



Last Word

Vol. XXIX, Number 37 • September 25, 2008

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

INDUSTRY NEWS

Dept. Of Energy To Issue \$50 Billion In "Energy Savings" Contracts

DOE will soon announce a set of new contracts under the Super Energy Savings Performance Contracts program...[click here](#) for more.

Cutting-Edge Technology Makes New 35W Bridge a Model for Future

Officials say the new Interstate 35W in Minneapolis is safe thanks to its advanced design...[click here](#) for more.

National Academies Identifies Nation's Major Infrastructure Challenges

The next administration will have to deal with new infrastructure challenges...[click here](#) for more.

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

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

Quick Fire Survey Results

Recognizing that no single solution exists to address the rising cost of gasoline, which of the following would you choose as the most important strategy?

Develop alternative energy such as wind, solar, biomass and geothermal: **25.7%**

Develop more nuclear power: **17.5%**

Allow offshore drilling on the east and west coasts: **16.2%**

Develop vehicles that use alternative fuels: **12.8%**

Expand production of coal, oil and natural gas: **8.5%**

Increase fuel consumption standards for U.S. vehicles: **7.3%**

Engage in more research and development: **6.0%**

Release oil from the U.S. Strategic Petroleum Reserve: **6.0%**

Special Announcement

Fall Conference Hotel Site Moved To Montreal's Le Centre Sheraton Hotel

Due to an ongoing labor strike at the Fairmont Queen Elizabeth Hotel in Montreal, the ACEC 2008 Fall Conference has been relocated to Le Centre Sheraton Montreal Hotel, just a few blocks away from the Fairmont.

All existing ACEC room block hotel reservations for the Fall Conference will be transferred from the Fairmont to the Sheraton—a modern, AAA 4-diamond hotel—by 5 p.m. Friday, EST. To learn more about this fine hotel [click here](#).

If you already have made your hotel reservation, you will receive email confirmations from both the Fairmont and the Sheraton, including a new confirmation number from the Sheraton.

If you have not reserved a room for the Fall Conference, please do so as soon as possible. The cut-off date for the ACEC-discounted room rate has been extended to September 29. To reserve your room, call Le Centre Sheraton Montreal Hotel directly at 514-878-2000 and ask for in-house reservations; then request the "American Council of Engineering Companies" group rate.

To view the complete ACEC announcement regarding the Conference relocation, [click here](#). If you have any further questions, contact Krysta Perrault of ACEC's Meetings Department, at kperrault@acec.org or 202-682-4353.



Le Centre Sheraton Montreal Hotel is the new site for the ACEC 2008 Fall Conference.

ACEC Urges Congress To Address Infrastructure Crisis In Bailout Package

Congress needs to tackle the crisis facing the nation's infrastructure with the same urgency as the crisis facing the nation's financial markets, ACEC President Dave Raymond told congressional leaders this week.

In a letter to House and Senate leadership, Raymond emphasized the importance of including infrastructure investment as a component of the financial bailout legislation currently being debated. [Click here](#) to view Raymond's letter.

The House and Senate are working to pass an economic "stimulus" bill that will include additional funds for transportation, environmental and other infrastructure projects, although prospects for completing the package prior to adjournment—either later this week or early next—are uncertain.

Save Big On Fall Recruitment With The Job Board

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 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 800 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.

"Infrastructure is literally the foundation of the nation's economy, and that foundation is falling apart," said Raymond. "If Congress and the Administration wish to commit hundreds of billions of dollars to remedy the nation's financial markets, they should also look seriously at a positive investment in the nation's infrastructure which will improve our economy in both the near-term and long-term."

Raymond added that "in the transportation area, the nation's economy is suffering a \$135 billion shortfall necessary to sustain economic growth.

"America's water infrastructure needs are equally severe," said Raymond, "with a funding gap of \$300 to \$500 billion between current annual investments and what is needed to repair deteriorating drinking water and wastewater systems over the next 20 years.

"We agree that Congress needs to act quickly to stabilize the U.S. economy, but if lawmakers want to take serious action to reverse the tide and spur economic growth, both near as well as long-term, an infrastructure-based stimulus package offers a positive and safe investment of taxpayer dollars."

