



## IN THIS EDITION

*SPECIAL INSERT:* 2018  
ENGINEERING EXCELLENCE  
AWARDS

DESTEPHEN HONORED 2

PRESIDENT'S CORNER 3

MEMBER NEWS 4

ADVOCATES FOR OVERLOOKED  
BUSINESSES 5

## MAKING SURE YOUR VOICE IS HEARD

*Tim Groover, PE, Advocacy Committee Chair*



That's what your ACEC Virginia Advocacy Committee is all about.

We are only weeks away from the start of the 2018 General Assembly Session. Rest assured, the interests of ACEC Virginia member firms will be well represented.

The Advocacy Committee has the following areas of focus:

- We constantly monitor the General Assembly's legislative activities. We support initiatives that help member firms' businesses and oppose actions that are detrimental.
- We develop and maintain positive relationships with elected officials, government entities, and other stakeholder organizations. There is no substitute for this type of face-to-face interaction.
- We actively support the Engineering Companies of VA PAC (ECVPAC), ACEC Virginia's PAC. It costs money to make sure you are at the table and not on the menu.
- We maintain a list of Subject Matter Experts (SME)

*Continued on Page 2*

## 2017 ELECTIONS LEAVE MANY QUESTIONS UNANSWERED

*Written by Patrick Cushing, Williams Mullen*



If the 2016 Presidential election was a stunning performance, the 2017 Virginia election was a fitting encore. Continuing an eight-year sweep of statewide offices Virginians have elected Democrats Ralph Northam as Governor, Justin Fairfax as Lieutenant Governor and reelected Mark Herring Attorney General to each serve four-year terms. While most polling showed the Democrats with leads in all three statewide races, the margin of victory for Ralph Northam (8%) was more significant than many predicted. Governor-elect Northam is now assembling his transition team and is in the process of making cabinet appointments, which should be completed by the first week in January when he is inaugurated as Virginia's 73rd Governor.

While the statewide races have received most of the attention in Virginia, it is the House of Delegates elections

*Continued on Page 1*

# 2017-2018 BOARD OF DIRECTORS

At the 2017 Annual Conference, the following slate of officers were inducted as the Board of Directors for the 2017-2018 fiscal year:

## PRESIDENT

Robert L. Burkholder, PE

## PRESIDENT-ELECT

Jeffrey N. Lighthiser, PE

## NATIONAL DIRECTOR

Paul E. Diggs, PE

## VICE PRESIDENT EASTERN

Jeffrey W. Ganthner

## VICE PRESIDENT CENTRAL

Courtney A. Beamon

## VICE PRESIDENT WESTERN

Paul P. Anderson

## VICE PRESIDENT AT LARGE

Donald F. Booth

## SECRETARY

Gregory C. Ellen

## TREASURER

Jared B. Jamison

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# QUESTIONS UNANSWERED

Continued

that have stunned many in the political community. Over the past 18 years Republicans have steadily built their majority in the House, controlling 66 of 100 seats prior to this year's election. In an effort to capitalize on sheer numbers (Clinton won Virginia in 2016) and an anti-Trump sentiment Democrats fielded candidates against 54 of the 66 House Republicans. While polling data is not as robust for individual House races, most in the polling and political community estimated Republican would lose anywhere from three to maybe eight seats. However, after final election certifications the Democrats had picked up 15 seats in the House, shifting the balance to a slim Republican majority at 51-49.

While the election results in the House were shocking, the story is not over. There are three House elections undergoing a recount, with one Republican declared the victor by ten votes. While the recounts should be completed before the end of the year, many expect the Democrats or Republicans to challenge the results in court leaving control of the House of Delegates in question. What we do know is that each party is going to utilize every tool possible to declare a majority once session convenes on January 10th.

*... we need to educate new members on the importance of qualifications based-selection and the need for integrity in the Commonwealth's procurement system.*

What does this mean for the design professional community? As we look at the loss of key legislators, influx of new members, and changes on key committees we need to educate new members on the importance of qualifications based-selection and the need for integrity in the Commonwealth's procurement system. At its core, the advocacy mission of the design professional community is to educate. We work

to educate legislators on the importance of quality in the design and engineering of public facilities and the positive impact quality design can have on long term cost and public health, safety, and welfare.

For the most current election results and analysis, check the State Board of Elections

website, which carries the official results: <https://www.elections.virginia.gov/resultsreports/election-results/>.

Another helpful website that includes all election results with graphics is the Virginia Public Access Project (VPAP): <https://www.vpap.org/elections/>.

