving the state's transportation problems. Both were honored at ACEC Virginia's annual Engineering Excellence Awards Gala in February.

Del. Bulova, representing Fairfax, has been working to solve the area's transportation problems since he was elected in 2005. He fought hard for widening I-66 from the Dulles Connector to Ballston and he supported measures to extend tolls for I-66 outside the Beltway.

Sen. Sturtevant, representing parts of Chesterfield, Powhatan and Richmond, has made his mark by working for good governance and transparency since being elected in 2015. Solving the issue of overcrowded highways and working for transparency and efficiency in government make these leaders our Legislators of the Year.



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