ACEC Engages Senator Nelson In Both Nebraska and Washington D.C.

ACEC/Nebraska leaders met recently with Senator Ben Nelson (D-NE) at Olsson Associates in Omaha and presented him with an ACEC/PAC contribution. Nelson is a key centrist and supporter of ACEC issues.

ACEC President Dave Raymond, along with a number of major association executives, also met with Senator Nelson last week in Washington, D.C. to discuss current issues at the Trade Association Liaison Committee luncheon.

A former two-term governor, Nelson has supported infrastructure funding, tort reform to reduce frivolous lawsuits, and a broad-based energy policy. He serves on several committees including the powerful Senate Appropriations Committee and the Armed Services Committee.

The Nebraska lawmaker often plays a pivotal role in helping to broker compromises between Senate Democrats and Republicans.

"Moderates such as Ben Nelson are less focused on partisan ideology and more so on moving good public policy forward," said Raymond. "We need more like him in the House and Senate, which is why we're pleased to provide the Senator with the financial support he needs to win."

For more information about ACEC/PAC and the Council's political program, please contact Gregory Knopp, ACEC's Executive Director of Political Affairs, gknopp@acec.org, or Elizabeth Coit, ACEC/PAC Director, ecoit@acec.org, at 202-347-7474.



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Presenting ACEC/PAC check to Senator Nelson (center) are from the left: Loren Steenson, Lamp Rynearson; Steve Oltmans, Olsson Associates; Mike McMeekin, Lamp Rynearson and PAC Champion; Lou Lamberty, Olsson Associates; and Jared Morris, Olsson Associates.

ACEC JOB BOARD

Over 800 Searchable
Jobs Posted

Over 12,000 Searchable
Resumes Posted

Over 1,900 Registered
Employers

Last Five "Help Wanted"

Open Positions:

Plumbing/Fire Protection Designer—
New Cumberland, PA

Project Manager, Electrical Engineer—
Seattle, WA

Structural Engineer—Chicago, IL

Drainage Engineer—Orlando, FL

Sr. Structural Engineer—Nashville, TN

A Sampling of Posted Resumes:

Geotechnical Engineers—**999**

Water Resources/Wastewater
Engineers—**1,629**

Transportation—**1,395**

Civil Engineers—**2,279**

Structural Engineers—**1,624**

Environmental Engineers—**1,445**

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

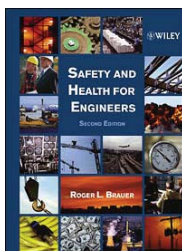
ACEC PUBLICATIONS

Safety Publications From The ACEC Bookstore

***Safety and Health for Engineers, 2nd
Edition***

Roger L. Brauer

Safety and Health for Engineers, 2nd Edition addresses the fundamentals of safety, legal aspects, hazard recognition, the human element of safety, and techniques for managing safety in engineering decisions.



[Click here](#) to order.

Maximize Company Exposure In Upcoming *Engineering Inc.* Employment Issue

Exceptional advertising opportunities are available in the upcoming November/December issue of ACEC's award-winning magazine *Engineering Inc.*, featuring its annual report on industry employment.

Highlights of the November/December *Engineering Inc.* include how the industry is responding to the engineer shortage; the impact of the economic downturn on Member Firm operations and employment; plus how many Member Firms are going "back to school" to promote the engineering profession to students.

Don't miss this excellent chance to gain the exposure your firm deserves by advertising in the November/December issue of *Engineering Inc.*

Advertising deadline is September 30. Further information is available by contacting Nina Goldman at 202-682-4325 or ngoldman@acec.org.

Engineering Executives Begin SEI Advanced Leadership Program



The ACEC Senior Executives Institute (SEI) welcomed its 28-member Class XIV to Washington D.C. this week for the start of an intensive two-year leadership training program for engineering executives.

