



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 Includes Record Investments in High-Speed Rail

The \$787.2 billion economic recovery bill recently signed by President Obama includes \$8 billion for high-speed rail, far more than ever attempted in the past in the United States...[click here](#) for more.

DOE Will Release First Stimulus Projects By April

Energy Secretary Steven Chu is ready to release billions of dollars from the economic recovery plan, with money to build and improve power lines and help for low-income families to cut energy use...[click here](#) for more.

DOT Seeking Small Business Expertise To Solve Transportation Challenges

The U.S. DOT's Research and Innovative Technology Administration has announced the first of two Small Business Innovation Research program solicitations for 2009... [click here](#) for more.

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

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

ACEC PUBLICATIONS

Meeting Tools From The ACEC Bookstore Lead Your Team To Success

Make Meetings Matter: Ban Boredom, Control Confusion, and Terminate Time Wasting

Charlie Hawkins

[Click here](#) to order.



ACEC Supports Commission's Call For Gas Tax Hike, Vehicle Miles Traveled Formula

A Congressionally mandated commission called for increases in the federal gas tax and a transition to a new mileage-based financing mechanism this week to address "the significant and widening gap" between federal spending and the nation's transportation infrastructure needs.



Robert Atkinson, chairman of the National Surface Transportation Infrastructure Financing Commission (left) meets with ACEC President Dave Raymond during Thursday's press conference at the National Press Club.

ACEC President Dave Raymond participated in the Thursday press conference in Washington where recommendations of the National Surface Transportation Infrastructure Financing Commission were released. "I'm pleased that the Commission endorsed the two infrastructure funding mechanisms that ACEC has long-advocated," said Raymond.

In its report, the Commission recommends a ten cent per gallon increase in the gas tax, and fifteen cents for diesel, with indexing going forward to keep up with inflation. The Commission also endorses tolling, congestion pricing, bonding, public-private partnerships, and other alternative funding sources to supplement the motor fuels taxes, with the goal of transitioning to a vehicle miles traveled (VMT) user fee system by 2020. [Click here](#) to access the full report.

"We need to boost revenues in the short term, but a VMT system is the way of the future, as it will provide a steadier and more predictable revenue flow than the gas tax," added Raymond. "Now it's up to Congress and the Administration. We're at a crossroads where policymakers have to decide whether to rebuild our economy by financing a 21st century transportation system, or continue to fall into the potholes of the last century."

Quick Meeting Openers for Busy Managers:

More Than 50 Icebreakers, Energizers, and Other Creative Activities that Get Results

Brian Cole Miller

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Last Chance To Save On CASE Documents

Save 20 percent on **CASE Publications**, **CASE Contracts**, and **CASE Tools** through Saturday. The discount will be applied automatically at check-out.



ACEC JOB BOARD

Economic Stimulus Offer: Buy One/Get One Free On The Job Board

In keeping with the spirit of the new economic stimulus package, 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 receive 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.) After your purchase you will receive an email with a promo code you can use to redeem your free posting.

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



Winning Strategies For Federal Agency Contracting A Focus At Annual Convention

Federal procurement officials from the U.S. Army Corps of Engineers, GSA, NASA, and others will discuss government contracting opportunities and changes during several panel discussions at the upcoming 2009 ACEC Annual Convention, April 26-29 at the Grand Hyatt Hotel in Washington, D.C.

The Convention's federal contracting program also includes the session titled: *Federal and International Market Opportunities: Global Environmental Markets*, led by Marc Lemmond, international trade specialist at the U.S. Department of Commerce.

Convention attendees will further benefit from several education programs which underscore successful management amid a difficult business climate, such as: *How to Fully Serve—and keep—Your Clients*; and *Effective Negotiations: A Primer for Getting and Keeping Business*.

Other Convention highlights include noted CNN Political Analyst David Gergen as the Opening General Session speaker on Monday, April 27, and the 43rd Annual Engineering Excellence Awards Gala on Tuesday, April 28, hosted by Emmy Award-winner Ross Shafer.

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.

Annual Convention ACEC/PAC Corporate Sponsorship Opportunities Available

Gain valuable recognition for your firm by becoming a corporate sponsor of ACEC/PAC activities at the upcoming Annual Convention, April 26-29 at the Grand Hyatt Hotel in Washington D.C.

Corporate sponsors receive visibility throughout the Convention, including on-stage acknowledgements, prominent displays on Convention signage, and listings in *Last Word, Engineering, Inc.*, and the ACEC/PAC website.

ACEC/PAC Corporate Sponsorships help alleviate fundraising costs for ACEC/PAC, which allows the PAC to dedicate more resources to fundraising and educating ACEC members on the importance of political involvement.

Current Convention ACEC/PAC sponsors include Pennoni Associates, Inc. of Philadelphia, Kleinfelder of San Diego and Louis Berger Group in Washington, D.C. Bart Patton, COO of Kleinfelder said, "ACEC/PAC sponsorship is the best way for corporations to directly support ACEC's advocacy efforts that impact our bottom line."

