



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

Vol. XXX, Number 9 • March 5, 2009

INDUSTRY NEWS

Lawmakers Seek Billions to Expand, Improve California's Water Supply

State lawmakers are planning a referendum on borrowing up to \$15 billion for projects to expand and improve the California water supply...[click here](#) for more.

Researchers Studying Weathering of Advanced Composites in Bridges

NIST is working with France's Laboratoire Central des Ponts et Chaussées (LCPC) to look at implementing fiber-reinforced polymer composites in civil infrastructure applications...[click here](#) for more.

Obama's Election Boosts Prospects for Intelligent Transport Systems

The election of President Obama should lead to a greater focus on Intelligent Transport Systems (ITS)...[click here](#) for more.

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

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

ACEC JOB BOARD

Lucky March Savings With ACEC Job Board

This month, get lucky in your search for new engineering talent with ACEC's Job Board. Your firm should be using the most comprehensive Job Board serving the engineering industry for all your hiring needs. To make this pot of gold sweeter, and to save 15 percent on 30- and 60-day postings, just use the promo code LUCKY09 when you check out.

Why should you use ACEC's Job Board? We have the power of the engineering niche. ACEC wants to be sure that your ad is seen by

President Releases Broad Outline Of 2010 Budget Priorities

On the heels of the \$789 billion stimulus bill, President Obama's \$3.55 trillion budget outline for 2010 calls for additional increases in water infrastructure funding, the creation of a new National Infrastructure Bank, and a modest increase for transportation programs.

The President's budget provides \$3.9 billion in state revolving funds for wastewater and drinking water projects—more than double the current amount, and proposes to reinstate the Superfund excise tax on manufacturers and corporations beginning in 2011, which is expected to generate \$1 billion each year for cleaning up hazardous waste sites.

The proposed budget would boost DOT funding to \$72.5 billion from \$70.7 billion. This is in addition to the \$48.1 billion already provided in the economic recovery package. The budget outline, which sets aside \$5 billion per year starting in 2010 for the National Infrastructure Bank, would provide direct investment and leverage other sources of funds to support critical infrastructure needs.

A proposal to make the trust funds, which support highway, transit and aviation programs, subject to the annual appropriations process has generated push-back from Capitol Hill and the industry.

"This could make it difficult for DOTs to plan long-range transportation programs if they are unsure of what to expect in terms of federal funding," said ACEC President Dave Raymond. "We will address this with the Administration and Congress in order to assure that these funds are invested as intended."

The budget outline, which was released last week, will be followed by a more detailed budget to be released at the end of March.

[Click here](#) to access the complete outline of the President's budget.

Engineering Event Supports California Senator Barbara Boxer

ACEC/PAC co-hosted an engineering industry fundraising event for Senator Barbara Boxer (D-CA) on Capitol Hill this week.

Senator Boxer is the chair of the Senate Committee on Environment and Public Works (EPW), which has jurisdiction over a number of federal infrastructure programs, including SAFETEA-LU. She also serves on the Committee on Commerce,



Senator Barbara Boxer (D-CA) is flanked by Kevin J. McMahon (left) group vice president of Jacobs Engineering, and ACEC President David Raymond (right).

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 15,800 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.

ACEC JOB BOARD

Over 500 Searchable
Jobs Posted

Over 15,800 Searchable
Resumes Posted

Over 2,000 Registered
Employers

Last Five "Help Wanted"
Open Positions:

Staff Engineer—Alexandria, VA

Land & Water Conservation Engineer—
Kenosha, WI

**Electrical & Mechanical Design
Engineers**—Johnstown, PA

Business Unit Leader, Military Facilities—
Nationwide

**Director of Transportation Services-Civil
Engineer**—Elyria, OH

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,068**

Water Resources/Wastewater Engineers—
1,675

Transportation—**1,429**

Civil Engineers—**2,326**

Structural Engineers—**1,669**

Environmental Engineers—**1,502**

**View These Resumes and Jobs
on ACEC's Job Board**

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

Science and Transportation and the Committee on Foreign Relations.

The event was held in conjunction with the winter meeting of the Design Professionals Coalition—ACEC's coalition of large firms—and was co-hosted by ACEC/PAC along with the Jacobs Good Government Fund of Jacobs Engineering, CH2M HILL PAC, HDR PAC and the HNTB Holdings PAC.

