



Last Word

Vol. XXIX, Number 47 • December 18, 2008

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

INDUSTRY NEWS

Mayors Press for Piece of the Infrastructure Pie

President-elect Barack Obama is being urged by U.S. mayors to funnel infrastructure spending directly to cities rather than state governments...[click here](#) for more.

GAO Studies Impact of Federal Highway-Funding Requirements

The U.S. Government Accountability Office (GAO) recently performed a study to learn how well states manage the limited amount of money they have on hand for compliance with federal highway-funding requirements...[click here](#) for more.

BIM Familiarity Breeds Enthusiasm

In a joint presentation at BuildBoston, John Tocci of Tocci Building Cos. and Scott Simpson of Kling Stubbins described the stages of BIM they have identified in their work so far...[click here](#) for more.

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

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

ACEC JOB BOARD

Save 15 Percent On The Job Board: Recruit For 2009

Don't miss the opportunity to save money and recruit qualified engineers with ACEC's Job Board. We are having a December blowout sale to help you plan for 2009. Purchase any Job Board posting that we offer, singles or packages, and use the promotional code DECBLOWOUT for a 15 percent discount. Promotion ends December 31, so start saving today.

Raymond On FOX News To Promote Infrastructure Stimulus

ACEC President Dave Raymond was interviewed on FOX Business this week to provide perspective on the upcoming stimulus bill.



In a live interview on Wednesday, Raymond said: "We've had decades of political indifference to America's crumbling infrastructure.

[Click here](#) to see Raymond's Fox Business interview.

As a result, we don't have an infrastructure that can sustain a modern competitive economy.

"If we can inject some funding to bring America's infrastructure to a 21st century level, we will be able to do something about sustainable recovery."

President-elect Obama has reiterated his plan for investing billions in infrastructure when he takes office in January, although concerns have been raised that dollars may be spent on short-term repairs only.

Raymond said that infrastructure investment should be targeted on "sustainable recovery, not just putting people to work on short term assignments." He sent letters this week to House and Senate leaders to underscore the point.

[Click here](#) to see Raymond's Fox Business Channel interview.

[Click here](#) for ACEC letter to Congress.

Louisiana, Alabama and Utah Cross ACEC/PAC Finish Line

ACEC/Louisiana achieved its ACEC/PAC fundraising goal this week for the first time ever. ACEC/Alabama and ACEC/Utah have also crossed the finish line bringing to 21 the number of state organizations that have met their 2008 fundraising objectives.

Many more states are making aggressive year-end efforts and are within striking distance of meeting their goals by December 31. With the new Congress scheduled to be sworn in on January 6th, ACEC is building its political war chest in preparation for the 2009 legislative session.



Louisiana ACEC/PAC Champion Frank Nicoladis: "smartest thing they could do."

The ACEC Job Board offers incredible value. We are a member of the Engineering & Science Career Network, so your job posting appears on 20 industry job sites, at NO ADDITIONAL CHARGE. Your firm will have exposure to thousands more job seekers and access to our resume database with more than 13,750 searchable candidate resumes.

The ACEC Job Board is your source for new employees. For more information, please contact Nina Goldman at 202-682-4325 or write ngoldman@acec.org.

ACEC JOB BOARD

**Over 625 Searchable
Jobs Posted**

**Over 13,750 Searchable
Resumes Posted**

**Over 1,975 Registered
Employers**

Last Five "Help Wanted"

Open Positions:

Sr. Civil Engineer—Cornwall, NY

Civil Engineer/Project Engineer-Experienced—Lacrosse, WI

Project Manager, Aviation Services—Minneapolis, MN

Project Manager, Road & Bridge—Charleston, SC

Project Designer, Electronic Security—Seattle, WA

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,017**

Water Resources/Wastewater Engineers—**1,643**

Transportation—**1,404**

Civil Engineers—**2,292**

Structural Engineers—**1,640**

Environmental Engineers—**1,465**

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

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

Louisiana's achievement came despite closing the deal during the holidays. "It was tough getting a hold of folks during the Thanksgiving and Christmas rush," said PAC Champion Frank Nicoladis of N-Y Associates in Metairie. "But the more we explained what ACEC/PAC does for engineering firms, the more they understood that giving to the PAC was the smartest thing they could do right now to help their business and improve our chances for future success."

Planning Pays Off In Alabama



Alabama ACEC/PAC Champion Alain Gallet: "ACEC/PAC is our insurance policy."

