



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

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INDUSTRY NEWS

Dept. of Interior Funding in Stimulus Bill Would Create 100,000 Jobs

Officials say that the pending economic recovery plan would provide upwards of \$4 billion in investments for conservation projects, water infrastructure, roads, and other projects overseen by the U.S. Department of the Interior...[click here](#) for more.

Almost \$4 Billion in Hurricane Aid Still Unspent

More than three years after Hurricanes Rita and Katrina, the Federal Emergency Management Agency still has \$3.9 billion in aid for rebuilding public infrastructure on hand...[click here](#) for more.

Is a Green Future Realistic With an Economy in the Red?

The national effort to increase renewable energy production and other climate change initiatives could deepen the recessive state of the economy...[click here](#) for more.

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

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



Get EJCDC Documents at the ACEC Bookstore

Since 1975, the Engineers Joint Contract Documents Committee (EJCDC) has developed and updated fair



and objective standard documents that represent the latest and best thinking in contractual relations between all parties involved in engineering design and construction projects.

\$100 Billion-Plus For Infrastructure In Final Stimulus Bill

Congress is expected to clear a \$789.5 billion economic stimulus package before the end of the week that includes more than \$100 billion in new investments in transportation, environment, energy infrastructure, and public buildings.

The bill will also delay implementation of a flawed 3 percent withholding mandate until 2012.

The *America Recovery and Reinvestment Act* includes \$29 billion for road and bridge projects, \$16.4 billion for transit and high speed rail, \$18 billion for water, flood control and other environmental projects, and \$9.5 billion for DoD facilities and other federal buildings.

The package also provides over \$60 billion in funding and tax incentives for energy-related infrastructure and other projects, including energy efficiency projects for public housing and alternative energy projects.

States will be able to access a \$53.6 billion stabilization fund that can be used for school construction and modernization. The bill will also make available a new bond financing program for school construction and rehabilitation.

These funds are over and above normal annual appropriations which will continue to be provided on a regular basis.

"The final package is not perfect, but it will invest well over \$100 billion in infrastructure improvements at a time when this investment is desperately needed," said ACEC President Dave Raymond.

In addition to delaying the 3 percent withholding mandate, the bill includes a number of beneficial business tax provisions, including accelerated businesses depreciation schedules, small firm expensing benefits, and extension of the net operating loss carry back from two years to five years for small firms.

President Obama is expected to sign the bill into law by Monday. [Click here](#) to access ACEC's Economic Stimulus Resource Center for bill summaries and other information.



Speaker of the House Nancy Pelosi (D-CA) and House Majority Leader Rep. Steny Hoyer (D-MD) discuss progress of the economic recovery legislation set to be voted on this week by both houses of Congress.

EJCDC is a joint venture of ACEC, the National Society of Professional Engineers/Professional Engineers in Private Practice (NSPE/PEPP), the American Society of Civil Engineers - Construction Institute (ASCE-CI), and the Associated General Contractors of America (AGC).

Each EJCDC Contract Document is prepared by experienced engineering design and construction professionals, owners, contractors, professional liability and risk management experts, and legal counsel.

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[Click here](#) to browse the EJCDC Catalog

Reminder: CASE sale

Save 20 percent on **CASE Publications**, **CASE Contracts**, and **CASE Tools** during the month of February. The discount will be applied automatically at check-out.



ACEC JOB BOARD

Job Board Offers 15% Discount In February

The ACEC Job Board wants to help you find that special someone to join your team.

Post your available job today and use the promotional code FEBSAVINGS for a 15 percent discount on any job posting or package.

Along with the discount, the Job Board offers you an incredible value: Member Firms receive discounted rates and job postings appear 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 15,250 searchable candidate resumes.

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

Flawed Inspector General Audit Released; Uniform DOT Procurement Rules Needed

Faulty audit methodologies and suspect conclusions characterize a long-awaited audit of engineering firm overhead released this week by the Office of the Inspector General (OIG) at the U.S. Department of Transportation.

ACEC President Dave Raymond noted that the audit had deep flaws both in its substance as well as conclusions, but that it “validated our industry’s longstanding efforts to achieve uniform procurement guidelines for state departments of transportation.”

In the final report released this week, the OIG contends that, based on data from 21 firms selected by the OIG and extrapolated across the entire industry, over \$41 million in excessive charges were billed to state DOTs as part of firm overhead in 2003.

The Federal Highway Administration (FHWA) notes that the excessive charges identified by the OIG represent only “estimates” that have not been validated. The audit report acknowledged that the estimated overcharge has a 77 percent margin of error. [Click here](#) to access the complete text of the OIG audit report.

Initiated in 2004 to examine compliance with overhead rules based on the Federal Acquisition Regulations (FAR), the audit was delayed because of serious problems over the manner in which OIG staff interpreted the data supplied by audited firms.

ACEC has long advocated improved procurement rules that govern work with state DOTs. Since 1995, the Council has worked closely with Congress to pass legislation that, when fully implemented, will require all state DOTs to follow FAR when procuring and paying for engineering services.

ACEC is currently working with AASHTO and FHWA to develop new rules and guidance to fully implement these reforms, which will ease compliance for both engineering firms and state DOT clients.

For more information on the audit and ACEC’s response, contact Vivian Moeglein, senior policy advisor, transportation programs at vmoelein@acec.org or 202-347-7474.



