



AMERICAN COUNCIL OF ENGINEERING COMPANIES

Last Word

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NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

INDUSTRY NEWS

Landmark Study Puts Rail Infrastructure Needs at \$148 Billion

Build-Operate-Transfer in Infrastructure Projects in the United States

Stone-Matrix Asphalt Said to Eliminate Need for Runway Grooving

Program Provides Blueprint for Recruiting Minorities to Science and Engineering

More Green Building Legislation Including Green Globes as Option

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PUBLICATIONS

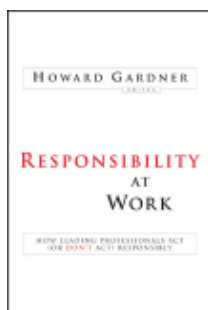
Keep Yourself And Employees On Track With Publications From The ACEC Bookstore

Responsibility at Work: How Leading Professionals Act (Or Don't Act) Responsibly

Editor: Howard Gardner

Discover how motivation, culture, and professional norms can intersect to produce work that is personally, socially, and economically beneficial.

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Record 1,000 Turnout For Breathtaking Fall Conference in Maui

"This was an unbelievable Conference at an unbelievable venue," said Dayton Carpenter, of Carpenter Treatment Solutions in Charleston, S.C. "It was 'first-class' all the way."

Donald Rutledge, of the Farnsworth Group in Bloomington, Ill. said, "The typically great ACEC program was enhanced even more by the fantastic setting."

Rutledge's wife Nancy said "In addition to seeing the island, I got to meet people from all over the U.S. This was awesome and I loved every minute of it."

Wilfred Barry, of SJB Group in Baton Rouge, La. said "There were a lot of terrific sessions to help you manage your business and it was a great environment. It was a win, win, win!"



Alain Gallet, of Gallet & Associates, Inc., Birmingham, Ala., along with wife Sandra, enjoy a scenic Maui sunset during the ACEC/PAC Cruise.

Board Discussion And Conference Highlights



ACEC President Dave Raymond shares a laugh with Conference Speaker Wally "Famous" Amos, while sporting the signature "Famous Amos" hat.

- The Board of Directors discussed pros and cons of the NCEES proposal to increase the amount of education required for engineering licensure; issues associated with the ACEC Life/Health Trust transition to UnitedHealthcare; and whether ACEC should consider alternative dues collection methods.

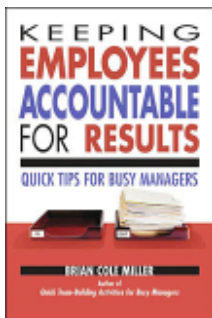
- A record turnout in support of ACEC/PAC fundraising events generated over \$100,000 to support the Council's political program.

- Wally "Famous" Amos talked about how he "engineered" his way to success in both business and life.

Keeping Employees Accountable for Results: Quick Tips for Busy Managers

Brian Cole Miller

Light on theory and heavy on practical application, *Keeping Employees Accountable for Results* provides time-pressed managers the proven, practical information they need to help their people accomplish more.



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JOB BOARD

Nearly 700 Searchable
Jobs Posted

Nearly 3,400 Searchable
Resumes Posted

Over 1,500 Registered
Employers

Last Five "Help Wanted"

Open Positions:

Transportation Engineers—
Ft. Lauderdale, FL

Client Services Manager—St. Paul, MN

Civil Engineer—Asheville, NC

Environmental Engineer—Kansas City, MO

Structural Engineer—Orlando, FL

A Sampling of Posted Resumes:

Project Managers—**535**

Geotechnical Engineers—**405**

Civil Engineers—**1,797**

Environmental Engineers—**492**

Structural Engineers—**645**

**View These Resumes and Jobs
on ACEC's Job Board**

<http://www.acec.org/jobbank>

- David Billington, the legendary Princeton University engineering professor, discussed the "art" of engineering and challenged members not to abdicate on design artistry.
- Former G.E. Capital CEO Gary Wendt, shared insightful tips for successfully growing a business.
- CASE celebrated its 20th Anniversary with a special Conference program and banquet.
- Eleven Fellows were inducted into the ACEC College of Fellows:



An island girl offers an Hawaiian lei to a Fall Conference guest during the Local Color Night luau.

