

Iowa Engineering Conference
May 9-10, 2018
Hilton Garden Inn
8600 Northpark Drive, Johnston, Iowa



Register Online

IES Members must Login at www.iaengr.org with ***Current Username & Password for Member Rates***

ACEC Members must Login at www.cec-iowa.org with ***Current Username & Password for Member Rates***

WEDNESDAY, MAY 9, 2018

8:00 am - 9:00 am Registration & Continental Breakfast

9:00 am to 10:00 am “Millennial Tapas ”

Presenters: Paula Dixon, Senior VP and Nick Maletta, Account Executive with Holmes Murphy

The liability associated with electronic communications is exposing design professionals in manners never imagined. Paula Dixon and Nick Maletta will share real-life experiences with companies that have learned the hard way that casual communications between employees or clients can result in unforeseen risks.

10:00 am-10:20 am Break

10:20 am-12:00 pm Engaging Your Technical Teams in Business Development

Presenter: Chuck Roberts, President and CEO of Performance Management Group in Lakeland, FL

Chuck Roberts will share ideas on how your firm can enhance your marketing power by engaging your employees. The engineering profession often relies on technical personnel for much of the firm's marketing and business development, because that's who the clients often want or need to see. In this presentation, we will discuss how to successfully engage your technical staff in activities that expand your client base and increase revenue.

Mr. Roberts understands the A/E/C industry and its challenges well because he's an engineer with more than 35 years of experience as a seller/ doer. He has served in roles at multidisciplinary A/E/C firms that have included Corporate Director of Business Development, COO, CFO, and CEO. Since forming his own management consulting firm 6 years ago, Mr. Roberts provides guidance and training to firms inside and outside the A/E/C industry ranging in size from startups to over \$70 billion in annual revenue.

Mr. Roberts is best known for his work as a change agent leading integrated strategic, tactical, and financial planning, new initiatives, and implementing best practices, as well as performing company and business unit turnarounds, reorganizations, acquisitions, and divestitures. To date, he's successfully performed nine start-ups and eight turnarounds.

Mr. Roberts is a highly skilled trainer and coach, along with the author of two books. His books include the ACEC bestseller “A/E/C Megatrends: The Path to Competitive Advantage,” and “Seven Secrets to Superior Presentations.” Mr. Roberts is the Founder, President, and CEO of Performance Management Group, Inc.

12:00 pm-1:30 pm Lunch

PE Leadership Institute Class of 2017-2018 will be honored for their commitment to growing their leadership skills by participating in nearly 40 hours of leadership training in the only class offered in Iowa to advance as a leader in the engineering community.

1:30pm - 3:00 pm Increase Your Win Rate with a Scientific Approach to Persuasive Communication

Presenter: Chuck Roberts, President and CEO of Performance Management Group in Lakeland, FL

Chuck Roberts will share ideas on how you can increase your firm's win rate on competitive proposals, earn greater respect from your firm's technical personnel, and more easily achieve your performance goals. Mr. Roberts will show you how to leverage the scientific power of persuasive communication in your firm's competitive proposals. You'll discover how to create a distinct competitive advantage by changing the content and structure of your proposals, because when trying to be persuasive, more than 99 percent of all people think, write, and speak in a manner that's 180 degrees opposed to the most effective approach. Mr. Roberts will change the way you approach every facet of marketing, and you'll leave with practical techniques you can immediately apply to improve your firm's win rate.

3:00 pm– 3:30 pm Break

3:30 pm– 4:50 pm Engineering Excellence: The Best of the Best

The winners of the **2018 Engineering Excellence Awards** will share the challenges and lessons learned in the projects that garnered them first place recognition in one of five categories. Each firm will be given 15-20 minutes to share the highlights of their project, with 5 minutes for questions.

5:45 pm– Reception with Engineering Excellence Banquet to follow at 6:30 pm

ACEC/Iowa's Engineering Excellence Awards to engineering firms and their clients will be presented.

