



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

# Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

Vol. XXX, Number 3 • January 22, 2009

## INDUSTRY NEWS

### Experts Say Obama's School Repair Program Aims Too Low

The Obama Administration's planned stimulus package would include up to \$120 billion for public school systems, but experts are concerned the plan does not go far enough...[click here](#) for more.

### Emergency Stimulus Bill May Bolster Spending on Waste Cleanups

The Obama Administration is drafting a stimulus package that could boost spending on hazardous waste cleanup projects such as the EPA's brownfields cleanup program... [click here](#) for more.

### Scientists Developing Self-Inspecting Bridges

A \$19 million project led by the University of Michigan is working to create "smart" bridges capable of providing autonomous, thorough descriptions of their condition to inspectors...[click here](#) for more.

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

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

## Time Is Running Out; Celebrate Your Firm In 100th Anniversary *Engineering Inc.*

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

A highlight of the year-long observance will be an attractive commemorative March/April issue of *Engineering Inc.*, featuring a compelling 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 issue that will soon go to print. Special advertising space in *Engineering Inc.* is still

## Obama Takes Presidential Oath; Targets Infrastructure, Energy, Education As Priorities



President Barack Obama taking the Presidential Oath at Tuesday's inaugural ceremony.

President Barack Obama took the Oath of Office on Tuesday, then emphasized several critical engineering industry objectives including investment in infrastructure, energy and education, during his inauguration speech only blocks from ACEC headquarters.

An estimated 1.8 million people attended the inauguration, surpassing the previous record 1.2 million who attended Lyndon Johnson's inauguration.

"We will build the roads and bridges, the electric grids and digital lines that feed our commerce and bind us together," Obama said.

His stimulus package, currently under consideration in the House, includes over \$100 billion in new spending on infrastructure and public buildings, as well as other business-friendly tax changes.

In his speech, Obama also vowed to harness the power of alternative fuels, transform schools to meet the demands of a new age, and lower the cost of healthcare—goals he also emphasized in an exclusive interview with ACEC that appears in the January/February issue of *Engineering Inc.* [Click here](#) to view interview.

ACEC will work with the Obama Administration to make sure that the infrastructure-based stimulus funding is used for projects that provide sustainable recovery, and not just short-term repairs.



available to:

- Congratulate ACEC for its 100 years of service;
- Celebrate your own firm's contributions 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](mailto:ngoldman@acec.org) or 202-682-4325.

## ACEC JOB BOARD

### Let The Job Board Work For You

Does your firm need to recruit qualified engineers? Have you tried big websites with minimal success? Now is the time to add the ACEC Job Board to your recruiting mix.

The Job Board offers you an incredible value. Member firms receive discounted rates and 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 over 14,400 searchable candidate resumes.

The [ACEC Job Board](http://www.acec.org), your source for new employees. For more information, please contact Nina Goldman at 202-682-4325 or write [ngoldman@acec.org](mailto:ngoldman@acec.org).

## New Executive Committee Members Elected



Timothy Psomas,  
Chairman-elect

ACEC's Board of Directors has elected four new members to ACEC's Executive Committee, with two-year terms beginning at the April 2009 Annual Convention in Washington, D.C.

Gerald Stump, vice president of Wilbur Smith Associates in Franklin, Tennessee will become the new chairman-elect, succeeding Timothy Psomas who will begin his term as chairman in April.



Gerald Stump,  
Chairman-elect-elect



Robin Greenleaf,  
Vice Chair

Newly-elected vice chairs are: Robin Greenleaf, president of Architectural Engineers, Inc. in Boston, Massachusetts; Bartlett Patton, chief operating officer of Kleinfelder in Irvine, California; and Kenneth Wightman, chief executive officer of David Evans and Associates, Inc. in Portland, Oregon.



Bartlett Patton,  
Vice Chair



Scott Heidner,  
NAECE Representative

ACEC/Kansas Executive Director Scott Heidner will serve as the NAECE representative on the 2009-2010 Executive Committee.

