

2021

GAME ON!

ANNUAL PLANNING MEETING

PROGRAM

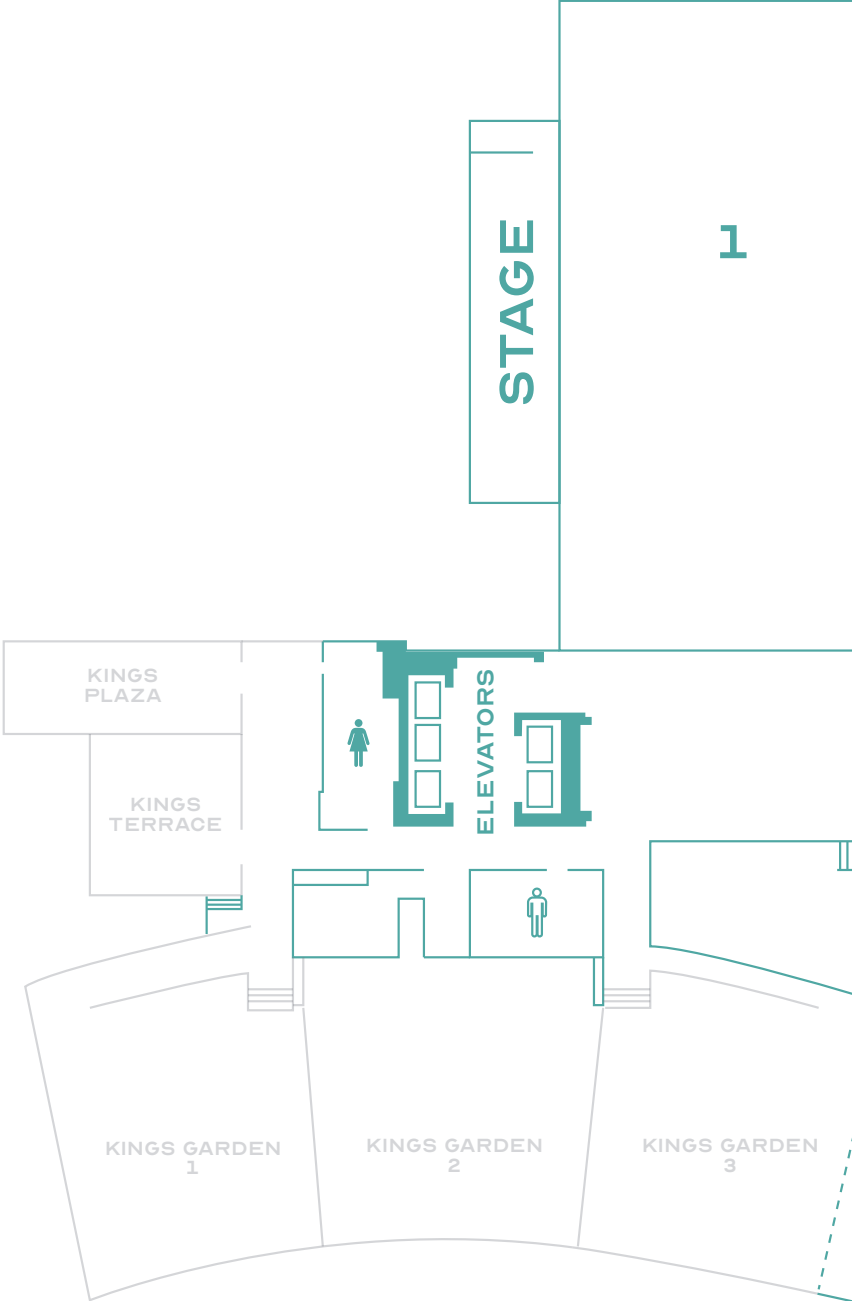
WYNDHAM GRAND HOTEL

