



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

EPA Awards \$430 Million for New York Wastewater Infrastructure

EPA has awarded the single largest grant in its history, granting more than \$430 million to the State of New York for wastewater infrastructure projects...[click here](#) for more.

DOT Gives \$258 Million in Stimulus Funds to Airports

U.S. DOT has announced that airports around the country will receive \$258 million under the American Recovery and Reinvestment Act (ARRA) of 2009...[click here](#) for more.

Maine Embraces "Bridge in a Backpack" Technology

A bridge along Route 11 in Maine is the country's first to use a process developed at the University of Maine to make stronger bridges using materials that can fit in a duffel bag...[click here](#) for more.

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

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



Use The Job Board To Hire The Best Talent

Bringing qualified engineering industry candidates to your team will strengthen your organization and provide you with the talent you need. ACEC's Job Board can help you find the perfect candidates and save you money.

Purchase any job posting or package today and enter the discount code APRIL25 at checkout to receive a 25 percent discount on your purchase. Hurry, this discount is only available through the end of April.

Don't forget, while you have an active job

Convention Lobbying Effort To Promote ACEC's "Stimulus" Agenda

ACEC's "citizen lobbyists" will visit Capitol Hill during the 2009 ACEC Convention to advocate for a new economic stimulus agenda and to reinforce the key role the engineering industry plays in delivering infrastructure improvements to the public.

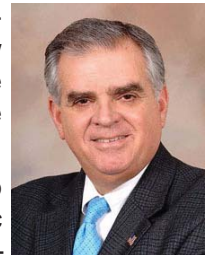
"This is a critical time for the industry and there's no substitute for personal, face-to-face interaction with public officials on the issues we care about," said ACEC President Dave Raymond. "Our members make great lobbyists, which is why we need them with us in Washington at the Convention."

ACEC's lobbying agenda includes:

- **Prevent 50 percent Cut in Transportation Funding to the States.** SAFETEA-LU expires this year. Unless Congress passes a new program with new funding, state transportation programs will face major cuts by the end of the year.
- **Pass New Water Infrastructure Program.** The House of Representatives has already passed a \$13.8 billion wastewater bill and the Senate will introduce a much larger multi-year package in May.
- **Repeal 3 Percent Withholding Mandate.** ACEC and its coalition allies won a delay in the implementation of the repeal provision in the recently passed stimulus package, but the Council continues to push for full repeal.
- **Maximize Private Sector Innovation.** Public sector unions and their allies in Congress and the White House will try to restrict contracting out by federal and state agencies this year.

[Click here](#) for fact sheets on each issue.

The Annual Convention will also feature education sessions with senior federal officials discussing their respective economic stimulus programs; presentations from Transportation Secretary Ray LaHood and the Chief of the Corps of Engineers, Lt. Gen. Robert Van Antwerp; and visits from senior congressional leaders. ACEC members can still take advantage of early bird registration rates. For more information and to register, [click here](#).



Ray LaHood,
U.S. Transportation
Secretary

posting, you will also have access to our searchable resume database, containing over 16,700 job seekers.

Visit the [ACEC Job Board](#) to create an account and post your job today.

For more information, contact Nina Goldman at 202-682-4325 or write ngoldman@acec.org.

ACEC JOB BOARD

Over 450 Searchable
Jobs Posted

Over 16,700 Searchable
Resumes Posted

Over 2,000 Registered
Employers

Last Five "Help Wanted"
Open Positions:

Civil Engineer—Southwestern Michigan
Sr. Dam/Hydraulic Structures Engineer—
Folsom, CA
New England Market Manager—
Littleton, MA
Senior Bridge Designer—Irvine, CA
Bridge Inspection Engineer—
Owings Mills, MD

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,098**
Water Resources/Wastewater Engineers
1,702
Transportation—**1,455**
Civil Engineers—**2,339**
Structural Engineers—**1,682**
Environmental Engineers—**1,521**

View These Resumes and Jobs
on ACEC's Job Board

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

ACEC Presses Congress for Student Loan Forgiveness Funding

ACEC member response is needed to assure that the Council-supported Student Loan Forgiveness Program is adequately funded.