The new officers will join Psomas, Terry Neimeyer, Craig Avery, Ted Williams, James Duncan, and Dave Raymond on the 2009-2010 Executive Committee.



Kenneth Wightman,  
Vice Chair

## Major Infrastructure Investment, Repeal Of 3 percent Withholding In Stimulus Package

The House Appropriations Committee released details late last week on a proposed economic stimulus package that includes over \$100 billion in new spending on infrastructure and public buildings, as well as repeal of the onerous 3 percent withholding mandate—all major lobbying priorities for ACEC.

Proposed infrastructure provisions in the package include:

- \$30 billion for highway projects; states must obligate (enter into contracts) at least 50 percent of the funds within 180 days (localities have 150 days), the remainder by August 1, 2010.
- \$9 billion for transit projects; 50 percent of the funding to be obligated within 180 days, the balance within two years.
- \$3 billion for aviation; the FAA must award grants in 90 days, grantees must obligate 50 percent of the funding within 120 days, the balance within 21 months.
- \$6 billion for wastewater projects and \$2 billion for drinking water; 50 percent of the funds to be obligated within 1 year, remaining 50 percent within 2 years.
- Nearly \$13 billion for Corps of Engineers and DoD construction projects.

# ACEC JOB BOARD

Over 490 Searchable  
Jobs Posted

Over 14,700 Searchable  
Resumes Posted

Over 2,000 Registered  
Employers

Last Five "Help Wanted"  
Open Positions:

**Airport Design Engineer**—  
Baton Rouge, LA

**Professional Engineer**—Austin, TX

**Geotechnical Engineer**—  
Boulder, CO

**Bridge Inspection Engineer, PE**—  
Falls Church, VA

**PE, Structural Engineer**—  
San Antonio, TX

## A Sampling of Posted Resumes:

Geotechnical Engineers—**1,027**

Water Resources/Wastewater  
Engineers—**1,649**

Transportation—**1,407**

Civil Engineers—**2,304**

Structural Engineers—**1,645**

Environmental Engineers—**1,471**

View These Resumes and Jobs  
on ACEC's Job Board

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

- \$6.7 billion for GSA federal buildings.
- \$14 billion for school construction and modernization.

The stimulus package also includes \$275 billion in tax changes. In addition to the 3 percent withholding repeal, the package includes provisions that will allow business to depreciate assets more quickly, allow small businesses to write off (expense) more capital expenditures, and extend the net operating loss carry back from two years to five years.

[Click here](#) to access the Council's new Economic Stimulus Resource Center, which includes the text of the legislation, summaries, and other resource materials.

The House is expected to vote on the stimulus legislation next week. The Senate will take up its stimulus bill in early February, and congressional leaders have indicated that a final bill will be sent to the President before the end of the month.

ACEC is in contact with key Administration officials and Congressional leadership on all aspects of the funding package.

## Sign Up Now For ACEC's 2009-2010 National Committees

ACEC members are encouraged to sign up for service on ACEC National committees.

Participation on an ACEC committee brings vitality to the Council and ensures that the issues of members are dealt with in Council operations.

Most of ACEC's committees are "open" (i.e., sign up and you're on!). A few require appointment by the incoming ACEC chairman. The terms of committee members begin during the 2009 Annual Convention, April 26-29.

Open and appointive committees are listed below. Be sure to share this information with co-workers and encourage them to volunteer as well—remember, ACEC committee membership is open to all employees of ACEC member firms.

### Open Committees:

Contract Documents Committee  
Environment & Energy Committee  
Federal Agencies & Procurement  
Advocacy Committee  
Institute for Business Management  
Committee  
Peer Review Sub-Committee\*  
SEI Alumni Committee\*\*  
International Committee  
Management Practices Committee  
Membership Committee  
Public Relations Committee  
Risk Management Committee  
Tax and Regulatory Affairs Committee  
Transportation Committee

### Appointive Committees:

Budget Committee for FY 2011 to  
FY 2014  
Engineering Excellence Awards  
Committee  
Planning Cabinet  
Conference Curriculum  
Sub-Committee  
Professional Conduct Committee  
Bylaws & Procedures Committee  
ACEC/AASHTO Joint Committee  
Tellers Committee

\*Must be employees of Peer Reviewed firms.