Senator Boxer spoke to an overflow crowd of over 30 engineering firm executives about the importance of the infrastructure stimulus package and the key role ACEC Member Firms will play in the months ahead. She also briefed participants on key Senate priorities in the coming months, including drafting a new surface transportation program, water infrastructure, and climate change legislation.

For more information on ACEC/PAC, please contact Gregory Knopp, ACEC's executive director of Political Affairs, gknopp@acec.org, or Elizabeth Coit, ACEC/PAC director, ecoit@acec.org, at 202-347-7474.



Former White House Advisor David Gergen To Speak At Convention

Noted CNN Senior Political Analyst David Gergen will share his views on challenges facing the Administration and Congress at the upcoming ACEC Annual Convention, April 26-29, at the Grand Hyatt Hotel in Washington, D.C.

A former advisor to Presidents Nixon, Ford, Reagan and Clinton, Gergen is a professor at Harvard's John F. Kennedy School of Government, director of its Center for Public Leadership, and editor-at-large for *U.S. News & World Report*.

He will highlight the Convention's Opening General Session on Monday, April 27. Afterwards, he will sign copies of his latest book, *"Eyewitness to Power."*

Convention attendees will also benefit from special education sessions addressing today's challenging business climate, along with new federal contracting opportunities available through the economic stimulus act.

Other Convention highlights include the 43rd Annual Engineering Excellence Awards Gala—the "Academy Awards" of the engineering industry—on Tuesday, April 28, in addition to a host of 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.



David Gergen,
CNN Political Analyst

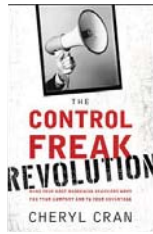
Turn Bad Habits To Good Practice With Resources From The ACEC Bookstore

The Control Freak Revolution:

Make Your Most Maddening Behaviors Work for Your Company and to Your Advantage

Cheryl Cran

[Click here](#) to order.



Stop Pushing Me Around!

A Workplace Guide for the Timid, Shy, and Less Assertive

Ilise Benun

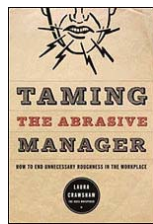
[Click here](#) to order.



Taming the Abrasive Manager: How to End Unnecessary Roughness in the Workplace

Laura Crawshaw

[Click here](#) to order.



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

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.

ACEC Hosts Conference On Project Opportunities In The United Arab Emirates



Danny Sebright (standing) president of the U.S.-UAE Business Council, provided an overview of the business climate in the United Arab Emirates for members during an ACEC International Committee-sponsored conference this week at ACEC headquarters.

Federal experts on international business briefed ACEC members this week on opportunities available for engineers in the United Arab Emirates, at a conference sponsored by ACEC's International Committee.

"We're already actively performing on projects in the Emirates, but I took away new and valuable information from today's session," said Jeff Lindsey, president of Alpha Corporation.

The Conference featured officials from the U.S.-UAE Business Council, the U.S. Department of Commerce, and law and insurance experts with extensive experience in the UAE.

Danny Sebright, president of the U.S.-UAE Business Council provided an overview of the politics, culture and business climate of the Emirates, focusing on the primary centers of Abu Dhabi and Dubai. He also discussed the pros and cons of free trade zones, joint partnerships (with Emirates' agents), and opening an in-country branch office.

Department of Commerce officials pointed to the department's vast range of Internet resources available free of charge at www.export.gov for U.S. firms interested in doing business in the Emirates as well as in 190 other countries.

The conference also featured a round-table discussion where participants shared personal experiences on conducting engineering work in the Emirates.

For more information on ACEC's International Committee and future business development sessions, contact Melissa Thompson at 202-347-7474 or mthompson@acec.org.

Federal Agency Reps Brief ACEC Committee Members On Stimulus Plans, Other Priorities

Representatives from several federal agencies met with the ACEC Federal Agencies and Procurement Advocacy Committee last week to discuss plans for handling stimulus funds and other pertinent issues.

Joe Gott and Bill Holley, chief engineers for the Naval Facilities Engineering Command (NAVFAC) and the General Services Administration (GSA) respectively, and Bill Miner, design and engineering director for the State Department's Overseas Building office, provided insights on how their respective agencies are dealing with stimulus program timelines, integration with long-term requirements, ongoing work and their progress on plan development.

