



# Last Word

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NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

## INDUSTRY NEWS

### Powerful Consortium Will Fund Energy Efficiency Projects

Facility executives, global energy service companies (ESCOs), and five of the biggest financial institutions on the globe are teaming up under the Energy Efficiency Building Retrofit Program (EEBR)...[click here](#) for more.

### Collapsed Minnesota Bridge Repaired Ahead of Schedule

The I-35W St. Anthony Falls Bridge project in Minneapolis was a speedy one, with the first segment of the job put into place on May 25...[click here](#) for more.

### U.S. Electrical Power Plant Construction Faces Uncertain Future

Increasing fuel costs make electric plants powered by less expensive fuels, such as coal or nuclear power, an attractive option for utility executives, but these plants are more expensive to construct...[click here](#) for more.

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

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

## ACEC PUBLICATIONS

### Sustainability Best Practices At ACEC Bookstore

*Becoming Part of the Solution: The Engineer's Guide to Sustainable Development*

Bill Wallace

[Click here](#) to order.



## ACEC/Georgia Hits 2008 ACEC/PAC Goal; Tops Nation In Fundraising

ACEC/Georgia achieved its 2008 ACEC/PAC goal this week, marking the second straight year that the Peach State has met its ACEC/PAC target.

They now become the ninth state to hit its ACEC/PAC goal this year, joining Kansas, South Carolina, Indiana, Wisconsin, Kentucky, Tennessee, Metro Washington, and Montana.

In addition, Georgia's year-to-date ACEC/PAC fundraising total is now \$35,800, the highest total of any ACEC state organization.



Georgia ACEC/PAC Champion Jay Wolverton.

"I'm very proud of the ACEC members in Georgia who responded when the call went out to contribute to ACEC/PAC," said ACEC/PAC Champion Jay Wolverton of Wolverton & Associates, Inc. in Duluth.

"We worked extremely hard to make our ACEC/PAC goal in 2007, and when it was increased this year by almost \$8,200—to make it again says a lot about the commitment that folks here have toward our political programs."

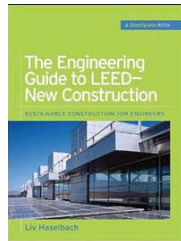
ACEC/Georgia Executive Director Gwen Brandon also credited outgoing President Doris Wilmer with raising the visibility of the ACEC/PAC effort among engineering firms in Georgia. "Thanks to Jay and Doris, not only did the number of ACEC/PAC contributors rise dramatically in the past 12 months, but the average amount per contribution also climbed significantly."

[Click here](#) to see the progress of each state in achieving its ACEC/PAC goal for 2008 and information on the PAC Champion(s) leading the state fundraising effort. For more information about ACEC/PAC, contact Greg Knopp, [gknopp@acec.org](mailto:gknopp@acec.org) or Elizabeth Coit, [ecoit@acec.org](mailto:ecoit@acec.org).

**The Engineering Guide to LEED—New Construction: Sustainable Construction for Engineers**

Liv Haselbach

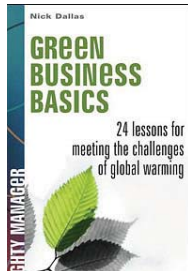
[Click here](#) to order.



**Green Business Basics: 24 Lessons for Meeting the Challenges of Global Warming**

Nick Dallas

[Click here](#) to order.



Visit the ACEC Bookstore at <http://store.acec.org> to view our full catalog of publications and merchandise.

**ACEC JOB BOARD**

**Find September Savings On ACEC's Job Board**

Add ACEC's Job Board to your recruiting mix. Enjoy 10 percent savings on any posting package in the month of September on the ACEC Job Board. Just use the promo code SEPT15 at the checkout. Your posting package automatically includes resume database access.

Now you can save money and reach thousands of candidates. The Job Board is a member of the Engineering & Science Career Network. Your job posting will appear on ACEC's Job Board and 18 other industry job sites—all for one low price.

