



PRESIDENTS COUNCIL

September 11, 2018
10:00 a.m. – 3:00 p.m. (CDT)

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** (Thacher Worthen, 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/evolution of environmental issues to the states**
 - **Legislative/regulatory agenda at White House/Congress/EPA**
 - **Health care and tax reform**
 - **Infrastructure Funding**
 - **NAFTA Renegotiations**
 - **Trade war impact**
 - **WWEMA's role in leading change**
- **Economic Outlook** (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**
 - **WWEMA's role in leading change**
- **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)
 - **Reps role in state-level influence** (Is additional training needed?)
 - **Can traditional payment terms be changed?** (What role can WWEMA and members play?)
 - **Impacts of 232/301 tariff impositions**
 - **WWEMA's role in leading change**
- **Role of Technology**
 - **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?)
 - **Role of joint ventures in promoting technology**
 - **WWEMA's role in leading change**
- **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 talent**
- **Role of training for WWEMA members** (Update on video series, what core modules are still needed?)
- ***WWEMA's role in leading change***

3:00 p.m.

Adjourn