

# ACEC-IL Business Development Meeting Minutes

DATE: May 1, 2019

TIME: 10:00 AM

LOCATION: EXP, 205 N Michigan Ave., Floor 38, Chicago, IL 60601

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**Meeting called by:** Brian Umbright – EXP

**Type of meeting:** Quarterly

**Chairperson:** Brian Umbright – EXP

**Note taker:** Kathleen Louder – Collins Engineers

**Attendees:** See attached sign-in sheet

Introductions and roll call were taken. There were 6 members in Chicago and 14 members and 1 staff joined via teleconference.

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**Agenda item:** Approval Minutes – 01/23/2019

**Presenter:** B. Umbright

**Discussion:** Mr. Umbright confirmed distribution of previous meeting minutes and requested comments. Hearing no comments, the meeting minutes were approved. Note, minutes are on the website. Attendance list has been updated to reflect member's new affiliations as applicable going forward.

**Action items:** None

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**Agenda item:** ACEC/Industry Update

**Presenter:** B. Umbright/J. Nelson

**Discussion:**

- D. Bender provided his synopsis of recent testimony regarding need for investments in infrastructure. He will likely broadcast those frequently in the month of May. His sole focus is to get a "Capital Bill" passed.
- D. Bender will be leaving ACEC-IL and joining the National organization. Last day in IL is June 14<sup>th</sup>.
- ACEC-IL is beginning the search process for a new President & CEO. J. Nelson and Dave Booher are heading search for now, but likely will name a lead soon. Requesting input on potential recommendations. J. Nelson stressed that a new President will not be in place until after D. Bender leaves and think fall is likely new on-boarding timeframe.
- New committee cycle will take effect Jul 1, 2019. Requests for committee assignments are due back to ACEC-IL by May 15<sup>th</sup>. This is the last scheduled meeting of this committee.

**Action items:** Submit any suggestions for new President & CEO to J. Nelson.

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**Agenda item:** Education Sub-Committee Report

**Presenter:** K. Daniels

**Discussion:** No subcommittee activities have taken place since the last meeting. Feedback on the 2 educational seminars by Jackie Loewe was generally positive. Still looking for ideas/suggestions on topics. K. Daniels will provide a memo to committee summarizing accomplishments and action items to be carried forward.

**Action items:** Committee members encouraged to submit ideas for future educational topics. K. Daniels to draft a synopsis memo on sub-committee activities. *Note, after formal meeting D. Dawson suggested education of committee members in Agency staff requirements for training and reporting as it pertains to SB 51. An agenda item will be added to a future committee meeting for such purpose.*

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**Agenda item:** Coordination with other Committees

**Presenter:** B. Umbright

**Discussion:** B. Umbright updated committee members on status of discussions with Cook County on suggestions to streamline their RFQ process. This was a joint effort with ACEC-IL's Cook County Liaison Committee. White Paper and draft minutes of 4/5/19 meeting with John Yonan and Sis Killen of Cook County DOTD were distributed to committee members via e-mail. Awaiting feedback on White Paper. In general John/Sis are open to working with industry to develop consensus on what County process for DOTD should be. This action item will carry over into the new committee cycle.

**Action items:** None until feedback received from County.

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**Agenda item:** Committee Goals and Action Plan

**Presenter:** B. Umbright

**Discussion:** None

**Action items:** ACEC-IL will disseminate any previous white papers developed for the SB 51 as a matter of educating the committee. R. Monk will spearhead the committee development of a "new whitepaper" that focuses on real world examples of how IDOT's polices and SB 51 have impacted the industry. This is a carryover from last meeting.

