



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

Vol. XXX, Number 21 • June 11, 2009

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

INDUSTRY NEWS

USDA Awards More Than \$1 Billion for Rural Electricity Grid Upgrades

The U.S. Department of Agriculture (USDA) has awarded more than \$1 billion in loans to build and repair more than 10,000 miles of distribution and transmission lines....[click here](#) for more.

Smart Grids Should Get a Spark From Federal Stimulus Package

Tech companies now ensconced in Internet technology are looking to the smart grid, the national infrastructure project that relies on network sensors....[click here](#) for more.

States Divided on Raising Road Taxes

States across the country have seen clashes over raising road taxes, including a showdown between Idaho Gov. C.L. "Butch" Otter and his fellow Republicans in the state House over the governor's proposal....[click here](#) for more.

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

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ACEC Website Now Offers Advertising Opportunities

Member Firms and vendors can now promote products and services on the newly revamped ACEC website.

With more than 28,000 unique visitors each month—and with each visit averaging more than 18 minutes—advertising on www.acec.org offers 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 today to reserve your space.

Highway Trust Fund Shortfall Threatens State DOT Programs As Early As August

ACEC and other industry organizations are warning Congress that a looming shortfall in the Highway Trust Fund could cause significant funding reductions to state transportation programs this summer.

According to the U.S. Department of Transportation (USDOT), the diminishing balance in the Trust Fund will reduce highway program payments to the states beginning in August. At that time, states would receive a pro-rata share from the available Trust Fund balance.

DOT officials estimate that a \$5-7 billion infusion is necessary to provide full payments to states for the remainder of F.Y. 2009. Unless Congress passes legislation to bring more revenue into the Trust Fund, an additional \$10-11 billion will be necessary to maintain current funding levels in F.Y. 2010.

In testimony before the House Transportation Appropriations Subcommittee last week, Secretary of Transportation Ray LaHood said there are plans "to address the potential Trust Fund shortfall this summer." While he said the fix "must be paid for," he did not provide any details on possible spending cuts or revenue increases.

ACEC and its industry partners are working to educate House and Senate members about the disastrous consequences for the nation's transportation infrastructure if Congress fails to act.

For more information, contact Matt Reiffer, ACEC's director of transportation programs, at mreiffer@acec.org or (202) 347-7474.

ACEC-Backed National Infrastructure Development Bank Bill Introduced

Representatives Rosa DeLauro (D-CT), Steve Israel (D-NY), Keith Ellison (D-MN), and Anthony Weiner (D-NY) recently introduced the National Infrastructure Development Bank Act of 2009 (HR 2521).



Rep. Steve Israel
(D-NY)



Rep. Rosa DeLauro
(D-CT)

The ACEC-supported measure would create and fund a new independent institution to direct public and private dollars toward large infrastructure projects. The concept has the support of the Obama Administration, and Transportation Secretary Ray LaHood praised the

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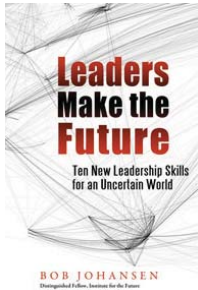
Leaders Make the Future

Ten New Leadership Skills for an Uncertain World

Bob Johansen

Drawing on the Institute for the Future's latest forecast (included in this book), Bob Johansen introduces skills that will help leaders see connections in the larger systems in which they operate, embrace shared assets and opportunities and cut through the chaos to make a better future.

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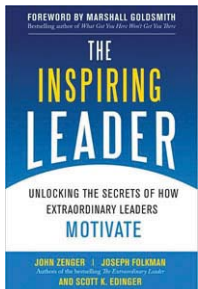
The Inspiring Leader

Unlocking the Secrets of How Extraordinary Leaders Motivate

John H. Zenger, Joseph R. Folkman & Scott K. Edinger

The Inspiring Leader reveals the authors' newest proprietary research on how top leaders inspire teams to greatness. The authors discuss the behaviors exhibited by the most successful leaders and includes advice on how to implement them.

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initiative during his recent appearance at ACEC's Annual Convention in Washington, D.C.

The Bank would evaluate and finance infrastructure projects with substantial regional and national significance. These projects would be limited to public mass transit systems, public housing, roads, bridges, drinking water and sewage treatment systems.



Rep. Anthony Weiner (D-NY)

The Bank would be initially capitalized with authorized appropriations of \$5 billion a year for five years.

Funding options proposed in the legislation include direct subsidies, direct loan guarantees, long-term tax-credit general purpose infrastructure project-specific bonds.

For more information, contact Diane Shea, ACEC's director of environment and energy programs, at dshea@acec.org or (202) 347-7474.



Rep. Keith Ellison (D-MN)

ACEC/Hawaii Hosts ACEC/PAC Fundraiser for Rep. Mazie Hirono

ACEC/PAC and ACEC/Hawaii sponsored a successful fundraising event for Rep. Mazie Hirono (D-HI) recently in Honolulu. Rep. Hirono is a member of the U.S. House Transportation and Infrastructure Committee.

