



PRESIDENTS COUNCIL

September 11, 2017
10:00 a.m. – 3:00 p.m. (CST)

Hilton Chicago O'Hare – Second Floor, Room 2025
Chicago O'Hare International Airport

Directions: For those flying, Terminals 1, 2, & 3 wrap around the back of the hotel. Proceed to baggage claim and either a) cross the street to the hotel, or b) take escalators and elevators to the lower level and proceed to the hotel. For those driving, please see attached parking directions.

A G E N D A

10:00 – 10:15 a.m. **Introductions / Meeting Objectives** (Mark Turpin, Council Chairman)

10:15 a.m. – 3:00 p.m. **Open Discussion of Topics** [lunch will be served at 12:00 noon]

- **The Trump Administration – Impacts on Business**
 - **Deregulation/devolution of environmental issues to the states**
 - **Legislative/regulatory agenda at White House and Congress**
 - **Health care and tax reform**
 - **Infrastructure Funding**
 - **NAFTA Renegotiations**
 - **Buy America/Hire America**
 - **Status of compliance and exemptions for AIS**
 - **Compliance challenges across various laws**
- **Economic Outlook** (WWEMA/Boenning Leading Index Report, market analysis, forecasts, etc.)
 - **Domestic** (Projections for equipment sales, key areas of interest/growth)
 - **International** (Asia Pacific, Europe, Latin America, Middle East and Africa)
 - **Municipal, commercial, and industrial**
 - **Funding** (SRFs, WIFIA, PABs, P3s, affordability)
 - **M&A activities**
- **Procurement** (engineering pre-selection, value based, design-build, construction manager at risk, bidding behavior, pace of projects, effects of American Iron and Steel provisions, etc.)
 - **The water business in North America** (What's changing – how do we adapt?)
 - **Changing sales channels** (Reps, engineers, and end-users)
 - **Increasing direct access** (State regulators, end-users)
 - **Can traditional payment terms be changed?** (What role can WWEMA and members play?)
 - **How to combat competitor spec non-compliance**
- **Role of Technology**
 - **Innovations in older water businesses**
 - **Energy and water savings**
 - **Networking with Innovation Initiatives** (Centers, clusters, Isle model, LIFT, test bed network)
 - **Promoting new/improved technologies** (Educating states and end-users, what role can WWEMA play?)
- **Workforce Issues** (hiring, retention, succession planning, health care costs, labor law changes, benefits, etc.)
 - **Where to find new talent**
 - **How to attract new talent**
 - **How to keep new talent**

➤ **WWEMA's Role in Leading Change**

- **Developing outreach strategy for states and end-users to promote technologies**
- **Sharing best practices among members and others** (webinars, white papers, case studies, other resources)
- **Increased advertising/co-marketing**

3:00 p.m.

Adjourn