



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

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# Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

## INDUSTRY NEWS

### **Obama Budget To Fund \$1.83 Billion For Light Rail Projects**

President Obama's proposed budget for fiscal 2010 includes \$1.83 billion in funding for major transit projects across the United States...[click here](#) for more.

### **Experts Urge Increased Water Infrastructure Spending**

Crumbling infrastructure like roads and bridges can easily get attention, but hidden water infrastructure is paid much less heed despite the necessity of water for drinking and basic sanitation...[click here](#) for more.

### **Schwarzenegger Endorses Public-Private Partnerships for Infrastructure**

California Gov. Arnold Schwarzenegger has endorsed public-private partnerships as an alternative funding method for the state's infrastructure needs...[click here](#) for more.

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

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

## ACEC PUBLICATIONS

### The ACEC Bookstore Has Moved!

If you've bookmarked our website, please update your link to [https://netforum.acec.org/eweb/?site=acec\\_store](https://netforum.acec.org/eweb/?site=acec_store).

### Engage Your Employees

*Intrinsic Motivation at Work, 2nd Edition*  
*What Really Drives Employee Engagement*

*Kenneth W. Thomas*

## Senate Committee Clears ACEC-Backed \$38.5 Billion Water Bill, Expands QBS

The Senate Committee on Environment and Public Works approved major water infrastructure legislation this week that significantly boosts investment in drinking water and wastewater projects.

The package also includes a new mandate to require certain municipalities to use QBS on federally funded water projects.

The Water Infrastructure Financing Act of 2009 (S. 1005) authorizes \$38.5 billion over five years for projects funded through the Clean Water Act and Safe Drinking Water Act State Revolving Fund (SRF) programs.

The measure extends SRF loans to 30 years; broadens the list of eligible projects; gives greater weight to applications from communities developing asset management and long-term financial plans; adds grant programs for watershed restoration projects, combined sewer overflows and "critical drinking water infrastructure projects;" and revises the allocation formula to state water agencies.

The Senate bill requires communities with populations over 10,000 to use QBS on SRF-funded projects. The House-passed bill includes a QBS mandate that would cover all federally funded projects. The Council will advocate for the broadest possible application of QBS when the Senate considers this legislation on the floor, or in conference with the House bill.

## Take Part In ACEC's Professional Liability Insurance Survey Of Member Firms

The 2009 ACEC Professional Liability Insurance Survey of Member Firms for Fiscal Year 2008 will be conducted online beginning Monday, May 18, through Friday, June 5.

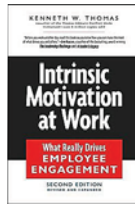
This annual survey collects information on member firms' professional liability insurance, their claims experience, and the impact of the threat of litigation. An email with a link to the survey will be sent by May 18 to the key contacts of the Member Firms.

Survey participants will receive a free copy of the complete results upon request. Results will also be available for purchase through the ACEC Bookstore.

"As is the case every year, this information is crucial to determining the professional liability insurance landscape which our members must work with. It also provides important data for our tort reform efforts in Congress," said Charlie Geer, senior vice president of Kimley-Horn and Associates and chairman of the ACEC Risk Management Committee. "I strongly encourage each member firm's headquarters office to participate in this survey."

The results of the survey will be compiled and a summary published in the July/August 2009 issue of *Engineering Inc.*

This breakthrough book provides the first comprehensive treatment of intrinsic motivation in the workplace—the psychological rewards workers get directly from the work itself—offering clear advice on how companies can harness its tremendous power to develop a more committed, self-managing workforce.

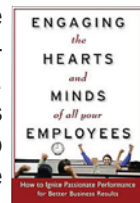


[Click here](#) to order.

### **Engaging the Hearts and Minds of All Your Employees—How to Ignite Passionate Performance for Better Business Results**

*Lee J. Colan*

Employee engagement is the cornerstone of achieving a sustainable competitive advantage. In *Engaging the Hearts and Minds of All Your Employees*, leadership expert Lee J. Colan delivers the “how to” for inspiring your team so they deliver unparalleled value to your customers.



[Click here](#) to order.

[Click here](#) to visit the ACEC Bookstore and view our full catalog of publications and merchandise.

## **New ACEC Website Now Accepts Advertising**

Promote your firm on ACEC’s new website. The newly revamped ACEC homepage now includes advertising space for you to promote your products and services.

[WWW.ACEC.ORG](http://WWW.ACEC.ORG) receives 28,000 unique monthly visitors, both members and non-members, and each visit to the site averages 18 minutes. Advertising on ACEC’s official website provides you with a great opportunity to build your brand, promote your firm and grow your business

[Click here](#) to view pricing and sizes, or contact Nina Goldman at [ngoldman@acec.org](mailto:ngoldman@acec.org) today to reserve your space.