With over 750 posted A/E/C industry jobs and more than 9,500 candidate resumes, the ACEC Job Board's advanced search feature produces effective, specific results for both job seekers and employers.

Reach your target audience quickly and effectively with the [ACEC Job Board](#) and the Engineering and Science Career Network.

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

**Fall Conference A Prime Source For Essential Business Management Education**

More than 40 education sessions on critical aspects of business practice await attendees at the upcoming ACEC Fall Conference, October 19-22, in Montreal, Canada.

Session highlights include: *Environmental Management Systems & Compliance Management: From Albatross to Strategic Advantage*, led by Russell Erbes of Kleinfelder, Inc.; *The Climate Project: Impact of Global Climate Change on Engineering Practice*, moderated by Raymond Sirosis of Wright-Pierce; and *Calculating Carbon Footprints—Potential Business for Engineering Companies*, led by Mark van Soestbergen of the International Carbon Bank and Exchange.



Russell Erbes of Kleinfelder, Inc. will lead *Environmental Management Systems & Compliance Management: From Albatross to Strategic Advantage*.



Raymond Sirosis of Wright-Pierce will moderate *The Climate Project: Impact of Global Climate Change on Engineering Practice*.

The Conference also features five CEO roundtables, three professional forums—Sales & Marketing, Legal and Education—and special programs sponsored by the Council of American Structural Engineers (CASE); Council of Professional Surveyors (COPS); and Council of American Mechanical and Electrical Engineers (CAMEE).

The Conference site is the internationally renowned Fairmont Queen Elizabeth Hotel in downtown Montreal—one of North America's most exciting travel destinations. Attendees are encouraged to register early as the ACEC room block is filling up fast.

If you don't have a current passport, go to [www.travel.state.gov/passport](http://www.travel.state.gov/passport) for further information.

[Click here](#) for more Conference information, or contact [meetings@acec.org](mailto:meetings@acec.org) or call 202-347-7474.

**House And Senate Members Nationwide Receive ACEC/PAC Support**



Washington State Congresswoman McMorris-Rodgers (center) meets with ACEC members at a recent fundraiser in Bellevue. From the left are: Jim Harakas, GeoEngineers; ACEC/Washington Executive Director William Garrity; Cliff Morey, Thomas, Dean and Hoskins; Karen Mansfield, Taylor Engineering; Chris Mansfield, Taylor Engineering; Rep. McMorris-Rodgers; Tom Briggs, Landau Associates; Steve Johnston, Landau Associates; Kevin Weed, Pertect Engineering and ACEC/PAC Champion; Deborah Napier and Mark Napier, JUB Engineers.

## ACEC JOB BOARD

Over 750 Searchable  
Jobs Posted

Over 9,500 Searchable  
Resumes Posted

Over 1,900 Registered  
Employers

Last Five "Help Wanted"

### Open Positions:

**Structural Engineer—Mid level—**  
Columbus, OH

**Sr. Structural Site Engineer—**  
Calgary, Canada

**Sr. Mechanical HVAC Engineer—**  
Washington, DC

**Project Manager—Dallas, TX**

**Sr. Bridge Engineer—Madison, WI**

### A Sampling of Posted Resumes:

Geotechnical Engineers—**978**

Water Resources/Wastewater  
Engineers—**1,504**

Transportation—**1,331**

Civil Engineers—**2,239**

Structural Engineers—**1,506**

Environmental Engineers—**1,385**

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

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

ACEC members throughout the nation put ACEC/PAC resources to work during the final week of the August congressional recess, including hosting fundraising events for Representatives Cathy McMorris-Rodgers (R-WA) and Jon Porter (R-NV).

McMorris-Rodgers serves on the House Armed Services, Education and Labor, and Natural Resources Committees, while Porter is a member of the tax-writing Ways and Means Committee.