*Patrick Cushing is a Partner at Williams Mullen and is part of the Government Group team for ACEC Virginia and AIA.*

# YOUR VOICE IS HEARD

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in over a dozen specific areas relating to public procurement, business regulations, and technical regulations. These SMEs help us make sense of the various complex issues up for discussion in Richmond.

## HOW CAN YOU HELP?

Get to know your elected representatives. Every Senator and Delegate I know tells me their ears perk up when a constituent calls on them. If you know any General Assembly members, please let me or Nancy Israel know. Especially if you know one of the many "freshmen" who will join the ranks in January.

You can let us know if you can be called on as a SME. A list of current SMEs can be found at (provide a link here).

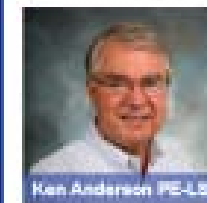
You can support the efforts of the ECVFAC. Write a check. Attend an event. Engage your firm and fellow employees. The more people we have rowing the boat the more progress we can make.

I'll leave it to our friends at Williams Mullen to explain the challenges ahead for the 2018 General Assembly Session. It promises to be a very interesting year.

I encourage you to find some way to get involved in advocating for your profession. We need your support!

***P.S. "Politics is more difficult than physics."***

Albert Einstein



Ken Anderson PE-LS

Disputes happen in the design and construction field. They cost time, money and diversion from your primary objectives. Let me give you a hand at resolving them either through my "Real Simple Mediation" process or by providing you with an experienced analysis of the dispute.

As Peter Drucker famously said "Don't solve problems- Pursue Opportunities". Let me work on your problems so you can pursue opportunities. Yes, I know, you are an engineer and your business is "solving problems". When you get in deep trouble you turn to your attorney and his clock starts ticking, ticking. Maybe there is a middle, more rational way than jumping into the legal morass.

Give me a call or email (no cost-no obligation) and let's discuss the issues whether you have a potential claim against someone or one is pending against you. I would like to hear from you.

Anderson Construction Mediation LLC

10160 Staples Mill Road Glen Allen VA 23060 • 540.392.4429

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# DESTEPHEN HONORED AS FELLOW AT ACEC FALL CONFERENCE



Congratulations to Raymond DeStephen, Schnabel Engineering, on being elected as a Fellow in the American Council of Engineering Companies at the October Fall Conference in Orlando, FL.

The ACEC College of Fellows is a distinguished class of engineers who have been selected by their peers as deserving recognition for exemplary contributions to the profession. It recognizes members who have, by their special service, elevated the standards of our engineering profession.

"Being named an ACEC Fellow is a fitting acknowledgement of Raymond's contribution to the consulting engineering profession. Giving back has always been a big part of Ray's remarkable 40+ year career at Schnabel." Said Paul Diggs, Principal at Schnabel and longtime colleague of DeStephen.



*Keep your eye open to your mercies. The man who forgets to be thankful has fallen asleep in life.*

-Robert Louis Stevenson



BOB BURKHOLDER, PE  
PRESIDENT ACEC/VIRGINIA

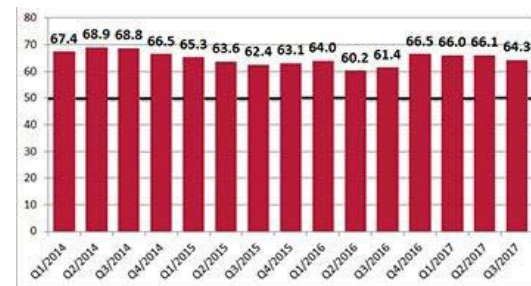
2017 is coming to a close and the holiday season is a hectic time. Not only do the days go by quickly, but so do the months. Once Halloween arrives it seems the remainder of the year becomes a blur. Of course, it doesn't help that stores initiate the holiday shopping blitz while the unsold Halloween candy is still on the shelf. For some, Thanksgiving is the milestone for the daily countdown to Christmas, speculating the matchups for the college football bowl games, and pulling out the holiday decorations. I fear what I hold to be the true celebration of Thanksgiving is slowly fading away. I take issue with the relegation of Thanksgiving Day to "Turkey Day" as I wholeheartedly embrace the fundamental concept this day represents - to take a pause from our everyday stresses and concerns and give thanks for the things with which we are blessed. My parents impressed upon me that manners and politeness are extremely important, and that expressing gratitude freely and sincerely would make me a better

person and contribute to success in life. For me, Thanksgiving is an opportunity to rejuvenate the soul and take the time to reflect on the things that I am most thankful for.