"It was a wonderful opportunity to not only express our gratitude for the Congresswoman's support on transportation and infrastructure issues, but also to keep her updated on ACEC's current legislative priorities," said ACEC/PAC Champion David Bills of Bills Engineering, Inc., who presented the congresswoman with a \$3,000 ACEC/PAC check. Bills also helped to raise additional personal funds for the Congresswoman's upcoming re-election campaign.

"She went out of her way to thank the engineers for both their political involvement and active engagement on the issues affecting the industry," Bills said. "The entire event was a great example of how ACEC/PAC contributions deliver a powerful message to key members of Congress on behalf of all ACEC firms."



Rep. Mazie Hirono (D-HI)



Hawaii ACEC/PAC Champion David Bills

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All EJCDC documents are 10 percent off regular price through July 31, 2009.

Contracts are available immediately as downloadable Microsoft Word documents – no waiting for your purchase to arrive. Documents can also be purchased and sent to you on CD for an extra \$6 ground shipping charge. Contact the publications department at (202) 347-7474, ext. 327 to order EJCDC contracts on CD.

This offer does not apply to previously-placed orders or other contract documents for sale at the ACEC Bookstore. All purchases of EJCDC Contract Documents are final sales only – no refunds or exchanges.

[Click here](#) to check out the full list of EJCDC documents available through the ACEC Bookstore.



Job Board Adds Reach—20% Savings

As a founding member of the [Engineering & Science Career Network](#), the [ACEC Job Board](#) penetrates the association niche like no other recruitment tool. Your job postings on the ACEC Job Board now appear on 30 association job sites—for the price of one.

With more than 16,900 candidate resumes, the ACEC Job Board's advanced search features produce effective, specific results for both job seekers and employers.

To get you started, we are offering a 20 percent discount on postings in the month of June. Just enter the code JUNE20 to receive your discount. Don't miss these big savings.

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 Offers Benchmarking Advisory Service For Member Firms

ACEC has joined forces with The Family Business Institute to create the Principal-to-Principal Benchmarking Program, which provides Member Firm executives the opportunity to participate in an ongoing, professionally facilitated roundtable and best-practices program.

The program brings together non-competing ACEC members whose firms are similar (in revenue and discipline) to discuss industry issues, opportunities, and strategies. The program includes peer critiques, intensive benchmarking, and targeted recommendations for firm development.

For more information on the PPB program, [click here](#).

Still Time to Gain Courtroom Skills, Add Legal Services, June 18-19, Philadelphia

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 a smart 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 will prepare 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](#).

Explore Ways BIM Benefits Productivity, Changing A/E/C Practices

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

October 29-30, Seattle

Is BIM a competitive edge? Is it increasingly a factor in gaining new business for firms that utilize it? According to a McGraw-Hill *SmartMarket Report*,* "the benefits are tangible and the risks of not participating outweigh those of getting engaged."

To address current and future industry challenges, ACEC will present *Building Information Modeling (BIM): The Promise and The Reality for A/E/C Firms* on October 29-30 in Seattle. This 2009 version of the course will be an informative and timely look into the many components of the increasingly popular BIM interdisciplinary project delivery system.

Course faculty will include industry innovators who are transforming the BIM multi-dimensional project planning concept into an A/E/C marketplace advantage. The 1½-day agenda will be segmented into reasons for change; exploring the technology and interoperability; implementation strategies and IT case study; an updated look into risk management and insurance

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A Sampling of Posted Resumes:

Geotechnical Engineers—1,128

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Engineers—1,716

Transportation—1,471

Civil Engineers—2,360

Structural Engineers—1,693

Environmental Engineers—1,538

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for "BIM-ready" firms; and a new segment on BIM from the M/E/P perspective. This course will be ideal for firm principals planning, considering or beginning to implement BIM.

For details and to register at best advance price, [click here](#).

*To update their *SmartMarket* report on the business value of BIM, McGraw-Hill is seeking participation of BIM users and non-users in an industry-wide survey on adoption of the system. [Click here](#) to access the confidential survey questionnaire.

Next Week Online: Seven Basics of Planning to Manage Performance

If You Haven't Planned It, You Can't Control It

June 17, 1:30-3 p.m.

What is planning in its basic form? What is controlling in its basic form? How does employee performance relate to proper planning and control systems?

Gary Bates, Roenker Bates Group, will work through questions on employee performance and shares "seven basic steps required to plan and control anything," in this interactive online event. For engineering managers tasked with controlling dozens of project components, this seminar will help make the "people part" more successful.

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

Join Fellow Industry Leaders at Finance Forum, September 14-15 in Chicago

ACEC's Finance Forum for industry finance professionals has opened registration for the next meeting, set for September 14-15 in Chicago. The popular Forum event provides attendees the opportunity to network with peers and exchange valuable information and best practices.

Planned topics for the fall meeting include the economic downturn, the stimulus package, cash flow, acquisitions, ESOPs and additional areas of interest that may arise. The Forum is open to members and non-members.

[Click here](#) to register.

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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.

June

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