Building Relationships with your Regulators

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A long time ago in a galaxy far, far away... I was member of the State, a shining light in the darkness.
But...I was coerced to the dark side, as is becoming a more common trend.
Federal vs. State

- Increasing Federal powers often confirmed by the judicial system = Increase in regulations and regulated entities

- Conservative State governments opposed to expanding government = Dwindling State resources to address Federal mandates
  - Loss of engineers/scientists to private sector
  - Low job satisfaction, increased frustration
  - Fewer job perks
Building a Relationship?

- You do have things in common!
  - Engineering/science background
  - Desire for State to prosper
  - Compliance

- Win/Win Scenario
  - TRUST
  - Information Sharing
  - Shared Expectations
Face-Time

- Invitation for a Site Visit Outside of Compliance
- Pre-Project Meeting
- Include employees involved in maintaining compliance
Seeking Answers

- Understand knowledge level
  - Don’t call expecting an off-the-cuff answer
  - A call to discuss the question followed by a well-prepared email restating the question may be better
  - Prepare a list of discussion topics including questions before any meeting
Differing Perspectives

- Build Relationships or Abuse Inexperience
- What do a regulator, an EHS Manager, and a Lawyer have to say...?