After the Republican party defeated the incumbent Federalist John Adams in 1800, Thomas Jefferson declared the election "was as real a revolution in the principles of our government as that of [17]76. was in its form; not effected indeed by the sword, as that, but by the rational and peaceable instrument of reform, the suffrage of the people." Politics at the national and state level have consumed much of the headlines this year. As constituents, we aren't all pleased with the outcome and many feel the tide of uncertainty and change. Yet, I am thankful for the peaceful transfer of political power that has endured since 1800.

More to the current times, The Engineering Business Index (EBI), reported in ACEC's "Last Word", shows 2017 to be a strong year in

comparison to the past two years in terms of economic growth. More optimistic news can be found in the Wall Street Journal's Economic Forecasting Survey (November 2017 edition) which provides very promising trends in GDP, Unemployment, and Recession Probability. Hopefully, this translates to our member firms having a



prosperous 2017 and a robust start in 2018. I am thankful for a positive economic forecast for the future growth and projected prosperity of our industry.

The first half of ACEC Virginia's fiscal year has gone by extremely fast. Our focus has been on planning the 15+ events that will occur in the upcoming year, growing our membership, and

## President's Corner continued

preparing for the 2018 Virginia General Assembly. The end of 2017 also marks the midpoint of my term as President. I look forward to the second half as we are highlighting our 50th Anniversary at events such as the EEA Gala and CEO/Senior Principal Retreat (February), the ACEC Spring convention (April), the ECVAC Golf Classic (May), and the culmination of our Anniversary celebration at the Annual Conference and ELI Graduation (June). All of this is accomplished through financial contributions from our members, the many hours of volunteering in support of our committees and executive board, and our staff. The talent and dedication of these individuals are truly what makes our organization great. I am thankful for each and every contribution. Finally, I am sincerely thankful to be a part of this organization and to be entrusted with the knowledge and wisdom shared freely by our membership.

**Merry Christmas and Happy Holidays!**



## MASON & HANGER HIRE NEW PRESIDENT



Mason & Hanger, a Day & Zimmermann company, is proud to announce the appointment of Ben Lilly, PE, as

their new President.

"As the new leader of Mason & Hanger, Ben Lilly brings more than two decades of global experience leading teams on some of the most important, award-winning A/E projects protecting the U.S. government around the world," said Steve Selfridge, President of Day & Zimmermann Government Services.

Mr. Lilly started with the firm in 1994. He is a graduate of Virginia Military Institute and a past president of the Virginia Chapter of the American Council of Engineering Companies of Virginia (ACEC/VA).

NEW VICE PRESIDENT OF INTERNATIONAL FEDERAL PROGRAMS



Mason & Hanger's new Vice President of International Federal Programs is Bruce Faudree, AIA, RIBA,

NCARB. Bruce will be responsible for developing and establishing business in the international market, including work with the U.S. Department of State Bureau of Overseas Buildings Operations. Bruce has been with Mason & Hanger two years and has served as Director of Architecture since 2015.

Prior to Mason & Hanger, Bruce served as Division Chief for the Near East Asia - South Central Asia (NEA-SCA) Division in the Office of Project Development and Coordination for the U.S. Department of State Bureau of Overseas Buildings Operations. While there, he was responsible for all embassy and consulate design and construction projects in the region.

## ECS RICHMOND ANNOUNCEMENT



Engineering Consulting Services (ECS) is pleased to announce that Dave Stinnette has returned to the firm as

Assistant Branch Manager for the ECS Mid-Atlantic, LLC Richmond office.

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## DEWBERRY ANNOUNCES

U.S. Army Engineer Capt. Ryan Kidd has joined Dewberry as part of the Army's Engineer Regiment training with industry (TWI) rotational program.

Duane Thomas, PE, has been promoted to associate in the firm's Leesburg, Virginia, office.

Brett Tressler has been hired as the firm's health and safety manager.

Elese (Lisa) Adele Roger, PMP, was hired as executive director,

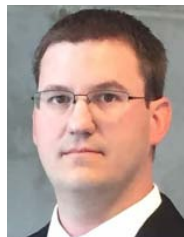
IT and technology. Roger will be responsible for all facets of Dewberry's technology and IT operations.

