



# Last Word

Vol. XXIX, Number 21 • May 29, 2008

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

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## INDUSTRY NEWS

[DHS Awards \\$844 Million To Secure Nation's Critical Infrastructure](#)

[Green Buildings Net Results, Study Shows](#)

[Domestic Oil And Gas Reserves Offer Energy Relief](#)

[Commercial Real Estate Continues To Slide](#)

[As Campuses Crumble, Budgets Shrink](#)

[Click here](#) for more News Briefs.

## ACEC JOB BOARD

### Last Day For Spring Savings On The Job Board!

With college graduations upon us, May is the month to post your available positions on the ACEC Job Board.

Be one of the first 20 firms to post a job and save 25 percent on any posting package you choose. You must use the code SPRINGSAVE to receive your discount.

With over 600 posted A/E/C industry jobs and more than 8,000 candidate resumes, the ACEC Job Board's advanced search features produce effective, specific results for both job seekers and employers.

The ACEC Job Board saves you time and money by not returning the dozens (or even hundreds) of inappropriate results common with some mega job boards.

Reach your target audience quickly and ef-

## ACEC Continues Seeking Highway Trust Fund Fix; Member Action Needed Now

Efforts to address the looming shortfall in the Highway Trust Fund suffered a setback this week when the Senate failed to complete action on an aviation reauthorization bill, which had also included a Trust Fund "fix."

ACEC is now seeking another legislative "vehicle." The shortfall, if not addressed, could result in 34 percent cuts to state transportation programs in 2009.

The Council is urging members to contact their Senators now for action before the end of the year. [Click here](#) for a sample letter to FAX to Senate offices. [Click here](#) for a list of Senate fax numbers.

The Senate Finance Committee has identified three broad ways to shore up the Highway Trust Fund:

- Credit the Trust Fund for emergency expenditures since 1998
- Restructure fuel tax exemptions for state and local governments
- Crack down on fuel tax evasion

"This is a make or break issue for our industry," said ACEC Transportation Committee Chairman David Oates of Oates Associates in Collinsville, Ill. "Failure would be disastrous for our nation's surface transportation system, which already faces a daunting shortfall of funding necessary for maintenance and improvement projects."

For more information, contact ACEC's Director of Transportation Programs, Matt Reiffer, at 202-347-7474 or [mreiffer@acec.org](mailto:mreiffer@acec.org).



David Oates, ACEC transportation committee chairman, "Make or break issue for our industry."

fectively with the ACEC Job Board and its affiliated Engineering and Science Career Network.

For more information, contact Nina Goldman at 202-682-4325 or write [ngoldman@acec.org](mailto:ngoldman@acec.org).

## ACEC JOB BOARD

Over 600 Searchable  
Jobs Posted

Over 8,100 Searchable  
Resumes Posted

Over 1,700 Registered  
Employers

Last Five "Help Wanted"

Open Positions:

**Geotechnical Engineer**—Tyler, TX  
**Deputy Managing Director**—Tulsa, OK  
**Sr. Mechanical Engineer**—Norfolk, VA  
**Sr. HVAC Engineer**—Syracuse, NY  
**Stormwater Engineer**—Seattle, WA

A Sampling of Posted Resumes:

Geotechnical Engineers—**904**  
Water Resources/Wastewater Engineers—**1,463**  
Transportation—**1,295**  
Civil Engineers—**2,203**  
Structural Engineers—**1,467**  
Environmental Engineers—**1,344**

View These Resumes and Jobs  
on ACEC's Job Board  
<http://www.acec.org/jobbank>

## ACEC PUBLICATIONS

### Special Discount On EJCDC Documents



Mark Your Calendars: From June 1 through July 31, 2008, all EJCDC documents will be 10 percent off regular price!

## New ACEC Course Targets Growing Opportunities In Program Management

ACEC's newest educational program, *Advanced Project and Program Management for the Engineering and Construction Industry*, will prepare practitioners for one of the fastest growing and profitable trends in the A/E/C industry.



Stephen Mulva

Presented in conjunction with Northwestern University on June 16-17 in Evanston, (Chicago) Ill., this comprehensive course will analyze the increasing need for program management and the newly created business opportunities. Stephen Mulva, of the Construction Industry Institute, will be the moderator.

According to McGraw-Hill Construction, program management fees have increased by at least 20 percent in each of the past two years among ENR's top 100 design firms.