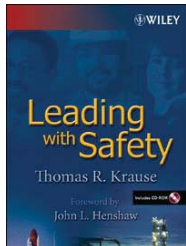
Class participants (listed below) were briefed at ACEC headquarters before visiting with lobbyists and Congressional representatives on Capitol Hill. The group also spent two days at the Brookings Institution, hearing from world-renowned speakers on social, technical, economic, environmental and public policy trends that shape the marketplace and business climate for engineering firms and their clients.

Leading with Safety

Thomas R. Krause

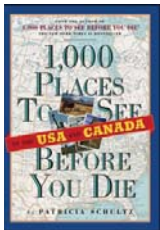
Leading with Safety defines the practices, tools, and systems essential to creating an injury-free workplace, including the role of employees at each level, special considerations for coaching the senior executive leader, and the two crucial aspects of human performance that every leader needs to know.

[Click here](#) to order.



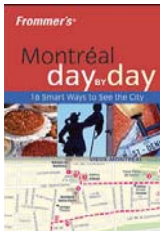
Free Ground Shipping On Montréal Guide Books

Last Chance! Use coupon code FALL08 and get free ground shipping on Montréal guide books ordered through September 30, 2008.



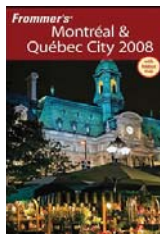
1,000 Places to See in the USA and Canada Before You Die

[Click here](#) to order.



Frommer's Montréal Day by Day

[Click here](#) to order.



Frommer's Montréal & Québec City 2008

[Click here](#) to order.

Senior Executives Institute Class XIV

Loei Badreddine, Graef, Anhalt, Schloemer & Associates, Inc., Milwaukee, WI
Dean P. Bradley, Felsburg Holt & Ullevig, Centennial, CO
Richard J. Boncal, Life Cycle Engineering, Inc., Virginia Beach, VA
Daniel J. Campbell, GeoEngineers, Inc., Redmond, WA
Andrew L. Casolini, Wendel DuChescherer, Architects & Engineers, Washington, D.C.
Jeff Crosier, Miyamoto International, Santa Ana, CA
Robert A. Dameron, David Evans and Associates, Inc., San Diego, CA
Joseph A. DeFazio, Wendel DuChescherer, Architects & Engineers, Amherst, NY
Robert Fei, Life Cycle Engineering, Inc., North Charleston, SC
Michael Fisher, Howard R. Green Company, Cedar Rapids, IA
Thomas Francoeur, Woodard & Curran Inc., Portland, ME
Ronald A. Fuerst, Langan Engineering & Environmental Services, Inc., Elmwood Park, NJ
Joseph P. Gillott, Borton-Lawson, Wilkes Barre, PA
Blair Hanuschak, Walter P Moore and Associates, Inc., Washington, D.C.
Michael D. Kratofil, ms consultants, Inc., Indianapolis, IN
Eric Matsuda, SSFM Maui, Wailuku, HI
Charles M. O'Donnell, George, Miles & Buhr, Seaford, DE
Greg Oslund, David Evans and Associates, Inc., Roseville, CA
Paul Powers, Mead & Hunt, Inc., Madison, WI
Jim Purkey, WHPacific, Bothell, WA
William L. Raba, Raba-Kistner Consultants, Inc., San Antonio, TX
Pierce Runnels, WHPacific, Albuquerque, NM
Robert M. Scaer, Gannett Fleming, Inc., Camp Hill, PA
Barry Schuchard, Kadmas, Lee & Jackson, Inc., Valley City, ND
R. Clay Seckman, Smith Seckman Reid, Inc., Nashville, TN
Mark Spaulding, Symmes Maini & McKee Associates, Inc., Cambridge, MA
Kurt Thompson, Dewberry, Fairfax, VA
Glenn Woodbury, C & S Companies, Syracuse, NY

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

BIM Course Set for Dec. 4-5, New Orleans, With All-Star Faculty, Insights You Need

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

December 4-5, New Orleans

The highly regarded faculty presenting ACEC's popular *BIM: The Promise and the Reality for A/E/C Firms*, represents diverse perspectives and firsthand experience in adoption of this exciting new multi-dimensional project planning concept. Scheduled for December 4-5, New Orleans, this detailed overview course is ideal for firms considering or already on the way to BIM utilization.