Jamie Barnhart, CCM, has been hired as a construction manager Promotions in the firm's Fairfax, Virginia, office include:

- Ronald Jakominich, PE, to associate vice president
- Ross Burhouse III, PE, to senior associate
- Mark Brewer, PE, to associate
- Rob Snow, PE, PMP, to associate
- Paul Dean to associate



Ryan Kidd



Duane Thomas



Brett Tressler



Lisa Roger



Jamie Barnhart



Ronald Jakominich



Ross Burhouse



Mark Brewer



Rob Snow



Paul Dean

## ADVOCATES FOR OVERLOOKED BUSINESSES

*Allen Business Advisors (www.allenbusinessadvisors.com) specializes in preparing businesses and business owners for the sale of their business to key employees or outside third parties. Allen Business Advisors also performs customized buyer's acquisition searches for businesses seeking to expand geographically, add new products and services or add new employees. The businesses they serve are what they affectionately call the "neglected niche", which are businesses that are too complex for main street business brokers but too small for Mergers & Acquisition firms.*

As former Commercial Loan Officers that financed dozens of business acquisitions, they typically had more of the bank's money into the transaction than either the buyer or the seller. This gives them a unique understanding of the buyer's emotions and concerns. Also, as seller's confidant, they know the emotional attachment that many business owners experience and the importance of the transaction to their financial security. They understand that selling a practice is not a one-dimensional transaction but the capstone and legacy of a life's work.

They use a four-stage proprietary system consisting of 1) Pre-Sale Planning, 2) Marketing 3) Negotiations and 4) Buyer Finance. Before going to market, the business is prepared for the audit (due diligence) that will be conducted by the buyer's CPA and attorney. This involves identifying any weaknesses and mitigating them to the extent possible.

They perform a "Banker's Analysis" evaluating the profitability, expense

management and balance sheet comparing it to similar businesses using the same industry reports as the banks. This is used to write a modified Credit Analysis that is presented to banks to learn their interest in financing a prospective buyer. Banks extend this courtesy because of the package that is submitted and the creditability of Allen Business Advisors.

Through a series of meetings and market research, the business is "staged" in the marketplace to make it appealing to an ideal buyer. Information from the pre-sale analysis is used to create a database of likely buyers. Then, Allen Business Advisors markets the business using a confidential business offering memorandum, which is a

description of the business for sale. Chris Mulleavey, the President of the engineering firm Hoyle and Tanner described this as "the best he has ever seen because after reading it, he knew if the businesses were a good acquisition fit or not."

The agreement on price is only the first step. There are still many items that need to be addresses such an employment agreement for the seller, a plan to retain key employees because people are fearful of change, and a message to communicate with employees, clients and the public. This is where Allen Business Advisors excels and makes a real world-difference. They act as a fiduciary throughout the entire process to make sure their client's interests are always protected.

Don Cutwright who has 20 years of banking experience is based in Bethesda, Maryland is the primary contact for businesses located in Maryland, Virginia and Pennsylvania. His email is don@allenbusinessadvisors.com and his phone number is 410-294-2712. The Corporate headquarters is 1309 Beacon St., Suite 300, Brookline, MA 02445. John Allen, the Managing Partner can be reached at 781-443-4874.

Call Don today to learn more about preparing and listing your business for sale, adding your business to our database of companies seeking to expand or conducting a customize search for an acquisition.



### ENGINEERING YOUR EXIT STRATEGY

Sell or expand your business with the help of Allen Business Advisors. With a combined 35 years of experience as commercial loan officers, we bring banking sensibility to every sale. We advise at every stage, preparing businesses for sale, maximizing their value, and helping business owners plan for their next phase of life.

### SALES & ACQUISITIONS

### EXIT PLANNING

### HELPING INDIVIDUAL OWNERS & PARTNERS



Contact Don Cutwright for a consultation.

don@allenbusinessadvisors.com

410 294 2712 | allenbusinessadvisors.com

Boston | New York | DC



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Richmond, VA 23294  
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## ACEC VIRGINIA UPCOMING EVENTS

**JANUARY 11, 2018**

**2018 TRANSPORTATION RECEPTION**

The Jefferson Hotel

6:00 - 8:00 PM

Don't miss this opportunity to network with state agencies and grow your firm!

**FEBRUARY 1, 2018**

**ENGINEERING EXCELLENCE AWARDS GALA**

The Jefferson Hotel

5:30 - 9:00 PM

Join us to celebrate our 50th anniversary and all of our projects, including the announcement of the Pinnacle Award!

**FEBRUARY 22 - 23, 2018**

**CEO & SENIOR PRINCIPAL RETREAT**

Salamander Resort

Mark your calendar for ACEC Virginia's first CEO and Senior Principal Retreat "Leading the Leadership Team".

**MAY 22, 2018**

**2018 ENGINEERING COMPANIES OF VA PAC GOLF CLASSIC**

The Founders Club

■ Details for all events can be found at [www.acecva.org/events](http://www.acecva.org/events). ■