



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

Economic Downturn Turns Into Construction Savings For Colleges

Colleges are well-positioned to get attractive bids on construction projects, provided they have sufficient money...[click here](#) for more.

Geithner's \$1 Trillion Plan May Not Save Commercial Real Estate

Treasury Secretary Timothy Geithner's financial stability plan may not be in time to rescue the slumping commercial real-estate industry...[click here](#) for more.

GAO Report Highlights Six Key Issues In FAA Reauthorization

The Government Accountability Office (GAO) has found six key issues related to Federal Aviation Administration (FAA) reauthorization that will be critical for system transformation and operations...[click here](#) for more.

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

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



Economic Stimulus Offer: Buy One Get One Free

In keeping with the spirit of the new economic stimulus law, the ACEC Job Board is offering a BUY ONE, GET ONE FREE deal.

Purchase one 30-day Job Board listing between now and February 28 and you get a second 30-day listing free. (Both listings must be used within 90 days of purchase.)

To get your FREE listing, simply purchase one listing at the regular price and enter "BOGO" in the box that asks for a promotional code. (The BOGO offer is limited to 3 per customer.)

Economic Stimulus Law Includes Billions For Infrastructure; Focus On Implementation

President Obama signed into law this week the \$789 billion economic stimulus package that includes some \$130 billion in new investments in transportation, environment, energy infrastructure, and public buildings.

The *American Recovery and Reinvestment Act* also contains \$326 billion in business and personal tax cuts.

[Click here](#) to access ACEC's Economic Stimulus Resource Center, which provides state-by-state breakdowns of infrastructure funding by business sector, in addition to a detailed summary of the legislation and other information.

"Now it's time to turn our attention to making sure this money is spent expeditiously on lasting improvements," said ACEC President Dave Raymond. "Our members will be at the forefront of making this initiative a success."

ACEC State Organizations and Member Firms are continuing to engage their government agencies on implementation plans.

The new law gives states 120 days to enter into project agreements for at least 50 percent of their highway funding, and 180 days for 50 percent of transit funding. For water and wastewater improvements, states are directed to give priority to projects that can be put to contract or begin construction within one year.

States that fail to meet the deadlines may see their funds redistributed to other states.

ACEC Economic Stimulus Webinar Attracts Large Member Response

Some 150 online participants attended ACEC's special webinar on the stimulus package last week.

Developed in response to numerous member inquiries, "The Economic Stimulus Package—An Inside Look" provided a critical breakdown on how the stimulus package will affect the engineering industry.

"ACEC will be sponsoring similar webinars emphasizing various elements of the stimulus package in the near future," said ACEC Vice President Jeff Beard.

The two-hour program featured Janet Kavinoky, executive director of



President Barack Obama signs into law the \$789 billion economic stimulus package as Vice President Joe Biden observes.

ACEC wants to be sure that your ad is seen by thousands of job seekers, so your posting will appear on 20 engineering industry job sites, at NO ADDITIONAL CHARGE. You will also have access to 15,500 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.

Americans for Transportation Mobility and senior lobbyist for the U.S. Chamber of Commerce; Marc Gerson, of Miller & Chevalier and former tax counsel for the House Ways and Means Committee, and Diane Shea, ACEC director of environmental programs.

[Click here](#) to purchase a recorded version of the economic stimulus webinar.



ACEC JOB BOARD

Over 500 Searchable
Jobs Posted

Over 15,500 Searchable
Resumes Posted

Over 2,000 Registered
Employers

Last Five "Help Wanted"
Open Positions:

Marketing Director—Omaha, NE

Geotechnical Engineer—Exton, PA

Deputy General Superintendent—
New Orleans, LA

Regional Manager—New Haven, CT

**Structural Waterfront Designer
Engineer**—Houston, TX

A Sampling of Posted Resumes:

Geotechnical Engineers—1,060

Water Resources/Wastewater
Engineers—1,667

Transportation—1,425

Civil Engineers—2,318

Structural Engineers—1,659

Environmental Engineers—1,493

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

Convention Education Sessions Target Perilous Economic Challenges

Hard-hitting business education sessions to address a challenging economic climate will highlight the upcoming 2009 ACEC Annual Convention, April 26-29 at the Grand Hyatt Hotel in Washington, D.C.

