



# Last Word

Vol. XXIX, Number 35 • September 11, 2008

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

## INDUSTRY NEWS

### U.S. Agriculture Department Announces \$547 Million for 232 Rural Water Projects

USDA has announced the award of \$547 million in loans and grants to provide potable water and improved wastewater treatment in rural areas in 46 states and Puerto Rico...[click here](#) for more.

### BIM Revolutionizing Stadium Construction

Building information modeling (BIM) is proving its merit in several new sports venue projects...[click here](#) for more.

### Second Natural Gas Boom Projected

With oil prices rising, natural gas has become the default fuel of choice. Nearly 90 percent of the U.S. power generation capacity added in the last 10 years has been natural-gas fired... [click here](#) for more.

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

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

## ACEC JOB BOARD

### Save With September Job Board Discounts

Add ACEC's Job Board to your recruiting mix. Enjoy 15 percent savings on any posting package in the month of September on the ACEC Job Board. Just use the promo code SEPT15 at 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.

## Congress Clears Highway Trust Fund Bill; "Major Crisis" Averted

Responding to pressure from ACEC and other industry groups, state departments of transportation and even the Bush Administration, Congress moved quickly this week to clear legislation—H.R. 6532—that will restore solvency to the Highway Trust Fund.

H.R. 6532 will avert funding cuts to the states by authorizing a one-time \$8 billion transfer from the General Fund to the Highway Trust Fund. President Bush is expected to sign the bill into law before the end of the week.

Recent information released by Transportation Secretary Mary Peters indicated that the budget shortfall facing the Highway Trust Fund had worsened, which added greater urgency for congressional action to save the program.

"It was imperative that Congress act to avert what could have become a major crisis facing the nation's economy," said ACEC President Dave Raymond, who urged Senate Majority Leader Harry Reid (D-NV) and Republican Leader Mitch McConnell (R-KY) early this week to move quickly on a legislative fix following Secretary Peter's announcement. [Click here](#) to view a copy of Raymond's letter.

Secretary Peters had also contacted state departments of transportation to inform them that because of lower than expected gas tax receipts during the summer months, the Highway Trust Fund could no longer fully reimburse states at levels authorized under SAFETEA-LU.

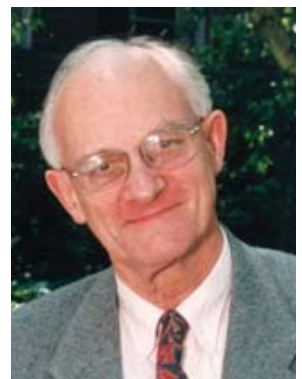


Transportation Secretary Mary Peters warned state DOTs of Highway Trust Fund shortfall.

## Engineering Educator David Billington To Be Honored At Fall Conference Awards Program

ACEC will present its prestigious Distinguished Award of Merit to David P. Billington, one of the world's foremost engineering educators, at the upcoming Fall Conference in Montreal, October 19-22.

He will receive the Council's highest award bestowed upon an individual at the Fall Conference Awards Luncheon on Tuesday, October 21. The luncheon will also include recognition of new ACEC Fellows; Past Chairman's Award recipient; Community Service Award recipients; Young Professionals of the Year; and ACEC Scholarship winners.



David Billington to receive the 2008 Distinguished Award of Merit.

With over 900 posted A/E/C industry jobs and more than 12,000 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).

## ACEC JOB BOARD

Over 900 Searchable  
Jobs Posted

Over 12,000 Searchable  
Resumes Posted

Over 1,900 Registered  
Employers

Last Five "Help Wanted"

Open Positions:

**Project Manager, Civil**—Richmond, VA

**Principal Highway Engineer**—  
Wilmington, DE

**Bridge Project Engineer**—Seattle, WA

**Project Geotechnical Engineer**—  
Chattanooga, TN

**Project Designer, Electrical Engineer**—  
Lynnwood, WA

A Sampling of Posted Resumes:

Geotechnical Engineers—**998**

Water Resources/Wastewater  
Engineers—**1,624**

Transportation—**1,392**

Civil Engineers—**2,277**

Structural Engineers—**1,622**

Environmental Engineers—**1,443**

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

A professor at Princeton University's School of Engineering and Applied Science since 1961, Billington speaks to world-wide audiences on the scientific, social and artistic aspects of large structures, illuminating "structural art" as an art form parallel to, but distinct from architecture.

*Engineering News Record* named Billington "one of the five top educators in the construction industry over the past 125 years."

The Fall Conference also features over 40 educational sessions focusing on critical aspects of business practice. The Conference lineup of speakers includes legendary explorer Robert Ballard and noted FOX News political analyst Morton Kondracke.

The internationally renowned Fairmont Queen Elizabeth Hotel in downtown Montreal is the Conference site. 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.