Both public and private owners are looking for business leaders who understand customer requirements, market realities and multi-project processes to manage sizable, multi-year development programs. Program management focuses on strategic leadership to ensure that these multi-project processes are aligned and support the owner's short- and long-term objectives

Register today for the remaining seats in the ACEC-Northwestern Univer-

## ACEC Coalitions Annual Convention Wrap-Up

Following are highlights of ACEC's coalitions during the recent Annual Convention in Washington, D.C.

**Small Firm Council (SFC)** representatives met with officials from the Design Professionals Coalition (DPC) to discuss legislative items of mutual interest. A framework was approved to improve coordination of small and large firm responses to urgent legislative matters. Future joint meetings are anticipated.

**Council of American Structural Engineers (CASE)** Executive Committee discussed various issues, including its new website redesign project, future CASE Convocation programs, and potential new business and risk management tools. CASE also sponsored a Convention session on *The Engineer's Role in Design-Build-Risks and Rewards*.

**Council of American Mechanical and Electrical Engineers (CAMEE)** Executive Committee discussed new educational initiatives in addition to the development of new CAMEE business guidelines and risk management tools. CAMEE also sponsored a session on *Building Information Modeling (BIM) for Mechanical, Electrical & Plumbing (M/E/P) Firms*

**Council of Professional Surveyors (COPS)** Steering Committee met with representatives from the National Society of Professional Surveyors (NSPS) and the American Congress on Surveying and Mapping (ACSM) to discuss working together on areas of mutual interest, such as advocacy and education. COPS also sponsored a session on *Making Surveying a Profitable Part of Your Business*—an active roundtable discussion led by several surveying industry business leaders.

For more information on ACEC Coalitions, contact Director of Coalitions David Bixby at [dbixby@acec.org](mailto:dbixby@acec.org).

Contracts can be obtained immediately as downloadable Microsoft Word documents—no waiting for your purchase to arrive. Documents can also be purchased on CD and delivered for an extra \$6 ground shipping charge. Contact the Publications Department at 202-347-7474 x327 to order EJCDC contracts on CD.

This offer does not apply to previously-placed orders or to other contract documents for sale at the ACEC Bookstore. All purchases of EJCDC Contract Documents are final sales only—no refunds or exchanges.

[Click here](#) to check out the full list of EJCDC documents available through the ACEC Bookstore.

## ACEC EDUCATION

### June Online Seminars

#### June 10—*Industry Innovation in the UK—Will US Compete or Catch-Up?*

To compete in the increasingly global and competitive marketplace, U.S. A/E/C CEOs, COOs and firm leaders must put the spotlight on performance improvement and innovation. Paul Bryant, Pivotal Management Consulting, looks at universal A/E/C industry problems and highlights new solutions from the United Kingdom.

**(1:30-3 p.m.; 1.5 PDHs)**

[Click here](#) to register.

#### June 11—*Developing and Implementing Winning Strategies for Engineers, Architects and Construction Companies*

Clare Ross, The Clare Ross Organization, offers new insights and time-tested concepts to dramatically improve your strategic focus, growth and profitability. She demonstrates how effective implementation can achieve extraordinary results.

**(1:30-3 p.m.; 1.5 PDHs)**

[Click here](#) to register.

#### June 17—*Importance of Communication in Ownership Transition*

One of the most critical success factors in ownership transition planning is establishing a communications program. This seminar by Lowell Getz, CPA, examines the components of a well-designed program—one that helps new stockholders understand the benefits as well as the risks of ownership.

## Member Firm Historical Photos Needed For ACEC 100-Year Anniversary Video

ACEC is considering a special video to celebrate the Council's 100-year anniversary in 2009.

The video would depict how ACEC Member Firms have been responsible for America's major engineering achievements over the past century—and how the Council protected and advanced the industry's business interests during the same time.

If your firm has any historical photo or video that you believe would enhance the anniversary presentation, please contact Alan D. Crockett, Director of Communications at [acrockett@acec.org](mailto:acrockett@acec.org) or 202-682-4301.

All submitted materials will be returned to the firm once the project is completed.

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### Industry Innovators Provide Real-World Look into BIM

#### *Building Information Modeling (BIM): The Promise and the Reality for A/E/C Firms*

**June 19-20, Chicago**

Attendees of *Building Information Modeling (BIM): The Promise and the Reality for A/E/C Firms* will get a unique look into this new technology during an information-packed, one-and-a-half-day encore presentation, June 19-20, Chicago.

Faculty will discuss how BIM is being put into practice by the collaborative teams involved, present real-life case studies, examine BIM technology—currently available and in development—outline associated legal issues and new risks, and more.