Representing the early-adopter user perspective are Sean Smith, and Lyle Fuson, Gresham, Smith & Partners. Presenting technology case studies are Dave Pluke, Ericksen Roed & Associates, on first-hand Revit imple-

Upcoming Online Topics Timely, Bottom-Line Driven

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

September

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; online and on site.

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

22—*Show Me the Money: Maximizing the Benefits of Information Technology* by Ty Kicklighter, Walter Schoel Engineering Company, Inc.

mentation, and Christopher Garrell, Bentley Systems, on evolving software development and interoperability. Dr. Bud Griffis, Center for Construction Management Technology, Polytechnic Institute of NYU, discusses benefits of BIM in the field relative to scheduling and clash detection, and Scott Ricks, Metalworks, Inc., explains BIM in the fabrication process. Lorna Parsons, Victor O. Schinnerer & Company, Inc., updates risk implementation strategies for companies undertaking BIM projects.

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

October HR Forum Best-Price Cut-Off Is September 26; All Others Still Available

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.

- Early bird cut-off for best-price registration for the ***HR Forum, October 27-28, Kansas City***, is September 26.
- Registrations are still being accepted for the upcoming ***IT Forum, October 6-7, Chicago*** and the ***Professional Sales & Marketing 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.

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

New Course To Provide Expert Witness Training For Engineers

Because of their expertise, engineers are often asked to serve as expert witnesses in legal proceedings.

In response to interest expressed in the ramifications, expectations and qualifications for serving as an expert witness, ACEC is designing a new on-site course for spring 2009 that explores being an expert witness from all angles. Faculty, dates, location and additional details are being finalized. To have your name added to our VIP list for early notification when course registration opens, e-mail ebajer@acec.org.

Developing and Implementing Winning Strategies Looks At Big Picture

Developing and Implementing Winning Strategies for Engineers, Architects and Construction Companies

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

Success in today's highly competitive business environment for design and construction services requires the ongoing development and successful implementation of innovative business strategies and the ability to see the big picture in different ways.

28—Fast Track Leadership Development in Engineering and Design Firms by Scott W. Braley, Braley Consulting and Training

29—Follow-Up! The (Misunderstood) Heart of Positioning and Business Development by Lynne Waymon, Make Your Contacts Count

30—How Economic Indicators Predict Business Sector Performance and Potential by Craig Schwartzhoff, Prudential Retirement

[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.

Clare G. Ross, The Clare Ross Organization, presents *Developing and Implementing Winning Strategies for Engineers, Architects and Construction Companies*, offering new insights and time-tested ideas and principles that can be put to work immediately to dramatically improve strategic focus, growth and profitability.

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

Online Seminar Is Ideal Overview For Early Design Professionals, Staffers

Project Management for Design Professionals

October 1, 1:30-3 p.m.

A primer of practical advice, instructions and techniques, this new online seminar by Bill Ramroth, architect, author and educator, is based on his book of the same title. *Project Management for Design Professionals* will cover PM from A-Z, and is an ideal introduction for young design professionals. Topics will include:

- The importance of project management
- Characteristics of a good project manager
- Organization of multi-disciplinary design teams
- Planning the project
- Project budget, schedule, and quality control
- Client management
- Project management rules of thumb

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

For description and to purchase the book, [click here](#).

GSA Chief Engineer Details Upcoming Opportunities In Market Forecast Seminar

Forecasting GSA Projects: An Inside Look

October 9, 12:30-1:30 p.m.

William T. Holley, chief engineer, GSA Public Buildings Services, will share an inside look at the agency's 2009-10 plans and upcoming opportunities in design in an ACEC Market Forecast Series seminar, October 9.

Anyone interested in working with GSA will benefit from this important opportunity to hear the latest from the agency and participate in an interactive online session. For those interested in meeting Holley, the online event will be preceded by an on-site luncheon at ACEC headquarters, Washington, DC.

For details and to register for the on-site luncheon and seminar, [click here](#). To register for the online seminar, [click here](#).

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