\*\*Must be SEI Alumni

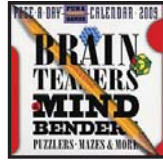
[Click here](#) to view current Committee Goals.

To join a committee, send an email message to Mary Ann Emely, ACEC vice president of operations, [memely@acec.org](mailto:memely@acec.org) and designate which

## 20% Off All 2009 With Calendars

### *Brain Teasers & Mind Benders*

[Click here](#) to order.



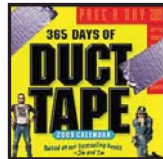
### *365 Tiny Paper Airplanes*

[Click here](#) to order.



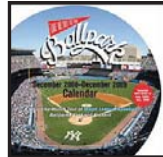
### *365 Days of Duct Tape*

[Click here](#) to order.



### *Take Me Out to the Ballpark*

[Click here](#) to order.



### *Picture Puzzle*

[Click here](#) to order.



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

committee(s) you are interested in joining.

Remember, if your interest is in an “open” committee, you will automatically be added. If you are interested in an “appointive” committee, please so indicate and if you are selected, you will be notified in March.

Current members of “open” committees will be automatically continued, unless they advise otherwise. If you have questions about the process, please contact [memely@acec.org](mailto:memely@acec.org).

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### 2009 Online Seminars Kick-Off With Hot Sustainability Topics

#### *Developing a Cleantech Business Strategy*

January 27, 1:30-3 p.m.

Opportunities to leverage new “cleantech” or “sustainable” technologies, processes and services can be substantial for acquiring new clients and securing higher-margin lines of business.

Presented by Scott Boutwell, C-Level Strategies LLC, this seminar will explain specific market segments in sustainability and emerging trends in technology development and investment. To facilitate benchmarking, Boutwell will provide strategy development examples from other industries and A/E/C case studies.

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

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

January 28, 1:30-3 p.m.

Mark van Soestbergen, founder of the International Carbon Bank & Exchange, and a nationally known expert on climate change, discusses “carbon footprinting,” defined as “a measure of the impact of human activities on the environment in terms of the amount of greenhouse gases produced and measured in units of carbon dioxide.”

As a faculty member of ACEC’s ***Green Infrastructure and Sustainable Communities: Opportunities in New Markets***, van Soestbergen foresees that a project’s carbon footprint will increasingly be an evaluation criterion. He will describe how to establish an organization’s carbon footprint and how that practice can be extended to client work.

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

### Get Ready For Future Sustainability Market Business Opportunities With Feb. Course

#### *Green Infrastructure and Sustainable Communities*

February 9-12, Portland, OR

*Green Infrastructure and Sustainable Communities* was developed by ACEC and Colorado State University 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, in Portland, the certificate course will cover sustainable development in a business context today and in the future, sustainable

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

With one registration fee payable per Internet connection, a roomful of staff can participate in an ACEC online seminar at no additional cost—a welcome and cost-effective way to gain knowledge and earn needed 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.

### January

**27—[Developing a Cleantech Business Strategy](#) by Scott Boutwell, C-Level Strategies LLC**

**28—[Calculating Carbon Footprints—Potential Business for Engineering Companies](#) by Mark van Soestbergen, International Carbon Bank and Exchange**

### February

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

**4—[Secrets to Successful Business Development](#) by David Stone, Stone & Company**

**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**

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: Larry A. Roesner, professor, Colorado State University; Angela Lindner, associate dean, University of Florida; Harold E. Peaks, Federal Highway Administration; David R. Stewart, environmental consultant; Mark van Soestbergen, founder, International Carbon Bank and Exchange; and Bill Wallace, author and consultant on sustainable development.