## ACEC/PAC Supports Nebraska Rep. Terry



Pictured from left to right: Kyle Anderson, Felsburg Holt and Ullevig; Loren Steenson, Lamp Rynearson; Marty Wiedenman, Performance Engineering; Jeff Elliott, EA Consulting; Congressman Terry; Mike McMeekin, Lamp Rynearson and ACEC/PAC Champion; Linda Beacham, The Schemmer Associates; John Olsson, Olsson Associates; Dan Thiele, Thiele Geotech; Matt Tondl, HDR Engineering; Dan Park, HDR Engineering; and ACEC/Nebraska Executive Director Jackie McCullough.

Congressman Lee Terry (R-Neb.) received an ACEC/PAC check to back his re-election bid this November during an event held recently at HDR offices in Omaha.

A five-term Congressman, Terry serves on the House Energy and Commerce Committee and has an outstanding record of supporting ACEC-backed legislation.

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### Education Forum Debuts In Montréal; Dates Set For Sales & Marketing, IT, HR Forums

**Education Forum**

**October 19, Montréal**

Responding to growing interest in specialized training and development 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](#).

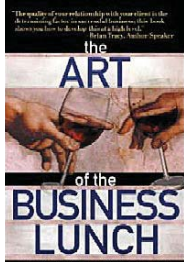
## Business Etiquette From The ACEC Bookstore

*The Art of the Business Lunch: Building Relationships Between 12 and 2*

Robin Jay

*The Art of the Business Lunch* teaches you proven methods for making people choose to do business with you, instead of your competition, time and time again.

[Click here](#) to order.

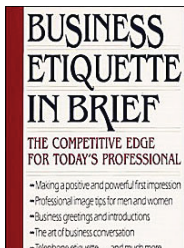


*Business Etiquette in Brief: The Competitive Edge for Today's Professional*

Ann Marie Sabath

*Business Etiquette in Brief* is an easy-to-follow, digestible guide that teaches readers how to gain the competitive edge through appropriate business behavior.

[Click here](#) to order.



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

Registrations are still being accepted 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.

## Designing & Developing Green Offers Tools, Techniques For Future Of Sustainable Design

*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 Replogle, 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](#).

## Still Time to Register for Business of Design Consulting

*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](#).

## Back-to-School Time With ACEC Online Seminars

ACEC's fall online seminars offer advanced training to benefit your business, keep you informed and earn PDHs. Register early and we'll remind you later to log-on.

### September

**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

## October

**1—*Project Management for Design Professionals*** by William Ramroth

**7—*Risk Management Considerations for Green Building*** by Tim Corbett, A/E SmartRisk

**8—*Secrets to Successful Business Development*** by David Stone, Stone & Company

**9—*Forecasting GSA Projects: An Inside Look*** by William Holley, GSA

**14—*Tapping into the Power of the Press*** by Jerry Guerra, The JAGG Group

**15—*Negotiating Better Engineering Contracts: A Win-Win Situation*** by Gary Bates, Roenker Bates Group

**16—*Proven Strategies for Enhancing Performance*** by Dr. Deb Bright, Bright Enterprises

[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.

## Breaking Down Generational Workplace Barriers

***Breaking the Generational Language Barrier in Today's Multigenerational Engineering Workplace***

**Tuesday, September 16, 1:30-3 p.m.**

While generational diversity in today's workplace provides a healthy array of viewpoints, perspectives, and experiences, those same viewpoints and experiences can also contribute to workplace negativity, increase inefficiency, and hamper productivity.

Lori Oakes-Coyne, Morrissey Goodale, LLC, looks at effective ways to break down generational language barriers through industry anecdotes, lessons learned, and interactive discussion to promote more positive and productive communications.

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

## Online Seminar Offers Succession Planning Tools

***Strategic Planning for Your Company's Next Bus Drivers***

**Wednesday, September 17, 1:30-3 p.m.**

Who in your organization will be driving the organization bus in the future? When a "key passenger" gets off your bus, is someone ready to take that empty seat? In this online seminar, Greg Churchman, Churchman Consulting, examines effective techniques for identifying, developing and retaining potential firm leaders and provides insights into succession planning in relation to performance and career management.

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

## Seminar Examines 2009 Mergers And Acquisition Marketplace

***Getting Deals Done in Today's Market***

**Thursday, September 18, 1:30-3 p.m.**

Colvin Matheson, Matheson Financial Advisors, Inc., takes a look at the 2009 potential environment for industry mergers and acquisitions. The seminar will review the basics of firm valuation and detail the nuances of deal structures and closing transactions.

Potential sellers will gain information to help manage expectations about firm value, what to expect in a deal structure, and how to best position their firm.

On the buyer side, the seminar examines the M&A process start to finish, provides tips on increasing the likelihood of success in closing the right deals, and for navigating financial and behavioral issues that can impede getting the deal done.

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

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