Items included in this ACEC Missouri Weekly Update are listed below.

- **Future Events & Reminders** *(Save the Date - ACEC/MO Winter Meeting & Awards Banquet; Upcoming Deadline Reminders)*

- **Committee/Liaison Committee Reports** *(Kansas City, Missouri (KCMO) Liaison Committee; Missouri Department of Natural Resources (MDNR) Liaison Committee; Missouri Department of Transportation (CD&NE) Liaison Committee; Professional Design Alliance Committee; St. Louis Corps of Engineers Liaison Committee)*

- **Industry News** *(Subsidized Financial Assistance Available for Drinking Water and Wastewater Projects; 8 Strategies for More Successful Presentations)*

- **Member Information & Calendar** *(Calendar of Events)*

If there is something you would like us to include in the weekly updates, please contact the **ACEC/MO office**. We would love to hear your thoughts. Thanks!

We hope you have a Merry Christmas and a Happy New Year!
Save the Date - ACEC/MO Winter Meeting & Awards Banquet

Make plans now to attend ACEC/MO's Winter Meeting & Awards Banquet scheduled for February 28-29, 2020 at the DoubleTree by Hilton Hotel in Chesterfield, MO. Our programs committee is finalizing the details for the meeting and once that's complete, we'll send out registration information. This meeting will include the following: two business practices seminars; lunch and breakfast speakers; board/membership meeting; local color night; and awards reception & banquet. This will be another great networking meeting that you don't want to miss out on. We hope to see you on February 28th & 29th in Chesterfield!

Upcoming Deadline Reminders

ACEC/MO 2020 Future Leaders Academy: The deadline to register for ACEC/MO's 2020 Future Leaders Academy (FLA) is January 3, 2020. The FLA program will be held on March 4-5, 2020, in Jefferson City; April 8-9, 2020 in St. Louis; and May 13-14, 2020 in Independence. Go to ACEC/MO’s website or click on the graphic to register now.

ACEC/MO QBS Award Nominations: The ACEC/MO QBS Award Nomination Forms are due December 31st. If you work with a public or private client that uses or has converted to the QBS method and you feel they deserve an award, go to our website for a nomination form to submit them for an award.

COMMITTEE / LIAISON COMMITTEE REPORTS

Kansas City, Missouri (KCMO) Liaison Committee

The ACEC/MO and KCMO Liaison Committee met on December 12, 2019 at the KCMO office of Lamp Rynearson. Fifteen members attended including six representing City departments. Water Department announced that their Division director, Mark Griffin, has left and they are beginning the search for a new leader. Meanwhile his duties have been distributed to other staff. Public Works said that the new Council has not yet approved the GO Bond 5-year plan but they anticipate they will have
five street/bridge RFPs out this spring, and a feasibility study for a new Public Works Maintenance Facility. The Water Department said that their CIP roll out presentation would also include presentations from some other entities this year. Details are being finalized but the presentation is typically the Tuesday after President’s Day in February. The next meeting is scheduled for March 5, 2020. More details are in the complete minutes, which are listed on our website along with minutes from the most recent meetings.

Missouri Department of Natural Resources (MDNR) Liaison Committee

The ACEC/MO & MDNR Liaison Committee recently met on December 11th at the ACEC/MO office in Jefferson City. Items discussed included the following: staffing changes; programs funding status; clean water topics; current federal administration and EPA issues; Resource Recovery Certifications/Federal Hazardous Waste Recycling regulations update; coal combustion residuals rule; PISTIF/LUST/VCP/Superfund MRBCA program and regulations update; SRF updates/status; MRWA small community wastewater services; MCE sues EPA to protect Missouri lakes and human health; and future forecasting on solid waste and/or CCR rules in 2020. To see the complete minutes from this meeting as well as the most recent meetings, please go to our website.

Missouri Department of Transportation (CD&NE) Liaison Committee

The ACEC/MO & MoDOT (CD&NE) Liaison Committee recently met on November 20th at MoDOT’s Central District office in Jefferson City. Items discussed included the following: district updates / staffing changes; update on district priorities for consultant design - bridge and roadway; update on district priorities for consultant design - major projects; design/build update; and other discussion items. To see the complete minutes from this meeting as well as the most recent meetings, please go to our website.

Professional Design Alliance Committee

The Professional Design Alliance Committee, made up of the associations for architects, professional engineers, professional land surveyors, professional landscape architects and consulting engineering firms, met on December 11th in advance of the Missouri 2020 legislative session along with
The Board has proposed changes to RSMo Chapter 327 that impacts all the affected design professionals. The Board is also concerned about possible changes to the Board’s ability to require Certificates of Authority (CofA’s). The Board has spent down their reserves, operating in a budget deficit for several years, so that legislative initiatives to sweep some of those funds and convert to general revenue and help balance the state’s budget will stop. The Board is working with the Governor’s office of Boards and Commissions to find board slot replacements because currently 13 members are functioning on expired terms.