REGISTER ONLINE for \$20 per person discountpay by check or credit card

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THURSDAY, MAY 10, 2018

7:30 am Continental Breakfast

8:00 am – 9:00 am The Business of Engineering in Iowa

Registrants will review and discuss the activities that have impacted the Engineering Profession in Iowa over the past year

1. The Year in Review – Andre Gallet, President of ACEC-Iowa
2. Update on Iowa DOT Teams and the 2018 ACEC/DOT/FHWA workshop-David Dougherty, Andre Gallet, David Moeller, and Will Sharp
3. Legislative and Regulatory Update – Dave Scott
4. Iowa DNR Committee Update – Keith Hobson
5. Report from the Iowa Engineering and Land Surveying Board of Examiners- Board representative
6. Update on challenges and opportunities at the ACEC national level– Gayle Roberts, ACEC Vice President
7. Introduction of Life/Health Trust Program initiative in Iowa– Representative from Holmes Murphy

9:00 am – 9:50 am Engineering Excellence: The Best of the Best (continued)

The winners of the 2018 Engineering Excellence Awards will share the challenges and lessons learned in the projects that garnered them first place recognition in one of five categories. Each firm will be given 15-20 minutes to share the highlights of their project, with 5 minutes for questions.

9:50 am - 10:10 am Break

10:10 am - 11:10 am Labor Law: Everything You were Afraid to Ask

Presenter: Erin Nathan, A Member of Simmons Perrine Moyer Bergmann, PLC in Cedar Rapids, IA

Erin Nathan works with business to provide advice and practice solutions on hiring and terminations, large-scale reductions in force, resolving wage and hour issues (e.g. which employees are “exempt”), creating and revising employment policies to reduce risk and implementing harassment prevention and other employee training programs. She also represents business if accused of discrimination or harassment, retaliatory discharge, ERISA violations, FMLA violations, wage and hour violations or breach of contract. Ms. Nathan handles matters in state and federal court, before the EEOC, the Iowa Civil Rights Commission and other state and local governmental agencies. She will discuss some of the common pitfalls employers face when dealing with exempt and non-exempt employees. The problems associated with employees who are never “unplugged” in this electronically accessible world. Attendees will be given the opportunity ask specific questions, but they will also be asked to submit questions in writing either prior to the presentation or during to keep the questions 100% anonymous.

11:10 am - 12:00 pm Engineers in Politics: Political Lessons Learned by Engineers

Presenters: Panel of ACEC Members who have held a political office

The gray and fuzzy world of politics meets the black and white world of engineering. This program will look at lessons learned from Iowa professional engineers who have been elected to office. They have been asked to share with us what they have learned sitting in the “clients” seat and to share with us why elected officials are quick to see engineering as a commodity or a necessary evil.

12:00 pm Adjourn



SLEEPING ROOM INFORMATION

Sleeping rooms are available May 8-9, 2018 for \$119.00 per night.

Call the Hilton Garden Inn to make your reservation at 515-270-8890 before April 17, 2018.

Guests are responsible for their own charges. A credit card guarantee is needed with request for reservation.

ACEC-IA & IES
100 Court Ave., Suite 203
Des Moines, IA 50309

*Register for the Iowa Engineering Conference Online & Save \$20 per person
 IES Members must Login at www.iaengr.org with Current Username and Password for Member Rates
 ACEC Members must Login at cec-iowa.org with Current Username and Password for Member Rate*

REGISTRATION FORM

Make checks payable to IES/ACEC-Iowa.

Visa _____ MC _____ Card# _____

Exp. _____ 3-Digit Code _____

Name on Card _____

Name (for nametag): _____

Company: _____

Address: _____

City/State: _____ Zip: _____ Phone: _____

*Email (For Payment Receipt): _____

PROGRAM Fees: (Lunches, Breaks and Dinner included)

<u>Wednesday, 5/9 only</u>	<u>Thursday, 5/10 only</u>	<u>Both Days-</u>	<u>Total</u>
\$240	\$155	\$315	\$ _____
		<i>Wednesday Banquet ONLY @ \$50.00</i>	\$ _____
		<u>Non Members add \$65 to above fees:</u>	\$ _____
		<u>Total Program Fees:</u>	\$ _____
		<u>Total Registration Amount Due:</u>	\$ _____

Mail or Fax form by **May 2, 2018**

To:
 ACEC-IA/IES
 100 Court Avenue, Ste. 203
 Des Moines, IA 50309

Fax: 515-284-7301

Questions:
 Contact the state office at
 515-284-7055

Cancellations:
 You may cancel on or before May 2, 2018 and your registration fee will be returned less a \$40 administrative fee. No refunds after the May 2, however substitutions will be accepted at any time.

Please indicate (X) if you will be attending the Dinner and/or the Reception on May 9:

May 9- Reception Prior to Dinner _____ May 9- Dinner (Awards Dinner) _____