Congress approved legislation last summer that authorizes up to \$10,000 in student loan forgiveness for individuals who work as engineers and in other designated fields.

Before this important program can be available to engineers, however, the Department of Education must write the program regulations and Congress must provide the funding.

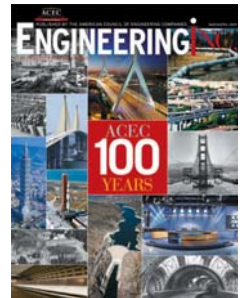
ACEC is working with both Congress and the regulators to move the program forward. To aid in this effort, ACEC members should ask their Members of Congress to support funding for this important program by [clicking here](#).

Bulk Purchases Of New 100-Year Anniversary Engineering Inc. Now Available

The March/April 2009 issue of *Engineering Inc.*, which celebrates ACEC's 100 years of industry service, is now in the mail to subscribers.

The special issue features a decade-by-decade account of the Council's rise in prominence as the engineering industry's most influential voice, in addition to Member Firm achievements throughout the century.

The commemorative issue is a perfect image-building and marketing tool for clients and employees. To order bulk quantities of the anniversary edition of *Engineering Inc.*, [click here](#). Order today—quantities are limited.



Strut Your Stuff: Promote Your EEA-Winning Project In May/June Engineering Inc.

Achieve maximum exposure for your Engineering Excellence Award-winning project by advertising in the special May/June issue of *Engineering Inc.*, which highlights all winners in this year's EEA competition.

Promote the outstanding work of your firm to important clients and colleagues with an advertisement accented by the special 2009 EEA Winner's Recognition seal.

By advertising in *Engineering Inc.*, your firm's winning effort will be seen by thousands of key industry professionals, plus local, state and federal agency administrators, in addition to more than 43,000 employees of ACEC member firms.

For more information on advertising in *Engineering Inc.*, special EEA winner advertising rates and winner seals, contact Nina Goldman at 202-682-4325 or ngoldman@acec.org.



Stimulus Transportation Funding: What You Need To Know

Stimulus \$ for Transportation Projects: Highway, Rail, Transit and Beyond, ACEC's popular online seminar featuring program management officials from the Federal Highway Administration, Federal Transit Administration and Federal Railroad Administration, is now available for purchase from the ACEC Bookstore in downloadable format.

The March 25 live presentation is an important inside look at how the \$38 billion in economic stimulus monies will be used to fund highway, transit, rail and other infrastructure projects.

[Click here](#) to order and download the one-and-a-half-hour seminar.

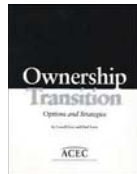
Plan Effective Succession With These ACEC Bookstore Titles

Ownership Transition: Options and Strategies, 3rd Edition

Lowell Getz and Paul Lurie

Ownership Transition comes with a CD packed with the templates, forms and letters you will need to successfully transition your company.

[Click here](#) to order.



Effective Succession Planning—Ensuring Leadership Continuity and Building Talent from Within, 3rd Edition

William J. Rothwell

Updated and expanded to reflect the latest trends and best practices in succession management, the book presents strategies for creating a complete, systematic succession planning program.

[Click here](#) to order.



[Click here](#) to browse our full catalog of publications and merchandise.

Participants In ACEC Industry Trends Survey Receive Pertinent Business Data Free

ACEC's annual Industry Trends Survey questionnaire is now available online by [clicking here](#). Member Firms can also fill out the questionnaire recently sent by mail.

Participants completing the survey will receive survey findings (the electronic version) free of charge.

The survey is entirely confidential—all statistics are combined and placed into a composite format. Results provide invaluable information on industry trends and standards and are indispensable for strategic planning and benchmarking against industry norms.