- Stephen Boswell, of South Hackensack, N.J.
- Richard Bub, of Milwaukee, Wisc.
- Ronald Ewing, of Fairfax, Va.
- Kunal Gangopadhyay, of Baltimore, Md.
- Jeffrey Kronser, of Madison, Wisc.
- Narender Kumar, of Denver, Colo.
- M. L. Love, of Charleston, S.C.
- David M. Oates, of Collinsville, Ill.
- Bartlett Patton, of Irvine, Calif.
- Gerald Stump, of Franklin, Tenn.
- Ann Forte Trappey, of Baton Rouge, La.
- Ron Ewing, CEO of The Dewberry Group, Fairfax, Va., also received the 2007 Past Chairmen's Award for his special contributions to the Council.
- Hibbett Neel, president and CEO of Neel-Schaffer Inc., Jackson, Miss., received the 2007 Community Service Award for having a significant impact on the quality of life in his community.
- Numerous other awards and honors were presented that were previously reported in *Last Word* including the National QBS Award, Young Professional of the Year, Scholar of the Year, and the Kennedy/Jenks Scholarship in honor of David D. Kennedy.

FALL CONFERENCE ACEC/PAC SPONSORS

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HDR/Hawaii Pacific Engineers

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C&S Companies
Pennoni Associates

BRONZE SPONSORS

ECS, Inc.
Strand Associates

EDUCATION

Course Examines Design-Build Trend

Leveraging the Design-Build Trend: How Engineering Firms Can Profit From Integrated Delivery

San Francisco, November 5-6

Created for engineers by engineers, the course is highly useful for firms interested in expanding their levels of design-build and for newcomers to the method seeking to avoid pitfalls and realize its profit potential. Course highlight topics include:

- How Owners Make Acquisition Decisions
- When is Design-Build the Appropriate Choice?
- How Engineering Firms Have Taken Advantage of Design-Build
- Roles of the Parties and Teaming Arrangements
- Owner Responsibilities in Design-Build
- Risk Management and Contracting Issues
- What's Coming in Project Delivery in the Next Decade

Earns 15 PDHs.

[Click here](#) for additional information, course agenda and to register.

Maui Conference Keeps ACEC/PAC On Record Fundraising Pace



ACEC Chairman Mac MacMurray (left) presents a \$10,000 ACEC/PAC Cash Sweepstakes Grand Prize check to Gregs Thomopulos, chairman and CEO of Stanley Consultants.

Strong ACEC/PAC Fall Conference fundraising has pushed the 2007 total to over \$400,000 for the year, and places the PAC on target to break last year's \$440,000 record.

The Conference centerpiece fundraising event was the ACEC/PAC Sweepstakes drawing, with four cash prizes including a \$10,000 Grand Prize, won by Gregs Thomopulos of Stanley Consultants, in Muscatine, Iowa.

Taking the \$5,000 Second Prize was Loy Young of ACEC/Washington. The \$2,000 Third Prize went to Lance Meang of USKH, Inc., of Juneau, Alaska, while Edward Haggerty of C&S Engineers in Syracuse, N.Y. claimed the \$1,000 Fourth Prize.

The ACEC/PAC Golf Tournament at the famous Wailea Golf Club also featured record participation. After a hard fought match, the foursome made up of Bill Garrity of ACEC/Washington, Kurt Gahnberg of the Transpo Group, in Kirkland, Wash., Gary Bourne of BHC Consultants in Seattle, and David Winter of GeoEngineers, Inc., in Seattle, posted the best team score. Craig Musselman of CMA Engineers, Portsmouth, New Hampshire, won the "closest to the pin" competition, while Bill Garrity and Theresa Stahly, of Helena, Montana, won the men's and women's longest drive competitions.

The Conference also featured a sold-out cruise, where members enjoyed a gorgeous Maui sunset, great food, and island-style entertainment.

"We had a fantastic time participating in these events," said Chris Poland of Degenkolb Engineers in San Francisco.

"The fact that we're also doing our part to support ACEC/PAC and the industry's interests in Congress makes it all the more satisfying."

50 Legal Concepts Simplifies Legal Issues For Non-Lawyers

***Fifty Legal Concepts That Every Engineer
Should Know***

San Francisco, Nov. 5-6

This popular course explores a wide spectrum of key concepts that A/E professionals should know in order to be “legally aware” and equipped to capitalize on business opportunities while optimizing risk management.

Consultants Michael Loulakis and Kent Holland will cover legal topics including the impact of delivery systems on project management and liability, risk identification and allocation, indemnity and insurance considerations, owner obligations under contracts and contract administration and disputes.

Earns 15 PDHs.

[Click here](#) for additional information, course agenda and to register.

Business of Design Consulting Course On A/E Firm Management Filling Fast

The Business of Design Consulting

San Diego, October 24-27

A extremely popular ACEC course for COOs, CFOs, executives, business administrators, managers, principals and project managers, *The Business of Design Consulting* delivers state-of-the-art expertise from leading industry practitioners. Intended to help design professionals sharpen their business practice knowledge and management skills to compete more successfully.

Earns 28 PDHs.

[Click here](#) for additional information, course agenda and to register.



The winning Maui golf tournament foursome are left to right: Gary Bourne, David Winter, Kurt Gahnberg, and ACEC/Washington Executive Director Bill Garrity.