Turnout was strong in Washington State for McMorris-Rodgers. "Cathy is exactly the kind of representative that ACEC members can take pride in supporting," said ACEC/PAC Champion Kevin Weed of Pertee Engineering.

Added ACEC/Washington Executive Director Bill Garrity, "We've known the Congresswoman back when she was a state representative, and we've always been impressed that Cathy has been such a strong proponent of integrating the private sector into public solutions, especially when considering outsourcing issues as they relate to our industry."

The congressional event for Porter in Las Vegas was equally successful. Said ACEC/Nevada Executive Director Rita Monroe, who helped organize the fundraiser: "Jon continues to be one of our strongest supporters in Congress, which is why we're pleased to step up and help him. Having the support from ACEC/PAC was also critical, as it helped us to attract additional financial support for Jon."

ACEC members in Indiana, Nebraska and Maine also delivered ACEC/PAC checks to key supporters in their respective delegations, Rep. Brad Ellsworth



ACEC/PAC Champion Phil Beer (right) presents check to Indiana Congressman Brad Ellsworth at recent fundraiser.

Rep. Brad Ellsworth (D-IN), Rep. Lee Terry (R-NE), Senator Bill Nelson (D-NE), and Senator Susan Collins (R-ME).

For more information about ACEC/PAC and the Council's political program, please contact Greg Knopp, ACEC's executive director of Political Affairs, [gknopp@acec.org](mailto:gknopp@acec.org), or Elizabeth Coit, ACEC/PAC director, [ecoit@acec.org](mailto:ecoit@acec.org), at 202-347-7474.



ACEC/Maine Treasurer Brett Hart (left) of James W. Sewall Co. and ACEC/Maine President-elect Scott Graham (right) present ACEC/PAC check to Maine Senator Susan Collins.

## Upcoming Online Topics Timely, Bottom Line Driven

Our fall online seminars offer new learning to benefit your business, keep you informed and earn PDHs. Register early and we'll remind you later to log-on.

### September

9—*Improve Your Marketing ROI* by David Stone, Stone and Company

10—*Calculating Carbon Footprints—Potential Business for Engineering Companies* by Mark van Soestbergen, International Carbon Bank and Exchange

11—*An Inside View of the Programs and Funding of Rural Development, U.S. Department of Agriculture* by Ben Shuman, Senior Environmental Engineer

16—*Breaking the Generational Language Barrier in Today's Multigenerational Engineering Workplace* by Lori Oakes-Coyne, Morrissey Goodale, LLC

17—*Strategic Planning for Your Company's Next 'Bus Drivers'* by Greg Churchman, Churchman Consulting

18—*Getting Deals Done in Today's Market* by Colvin Matheson, Matheson Financial Advisors, Inc.

23—*Shortage of Engineers: There is No Quick Engineering Fix* by Jack Jolls, John D. Jolls and Company

24—*Effective Project Planning to Improve Profits* by Gary Bates, Roenker Bates Group

30—*Developing and Implementing Winning Strategies for Engineers, Architects and Construction Companies* by Clare G. Ross, The Clare Ross Organization

## Sustainability Practice Essentials Highlight New *Designing & Developing Green* Course

*Designing & Developing Green: Essentials of Sustainable Engineering Practice*

October 22-23, Montréal, Canada

ACEC presents a new one-and-a-half-day course, *Designing & Developing Green: Essentials of Sustainable Engineering Practice*, in Montreal, Canada, Oct. 22-23, immediately following ACEC's 2008 Fall Conference.

This timely course "reframes the conversation about sustainable development," looks at it in a business context, offers tools and techniques, and examines the future of sustainable design in specific engineering markets.

Faculty are Michael Repogle, Living Cities Program, Environmental Defense Fund; Dr. David R. Stewart, Stewart Environmental Consultants, and Bill Wallace, Wallace Futures Group.

For details on the agenda and to register, [click here](#).

