

# Building Relationships with your Regulators

Air & Waste Management Association  
Annual Southern Section Conference  
September 21, 2016  
Presented by Carla Brown, ECS Inc.





**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...?