St. Louis Corps of Engineers Liaison Committee

The St. Louis Corps of Engineers / ACECMO / ACECIL Liaison Committee met on October 10th at the Applied River Engineering Center (AREC) in St. Louis. As part of the meeting, the committee was given a tour of the AREC Service Base along with a River Engineering presentation. To see the complete minutes along with the River Engineering presentation, please go to our website. Minutes from the most recent meetings are also posted on our website.

INDUSTRY NEWS

Subsidized Financial Assistance Available for Drinking Water and Wastewater Projects

The Missouri Department of Natural Resources’ State Revolving Fund (SRF) programs provide low-interest loans for wastewater and drinking water infrastructure projects. The Clean Water SRF funds wastewater treatment, sewer rehabilitation, and stormwater quality improvements, as well as non-point source projects. The Drinking Water SRF funds water treatment plants or improvements to existing facilities, distribution, water storage facilities, wells, and interconnection/consolidation.

Loan terms include a 20-year payback period and a subsidized interest rate of only 30% of the 20-year AAA-rated, general obligation bond Municipal Market rate the week prior to loan closing. For qualifying communities, loans may be paired with grant funds to offset a project’s total loan amount.

**Clean Water SRF**
Municipalities and regional water or sewer districts may apply for financing through the Clean Water SRF loan program for the following types of projects:

- Wastewater treatment plant improvements and upgrades
- Sewer line extensions to existing unsewered properties
- Combined sewer overflow corrections
- Infiltration/inflow projects
- System security, efficiency and conservation measures.

**Drinking Water SRF Eligibility**
Municipalities, regional water or sewer districts, not-for-profit systems and private water utility corporations may apply for financing through the Drinking Water SRF loan program. Eligible projects include:

- Source intake structures and wells
- Treatment plant/facilities
- Water storage facilities
- Transmission and distribution mains, including water lines to existing unserved properties with water quality issues
- Consolidation of water systems.

**How to Apply**

The first step towards receiving SRF assistance is to submit an application form to be evaluated for a funding commitment. Projects are prioritized for available funding and a project coordinator will assist the applicant with each step of the SRF funding process. Applications to compete for a **Drinking Water SRF funding** commitment in the next fiscal year are due **February 15, 2020**, and to compete for a **Clean Water SRF funding** commitment are due **January 15, 2020**. However, applications may be accepted at any time; projects additions may be made to the Intended Use Plan up to four times per year. Only applications received by the deadline may be considered for grant funds and have first preference for available loan funds. Contact the Financial Assistance Center at 573-751-1192 or fac@dnr.mo.gov for more information.

---

**8 Strategies for More Successful Presentations**

If your firm has implemented a strategic business development process, then you’re spending plenty of time identifying and researching prospective clients, pre-positioning for work, and making thoughtful go-no go decisions. But what happens when you’re in the room where the final decisions are made? Over many years of conducting client interviews, we’ve heard the horror stories and the success stories. If you want to impress your clients - and win more work - then it may be time to raise your shortlist and client presentation game. As one client recently put it: “Nine times out of ten, deals are made in the interviews. You think you have the front-runners selected from the proposals, and then they go in and bomb. It’s all about how they connect with our group.” While there is no cookie-cutter formula to a winning presentation, there’s also not as much mystery as you might think.

Rich Friedman, Friedman & Partners, discusses what your clients want to see to include the following items:

- Convey the client experience;
- Skip what they already know;
- Tailor your format;
- Invest in your people;
- Do your due diligence;
- Focus on “why you, why now”;  
- Build a strategic team;
- Rehearse!

To see the complete article, click HERE to go to Friedman & Partners link on their website.
Calendar of Events

February 28-29, 2020 - Winter Meeting & Awards Banquet, Chesterfield
March 4-5, 2020 - Future Leaders Academy, Jefferson City
April 8-9, 2020 - Future Leaders Academy, St. Louis
April 26-29, 2020 - ACEC Annual Convention & Legislative Summit, Washington, DC
May 13-14, 2020 - Future Leaders Academy, Independence
June 7-9, 2020 - ACEC Midwest States Conference, Branson
August 21, 2020 - Summer Meeting, Columbia
November 13, 2020 - Fall Meeting, Columbia

To see a complete calendar of events, go to ACEC/MO's website.