Kansas, South Carolina, Alaska, Wyoming Receive ACEC/PAC Honors In Maui

Four Member Organizations were honored in Maui for achieving their ACEC/PAC fundraising goals early in 2007, making it nine states that have crossed the finish line so far this year.

Leaders from ACEC/Kansas, ACEC/South Carolina, ACEC/Alaska, and ACEC/Wyoming received plaques during the Board of Directors luncheon honoring them for their support for the Council's political advocacy program.

“This was well-deserved recognition for the MOs that have really stepped up to support ACEC/PAC,” said ACEC Chairman Mac MacMurray. “We have many more states that are working hard and starting to close in on their goals for 2007, and we’re looking forward to handing out more awards in the coming weeks.”

ACEC Coalitions Conduct Active Fall Conference Programs



CAMEE Chairman Roy Wilson (seated) signs the CAMEE/NASFA Memorandum of Understanding in Maui. Witnessing the signing are CAMEE Executive Committee members (left to right); Michael DeSantiago, James Escamilla, Dale Jacobs, Robin Greenleaf, Douglas Post, and Executive Director David Bixby.

Online Seminar Looks At PR Strategy And Business Success

The PR Plan: A Strategy to Increase Visibility

October 9

An integral component of a firm's overall marketing program, the successful public relations initiative is built through a strategic approach to tactical tools such as press releases, articles, newsletters and events.

Susan Frost, SEF Consulting, presents a focused online seminar exploring writing press releases, working with editors, pitching interesting story ideas, launching communications efforts and successful public events.

[Click here](#) for details and to register.

The Fall Conference featured the Council of American Structural Engineers (CASE) celebration of two decades of the coalition's accomplishments.

A 20th anniversary banquet featured guest speaker Glenn Bell, CEO of Simpson Gumpertz & Heger Inc. In addition, the CASE 2007 Past Chairman's Award was presented to George Nishimura for his efforts in the creation of CASE. The Conference also included the popular CASE Risk Management Program Convocation.

The Council of American Mechanical and Electrical Engineers (CAMEE) conducted an industry roundtable to identify and discuss issues facing mechanical and electrical engineers. CAMEE also signed a Memorandum of Understanding with the National Association of State Facilities Administrators (NAFSA) to allow both organizations to address issues of mutual interest. Past CAMEE Chairman Dale Jacobs was presented a special award honoring him as the "Founding Father" of CAMEE.

Additionally, the Council of Professional Surveyors (COPS) sponsored a session on high definition surveying which made a business case for investing in 3D laser scanning technology.

White House Threatens Veto Of WRDA; Member Action Needed Now

The White House signaled this week that President Bush will veto the Water Resources Development Act (WRDA) of 2007—legislation which passed by wide, bipartisan majorities in Congress to fund critical Corps of Engineers projects throughout the country.

A veto of the bill is expected in the coming days. It is crucial that ACEC members contact their House and Senate representatives and urge them to override the President's veto. [Click here](#) for a sample letter. ACEC members should personalize the letter with the name of the company, the number of employees and a short overview of the type of services the firm provides. Please FAX the letter to House and Senate offices—[click here](#) for a list of fax numbers.

After several years of delay, Congress finally passed WRDA 2007, which will authorize \$21 billion for the Corps of Engineers to proceed with hundreds of backlogged projects. Without an authorization bill, Congress cannot appropriate funding for the projects. WRDA 2007 authorizes projects and studies addressing navigation, environmental restoration, storm damage, flood control, and water supply. The bill also includes important policy provisions, such as independent peer review, updated principles and guidance and mitigation for environmental impacts.

Despite the bi-partisan endorsement of the bill, President Bush is expected to veto the bill over the \$21 billion cost.

Further information is available by contacting Diane Shea at dshea@acec.org or 202-347-7474.

Congressman Introduces ACEC-Backed Engineering Education Bill

Congressman Emanuel Cleaver (D-MO) has introduced legislation to create new federal education incentives to encourage more young people to enter the engineering profession.

The Strategic Technology/Engineering Program (STEP) Act of 2007 seeks to create a scholarship program for students pursuing an engineering degree, as well as a student loan forgiveness component for graduates who are employed as engineers and working toward their P.E. license.

The Congressman developed this legislation in consultation with ACEC, and in response to the growing shortage of engineers. The industry faces the combination of fewer college graduates earning degrees in engineering, and the loss of over one-quarter of the science and engineering workforce to retirement in the next 15 years.

ACEC members are asked to help build support for this important initiative. [Click here](#) for a sample letter to send to your Member of Congress. ACEC members are urged to FAX their letters to congressional offices—[click here](#) for a list of fax numbers.

For more information about the legislation, contact Katharine Mottley, ACEC's Director of Tax and Regulatory Affairs, at (202) 347-7474 or kmottley@acec.org.

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