New this year is a section on sustainability and green design and construction.

All survey findings are broken down by firm size, geography and market focus so firms will be able to see, for example, whether highway design work is more profitable in the Midwest or the Northeast, or whether the upper Northwest is really "greener" than the Southeast.

Respondents have until April 23 to complete the questionnaire. To participate in the confidential survey online [click here](#), or fill out the printed survey questionnaire and mail it to Mary Jaffe at ACEC, 1015 15th Street N.W., Washington, D.C. 20005. Complete results will be available in 10 weeks.

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

Spot 'Red Flags' Of Model Contracts To Avoid Risk; Register Soon For Best Price

Recognizing the Snares and Pitfalls in A/E/C Industry Contracts

May 28-29, Philadelphia

Set for May 28-29 in Philadelphia, *Recognizing the Snares and Pitfalls in A/E/C Industry Contracts* is a one-and-a-half-day course that will equip your firm's engineers, architects, project managers, contracting officers, specifiers and others to avoid risk, with important up-to-date knowledge in critical contract areas, especially important in a competitive economy.

Sessions will cover two dozen key provisions in model contracts that are vital in protecting your business and maintaining your firm's professional standards. Presenting faculty are James C. Brown II, vice president, Malcolm Pirnie, Inc., and Justin L. Weisberg, Arnstein & Lehr LLP. Attendees earn 11 PDHs.

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

[Click here for Contracts Central, your one-stop source for design and construction industry contracts and forms. \[www.contractscentral.net\]\(http://www.contractscentral.net\)](#)

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.

April

21—**Built to Last: Sustainability and Succession** by Robert vanArsdall, XL Design Professional

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

May

5—**Diverging Diamond Interchange: An Innovative Traffic Solution** by Lorenzo Rotoli, Fisher Associates

6—**Effective Project Planning to Improve Profits** by Gary Bates, Roenker Bates Group (Extended 3-Hour Session)

12—**Risk Management Report Card: Would Your Firm Earn A, F or Incomplete?** by Erin Austin and Jack Beemer, David Evans and Associates, Inc., and panel

13—**Increase Your Win Rate with Powerful, Persuasive Proposals** by Clare G. Ross, The Clare Ross Organization

20—**Breaking Down the Generational Language Barrier in Today's Multigenerational Engineering Workplace** by Lori Oakes-Coyne, Morrissey Goodale, LLC

Business of Design Consulting Updates Best Practices Of Successful A/E Business

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

June 3-6, Portland, Maine

In response to continued strong interest, ACEC will again present *The Business of Design Consulting: Managing to Succeed in a Challenging Economic Environment*, June 3-6, in Portland, Maine. This intensive, four-day course examines and updates 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 business: management, finance, marketing, contracts, risk management, leadership, human resources, and information technology.

If you are an owner, executive, principal, business administrator, project manager (all levels), human resources manager, or manager of facilities and/or infrastructure projects, then you can't afford to miss this ACEC course. Attendees earn 28 PDHs.

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

Competitive Advantage is Goal of Advanced Project, Program Management Update

Advanced Project and Program Management for the Engineering and Construction Industry

June 8-9, Cambridge, MA

ACEC and Northwestern University's McCormick School of Engineering bring *Advanced Project and Program Management for the Engineering and Construction Industry* curriculum to the East Coast this summer. The targeted two-day course will be presented June 8-9 in Cambridge (Boston), MA, providing contemporary insights into topics of vital importance in a challenging economy, including:

- Becoming "Project Fiduciary" in Uncertain Economic Times
- New Information Systems and Their Contributions to Projects
- Management of the Environmentally and Economically Sustainable Project
- Project Risks and Mitigation Measures
- Creative Funding Mechanisms—Program Economics
- Path Forward in Program Execution for Increased Fees, Repeat Business

Faculty are Stephen Mulva, associate director, Construction Industry Institute; Jerry Novacek, president, NovaConGroup; and Ahmad Hadavi, associate director, master of Project Management, Northwestern University.

