



American Council of Engineering Companies of Louisiana

BUSINESS FORUM

KEYNOTE SPEAKERS

June R. Jewell, CPA
President & CEO of AEC Business Solutions

Presentation:
Getting your PMs to think like Owners

June R. Jewell has more than 28 years of business management consulting experience and unsurpassed knowledge of the AEC industry. From 1990 through 2014 June was a successful Deltek Premier partner implementing hundreds of A&E firms on the Wind2 and Deltek Vision systems.

After selling her business, she became the Amazon best-selling author of the book "Find The Lost Dollars: 6 Steps to Increase Profits in Architecture, Engineering and Environmental Firms."

Springboarding off the success of her Find the Lost Dollars™ book, June launched her current venture, AEC Business Solutions, a company entirely focused on helping A&E firms build more profitable businesses. June has bundled almost 30 years of experience working with A&E firms into a comprehensive enterprise program, Find the Lost Dollars™, designed to:

- help A&E firm leaders uncover areas of their firm that need attention,
- teach A&E firm leaders and up and coming managers, not just what they need to know, but what they need to do to improve the success of their projects and firm, and
- help A&E firms improve processes and systems.

June has built and run two successful consulting practices and is a highly sought after speaker at industry events and conferences. As a speaker, June reveals how to develop successful competitive business strategies based on the creative application and improvement of people, process and leading-edge technologies.

DeWayne Ables
President of Pioneer IQ

Presentation:
How to choose the right person to lead your firm

DeWayne Ables, founder and president of Pioneer IQ, guides the strategic growth of companies in the design and construction industry. Over the past 16 years, DeWayne has evolved a unique growth process for design and construction firms that uncovers the unique purpose of an organization, aligns leadership and employees to deliver on that purpose, and emphasizes exploring new markets.

His expertise in the AEC industry keeps pace with changes and trends through the ongoing study of hundreds of owners, architects, engineers, contractors, and specialty subcontractors in the US.

Most industries have faced economic challenges in recent years—first a shortage of projects, now a shortage of people. However, Ables and the Pioneer Team, through this unique process, were able to:

- Identify an emerging industry for a general contractor and take them to the ENR Top 10 in 27 months;
- Double the size of a design firm in 13 months by aligning staff, projects, and clients with the firm's core purpose; and
- Increase a design-build firm's backlog by 140% by penetrating healthcare and senior housing markets.

Prior to launching Pioneer IQ, DeWayne developed and implemented a go-to-market plan for a fully integrated design-build company that provided consulting, commercial real estate, funding, design, and construction services to a national market.



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Matt Connor, CPSM
President and Head Coach of
Coach Connor, LP

Presentation:
Work-Life Balance

With over 23 years of relationship driven, executive-level marketing and business development experience, Matt's talent lies in creating authentic and effective networks, inspiring teams, and guiding individuals to achieve both personal growth and professional success. As a speaker, coach, and mentor, Matt forges sincere connections with his audience and adds meaningful value regardless of subject, setting, or size.

Speaking nationally on a variety of topics, he delves into universal challenges such as Leadership, Public Speaking, Burnout, Bullying, Job Transitioning, Positivity, Marketing & Business Development, and more. His personality and presentation style are engaging, and thought-provoking. He is a certified Coach and Infinite Possibilities Trainer, and his background, career, and passion shine when he is helping others prosper. Matt is the President and Head Coach of Coach Connor Consulting. Matt lives in Houston, Texas with his wife, Shelly, and his children, Trent and Peyton.

David Stone, B Arch
blüStone Marketing

Presentation:
Market and Business Development Practices

One of the leading marketing thinkers in the AE industry, David Stone has advised hundreds of design firms around the globe. He is the author of 15 books and is a sought-after speaker at AE conferences around the world.

With a career that began in architecture in the mid-70s, David has held every position from Draftsman to Principal. He has witnessed and dealt with the massive changes this industry faces and continues to explore new ways to promote and sell design and construction services.

blüStone Marketing provides consulting, training and coaching in marketing, business development and sales for professionals in the architecture and engineering professions. They work with private design firms and the many associations representing them.

Kenneth Smith, P.E., FACEC
President & CEO of T. Baker Smith, Inc.

Moderator:
Roundtable Discussions: The Business of Engineering

Kenneth Wm. Smith, P.E., P.L.S. represents third generation leadership of the firm bearing his grandfather's name, T. Baker Smith, C.E. A Louisiana Tech University graduate, he is a Louisiana-licensed professional civil engineer, environmental engineer, and land surveyor.

Additionally, he holds professional civil engineering licenses in eight other states. Affiliated with TBS his entire life, he has 36 years of experience, working from field hand to his current position of President and CEO.

Kenny is the lifeblood of the firm's overarching purpose—to cultivate people by identifying and developing their talents and allowing them to perform meaningful work, ultimately providing stability for their families and improving their communities. He says, "If our associates grow, develop, and feel empowered, TBS grows—win-win." Outside of the office, he is a husband, father, grandfather, and avid outdoorsman.