This was the second year in a row and the third time in four years that Alabama made its ACEC/PAC goal. PAC Champion Alain Gallet of Gallet and Associates in Birmingham noted that their success was due to a planned, ongoing effort.

He also credited the hard work of ACEC/AL President Harry Wilson of Barge, Waggoner, Sumner & Cannon in Huntsville, and ACEC National Director Forest Wilson of TTL, Inc. in Tuscaloosa. "We laid out a plan, educated our members, and made the ask," said Gallet. "Once they understood that ACEC/PAC is our political insurance policy, they became vested in this program."

Three In A Row For Utah

Utah achieved its ACEC/PAC goal for the third straight year. PAC Champion Karen Nichols of Stantec Consulting in Salt Lake City put together a PAC committee comprised of past presidents and board members, which worked to expand the donor base to record levels.

"Our average contribution was only \$100, but we did have 100% participation from firm leadership," remarked Nichols. "Even in these tough times, it's hard to argue that you shouldn't be giving at least \$100—that's about a quarter a day—to help protect and grow this great industry of ours."

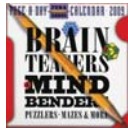
To check on the status of your state's ACEC/PAC fundraising effort, click on the interactive map or go to the ACEC/PAC website. For more information on the ACEC/PAC, please contact Gregory Knopp, ACEC's Executive Director of Political Affairs, gknopp@acec.org, or Elizabeth Coit, ACEC/PAC Director, ecoit@acec.org, at 202-347-7474.



Utah ACEC/PAC Champion Karen Nichols: "help protect and grow industry."

2009 Calendars From The ACEC Bookstore

Brain Teasers & Mind Benders



365 Tiny Paper Airplanes

365 Days of Duct Tape

Take Me Out to the Ballpark



Picture Puzzle



Visit the ACEC Bookstore at <http://store.acec.org> to find last-minute gifts for family, friends and co-workers.

Hacked Jump Drive

Blueprint Business Card Case

Equal Measure



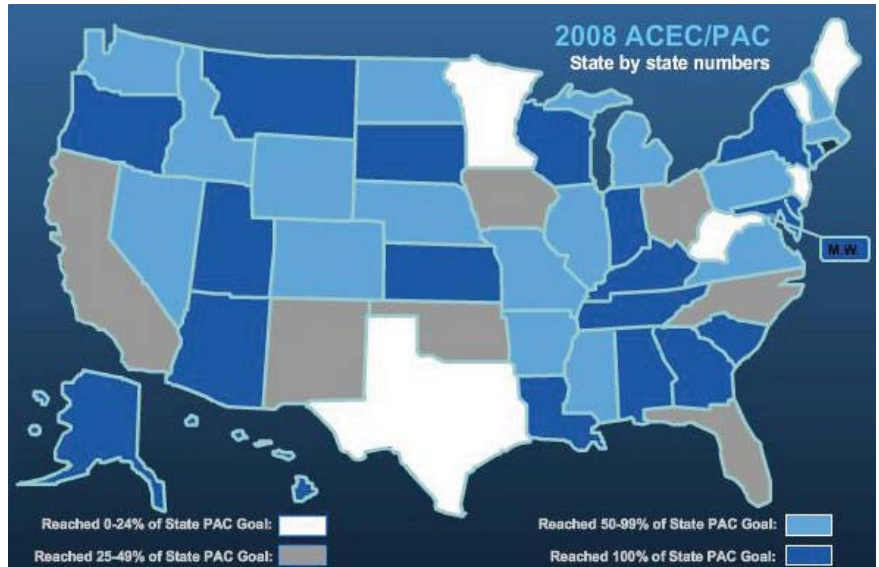
EJCDC Documents 10% Percent Off Until Dec. 31

Through Dec. 31, 2008 all EJCDC contract documents purchased through the ACEC Bookstore are 10 percent off the regular price

EJCDC contracts are available immediately as downloadable Microsoft Word documents—no waiting for your purchase to arrive.

The discount will be applied automatically during checkout. This offer does not apply to previously placed EJCDC orders or 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 view the full catalog of EJCDC Contracts.



[Click here](#) or above to view an interactive map of the progress of each state in achieving its 2008 ACEC/PAC goal.

ACEC Advocates Environmental, Energy Agenda With New Administration, Congress

ACEC President Dave Raymond is urging President-elect Barack Obama to support increased investments in water infrastructure and adopt a comprehensive energy policy as part of the new administration's economic stimulus agenda.

