



AMERICAN COUNCIL OF ENGINEERING COMPANIES

# Last Word

Vol. XXIX, Number 1 • January 3, 2008

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

[Click here](#) for a printer-friendly *Last Word*.

## Join An ACEC Committee

**2008-2009 Committee applications are due from current and prospective committee members on January 11.**

[Click here](#)

## 2008 Key Dates

### ◆ April 27-30

**ACEC's 2008 Annual Convention & Legislative Summit**

The Grand Hyatt Hotel,  
Washington, D.C.

[Click here](#)

### ◆ October 19-22

**ACEC Fall Conference: 2008 National Engineering Business Conference**

Fairmont—The Queen Elizabeth  
Montreal, Quebec, Canada

[Click here](#)

## Happy New Year!



The election season is now upon us in earnest. ACEC has always been the strong political voice of the industry, and thanks to the extraordinary recent growth of our PAC, we enter 2008 with an even stronger voice to promote your business interests.

Challenges before us include: addressing the transportation funding shortfall; increasing funding for water and energy infrastructure; defeating the unfair 3 percent withholding

mandate; and addressing other vital business and management challenges.

On the business education side, we continue to offer a full array of great programming to help you navigate today's business environment. Our new "Contracts Central" provides leading-edge legal and risk management resources; and our partnership with NCEES on a national "one-stop shop" for continuing education continues to expand.

In all areas of the Council, volunteers play a critical role in the development of policies and programs. We encourage you to consider service on an ACEC Committee in 2008. See the left side of this page for a complete list of committees and how to join.

The year ahead will be one of significant opportunities and challenges. We are confident that the Council will exceed your highest expectations.

Best wishes for the New Year,



Orrin "Mac" MacMurray  
Chairman



David A. Raymond  
President

## ACEC At Your Service: A Staff Guide

Shown below are key ACEC staff members in each of ACEC's major program areas, along with a brief description of their responsibilities and contact information.

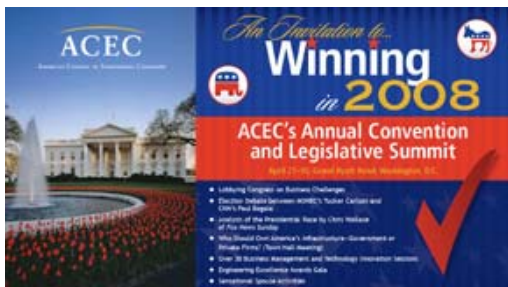
Members are encouraged to contact staff through our main number at 202-347-7474 or at their respective email addresses and telephone numbers.

ACEC President Dave Raymond's door is always open to all members on all issues. He can be reached at 202-682-4379 or [draymond@acec.org](mailto:draymond@acec.org).

Feel free to contact any member of the staff listed below pertaining to the information and support that may be available through their departments.



**Award-Winning Newsletter**



**Top-Rated Conventions, Advocacy and Awards Programs**



**ACEC Secretary,**  
Paula Pesnell  
[ppesnell@acec.org](mailto:ppesnell@acec.org)  
202-682-4304

For matters pertaining to ACEC official records and governance, including the Executive Committee, Nominating Committee and Board of Directors, contact Paula Pesnell, ACEC Secretary, or Dave Raymond.



**Vice President, Operations**  
Mary Ann Emely  
[memely@acec.org](mailto:memely@acec.org)  
202-682-4300

Mary Ann Emely, ACEC's Vice President of Operations, provides operational and financial oversight for all programs and services, and serves as "number two" to the President for implementation of initiatives and policies.



**General Counsel**  
Charles Kim  
[ckim@acec.org](mailto:ckim@acec.org)  
202-682-4344

Charles Kim is ACEC's General Counsel and staffs ACEC's Business Insurance Trust, Retirement Trust, Life/Health Insurance Trust, Planning Cabinet, Risk Management Committee, "Minuteman Fund," and Legal Counsels Forum.



Award-Winning Magazine



Cutting-Edge Business Management Training

## Government Affairs

ACEC's Government Affairs Department promotes passage of legislation and policies that enhance the business climate for the engineering industry.