APRIL 15-16 | PITTSBURGH, PA

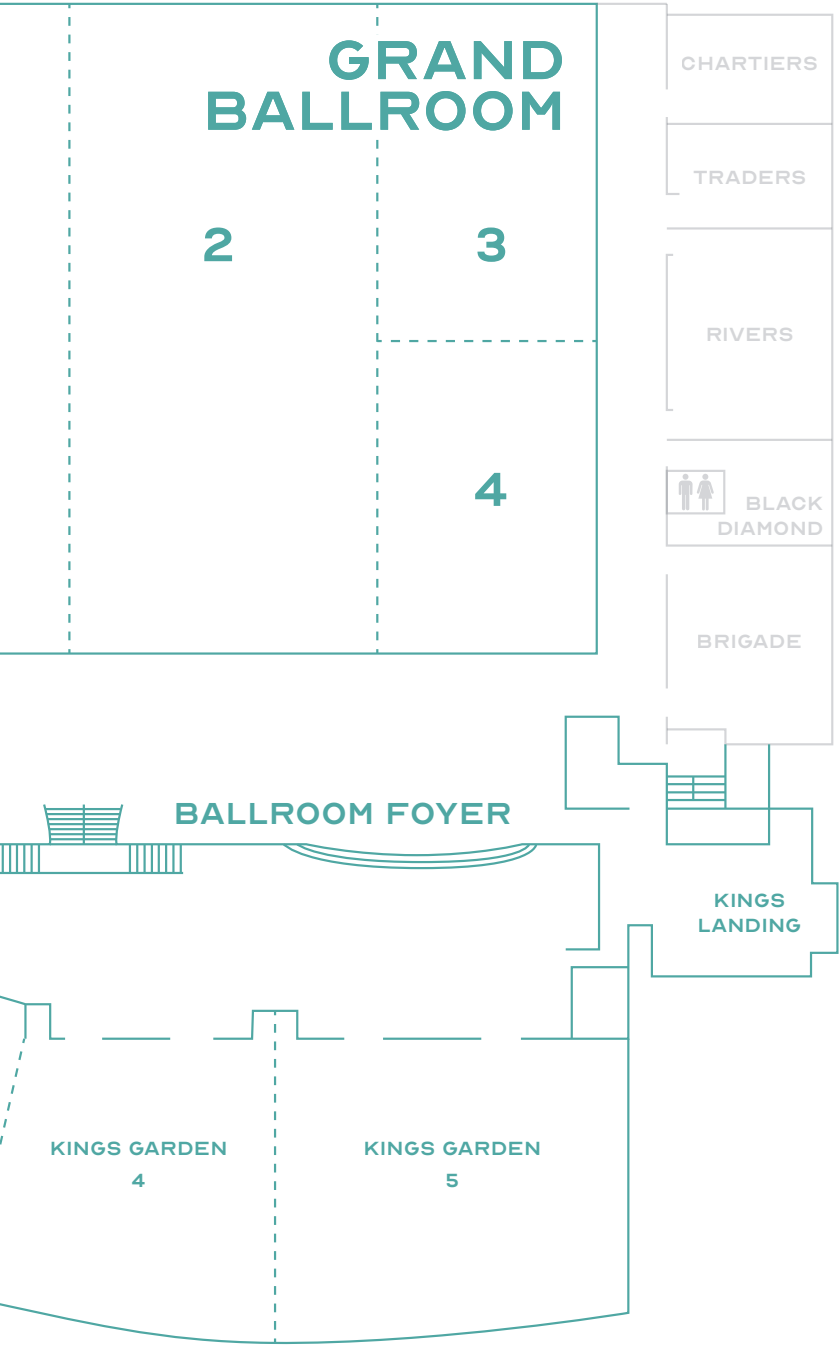


Civil & Environmental Consultants, Inc.