In a letter to the President-elect, Raymond emphasized that the Council's recommendations were based upon extensive first-hand experience, since "ACEC Member Firms are on the front-line each day working with federal agencies, state and local governments, and private industries on vital environmental and energy projects around the country."

Raymond urged Obama to support robust funding for the Clean Water and Drinking Water State Revolving Funds, establishment of a Water Infrastructure Trust Funding, lifting state private activity bond caps, and creation of a national infrastructure "bank."

The letter also advocates a balanced approach on energy production, renewable technologies and climate change. The letter also summarized ACEC's positions on hazardous waste cleanups and Endangered Species Act reform.

[Click here](#) for the full text.

Last Word Wins #1 Again In National Media Contest

ACEC's *Last Word* once again has earned the Gold Award as the nation's best association newsletter in a juried competition sponsored by *Association TRENDS* magazine.

It is the fifth time in six years that ACEC's primary communication vehicle has received the competition's top national honor.

ACEC's Business Practice Publications Catalog won a Silver Award for the second time in three years as the nation's second best association manual/catalog. The Catalog also won a Silver Award in 2006.

Submit A Proposal For ACEC '09 Fall Conference Presentation

The ACEC 2009 Fall Conference will be held in Palm Springs, CA, October 7-10, with the theme of Finance & Funding for America's Infrastructure.

Proposals for session presentations to the Conference are now being accepted by ACEC's Institute for Business Management, with priority to presentations that encourage the growth and development of firm principals, as well as support the business practices of engineering and surveying firms. ACEC is seeking 75-minute presentations covering the following topic areas in seven different tracks: Business Management; Legal and Risk Management; Transportation Markets and Issues; Water, Wastewater & Environmental Markets and Issues; Building, Industrial, and Energy Markets and Issues; Finance and Economics; and Technology and Trends.

Deadline for submissions is 5 p.m. EST, January 16, 2009. For full descriptions of track topics, benefits of presenting, and the Presentation Entry Form and requirements, [click here](#).

Online Seminars Are Cost-Effective Source For Business Tools, PDHs

ACEC's 2009 calendar of Online Seminars will feature a wide variety of topics in support of better A/E business management knowledge and the techniques needed to weather an uncertain economy.

With one registration fee payable per internet connection, a roomful of staff can participate at no additional cost—a welcome and cost-effective way to gain knowledge and earn needed PDHs. Registration is open for the seminars listed—with more topics still being added—and early registrants will get a timely reminder to log-on.

January

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

Highlight Your Firm As Part Of ACEC's 100th Anniversary Celebration

ACEC will celebrate 100 years of service to its Member Firms and the engineering industry beginning this January.

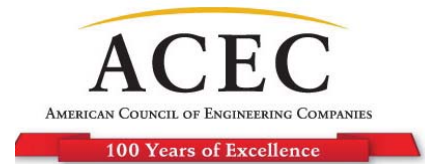
A highlight of the year-long observance will be a commemorative March/April issue of *Engineering Inc.*, featuring a decade-by-decade chronology of Council contributions,

along with Member Firm achievements over the past 100 years.

Don't miss this opportunity to be a part of a historic industry issue. Special advertising space in *Engineering Inc.* is now available to:

- Congratulate ACEC for its 100 years of service;
- Celebrate your own firm's contribution's to ACEC and the industry;
- Commemorate the important role of engineering in the nation's progress.

To join the 100th year celebration and assure your firm's prominence in this historic publication, contact Nina Goldman at ngoldman@acec.org or 202-682-4325.



Upcoming SFC, COPS Winter Meetings Set

The Small Firm Council (SFC) will hold its Winter Meeting and Principals' Seminar on Friday and Saturday, February 27-28, 2009 in Nashville, Tennessee. The SFC Winter Meeting, which has rapidly become a favorite among small firm owners, provides a forum to discuss topics and receive feedback regarding business challenges specifically faced by small firms.

This year the meeting kicks off with a one-day seminar on February 27, "Small Firm Principals' Bootcamp," which will be led by David Burstein, P.E. of PSMJ Resources, Inc. On the second day, the popular small firm CEO roundtable and SFC member's meeting will take place.

"The tailored seminars are an ideal fit for small firm principals who need an intense and concise program that provides new insights and practical techniques owners can implement immediately, says Gregg Ten Eyck, SFC Chairman.