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

## Course Preps Engineers, Architects, Surveyors For Engineering Expert Witness Service

***Applying Expertise as an Engineering Expert Witness***

**March 19-20, Kansas City, MO**

Many engineers may well be professionally qualified, but only the court-savvy, prepared and prudent engineers are prepared for potentially lucrative assignments as an expert witness in legal proceedings.

*Applying Expertise as an Engineering Expert Witness*, ACEC's 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.

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, an experienced litigator and trial attorney; Fred Schoenlaub, Feldhausen & Schoenlaub, PC, a former judge and veteran international construction attorney; and Guy Vaillancourt, president, Woodard & Curran, who has served clients as a testifying expert for the past 15 years.

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

## BDC: Managing The Basics Better Is Crucial To Navigating In Slow Economy

***The Business of Design Consulting: Managing to Succeed in a Challenging Economic Environment***

**March 25-28, Orlando, FL**

ACEC's perennially popular *Business of Design Consulting* adds a new course sub-title to better convey the focused 2009 approach to strategies for a successful A/E business: *Managing to Succeed in a Challenging Economic Environment*.

Early registration is open for the course set for March 25-28, Orlando. Content covers the eight key areas of leadership, human resources, contracts, risk management, information technology, finance, business management and marketing—all in the context of the current economic climate and the long view of essential business functions, plus real-world technical examples.

For owners, principals, executives, and managers of A/E firms, this contemporary look at the building blocks of your business is a cost-effective investment for surviving the current A/E business challenges and succeeding in a more competitive-than-ever future.

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

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

10—[Risk Taking Under the 2007 AIA, Consensus and EJCDC Documents](#) by Roger Sabo, Schottenstein Zox and Dunn

11—[If You Haven't Planned It, You Can't Control It](#) by Gary Bates, Roenker Bates Group

18—[Developing and Implementing Winning Strategies for Engineers, Architects and Construction Companies](#) by Clare G. Ross, The Clare Ross Organization

25—[Follow-Up! The \(Misunderstood\) Heart of Business Development and Positioning](#) by Lynne Waymon, Contacts Count

31—[What is the Right Value for Your Firm?](#) by David Cohen, Matheson Financial Advisors

## BIM Course Focuses On Work Flow Changes, Technology Issues, Risks

*Building Information Modeling (BIM): The Promise and The 2009 Reality for A/E/C Firms*

March 26-27, Seattle, WA

Addressing the present and future of industry challenges, *Building Information Modeling (BIM): The Promise and The 2009 Reality for A/E/C Firms* is an informative and timely look into the many components of this increasingly important interdisciplinary project delivery system. ACEC presents the 2009 edition of this detailed overview course, March 26-27 in Seattle, for COOs, IT and project managers, and company principals.

Course faculty represent diverse perspectives and first-hand experience in adoption of BIM. Agenda topics include: A Reason for Change; Exploring the Technology and Interoperability; Implementation Strategies and IT Case Study; BIM in the Field; Fabrication in the BIM Environment; and an update on Risk Management & Insurance for "BIM-Ready" Firms.

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

## Opportunities Ahead—Be Ready With Sustainable Infrastructure Course

*Engineering Sustainable Infrastructure: Opportunities in Green Transportation and Water Projects*

March 26-27, Dearborn (Detroit), MI

This highly focused new course "reframes the conversation about sustainable development," looks at it in a business context, outlines tools and techniques, and examines the exciting and expanding future opportunities of sustainable design in specific engineering markets.

Presenting faculty are recognized experts Michael Replogle, Living Cities Program, Environmental Defense Fund; David R. Stewart, Stewart Environmental Consultants; and Bill Wallace, Wallace Futures Group, LLC.

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

## ACEC, Virginia Tech Team Up For Sustainable Project Management Course

ACEC and Virginia Tech present *Sustainable Project Management for Facilities and Infrastructure Systems*, March 17-20, at the Northern Virginia campus (Falls Church) of Virginia Tech. The course will detail the practical side of sustainable development technologies and services.

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](mailto:acec@acec.org)  
Alan D. Crockett, Director, PR • Ann Brandstadter, Editor/Designer