WYNDHAM FLOOR PLAN



BALLROOM LEVEL



THURSDAY, APRIL 15

GRAND BALLROOM

11:30 – 12:30 Lunch

- 12:30 – 12:45 Welcome & Introduction
Lauren Parker
- 12:45 – 12:50 Practice Videos: Ecological Sciences and Air Quality
Lauren Parker
- 12:50 – 1:05 In-Person Office Operations
Dan Szwed
- 1:05 – 1:35 2020 Financial Performance Benchmarking and 2021 YTD Financial Summary through Period 3
Harry Soose
- 1:35 – 1:45 Networking and Client Development – Need for Purposeful Action
Ken Miller
- 1:45 – 1:50 Introduction to the Personal Game Plan, Purposeful Networking, and Inputting Information on the APM Website
Mary Guinee
- 1:50 – 2:30 Internal Networking Within CEC
Intro Slide and Interactive Exercise
Mary Guinee and Robert Johnson
- 2:30 – 2:35 Practice Videos: Environmental Engineering & Sciences and Waste Management
Lauren Parker

THURSDAY, APRIL 15

- 2:35 – 3:05** **Break**
- 3:05 – 3:10 Practice Videos: Civil Engineering and Water Resources
Lauren Parker
- 3:10 – 3:45 Developing a Referral Network
Panel Discussion
Amanda Black with Aaron Hurt, Pete Brothers, and Ryan Slack
- 3:45 – 4:05 Developing a Network with People of Influence
Lauren Parker and Ed Murphy
- 4:05 – 4:45 Networking with Clients for Expanded Services Beyond Repeat Work
Steve Menoff and Dave Vladic, Vice President – Engineering & Environmental Compliance, Republic Services
- 4:45 – 5:00 Practice Videos: Survey/Geospatial and Manufacturing Infrastructure Services
Lauren Parker
- 5:00 – 5:05
(wrap-up) Personal Game Plan
Mary Guinee
- 5:05 Adjournment
- 6:30 – 9:00** **Dinner**

FRIDAY, APRIL 16

GRAND BALLROOM

7:00 – 7:50	Breakfast
7:50 – 7:55	Welcome Back <i>Lauren Parker</i>
7:55 – 8:00	Employee Resource Group (ERG) Video: CEC Community <i>Lauren Parker</i>
8:00 – 8:15	Ownership Transition <i>Harry Soose</i>
8:15 – 9:30	<ul style="list-style-type: none">• Leadership Transition Overview• Senior Leadership Development Program• HR Department• Legal Department• Recruiting Team <i>Dustin Kuhlman, Karlyn Boguslawski, Dave Pritts, Troy Blair, and Dan Reiter</i>
9:30 – 9:45	Political Action Committee Introduction <i>Troy Blair</i>
9:45 – 9:50	ERG Video: CEC Women <i>Lauren Parker</i>
9:50 – 10:20	Break
10:20 – 10:25	ERG Video: CEC iDEA <i>Lauren Parker</i>
10:25 – 10:30	Development of Personal Game Plans and Purposeful Client Development Theme <i>Mary Guinee</i>

FRIDAY, APRIL 16

10:30 – 10:55 Frequent Client Communication Starters –
Executing on an Idea
Presentation and Interactive Exercise
Harry Dravecky

10:55 – 11:20 Value of Long-Term Client Relationships
Panel Discussion
Scott Brown and Greg Archeski

11:20 – 11:55 New Federal Funding and Capturing Real
Opportunities
Presentation and Interactive Exercise
Dennis Miller and Devanna Corley

11:55 – Noon Personal Game Plans – What's Next? Now?
(wrap-up)
Mary Guinee

Noon **Adjournment**
Lauren Parker and Ken Miller

CONFERENCE
WEBSITE

www.cecinc.com/APM



SUBMIT A
QUESTION

[Bit.do/2021APM-ask](https://bit.do/2021APM-ask)



WIFI

Username: **CEC**

Password: **CEC2021**

POST-APM FEEDBACK SURVEY

Visit the APM landing page for a link to complete the survey.

Deadline: April 26 | www.cecinc.com/APM



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