



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

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NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

INDUSTRY NEWS

Stimulus Package Contains Billions To Upgrade Federal Government Infrastructure

The proposed Democrat-led stimulus plan allocates billions in spending for repairing federal buildings and making them more energy efficient...[click here](#) for more.

Hospital Construction Hit Hard by Recession

A new survey from the American Hospital Association finds that the troubled economy is causing hospitals to halt or postpone construction projects that could increase jobs and improve community healthcare.... [click here](#) for more.

Private Funds Lining Up To Invest in Nation's Infrastructure

A finance coalition is seeking a bigger role in reshaping U.S. infrastructure, saying there is \$180 billion of private capital available for transportation infrastructure investment... [click here](#) for more.

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

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

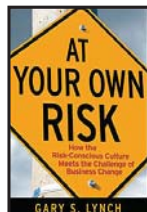
ACEC PUBLICATIONS

Risk Management Titles At The ACEC Bookstore

*At Your Own Risk:
How the Risk-Conscious
Culture Meets the Challenge
of Business Change*

Gary S. Lynch

[Click here](#) to order.



House Approves ACEC-Backed Stimulus Bill, Repeal Of 3% Withholding Mandate

Substantial new infrastructure funding and a repeal of the 3 percent withholding mandate—major legislative priorities for ACEC—were included in the economic stimulus legislation passed by the House of Representatives this week.

The bill provides over \$100 billion for infrastructure and public buildings. The final vote on the “American Economic Recovery and Reinvestment Act” was 244-188. [Click here](#) to see how your member of Congress voted.

“Significant investment in the nation’s infrastructure will immediately boost jobs and support a sustainable recovery,” wrote ACEC President Dave Raymond in urging quick passage in the House. [Click here](#) to view Raymond’s letter to members of Congress.

The Senate is expected to vote on its version of the bill next week, with the goal of sending a final bill to President Obama by Presidents’ Day.

ACEC is engaging in a “full-court press” with lawmakers on industry priorities. [Click here](#) to access ACEC’s Economic Stimulus Resource Center, which includes complete text of the legislation, and other information.

Major infrastructure provisions in the bill include: \$30 billion for highways and bridges; \$12 billion for transit; \$3 billion for airports and aviation projects; \$6 billion for wastewater improvements; \$2 billion for drinking water projects; nearly \$13 billion for Corps of Engineers and DoD construction; \$6.7 billion for GSA federal buildings; and \$14 billion for school construction and modernization.

The bill also says that states which fail to certify that federal funds are not supplanting state funding will have their stimulus funds withdrawn.

In addition to the 3 percent withholding repeal, the bill includes provisions to allow businesses to depreciate assets more quickly, allow small firms to write-off (expense) more capital expenditures, and extend the net operating loss carry back from two years to five years.

Key changes in the Senate version include higher funding levels for transportation and water infrastructure, longer timelines for state and local governments to spend the money, and a one-year delay in the 3 percent withholding mandate rather than full repeal.

Risk Management for Design Professionals

William G. Ramroth, Jr., AIA

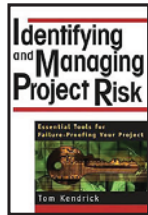
[Click here](#) to order.



Identifying and Managing Project Risk: Essential Tools for Failure-Proofing Your Project

Tom Kendrick

[Click here](#) to order.



[Click here](#) to see all Risk Management publications at the [ACEC Bookstore](#).

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](#) is your source for new employees. For more information, please contact Nina Goldman at 202-682-4325 or write ngoldman@acec.org.

Time Is Running Out For Advertising In The 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 available to:

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

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.

Former ACEC/North Carolina Board Member Will Lead North Carolina DOT

Eugene Conti, who was PBS&J's District Director for the Carolinas, has been named North Carolina's Secretary of Transportation by Governor Bev Perdue.