For more information about the SFC Winter Meeting, please visit or contact Heather Talbert at 202-347-7474 or htalbert@acec.org.

The Council of Professional Surveyors (COPS) will hold its Winter Meeting at the same location on February 28. COPS members may participate in the SFC's seminar and other events for the same low cost as SFC members.

Green Infrastructure And Sustainable Communities—Opportunities In New Markets

Green Infrastructure and Sustainable Communities

February 9-12, Portland, Oregon

ACEC and Colorado State University have developed *Green Infrastructure and Sustainable Communities* for engineers and planners looking for a course on civil infrastructure projects and town/regional planning approaches to sustainable design and construction. Set for February 9-12, 2009, in Portland,

27—Developing a Cleantech Business Strategy by Scott Boutwell, C-Level Strategies LLC

February

3—Limiting Liability and Managing Risks Through Contract Provisions: Ceilings, Floors and Trap Doors by Neal J. Sweeney, Kilpatrick Stockton LLP

10—Lessons Learned in Implementing BIM and IPD in a 900-Person Multidisciplinary Firm by Sean B. Smith, Gresham Smith and Partners

11—Career Futuring: Five Steps That Create Long Term Career Protection by Lynne Waymon, Contacts Count

17—Project Management for Design Professionals by William Ramroth, Jr., architect, author and educator

24—Now That I Have Them, How Do I Keep Them? by Greg Churchman, Churchman Consulting

March

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

31—What is the Right Value for Your Firm? by David Cohen, Matheson Financial Advisors

OR, the certificate course will cover sustainable development in a business context today and in the future, sustainable design tools and techniques, impacts of development and projects on the environment, sustainable design for specific engineering markets (urban water management, transportation, buildings) and client interaction on sustainable projects.

The course will be presented by a well-known and diverse team of experts: Dr. Larry A. Roesner, professor, Colorado State University; Dr. Angela Lindner, associate dean, University of Florida; Harold E. Peaks, Federal Highway Administration; Andrea Gardner, regional manager for sustainable solutions, CH2M HILL; Dr. David R. Stewart, environmental consultant; Mark van Soestbergen, founder of the International Carbon Bank and Exchange; and Bill Wallace, author and consultant on sustainable development.

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

Add Engineering Expert Witness Services Course To Firm Portfolio

Applying Expertise as Engineering Expert Witness

March 19-20, Kansas City, MO

In challenging economic times, adding new services that capitalize on your firm's existing skills and expertise is an important strategy. Your firm's engineers are often professionally qualified to serve as expert witnesses in legal proceedings, but only the court-savvy, prepared and prudent engineer should take on these potentially lucrative assignments.

This unique new one-and-a-half-day course, set for March 19-20, Kansas City, prepares your engineers for legal service with recognition and a Certificate of course completion.

Participants will learn from expert faculty about courtroom demeanor, how to maintain credibility, the differences between a fact witness and an expert witness, deposition behavior, permissible out of court statements, ethics, pre-courtroom testimony preparation, visual aids and more.

Designed for professional engineers, architects and surveyors interested in earning credentials for legal service engagements, the course will be presented by recognized experts Alan B. Croft, Esq., an experienced litigator and trial attorney; Fred Schoenlaub, Esq., Feldhausen & Schoenlaub, PC, a former judge and veteran international construction attorney; and Guy Vaillancourt, PE, President, Woodard & Curran, who has served clients as a testifying expert for the past 15 years.

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

Business Of Design Consulting: Crucial to Navigating Slow Economy

ACEC's *Business of Design Consulting* course is an intensive, four-day examination and update of every element and function of the successful A/E business in a challenging business environment. Early registration is open for the course set for March 25-28, Orlando, FL. Content covers the eight key areas of leadership, human resources, contracts, risk management, information technology, finance, business management and marketing--essential business topics plus real-world technical examples.

For owners, principals, executives, and managers of A/E firms—schooled in business or not—this updated look at the building blocks of your business is a cost-effective investment for surviving the current A/E business climate and succeeding in a more competitive-than-ever future.

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

The American Council of Engineering Companies
1015 15th St., NW, 8th Floor, Washington, DC 20005-2605
Phone: 202-347-7474 • Fax: 202-898-0068
www.acec.org • E-mail: acec@acec.org
Alan D. Crockett, Director, PR • Ann Brandstadter, Editor/Designer