**ACEC JOB BOARD**

## **Recruit College Grads On The Job Board—And Save**

With college graduations upon us, May is the month to post your available engineering positions on the ACEC Job Board.

Be one of the first 10 firms to post a job and

## **Federal “Retainage” Rule Improvements Under Consideration**

A significant change in the Federal Acquisition Regulation (FAR) rule governing retainage on federal design contracts has been officially proposed by the FAR Councils.

The change permits contracting officers to use their judgment regarding the amount of payment withheld (retainage) to apply.

This rule change represents a departure from the current rule, which requires the contracting officer to withhold 10 percent of the amount due on each voucher with the government retaining the withhold amount until the contracting officer determines that the “work” has been satisfactorily completed (often at commissioning of the completed project).

Under the proposed rule, the withhold amount will be at the level “necessary to protect the government’s interests” up to 10 percent. The change also includes payment of any unpaid balance due (to include withhold amounts) at the successful completion of the design work.

These changes originated from an ACEC-supported recommendation in the Small Business Administration’s Regulatory Review and Reform (r3) initiative, and has been an ACEC priority for several years.

[Click here](#) to access the proposed rule, as published in the Federal Register on May 5.

Any member wishing to comment on the proposed rule should submit their comments no later than June 19 to Mark Steiner at [msteiner@acec.org](mailto:msteiner@acec.org). ACEC’s comments—which among several points will clarify that contracting officers are not required to withhold any amount—are due to the FAR Councils by July 6.

## **ACEC Hosts Engineering Services Workshop With FHWA And AASHTO**



King Gee (standing) FHWA associate administrator for infrastructure, addresses workshop participants. Also pictured from the left are: Rob Cary, district administrator, Virginia DOT; Jon Obenberger, FHWA pre-construction group team leader; and Brian Nicol, senior vice president, CH2M HILL.

ACEC was the host for a Federal Highway Administration (FHWA)-convened workshop this week, that identified issues of common interest and opportunities to enhance the practice of procuring, managing and administering engineering and design services.

ACEC members, including members of DPC—ACEC’s large firm coalition—joined representatives from AASHTO and ARTBA to discuss how the engineering industry can help FHWA and the states better manage, operate and maintain surface transportation facilities and services.

Topics addressed by workshop participants included uniform interpretation and compliance with federal acquisition regulations, the updating state

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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](mailto:ngoldman@acec.org).

## ACEC JOB BOARD

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Employers

Last Five "Help Wanted"  
Open Positions:

**Professional Engineer**—Austin, TX

**Science & Engineering Group Manager**—  
Stockton, CA

**Bridge Inspection Engineer**—  
Owings Mills, MD

**Sr. Project Manager**—Tampa, FL

**Engineering Faculty, Full Time**—  
Trenton, NJ

A Sampling of Posted Resumes:

Geotechnical Engineers—1,122

Water Resources/Wastewater  
Engineers—1,710

Transportation—1,459

Civil Engineers—2,348

Structural Engineers—1,686

Environmental Engineers—1,531

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

audit guidelines, application of QBS at the federal and state level, and cost recovery for errors, omissions and unallowable costs.

FHWA officials also identified oversight challenges and potential regulatory changes related to the procurement, management and administration of consultant services contracts.

## Deadline Extended To May 22 For Industry Trends Survey Questionnaire

You still have time to participate in ACEC's 2009-2010 Industry Trends Survey questionnaire. ACEC has extended the deadline for returning the completed questionnaire to May 22.

The survey questionnaire is available online by clicking [here](#).

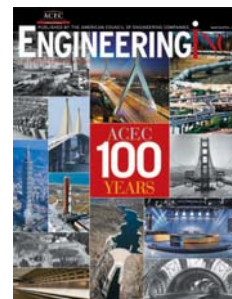
Firms participating in the survey will receive an electronic version of the final report—indispensable for strategic planning and benchmarking against industry norms—free.

## Bulk Purchases Of Historic 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 available for bulk purchases.

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.



## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

**\*Special Stimulus Extra!** For a limited time, participants in on-site, multi-day ACEC courses will take home a \$200 BONUS coupon—for personal or firm use—to apply to the registration fee of a future ACEC on-site course.

## EPA Online Update Set For May 21: Inside Info On Stimulus Funding Or Water, Sewer Projects

*Economic Stimulus Program Funding: EPA Local Water & Sewer Projects*

May 21, 1:30-2:30 EDT

James A. Hanlon, director of the EPA Office of Wastewater Management, will provide a special update on the \$6 billion in new funding available under the American Recovery and Reinvestment Act (ARRA) for local water and wastewater projects through State Revolving Funds. The May 21 online seminar will be interactive and Hanlon will answer questions submitted by registrants.