Sponsorships ranging from \$1,000 to \$5,000 are available. ACEC/PAC staff can design sponsorship packages tailored to Member Firm needs.

[Click here](#) for information about ACEC/PAC sponsorship packages and to register. For more information about becoming an ACEC/PAC Sponsor, please contact Elizabeth Coit, ACEC/PAC director, 202-682-4322 or ecoit@acec.org.

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:

Project Manager and Project Engineer—
Multiple locations

Geotechnical Engineer—Hanover, MD

Deputy General Superintendent—
New Orleans, LA

Marketing Systems Assistant—
Omaha, NE

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

A Sampling of Posted Resumes:

Geotechnical Engineers—1,065

Water Resources/Wastewater
Engineers—1,672

Transportation—1,428

Civil Engineers—2,321

Structural Engineers—1,663

Environmental Engineers—1,498

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.

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.

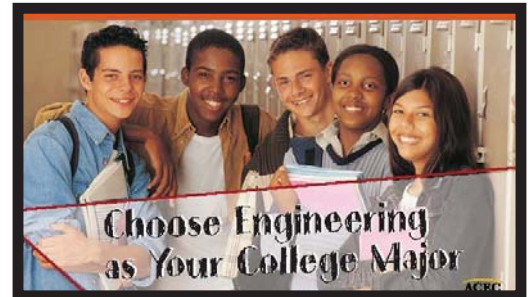
If your project is selected, you will be contacted by an *Engineering Inc.* representative. Please contact Andrea Keeney at akeeney@acec.org if you have any questions.

Infrastructure Contracts for America
www.contractscentral.net

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

Invest In Industry's Future By Promoting Engineering At Local Schools

Choose *Engineering as Your College Major*, ACEC's appealing and informative booklet for middle and high school students, is focused on the creativity and accomplishments of engineering professionals. Ideal for use as a leave-behind for career days, school science fairs and in career counseling offices, the booklet directs students to the



ACEC website for scholarship and other career information resources, and features links to the engineering programs at more than 350 colleges and universities.

Available for purchase in bulk quantities at www.acec.org/engineering-careers, or contact Mary Jaffe at 202-347-7474.

Register By February 27 To Save On Sustainability, BIM, & BDC March Courses

Three of ACEC's most valuable courses will be presented in late March—and all of them present practical information within the context of today's business environment plus vital cutting-edge insights on future growth opportunities.

March

10—**[Risk Taking Under the 2007 AIA, Consensus and EJDC 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

April

1—**[Professional Ethics: A Preventive Maintenance Approach](#)** by Chris Bauer, Bauer Ethics Seminars

7—**[Teaming and Joint Ventures in the Public-Private Partnership \(PPP\) Market—A Case Study](#)** by Keith Sabol, Parsons Corp.

14—**[The Business Case for Sustainable Engineering Practice](#)** by Bill Wallace, Wallace Futures Group LLC

15—**[How to Give and Receive Effective Feedback](#)** by Gary Bates, Roenker Bates Group

21—**[Built to Last: Sustainability and Succession](#)** by Robert vanArsdall, XL Design Professional

Friday, February 27, is the best-price registration deadline to save \$100 or more on the full registration fee for three outstanding ACEC courses:

Engineering Sustainable Infrastructure: Opportunities in Green Transportation and Water Projects

March 26-27, Dearborn (Detroit), MI

Explore the tools and techniques of sustainability, upcoming opportunities and the business context in transportation, water, and buildings markets with this exciting new one-and-a-half-day seminar.

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

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

March 26-27, Seattle, WA

An informative and timely first-hand look into the many components of the emerging multi-dimensional BIM project delivery system—from technology to implementation strategies to risk management.

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

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

March 25-28, Orlando, FL

This best-selling ACEC course is custom-tailored for engineering firm executives and managers, focusing on core A/E business management functions in the context of current economic realities.

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

Still Time To Register For *Applying Expertise as an Engineering Expert Witness* Course

Applying Expertise as an Engineering Expert Witness

March 19-20, Kansas City, MO

ACEC's unique new one-and-a-half-day course, set for March 19-20, Kansas City, prepares participants 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](#).

New Practical Strategic Planning Course Led By Industry Experts Set For April

Practical Strategic and Business Planning for Engineering Firms

April 29-30, Washington, D.C.

ACEC presents a timely and invaluable course in leadership development for key members of your firm responsible for strategic thinking and

business planning. *Practical Strategic and Business Planning for Engineering Firms*, ideally suited for planning in uncertain economic times, will feature well-known industry experts Rod Hoffman and Gerry Salontai as faculty.

A practical hands-on exploration of “strategies for staying on course for long-term firm sustainability,” the one-and-a-half-day course will provide new knowledge to increase planning process effectiveness, utilize proven methods for adapting to unexpected change, and explore models for making better business choices.

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

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