Expand your knowledge of new delivery systems and contracting formats and discover innovative management techniques to increase projects and program revenues. Attendees earn 16 PDHs.

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

26—***The Climate Project: Impact of Global Climate Change on Engineering Practice*** by Raymond Sirois, Wright-Pierce Engineers

27—***Lessons Learned in Implementing BIM and IPD in a 900-Person Multidisciplinary Firm*** by Sean Smith, Gresham Smith and Partners

June

3—***Retirement Program Trends in the Engineering Industry*** by David Waters, Prudential Financial and Nancy Barrette, ACEC Retirement Trust

16—***Risk Taking Under the 2007 AIA, Consensus and EJCDC Documents*** by Roger Sabo, Schottenstein Zox and Dunn

Add Legal Services to Portfolio With New Courtroom Skills Plus Engineering Expertise

Applying Expertise as an Engineering Expert Witness

June 18-19, Philadelphia

In challenging economic times, adding new services that capitalize on your firm's existing skills and expertise is an important business strategy. Only the court-savvy, prepared and prudent engineer should take on the potentially lucrative assignment of being an expert witness in legal proceedings.

A sell-out in its recent debut, ACEC's *Applying Expertise as an Engineering Expert Witness* course will again be presented on June 18-19 in Philadelphia. The course prepares participants for legal service with recognition and a certificate of course completion and 11 PDHs.

Designed for professional engineers, architects and surveyors interested in earning credentials for legal service engagements, attendees will learn from expert faculty about courtroom demeanor, how to maintain credibility, the differences between a fact witness and an expert witness, deposition behavior, permissible out of court statements, ethics, pre-courtroom testimony preparation, visual aids and more.

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

Senior Executives Institute's Class 15 Open For Top Leaders

ACEC's Senior Executives Institute (SEI) graduated Class 13 this spring, wrapping up in March in Amelia Island, FL. Class 15—the next available cohort—begins a two-year series of five meetings in September 2009, with just a few remaining openings.

SEI curriculum is specific to the complex contemporary world in which design professionals practice, with executives enrolled in the program increasing their personal knowledge, skills, business acumen, and awareness of their environment. Emerging as more effective leaders, they are better equipped to clarify matters of importance to themselves and their businesses, and inspired in the formation of innovative and compelling visions, goals and strategies.

[Click here](#) for details, or contact Deirdre McKenna at 202-682-4328.

Online Seminars: Managing For Firm Longevity; Maximizing Healthcare Benefits

Built to Last: Sustainability and Succession

April 21, 1:30-3 p.m.

Sustainability isn't just about energy conservation and resource renewal—it can also describe the building of a firm that will last 100 years and even longer. Robert vanArsdall, XL Design Professional, looks at long-term firms that have implemented management practices to ensure succession as an orderly and successful process, replicated over and over rather than as a unique event in time.

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

Take Charge of Your Health!

April 22, 1:30-3 p.m.

Carol Calvin, RN, MS, and national director, Health and Wellness, UnitedHealthcare, explores “becoming a healthier you,” in a timely interactive seminar. Topics for discussion and questions include: achieving a healthier and balanced lifestyle; exploring online personalized wellness tools and educational information; utilizing discounted wellness products and services; information on discounts on alternative/complementary care, cosmetic dentistry, laser eye surgery, long-term care, hearing service and more.

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

Plan For Fall (And The Future): Register For *Building Information Modeling (BIM)*

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

October 29-30, Seattle

ACEC's popular course, *Building Information Modeling (BIM): The Promise and The 2009 Reality for A/E/C Firms*, is accepting registrations for the next presentation, Oct. 29-30 in Seattle. Mark your calendars and register now for an informative and inside look into the many components that contribute to bottom-line success utilizing this interdisciplinary project delivery system. This is an invaluable overview for COOs, IT and project managers, and company principals. Attendees earn 11 PDHs.

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

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