Navigating Tough Economy, CNN’s Gergen Highlight Upcoming 2009 Annual Convention

How to steer your firm through today’s challenging business climate will be a major topic of discussion at the upcoming ACEC Annual Convention, April 26-29, at the Grand Hyatt Hotel in Washington, D.C.

The Convention includes more than 30 education sessions targeting critical business management topics and procurement opportunities from federal contracting agencies such as the U.S. Department of Commerce, Army Corps of Engineers, GSA, and NASA.

The Convention also features visits to lawmakers on Capitol Hill to promote important industry issues.

Noted CNN Analyst David Gergen will spotlight the Opening General Session on Monday, April 27. A veteran of four previous Presidential administrations, Gergen will share his insights on the



David Gergen,
CNN Analyst

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Madison, WI

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Engineers—**1,665**

Transportation—**1,420**

Civil Engineers—**2,316**

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Environmental Engineers—**1,491**

**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.

Obama Administration's agenda.

The Convention also features the 43rd Annual Engineering Excellence Awards Gala—the "Academy Awards" of the engineering industry—on Tuesday April 28, in addition to a host of other exceptional entertainment and social events, including a celebration of the Council's 100th anniversary.

Make your hotel reservations well in advance while rooms are available. Contact the Grand Hyatt directly at 1-888-421-1442 and reference "ACEC Annual Convention" to secure your hotel room at a special discounted rate. ACEC's discounted room rates expire on April 3.

[Click here](#) to view Convention registration information.

Report Confirms Economic Benefits Of Water Infrastructure Investment

The Clean Water Council, a coalition that includes ACEC and other industry and public sector groups, has issued a draft report that demonstrates the immediate positive economic impact of water and wastewater infrastructure investment.

The report, *Sudden Impact: Assessment of Short-Term Economic Impacts of Water and Wastewater Projects in the United States*, shows that a \$1 billion investment in water and wastewater infrastructure results in total national output (i.e., demand for products and services in all industries) of between \$2.87 and \$3.46 billion.

The investment also creates up to 26,669 new jobs and generates household income of approximately \$1 billion. Additionally, each \$1 billion invested generates approximately \$82.4 million in state and local tax revenue. [Click here](#) to view the draft report.

"This report offers further proof of the very real economic benefits of infrastructure investment," said ACEC President Dave Raymond. "This should be a must read for policy makers at the local, state and national level."

Urban Rail/Transit Projects Needed For *Engineering Inc.* Spotlight Feature

ACEC will highlight four or five Member Firms and their urban rail/transit projects as part of its special Multi-Project Feature in the July/August 2009 issue of *Engineering Inc.*

If your firm currently is involved in designing light rail, commuter rail or a rail transit project and you think your project would be of interest to *Engineering Inc.* readers, ACEC would like to hear from you. The project can be in an on-going phase or recently completed.

To submit a project for consideration, please e-mail the following information to *Engineering Inc.* Staff Editor, Andrea Keeney, at akeeney@acec.org by Monday, March 16:

- Project name and location;
- Brief project overview, including any unique aspects; and
- Name, title and phone number of the Member Firm executive who will be interviewed for the project profile.

If your project is selected, you will be contacted by an *Engineering Inc.* representative. Please contact Andrea Keeney at akeeney@acec.org if you have any questions.

Infrastructure Contracts for America
www.contractscentral.net

February

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

25—[**ISO 9001:2008 Myths and Realities—Discovering The Truth About This Quality System**](#) by Jim Klug, CTE/AECOM and Al Egreczky, KEMA

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

17—[**How Firm Culture Can Reduce Risk \(And Improve Profits\)**](#) by Gregg Bundschuh and Dave Collings, Ames & Gough

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

24—[**Developing Future Leaders: Best Practices and Lessons Learned for Growing 20-35-Year-Olds**](#) by Geordie Aitken, Aitken Leadership Group and Michael Baker, David Evans and Associates

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

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

Help Spread The Word: Engineering Is The Hot Career Choice For The Future

ACEC has published *Choose Engineering as Your College Major*—an appealing and informative booklet for middle and high school students.

Focused on the creativity and accomplishments of engineering professionals, the career message is one of conquering the next frontier, applying new knowledge, and building a better world.

Available for purchase in bulk quantity, the booklet directs students to the ACEC website for scholarship and other career information resources, and to the engineering programs at more than 350 colleges and universities.

[Click here](#) to order copies of the brochure, or contact Jackie Pysarchuk at 202-347-7474.



Project Management And 'Coaching Vs. Firefighting' Seminars Set For Next Week

Project Management for Design Professionals

February 17, 1:30-3 p.m.

This introductory overview by William Ramroth, Jr., architect, author and educator, is ideal for design professionals moving into the challenging arena of project management, or staff interested in gaining understanding of this important function. Ramroth will present "a primer of practical advice, instructions and techniques," based on his book of the same title ([click here](#)), and explore project management topics "from A-Z."

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

Are You Fighting Fires Instead of Managing Your Employees?

February 18, 1:30-3 p.m.

Gary Bates, Roenker Bates Group, helps participants gain insight into the effects of a "firefighting" management style on employee motivation, and looks into better alternatives including coaching and delegating.

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 increas-

ingly 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](#).

Expert Witness Course Adds Courtroom Skills To Engineering Expertise

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](#).

Sustainable Infrastructure Is Short-Course Overview Of Tools, Techniques, New Markets

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 Repogle, 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](#).

Orlando BDC Course Equips Leaders To Succeed In Challenging Environments

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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