## Register for *Business of Design Consulting*—Best Price Deadline Extended To September 5

*The Business of Design Consulting*

September 24-27, San Antonio, Texas

Kudos for Business of Design Consulting (BDC) keep coming in:

*"Learned a wealth of information from the speakers as well as from the interaction with industry peers from diverse markets and geographic locations."*

*"Without exception, all of the speakers exceeded my expectations."*

*"I will recommend to others. This has the best overall relevance to our industry."*

The next session of this popular course will take place Sept. 24-27 in San Antonio. This four-day program offers engineering firm executives and managers the collective state-of-the-art expertise of leading practitioners who specialize in the A/E environment.

Sessions follow a logical sequence of critical day-to-day management topics. Attendees learn through focused discussion, application exercises, and interactive workshops. Completing the course earns 28 PDHs.

Faculty and topics are Peggy Pound, The Pound Group, *Leadership and Human Resources*; Colvin Matheson, Matheson Financial Advisors, Inc., *Finance and Business Management & Ownership Transition*; Paul Doherty, Satellier LLC, *Information Technology*; Thomas Porterfield, Victor O. Schinnerer & Company, Inc., *Contracts and Risk Management*, and David Stone, Stone and Company, *Marketing*.

For a course brochure, agenda details and to register, [click here](#).

[Click here](#) for an up-to-date listing of topics you won't want to miss, and bookmark our Calendar of Fall '08 ACEC Online Seminars to visit often.

## Marketing Forum And New Education Forum Both Meet Oct. 19; IT Forum Cut-Off For Best Price Is Sept. 5

### *Education Forum*

**October 19, Montréal**

Responding to growing interest in the specialized training and development function within A/E/C firms, ACEC will convene the first meeting of a new *Education Forum* on October 19, during the 2008 Fall Conference in Montréal.

The new Forum will follow the successful structure of ACEC's other specialized professional groups, utilizing a roundtable format to optimize peer interaction. To register for the *Education Forum*, [click here](#).

Open to ACEC members and non-members, ACEC's highly popular Forum events cover timely topics of interest to the engineering firm's non-engineer specialists. Registration is open for:

***Finance Forum*, September 15-16, Chicago**

***IT Forum*, October 6-7, Chicago**

***HR Forum*, October 27-28, Kansas City**

***Professional Sales & Marketing Forum*, October 19, Montreal**

For details and to register, click on the Forum of interest.

## Get Your Money's Worth For Marketing Expenditures

### *Improve Your Marketing ROI*

**Tuesday, September 9, 1:30-3 p.m.**

Firms invest a lot of time and money to pursue a steady stream of profitable work, but they may not always be certain they're getting a good return on that investment. David Stone, Stone and Company, well-known author, speaker, and trainer on A/E/C industry marketing and project management, leads participants through an evaluation of overall firm marketing efforts and answers key questions on setting standards, spending, establishing goals and expectations, and measuring results.

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

## Is Calculating Carbon Footprints In Your Client Services Portfolio?

### *Calculating Carbon Footprints: Potential Business for Engineering Companies*

**Wednesday, September 10, 1:30-3 p.m.**

Mark van Soestbergen, founder of the International Carbon Bank & Exchange, presents a timely interactive online seminar on carbon footprinting—"the impact of human activities on the environment in terms of the amount of greenhouse gases produced and measured in units of carbon dioxide." He'll work with seminar participants to establish each firm's own carbon footprint and provide skills to extend the practice to client work.

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

# Insider Information on USDA's \$1.5 Billion Rural Development Programs

*An Inside View of the Programs and Funding of Rural Development, USDA*

**September 11, 1:30-3 p.m.**

Rural Development, U.S. Department of Agriculture funds projects to increase economic opportunities in rural areas through loans and grants totaling \$1.5 billion-plus annually. Ben Shuman, Senior Environmental Engineer, USDA, presents this first-time seminar, a unique opportunity to learn how RD distributes its funds and where engineers and local communities fit into the picture.

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

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