The course earns 11 PDHs. [Click here](#) for details and to register.

### ACEC/CAMEE Course Explores How M/E/Ps Fit In BIM

#### *BIM: The Promise and the Reality for M/E/P Professionals*

**June 20, Salt Lake City**

M/E/P engineers are invited to join colleagues on June 20 in Salt Lake City for *Building Information Modeling (BIM): The Promise and the Reality for M/E/P Professionals*, featuring insider views and experiences with BIM.

In this one-day course, leading software designers and users will examine the concept of BIM, how it is being put into practice by M/E/P engineers, interoperability and limitation issues, "what's coming and when," transition planning and lessons learned.

The course takes place one day before the annual meeting of ASHRAE, but requires separate registration.

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

*(Members of ACEC, CAMEE and ASHRAE receive a special discounted rate, so forward this information to your M/E/P associates.)*

(1:30-3 p.m.; 1.5 PDHs)

[Click here](#) to register.

**June 18—*Bring Your Company Values to Life—and Avoid Compatibility Mismatches***

Core values provide a common language to define not only who is right for your firm, but who is right for the client. Kenneth E. Nelson, Clark Dietz, Inc., offers a case study in developing core values and bringing them to life through employee feedback, recruitment, career development and client selection.

(1:30-3 p.m.; 1.5 PDHs)

[Click here](#) to register.

**June 19—*The Economic Stimulus Package and R&D Tax Credits: An Update***

R&D Tax Credits have changed so that even small- to medium-size engineering firms may now participate. Paul Peterson, Wiss & Company LLP, and Nick Kromenacker, Axiom Solutions, present a valuable update on the R&D Tax Credits program that pinpoints benefits available to firms from the 2008 Economic Stimulus package.

(1:30-3 p.m.; 1.5 PDHs)

[Click here](#) to register.

**June 24—*Follow Up! The (Misunderstood) Heart of Business Development and Positioning***

Learn the rules and tools for creating, cultivating and capitalizing on networking relationships and opportunities, so that you and your firm will attract a constant flow of clients and referrals. Lynne Waymon, Make Your Contacts Count, helps you improve the skills that bring in future business.

(1:30-3 p.m.; 1.5 PDHs)

[Click here](#) to register.

**June 25—*Ownership Transition Options for Small Firms***

Lowell Getz, CPA, examines the unique challenges and considerations involved in small-firm ownership transition, whether transitioning to the next generation or selling to a larger firm.

(1:30-3 p.m.; 1.5 PDHs)

[Click here](#) to register.

## **A/E Business Experts Offer “Invaluable” Insights in June Course**

### ***Business of Design Consulting***

**June 18-21, Washington, D.C.**

A perennially popular ACEC course for COOs, CFOs, executives, business administrators, principals and managers, *The Business of Design Consulting* is an intensive cutting-edge presentation of the collective expertise of leading industry practitioners and business experts.

The four-day course will be presented June 18-21, in Washington, D.C., with curriculum custom-tailored to the A/E work environment and focused on eight key areas: leadership, human resources, contracts, risk management, information technology, finance, business management and marketing.

The course earns 28 PDHs. For details and to register [click here](#).

## **ACEC/CSU Summer Course Focuses On Sustainability Opportunities and Challenges**

### ***Green Infrastructure and Sustainable Communities***

**July 14-17, Denver**

ACEC brings together a faculty of leading practitioners, academics and government experts in every phase of the sustainable design and construction process in an encore of the popular *Green Infrastructure and Sustainable Communities*, a sell-out course in previous presentations.

The July 14-17 event will be held on the Denver campus of Colorado State University. Segments of the four-day program comprise a practical and systematic examination of the complex interdisciplinary challenges of real world sustainability, including:

- Sustainable development: the business context
- Sustainable design tools and techniques
- Field trip to visit award-winning sustainable projects
- Sustainable design for specific engineering markets

The faculty of practitioners, academics and government experts is led by well-known authority, Bill Wallace, Wallace Futures Group.

The course earns 28 PDHs. For agenda and faculty information and to register, [click here](#).

## **Registration Opens For Next Finance Forum And HR Forum**

Plan ahead, register early and mark your calendars for the fall meetings of two of ACEC's most popular professional forums. The Finance Forum will meet September 15-16, Chicago, and the HR Forum will be held October 27-28, Kansas City, MO.

These one-and-a-half day workshops are dedicated to topics of current and future interest to the engineering firm's non-engineer specialists.

To register for the Finance Forum, [click here](#).

To register for the HR Forum, [click here](#).

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