



VALLEY FORGE CHAPTER
PENNSYLVANIA SOCIETY OF PROFESSIONAL ENGINEERS
P.O. BOX 585 WORCESTER, PA 19490-0585



THE COMPASS

Volume 52. Number 1. November 2017

(Read the COMPASS online at www.pspe.org/valleyforge)



President's Message

By: *Kevin Killoran, P.E.*

Welcome. Hopefully everyone is having a good fall!

I am very excited to serve as the Valley Forge Chapter's President for the 2017-2018 term. Many thanks to Mike Fischer, P.E. for serving as the Chapter's President this past year. Thanks also to the Board for their continued involvement in the Chapter – without their efforts, the Chapter would not exist!

The Chapter looks forward to hosting several membership meetings this year, including two events planned for December. The Chapter's Annual "Day at the Races" will be held at PARX race track on Sunday, December 3rd. This year's event is the 25th anniversary! Many thanks to Harve Hnatiuk, P.E., F.NSPE, for his efforts in arranging this yearly event!!

Also planned for December is a membership meeting on Tuesday, December 12th, where a guest from ASTM will speak to the Chapter and provide an overview of the ASTM organization, how standards are developed and how a standard is updated. The talk will include a first-hand account by VFC Board member Tom Hoenninger, P.E., who updated an ASTM standard to address an industry need.

We invite all interested members, or member companies, to consider presenting a technical topic at a future meeting. This is a great opportunity to be involved with the Chapter and gain exposure for yourself and your company. If you are interested in speaking at an upcoming event, please contact the Chapter at VFC.PSPE@gmail.com – the Chapter can assist with the venue and food arrangements.



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Starting with the next Compass Edition, we will include a Career Section where members will have an opportunity to post job openings and resumes. Please submit your postings and resumes to VFC.PSPE@gmail.com, attention Careers.

Having met a handful of the Chapter members so far, I would like to take a moment to introduce myself to the rest of the Chapter members. I am a graduate from Penn State University with a BS Civil Engineering degree. After graduation I spent 2 years working on heavy-highway construction projects before joining a local mechanical engineering firm where I was introduced to the exciting world of process and plant engineering where I learned the ins and outs operating facilities and completed a number of interesting projects. Later I joined an international consulting firm, Golder Associate Inc., as a senior project manager / senior engineer where I continue to work on process and plant design projects. With encouragement from former and current colleagues, I obtained my P.E. license in 2014 and soon afterwards joined NSPE / PSPE where I found my way to the Valley Forge Chapter.

The “first” half of my engineering career has been extremely rewarding and hopefully the “second” half is equally as rewarding and I am able to “pay-it-forward” in a meaningful way by mentoring the next generation of engineers and taking advantage of volunteer opportunities along the way.

I look forward to serving this term and hopefully I will have the opportunity to meet you face-to-face at an upcoming Chapter event.

Upcoming Events

(visit www.pspe.org/valleyforge for more details)

November TBD: General Membership Dinner Meeting – TBD

December 3rd: 25th Annual VFC Day at the Races – PARX Casino & Race Track

December 12th: General Membership Dinner Meeting – ASTM Presentation



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State Director's Report

By: Tony Dougherty, P.E.

On September 16, 2017, the PSPE held a board of directors meeting in conjunction with the annual State Conference in Pittsburgh, PA. A summary of the items discussed at this meeting is as follows:

- The new PSPE officers were confirmed with no competing candidates. Susan Best remains the Southeast Region Vice President. For a complete list of PSPE officers, visit PSPE's website at <https://www.pspe.org/about-pspe/chapter-state-officers/>
- Legislative Update:
 - The PA House passed a bill approving an amendment to the licensure law modifying language clarifying the use of GIS/GPS equipment as it relates to surveying/engineering services. The bill is currently in the Senate for consideration. For more information, see <https://www.pspe.org/legislative-activity/> for information on this bill and other legislative activity.
 - The State's budget is still under debate, the spending bill has already been passed by the legislature and now the State congress needs to address funding the proposed spending. The PA House has proposed a revenue plan that has one item of interest (and possible concern) including transfer of funds from sources that they claim to be non-critical, such as the PA Multi-Modal Transportation Fund and Public Transportation Trust Fund. Removing these funds will affect **critical** projects and service of mass transit agencies.
 - Remains to be seen how the Senate and Governor will act on the House Bill.
 - Good news: it appears that the State Mathcounts fund is still intact for the time being.
- NSPE Update:
 - The NSPE officers voted for an updated Membership Model which will become active in July of 2018. This "integrated model" aims to equalize the dues structure and streamline how dues will be disbursed to the State and Local Chapters.
 - PA has voted to adopt the new model.
 - It is expected that the new model will increase the dues disbursed to PSPE and the local chapters.