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**Agenda item:** ACEC Events Calendar

**Presenter:** B. Umbright/J. Nelson

**Discussion:**

- ACEC National Spring Conference is DC May 5<sup>th</sup> through May 8<sup>th</sup>. Robust Illinois delegation in attendance. J. Nelson encouraged all ACEC-IL members to attend a national conference if they have not done so.
- ACEC National Fall Conference will be in Chicago, October 13<sup>th</sup> – 16<sup>th</sup> at Sheraton near Wolf Point. Robust Illinois participation is encouraged.
- ACEC-IL Summer Board Meeting is scheduled from June 6<sup>th</sup> through June 7<sup>th</sup> in Lincoln, Illinois. The 6<sup>th</sup> is the Board Meeting and IDOT Awards and 7<sup>th</sup> is the golf outing. This will be Dave Bender's sawn song.

**Action items:** All members encourage to attend and support the ACEC National Fall Conference

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**Agenda item:** Old Business

**Presenter:** B. Umbright

**Discussion:** None

**Action items:** None

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**Agenda item:** New Business

**Presenter:** B. Umbright

**Discussion:**

- B. Umbright requested feedback/suggestions on what committee should be doing going forward.
- Quarterly meetings are generally viewed as positive to keep momentum going. Suggestion was to perhaps tag team BD committee to other committee meetings to gather more momentum for in-person attendance.
- M. Davison suggested that every committee member should focus on doing what they can to support and help industry secure a "Capital Bill".
- D. Clark recommended the committee suggest another IDOT *Meet and Greet*. This is likely a coordinated effort with ACEC-IL IDOT Liaison Committee.
- J. Nelson encouraged members to generate ideas they have that would fund the needed vertical component of the "Capital Bill".

**Action items:** B. Umbright to prepare end of committee cycle summary for June Board Meeting.

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**Next Meeting:** TBD, based on new committee assignments and chairperson's prerogative

**Adjournment:** The meeting adjourned at approximately 10:45 am

**ACEC-IL Business Development Committee  
Sign-In Sheet  
May 1, 2019**

Attendance (Initial)							
In Person	Phone	Position	First Name	Last Name	Firm Name	E-Mail Address	Phone Number
		ACEC-IL Staff	Dave	Bender	ACEC-IL	<a href="mailto:dave@acecil.org">dave@acecil.org</a>	(217) 529-7430
	X	Ex-Officio	John	Nelson	Hanson Professional Services Inc.	<a href="mailto:jnelson@hanson-inc.com">jnelson@hanson-inc.com</a>	630-368-2065
	X	Vice Board Chair	Steve	Donahue	Horner & Shifrin, Inc.	<a href="mailto:srdonahue@hornershifrin.com">srdonahue@hornershifrin.com</a>	(618) 622-6825
		Past Chair	Edward	Coffey	Michael Baker International	<a href="mailto:edward.coffey@mbakerintl.com">edward.coffey@mbakerintl.com</a>	(312) 575-3902
X		<b>Chair</b>	<b>Brian</b>	<b>Umbright</b>	<b>EXP</b>	<a href="mailto:brian.umbright@exp.com">brian.umbright@exp.com</a>	<b>(312) 616-7495</b>
		Member	Thomas	Balser	American Surveying & Eng. P.C.	<a href="mailto:t.balser@americansurvey.com">t.balser@americansurvey.com</a>	(312) 277-2000
	X	Member	Eric	Barnes	Klingner & Associates, P.C.	<a href="mailto:ebb@klingner.com">ebb@klingner.com</a>	(217) 223-3670
		Member	Rebecca	Boyer	Kaskaskia Engineering Group, LLC	<a href="mailto:bboyer@kaskaskiaeng.com">bboyer@kaskaskiaeng.com</a>	(618) 233-5877
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	X	Member	Brian	Converse	Willett, Hofmann & Associates, Inc.	<a href="mailto:bconverse@willetthofmann.com">bconverse@willetthofmann.com</a>	(815) 284-3381
	X	Member	Curtis	Cook	Chastain & Associates LLC	<a href="mailto:ccook@chastainengineers.com">ccook@chastainengineers.com</a>	(815) 489-0050
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