



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

# Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

Vol. XXX, Number 24 • July 2, 2009

## INDUSTRY NEWS

### **DOE Allocates \$3.9 Billion For Smart Grid**

The U.S. Department of Energy is soliciting applications for \$3.9 billion in grants to support efforts to modernize the electric grid as part of the American Recovery and Reinvestment Act....[click here](#) for more.

### **LaHood Predicts Delay in DOT Payments to States**

In testimony before the Senate Environment and Public Works Committee, U.S. Transportation Secretary Ray LaHood said that federal payments....[click here](#) for more.

### **Water Officials Look for Steady Federal Funding Source**

Water officials are continuing to look for long-term funding because the stimulus package's aid is not sufficient....[click here](#) for more.

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

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

## EJCDC Documents On Sale Until July 31

Through July 31, 2009, all EJCDC documents are 10 percent off the regular price.

Contracts are available immediately as downloadable Microsoft Word documents –  no waiting for your purchase to arrive. ENGINEERS JOINT CONTRACT DOCUMENTS COMMITTEE

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.

[Click here](#) to view the full catalog of EJCDC documents.

## ACEC Urges Member Action To Support Six-Year Transportation Program

ACEC is asking members to contact their House and Senate representatives to urge them to reject any delay on legislation to reauthorize transportation funding over the next six years.

The House Transportation and Infrastructure Committee is considering a six-year funding package that would be passed in September, despite the Administration's suggestion that Congress postpone consideration of the bill and extend current programs for 18 months.

ACEC strongly opposes any such delay. The Council has joined Committee Chairman Jim Oberstar (D-MN) and other industry organizations in making the case that without a six-year bill that guarantees annual funding commitments, transportation planners will continue to cut back, delay or cancel needed projects.

The House bill, which was approved at the subcommittee level last week, would boost funding for highway and transit projects to \$450 billion over the next six years. It would also introduce performance-based objectives to make states and metropolitan areas more accountable for improving safety, reducing congestion and preserving critical assets.

"Congress needs to move on this now, not 18 months from now," said ACEC President Dave Raymond. "The economy will benefit from the new investments and jobs created, and the American people will benefit over the long term."

[Click here](#) to access ACEC's Legislative Action Center for a sample letter and other details. Members are encouraged to add firm-specific information to the sample letter, then FAX letters to House and Senate offices.

## ACEC/Massachusetts Triumphs in Legislation To Protect Member Firm Interests

Aggressive lobbying by ACEC/Massachusetts and many of its Member Firms produced a major legislative victory for that state's engineering community.

ACEC/Massachusetts achieved the removal of crippling amendments to the state's economic stimulus bill that would have barred firms that participated in the Central Artery/Tunnel ("Big Dig") cost recovery settlement from working on stimulus-funded projects or that had a demonstrated poor record of fulfilling women and minority business enterprises (W/MBE) commitments on state funded projects from doing this work.



ACEC/MA President David Young led efforts to defeat the debarment amendments.

## 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).

## ACEC JOB BOARD

Over 450 Searchable  
Jobs Posted

Over 16,900 Searchable  
Resumes Posted

Over 2,000 Registered  
Employers

Last Five "Help Wanted"  
Open Positions:

**Hydraulic/Drainage Engineer**—Irvine, CA

**Sr. Electrical Engineer**—Fort Worth, TX

**Transportation Construction Manager**—Southeastern PA

**Public Transportation Specialist**—NY and VA

**Design/Project Engineer**—Lake Mary, FL

### A Sampling of Posted Resumes:

Geotechnical Engineers—1,129

Water Resources/Wastewater  
Engineers—1,718

Transportation—1,473

Civil Engineers—2,362

Structural Engineers—1,696

Environmental Engineers—1,540

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



ACEC/MA Executive Director Abbie Goodman organized aggressive lobbying campaign.

"The Big Dig amendment would have had a seriously chilling effect, on not only the more than three dozen firms that participated in the settlement, but also on future cost recovery settlements on other public projects," said ACEC/ Massachusetts Executive Director Abbie Goodman. "Why settle if you could be barred from future work anyway, years later?"

"The W/MBE amendment would have had just as significant an impact, since the process for determining the work history was not defined and there are many reasons for firms' inability to obtain those commitments, mostly due to changes in scope," said ACEC/MA President David Young

of CDM.

ACEC/ Massachusetts fought the amendments in both the state House and Senate. Several Member Firm leaders also met with state legislators to urge removal of the harmful language.

"We were successful in getting several key senators, including some of the original sponsors of the amendments, to rethink the plan," said Goodman.

## House Narrowly Approves Landmark Climate Change Bill

By a razor-thin 219-212 margin, the House has approved a broad climate change/energy bill, the American Clean Energy and Security Act, which imposes greenhouse gas (GHG) emission caps on power plants and large industrial facilities.

As the Senate begins drafting its own bill, ACEC is advocating for federal funds to help state and local governments reinforce and improve their infrastructure to mitigate the impact of increasing temperatures, rising water levels and extreme weather events.