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- The Northeast Regional meeting of NSPE will be held in the Philadelphia area (King of Prussia) on November 8-10, 2018 (Stay tuned for details). This is separate from the NSPE annual meeting in Atlanta (typically held in July).
- PSPE Communications Update:
 - Be on the lookout for PSPE at conferences coming up throughout the state. Next up Penn State Transportation Engineering and Safety Conference, December 6th through 8th.
 - PSPE will be looking for new ways to engage members since the PE Newsletter will be discontinued in its current format. The state society is looking for volunteers from the Chapter's to serve on a proposed publications committee. If you are interested in serving on this committee, please contact Tony Dougherty.
 - The Political Action Committee (PAC) is in severe need of funds to continue the mission promoting the PSPE agenda with our legislators. Please consider contributing to the cause. Checks can be made out to PSPE-PAC and mailed to:

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908 N. Second Street
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717.441.6051 | FAX: 717.236.2046
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For further PSPE legislative updates, visit: <http://pspe.org/about-pspe/legislative-activity/>



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Congrats to VFC Past-President Frank Stanton, P.E., F.NSPE...



Congratulations to former VFC President and current Bucks Chapter member Frank Stanton who was recently named a member of the Pennsylvania Registration Board for Professional Engineers, Land Surveyors, and Geologists. The State Registration Board regulates the practice, licensure and registration of engineers, land surveyors and geologists in the Commonwealth of Pennsylvania in order to safeguard life, health and property. The Board also certifies engineers-in-training and surveyors-in-training. The functions of the Board include investigating, approving or disapproving engineering, surveying, and geology applications for

those desiring to be licensed in Pennsylvania.

Frank is vice president and principle engineer of the multidisciplinary ENC Group LLC in Richboro. He is 2016-17 chair of NSPE's Board of Ethical Review, as well as past president of PSPE and recipient of its Professional Engineer of the Year and Dedicated Service awards. He was also past president of the Union County Chapter of the New Jersey Society of Professional Engineers. He continues as a course evaluator for the Practicing Institute for Engineering Inc., which reviews courses and programs for New York's professional engineering continuing education requirements. Frank received his Bachelor of Mechanical Engineering from Villanova University in 1981.



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Make Audience-Centered Presentations

By: Anne Weisbord

Rita was asked to be the speaker at the town hall meeting about the proposed zoning because she was the subject matter expert on the new land conservation regulation in this community. Ella was flattered to be asked, and she was passionate about this issue. Her manager warned her that this would not be an easy group to address: they were adamant about not losing their land—and that was what was going to happen.

But Rita's talk backfired: Rita failed to connect with this disgruntled group.

Rita assumed that the audience would be more accepting of the zoning changes if they just understood the history of the regulation. So, she presented a chronological story of how it came to be. However, the audience was not interested in the history lesson. They wanted to know how this new regulation would impact them. They lost interest and became more and more disgruntled.

The point is that Rita thought only about what SHE wanted to tell the audience, and did not consider what the audience wanted to hear. Rita was **speaker-centered** instead of **audience-centered**.

As you prepare a presentation, it is critical that you keep in mind what the audience needs and wants to know, not what you want to tell them.

If you want to connect with your audience, meet their needs!

Rita should have given more thought to what this audience needed from her. With a limited amount of time to speak, her goal should have been to address their significant needs. That would have helped her gain credibility and develop rapport. She should have done research to find out and then address their major concerns.

Reflecting on your listeners is called doing an audience analysis. Here are some questions that you should ask before you prepare your talk:

- What are the demographics of the audience?
- What do they already know?
- What do they need to know?
- What is their attitude towards you and the topic?
- What language can you use to connect with them?
- What are they worried about?

These are just some of the questions that will help you deliver an audience-centered talk. Your goal is to reflect their specific interests and concerns. The more you do, the more likely you are to succeed as a presenter.

And remember, it is not just what you say, but how you say it.

Anne Weisbord, president of Career Services Unlimited, has been a communications consultant for over 20 years. She has worked with professionals in a wide range of industries helping them become more compelling, confident, and articulate speakers. www.awlearningconsultants.com.



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Picture of the Month: World's Smallest Drawbridge



On a recent trip to Nova Scotia with his wife, longtime VFC board member Kurt Leininger visited the world's smallest drawbridge located in the small fishing town of Sanford. Originally constructed in the early 20th century, the drawbridge allows fishing boats to come and go, while fishermen, residents and visitors can walk along the waterfront from one side of the harbor to the other without having to leave the wharf.





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2017-18 VFC Board of Directors

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You can follow our Chapter on LinkedIn and Facebook. Check us out!





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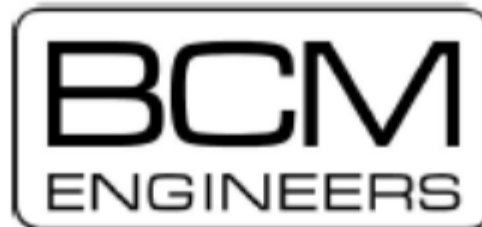
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