## 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 features a wide variety of topics in support of better A/E business management knowledge and the techniques needed to weather an uncertain economy.

### May

**19—[Value vs. Cost: Getting Paid What You're Worth](#) by David Stone, Stone & Company**

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

**21—[Economic Stimulus Program Funding: EPA Local Water & Sewer Projects](#) by James A. Hanlon, Director, EPA Office of Wastewater Management**

**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

**2—[Take Charge of Your Health!](#) by Jean Kapetanios, UnitedHealthcare**

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

This major infusion of federal funds is expected to generate new business for engineering firm clients in the environmental sector and the industry overall. Firms specializing in water projects or interested in expanding into the water infrastructure sector can hear details on ARRA requirements and EPA's most recent guidance document, as well as updates on specific topics still being negotiated.

To register, [click here](#).

## Protect Your Business And Your Standards; Course Identifies Model Contract 'Red Flags'

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

**May 28-29, 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 on how 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 to 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](#).

## Invest In Your Firm's Future—June BDC Course Priced For Real Savings

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

**June 3-6, Portland, ME**

There's no better time to update your A/E business management know-how—at a stimulus registration price you can't afford to miss—than with a focused four-day course that has become an industry standard. Set for June 3-6 in Portland, ME, ACEC's *Business of Design Consulting: Managing to Succeed in a Challenging Economic Environment* examines and updates every element and function of the successful A/E business in the context of today's challenging marketplace.

Presented by leading practitioners who specialize in the A/E environment, course curriculum is custom-tailored to your workplace, focusing on the essential business topics not offered by engineering schools such as: business management, finance, marketing, risk management, contracts, 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, this ACEC course is a cost-effective investment in your firm's future.

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

**4—Navigating Wetlands Work: Engineering During a Time of Transition** by Charles “Chip” Smith, U.S. Army Corps of Engineers

**9—Negotiating Better Engineering Contracts: A Win-Win Situation** by Gary Bates, Roenker Bates Group

**10—A Tool Box You Can Actually Use for Risk Management** by Doug Ashcraft, Walter P Moore and Associates and Corey Matsuoka and Mike Matsumoto, SSFM International, Inc.

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

**17—If You Haven’t Planned It, You Can’t Control It** by Gary Bates, Roenker Bates Group

**23—How Can You Exceed My Expectations If You Don’t Know What They Are? Looking for Real (and Useful) Client Feedback** by David Stone, Stone & Company

## **Gain Competitive Edge With ACEC’s Only ‘09 Advanced Project Management Course**

***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](#).

## **Add New Courtroom Skills And Legal Services To Portfolio; Early Bird Price Through May 20**

***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](#).

# Get Ready For New Sustainability Market Business With Certificate *Green Course*

*Green Infrastructure and Sustainable Communities: Opportunities in New Markets*

**July 13-16, Denver**

ACEC and Colorado State University developed this course for engineers and planners seeking advanced training on civil infrastructure projects and town/regional planning approaches to sustainable design and construction.

Industry interest in green markets continues to build.

*Constructioneer* magazine recently noted that “Companies proficient in green building methods and building green facilities... will be at an advantage as they pursue opportunities to participate in the federal stimulus program.”

A previously sold-out session, this timely presentation is expected to draw an even greater-than-usual response. Topics include sustainable development in a business context, sustainable design tools and techniques, impacts of development and projects on the environment, sustainable design for specific engineering markets (urban water management, transportation, buildings) and client interaction on sustainable projects.

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

## Online Seminars Tackle Undervaluation Of Services; Multigeneration Communications

*Value vs. Cost: Getting Paid What You're Worth*

**May 19, 1:30-3 p.m.**

Why are you paid so little for your firm's professional services? How can you get away from the quicksand of fee competition and commodity pricing? David Stone, Stone & Company, presents a thought-provoking online seminar on how our profession got into the undervaluation predicament, and what you can do—starting immediately—to get your firm onto the high road of real value pricing.

[Click here](#) to register.

*Breaking Down the Generational Language Barrier in Today's Multigenerational Engineering Workplace*

**May 20, 1:30-3 p.m.**

Employees from four different generations interface in today's engineering firms. The potential in this sometimes uneasy diversity is a healthy variety of viewpoints, perspectives and experiences that can enrich a firm's capabilities and market appeal. But that same range of backgrounds and opinions can lead to conflict as well.

Lori Oakes-Coyne, Morrissey Goodale, LLC, presents an online seminar that points out ways to break down generational language barriers—through industry case studies, lessons learned and interactive discussion—to produce more productive and successful interaction.

[Click here](#) to register.

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