Included among the more than 30 business management sessions are: *Leveraging Customer Relationships to Sustain Growth in the Engineering Sector, Even When Times are Tough*; *The Power of Strategic Management and the Balanced Scorecard: Agility in a Changing World*; and *Streamlining the Organization Toward Profit and Efficiency*.



Ross Shafer, EEA Gala
Host

Convention attendees will also hear about key contracting opportunities with several federal agencies, such as the U.S. Department of Commerce, the U.S. Army Corps of Engineers, GSA, and NASA.

Other Convention highlights include noted CNN Analyst David Gergen on Monday, April 27, the 43rd Annual Engineering Excellence Awards Gala, hosted by Emmy Award-winner Ross Shafer, and numerous other exceptional events, including 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 register or view more Convention information.

ACEC/New York Promotes EWeek On Times Square Jumbotron

ACEC/New York celebrated National Engineers Week in a big way—a Jumbotron advertisement promoting the engineering industry on one of the largest digital billboards in Times Square.



The ad was part of a statewide ACEC/New York campaign to build awareness of the Member Organization and the importance of engineering.

Times Square Jumbotron featuring ACEC/New York advertisement.

Order Webinar Recordings From The ACEC Bookstore

Did you miss ACEC's Economic Stimulus Package webinar? You can now purchase a recorded version of this and other webinars through the ACEC Bookstore.

Look into specifics of the American Economic Recovery and Reinvestment Act and what it could mean for the engineering industry and your firm with ***The Economic Stimulus Package—an Inside Look***.

[Click here](#) to see all On-Demand webinars available through the ACEC Bookstore.

February 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 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.

February

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

“The goal is to get the general public excited about engineering, to interest young people in the profession, and to communicate to policy makers and the public the intrinsic value of the profession to society’s well being,” said ACEC/New York Deputy Executive Director Hannah O’Grady.

In addition to the Times Square ad, ACEC/New York’s image building campaign includes ads in regional and trade publications throughout New York State and on billboards in select markets.

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

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

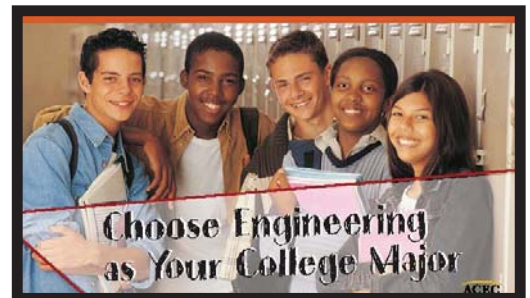
Help Spread The Word: Engineering Is The Hot Career Choice For The Future

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 contact Mary Jaffe at 202-347-7474.



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

Upcoming Online Seminars: Keeping Valuable Staff And ISO For Engineering Firms

Now That I Have Them, How Do I Keep Them?

February 24, 1:30-3 p.m.

As employees weather organizational changes in the current volatile economic environment, firm leadership's ability to manage their "people investment" is particularly important. Greg Churchman, Churchman Consulting, will discuss and share ideas for creative and solid retention strategies so that your investments in hiring and training key employees aren't lost to competitors.

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

ISO 9001:2008 Myths and Realities—Discovering The Truth About This Quality System

February 25, 1:30-3 p.m.

The international quality management system ISO 9001:2008 has evolved into a flexible system to fit consulting engineering firms, with many now certified under its eight basic principles: client focus, leadership, involvement of people, organize work as processes, manage processes as a system, continual improvement, fact-based decision-making, and mutually beneficial supplier relationships. Jim Klug, CTE/AECOM and AI Egreczky, KEMA, address the realities of ISO 9001:2008, its domestic relevance as a designation, and its particular importance for pursuing global work.

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

Register By Feb. 23 To Save On Expertise as an Engineering Expert Witness Course

Applying Expertise as an Engineering Expert Witness

March 19-20, Kansas City, MO

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 participants for legal service with recognition and a certificate of course completion. Register by Monday, February 23 to take advantage of early bird pricing.

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](#).

BIM Course Examines Risks, Technology, Time And Money Savings, Work Flow Changes

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](#).

Sustainable Infrastructure Course Addresses 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 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](#).

Orlando BDC Course Equips Leaders To Succeed In Today’s Changing 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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