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

12—**[Tax Provisions of the American Recovery and Reinvestment Act of 2009—Practical Implications for Your Business](#)** by Marc Gerson, Esq., and Susan Relland, Esq., Miller & Chevalier

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

19—**[Design Professional Litigation—Year in Review: 2008](#)** by J. Kent Holland, Esq., Construction Risk Counsel, PLLC, and Lauren P. McLaughlin, Esq., Briglia McLaughlin, PLLC

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](#)**

“The quality of information provided by these officials, and the opportunity to engage them directly was outstanding,” said Dave Busse of Walter P Moore.

Notable was the recognition of the need for integrated design efforts over “systems” installations, when addressing technical issues such as sustainability and the future elimination of hydrocarbon use and overall energy reduction goals.

At NAVFAC and GSA, the tight timeframes, limited procurement resources, and need for professional private sector support present major challenges. ACEC’s assistance in simplifying and expediting FAR compliant A/E procurement methods will be needed, the officials said.

These and other representatives from key federal agencies will present broader presentations on handling stimulus, 2009 appropriations, and 2010 budget funds at the upcoming ACEC Annual Convention. [Click here](#) to register.

Infrastructure Contracts for America
www.contractscentral.net

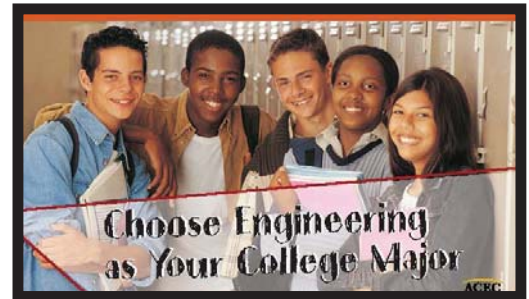
ACEC INSTITUTE FOR BUSINESS MANAGEMENT

Promote Engineering Careers Through Your Schools; Invest In Industry Future

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 <http://www.acec.org/engineeringcareers>, or contact Mary Jaffe at 202-347-7474.



How Will Tax Provisions Of Stimulus Package Affect Your Business?

Tax Provisions of the American Recovery and Reinvestment Act of 2009: Practical Implications for Your Business

March 12, 1:30-3 p.m.

The recently enacted stimulus package, the American Recovery and Reinvestment Act of 2009, includes several tax provisions that will benefit engineering firms.

ACEC presents a unique interactive online seminar that will help you learn more about the practical tax implications of the economic stimulus legislation for your business. Marc Gerson and Susan Relland of Miller & Chevalier, the

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

22—Take Charge of Your Health! by Carol Calvin, United Healthcare

Washington-based firm specializing in tax law and government affairs, will walk through each of the Act's provisions. Registrants earn 1.5 PDHs.

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

Prepare for Firm Sustainability With New Practical Strategic Planning Course

Practical Strategic and Business Planning for Engineering Firms

April 29-30, Washington, D.C.

ACEC presents an invaluable course in strategy development for key members of your firm responsible for strategic thinking and business planning. *Practical Strategic and Business Planning for Engineering Firms* debuts April 29-30, Washington, D.C., presented by well-known industry experts Rod Hoffman and Gerry Salontai as faculty.

This timely course offers a practical hands-on exploration of today's best strategies for staying on course by adapting to unexpected change, in addition to effective implementation techniques and proven planning approaches for long-term firm sustainability.

The one-and-a-half-day course will provide new knowledge to increase planning process effectiveness, successful industry case studies, and models for making better business choices. Attendees will earn 11 PDHs for 2009.

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

Business of Design Consulting Is '09 Version Of Basics For Managing To Succeed

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

March 25-28, Orlando, FL

ACEC's *Business of Design Consulting: Managing to Succeed in a Challenging Economic Environment* course is an intensive, four-day examination and update of every element and function of the successful A/E business in the context of an uncertain and challenging business environment. Content covers the eight key areas of leadership, human resources, contracts, risk management, information technology, finance, business management and marketing, plus real-world examples.

For owners, principals, executives, managers and up-and-coming leaders of A/E firms, this up-to-date look at the building blocks of your operation is a cost-effective investment for surviving the current business climate and succeeding in a more competitive-than-ever future. This popular course has a few openings remaining, and attendees earn 28 PDHs.

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

Applying Expertise Course Sold Out— Summer Event Advance Notice Available

Applying Expertise as an Engineering Expert Witness Course, March 19-20 in Kansas City, is sold out. To request VIP advance notice of the summer 2009 course encore, e-mail education@acec.org, and note the course title and your preferred e-mail address.

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