Conti, a former board member with ACEC/North Carolina, had previously served as the state DOT's chief deputy secretary. He also was assistant secretary for transportation policy with the U.S. Department of Transportation.

Gov. Perdue said Conti will create a more professional agency. In recent years, the state DOT has been dogged by charges of inefficiency. In 2007, a report by McKinsey & Company found that the 13,000-employee agency lacked priorities and accountability, which resulted in project delays.



Eugene Conti, North Carolina Secretary of Transportation

In accepting the appointment, Conti said he would run an "open and honest" department.

ACEC/North Carolina Executive Director Kathryn Sawyer said the appointment was great news for the industry. "We could not be more thrilled with the Governor's choice of Gene to fill this post at such a critical time for our state's transportation infrastructure. We wholeheartedly believe in his ability to lead the Department in delivering North Carolina's transportation program in the most efficient and effective manner possible."



Kathryn Sawyer, Executive Director of ACEC/North Carolina

ACEC JOB BOARD

Over 500 Searchable
Jobs Posted

Over 14,850 Searchable
Resumes Posted

Over 2,000 Registered
Employers

Last Five "Help Wanted"
Open Positions:

Environmental Project Manager—
Hanover, MD

**Regional Civil Engineering Practice
Leader—**Morrisville, NC

Mechanical Engineer—Vancouver, WA

Professional Engineers, All Disciplines—
Baton Rouge, LA

Business Manager—Irvine, CA

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,037**

Water Resources/Wastewater
Engineers—**1,658**

Transportation—**1,412**

Civil Engineers—**2,311**

Structural Engineers—**1,649**

Environmental Engineers—**1,483**

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

ACEC EDUCATION

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.

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 Com-
mittee
Transportation Committee

Appointive Committees:

Budget Committee
Engineering Excellence Awards
Committee
Planning Cabinet
Professional Conduct Committee
Bylaws & Procedures Committee
ACEC/AASHTO Joint Committee
Tellers Committee

*Must be employees of Peer Re-
viewed firms.

**Must be SEI Alumni.

[Click here](#) to view current Com-
mittee Goals.

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

Infrastructure Contracts for America
www.contractscentral.net

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

18—[Are You Fighting Fires Instead of Managing Your Employees?](#) by Gary Bates, Roenker Bates Group

24—[Now That I Have Them, How Do I Keep Them?](#) by Greg Churchman, Churchman Consulting

March

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

Online Seminars Examine Contract Risks/Liability, Secrets to New Business

Limiting Liability and Managing Risks Through Contract Provisions: Ceilings, Floors and Trap Doors

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

Engineers regularly risk claims that are out of proportion to their design fees (and potentially to their net worth!). Realistic risk management requires project owners to confront these economic realities and reflect them responsibly in the allocation of design risk and limitations on the engineer's liability.

Neal J. Sweeney and Blair Andrews, Kilpatrick Stockton LLP, explore standard of care and professional negligence in protecting against liability, marketing efforts and contract language that raise the standard by which performance may be judged, and performance guarantees that increase liability.

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

Secrets to Successful Business Development

February 4, 1:30-3 p.m.

David Stone, Stone & Company, shares techniques used by the "best business developers" in building and maintaining high-quality relationships that provide "a steady supply of profitable work."

Registrants will learn:

- How to avoid coming off like a pushy salesman
- How to build a network that helps feed the firm's business
- How to incorporate business development into day-to-day activities
- How to divide time between business development and billable work

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

Still Time to Register for Portland Green Infrastructure Certificate 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 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 Soest-

bergen, founder, International Carbon Bank and Exchange; and Bill Wallace, author and consultant on sustainable development.

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

Green Transportation, Water Projects Course To Focus On Tools And Techniques

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](#).

BIM 2009 Course Examines Risks, Rewards Of Interdisciplinary Project Delivery System

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](#).

Add Courtroom Skills To Engineering Expertise With March Expert Witness Course

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 Equips Leaders To Manage In Challenging Economic Environment

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](#).

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