Primary initiatives include: Outsourcing, QBS, Procurement Policy, Infrastructure Funding, Government Competition, Federal Markets, Private Markets, Transportation, Environmental Programs, State Legislative Issues, Risk Management, Business & Tax, and ACEC/PAC (the industry's leading political action committee).



Vice President,  
Government Affairs  
Steve Hall

### Key Department Contacts

Department Head, **Steve Hall**,  
[shall@acec.org](mailto:shall@acec.org), 202-682-4309

ACEC/PAC, **Greg Knopp**,  
[gknopp@acec.org](mailto:gknopp@acec.org), 202-682-4314

Transportation, **Vivian Moeglein**,  
[vmoglein@acec.org](mailto:vmoglein@acec.org), 202-682-4369

State Legislative Issues and Small Firm Council,  
**Roger Jordan**, [rjordan@acec.org](mailto:rjordan@acec.org), 202-682-4313

Environmental and International Programs,  
**Diane Shea**, [dshea@acec.org](mailto:dshea@acec.org), 202-682-4354

Tax and Regulatory Affairs, **Katharine Mottley**,  
[kmottley@acec.org](mailto:kmottley@acec.org), 202-682-4306

ACEC/PAC, **Elizabeth Coit**, [ecoit@acec.org](mailto:ecoit@acec.org), 202-682-4322



Executive Director,  
Political Affairs,  
ACEC/PAC  
Greg Knopp

## Institute For Business Management



VP & Director,  
Institute for  
Business  
Management  
Jeffrey L. Beard

ACEC's Institute for Business Management—encompassing all ACEC educational programs—provides comprehensive business practice resources for the engineering industry.

The Institute offers seminars in eight curriculum tracks: Marketing, Business Management and Quality, Risk Management and Contracts, Human Resources, Information Technology, Finance, Leadership, and Project Delivery.

Other special programs include: Peer Review; Business of Design Consulting; Senior Executives Institute; practice publications/manuals/surveys; contract documents; and member discount programs.

### Key Department Contacts

Department Head, **Jeffrey Beard**  
[jbeard@acec.org](mailto:jbeard@acec.org), 202-682-4349

Institute Programs, **Deirdre McKenna**  
[dmckenna@acec.org](mailto:dmckenna@acec.org), 202-682-4328

Education Programs, **Andrew Fort**  
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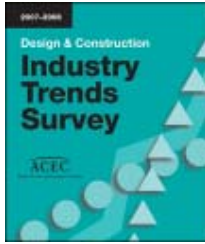
Contracts and Risk Management, **Edward Bajer**  
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Publications and Discount Programs, **Mary Jaffe**  
[mjaffe@acec.org](mailto:mjaffe@acec.org), 202-682-4318

IBM Marketing, **Holly Hemphill**, [hhemphill@acec.org](mailto:hhemphill@acec.org), 202-682-4335

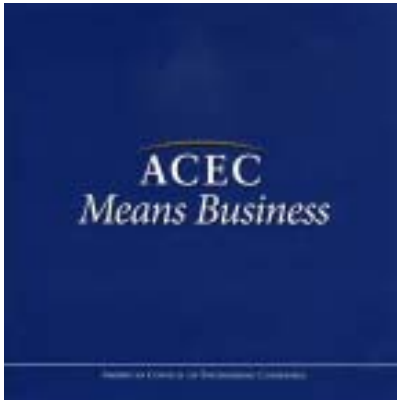


Deputy Director,  
Institute for  
Business  
Management  
Deirdre McKenna



### Outstanding Publications

*\*Click on a publication to purchase*



### First-Class Member Benefits

## Membership, MO Services, Coalitions

ACEC's Membership Department is responsible for the Council's recruitment and retention programs, as well as general liaison with members to facilitate services.

The Department works in close collaboration with State Organization staff. It offers a Membership Incentive Program and Membership Recruiter cost-sharing program.

The Membership Department also coordinates the membership database.

### Key Department Contacts

Department Head, **Merryl Sue Hickman**  
[mhickman@acec.org](mailto:mhickman@acec.org), 202-682-4345

Membership Recruitment, **Larry Pastorius**,  
[lpastorius@acec.org](mailto:lpastorius@acec.org), 202-682-6341

Membership & Customer Records, **Doris V. Dent**,  
[ddent@acec.org](mailto:ddent@acec.org), 202-682-4324



**Director,  
Membership  
and MO Services**  
Merryl Sue Hickman



**Director,  
Membership  
Recruitment**  
Larry Pastorius

### Coalitions



**Director, Coalitions**  
David C. Bixby

Provides resources for information-sharing, best practices, and networking for the following ACEC coalitions: the Council of American Structural Engineers (CASE); Council of Professional Surveyors (COPS); and the Council of American Mechanical and Electrical Engineers (CAMEE).

### Key Coalitions Contact

Coalitions, **David C. Bixby**, [dbixby@acec.org](mailto:dbixby@acec.org), 202-682-4332

## Communications & Marketing

The Communications and Media Department is responsible for *Engineering Inc.*, *Last Word*, ACEC website, media coverage, ACEC's Engineering Excellence Awards, ACEC's Scholarship programs and other awards programs.

**Engineering Inc.**—ACEC's award-winning bimonthly magazine—features articles on advocacy and business issues, and targets an external audience as well as member firms.

**Last Word**—ACEC's award-winning newsletter—is the Council's primary communications vehicle with member firms covering the latest legislative, business, industry and Council news. *Last Word* is distributed electronically once a week to member firms.



**Director,  
Communications  
and Media**  
Alan D. Crockett

### Key Communications Contacts

Department Head, **Alan D. Crockett**, [acrockett@acec.org](mailto:acrockett@acec.org), 202-682-4301

*Engineering Inc.*, **Andrea Keeney**, [akeeney@acec.org](mailto:akeeney@acec.org), 202-682-4347

*Last Word* and Website, **Ann Brandstadter**, [abrandstadter@acec.org](mailto:abrandstadter@acec.org), 202-682-4333

EEA and Scholarship Programs, **Daisy Nappier**, [dnappier@acec.org](mailto:dnappier@acec.org), 202-682-4340



**Chief Marketing and  
Communications  
Officer**

Richard A. Belle

### Marketing

The marketing function at ACEC cuts across departmental lines in a coordinated effort to ensure a high quality of responsiveness to member needs.

### Key Marketing Contacts

Chief Marketing Officer, **Richard A. Belle**,  
[rbelle@acec.org](mailto:rbelle@acec.org), 202-682-4308

Advertising and Sales, **Nina Goldman**, [ngoldman@acec.org](mailto:ngoldman@acec.org),  
202-682-4325

## Meeting & Conventions

ACEC's Meetings and Conventions Department implements world class events, offering ACEC members an attractive environment for their educational programs, governance meetings, and networking.

National meetings include the Annual Convention and the Fall Conference, and the Engineering Excellence Awards Gala.

Meetings and Conventions also manages the logistics of dozens of ACEC stand-alone educational seminars throughout the United States.



**Director, Meetings  
and Conventions**  
Leslie Zeck

### Key Department Contacts

Department Head, **Leslie Zeck**, [lzeck@acec.org](mailto:lzeck@acec.org), 202-682-4334

National Meetings/Conventions, **Jonna B. Thoma**, [jthoma@acec.org](mailto:jthoma@acec.org), 202-682-4317

Registration, **Krysta Perrault**, [kperrault@acec.org](mailto:kperrault@acec.org), 202-682-4304



**Director,  
Finance &  
Administration**  
Kim Pham

## ***Finance & Administration***

ACEC's Finance and Administration Department is responsible for financial planning and management of ACEC programs. It also provides administration, staff support and Human Resource functions that enable smooth day-to-day operations at ACEC.

### ***Key Department Contacts***

Department Head, **Kim Pham**, [kpham@acec.org](mailto:kpham@acec.org),  
202-682-4339

Finance, **Steve Rollins**, [srollins@acec.org](mailto:srollins@acec.org), 202-682-4346

Human Resources, **Karen George**, [kgeorge@acec.org](mailto:kgeorge@acec.org),  
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