Additionally the Council is working with the House and Senate, as well as the Environmental Protection Agency, to require third-party verification of the carbon footprints of GHG emitters.

The bill would reduce greenhouse gas (GHG) emissions by 17 percent by 2020 from 2005 levels, and by 83 percent by 2050. GHG emitters would realize reductions by obtaining allowances (or credits) equal to their emissions or purchasing "offsets" certifying that GHG emissions have been avoided or eliminated.

One of the more controversial provisions in the bill is a renewable electricity standard, requiring that 15 percent of electricity be produced from renewable sources, and an additional 5 percent be achieved through energy efficiency efforts by 2020. The bill defines "renewable sources" as wind, solar, geothermal, and other sources, including "incremental" hydropower and municipal waste-to-energy.

The bill would create an autonomous Clean Energy Deployment Administration within the Department of Energy to finance low-emission projects. While the bill does not specify technologies, advanced nuclear, renewable energy projects, and carbon capture and sequestration would qualify.

The focus of the debate now moves to the Senate, which is expected to take up a companion bill this summer, with floor action by the fall.

## Plan ahead with the Job Board

Summer is here, but now is the time to plan ahead. Post your job openings on the [ACEC Job Board](#) and get sizzling summer savings of 15 percent on any posting. Just use the promo code SUMMER15 at checkout.

No other recruitment tool can penetrate the association niche like ACEC's Job Board. 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.

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).

## Advertise Today on the New 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](http://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](mailto:ngoldman@acec.org) today to reserve your space.

## ACEC EDUCATION

### Mark Your Calendars for Fall Online Seminar Line-Up

ACEC's fall 2009 calendar of online seminars will offer a wide variety of A/E business management topics, with an emphasis on strategies to weather our changing economic environment.

Attendance at our online seminars has continued to grow as participants recognize that they are a convenient and cost-effective way to gain new knowledge and earn PDHs.

Register now for the fall programs listed below. Watch *Last Word* and the Institute for Business Management education calendar as we continue to add new topics. If you register early, we will send you a reminder with log-in information just prior to the event.

## ACEC/Michigan Hosts Key Lawmaker



ACEC/Michigan held a fundraiser for Rep. Mark Schauer (D-MI) to discuss key industry issues. At the meeting were from the left: ACEC/MI Executive Director Ron Brenke, Rep. Schauer, and ACEC/MI President Paul Wade.

The leadership of ACEC/Michigan met this week with freshman Congressman Mark Schauer (D-MI) to support his re-election efforts and to discuss issues of concern to the engineering industry.

Schauer is a new member of the House Transportation and Infrastructure Committee, and is working with ACEC and Committee Chairman Jim Oberstar (D-MN) to pass a new six-year transportation program this year. The Michigan lawmaker was also a strong supporter of ACEC-backed legislation passed earlier this year in the House to significantly boost federal investments in wastewater infrastructure and expand the use of Qualifications-Based Selection (QBS).

"This was a good opportunity to put ACEC/PAC to work supporting a strong, pro-infrastructure member of Congress," said ACEC/Michigan President Paul Wade of Spalding Dedecker Associates, Inc. "The support from ACEC/PAC also allowed us to raise additional financial support for the Congressman as he prepares for the competitive election season."

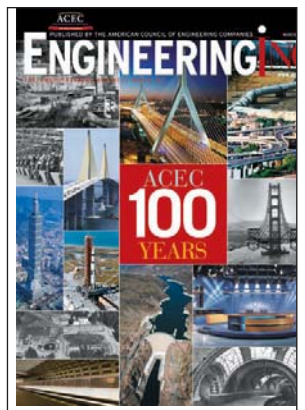
## Let 100 Years Of Industry Excellence Boost Your Marketing Efforts

Include the new ACEC 100th-Year Anniversary Issue in your firm's marketing portfolio to create a dynamic marketing package for clients.

Enhancing your client communications with the 100-year Anniversary Issue of *Engineering Inc.* demonstrates your affiliation with an industry leader that has a century of proven professional quality, influence and excellence. It also reinforces engineering's vital important role in the nation's development over the past century.

Combined with your firm's existing professional profile, the 100th Anniversary Issue reaffirms that your company is among the industry's best.

Order copies of ACEC's 100th Anniversary Issue are today by [clicking here](#), or by contacting Jackie Pysarchuk at [jpysarchuk@acec.org](mailto:jpysarchuk@acec.org)



August

19—[\*\*Exploring Stimulus Spending Effects on EISA \(Energy Independence and Security Act\) Implementation\*\*](#) by Matt Gray, Office of Energy Efficiency and Renewable Energy, U.S. Department of Energy

September

1—[\*\*Elevating a Project Manager to a Business Manager for Improved Efficiency\*\*](#) by June Jewell, Jewell & Associates

8—[\*\*Making Construction Administration a Risk Management Tool\*\*](#) by Mark Blankenship and Dan Buelow, HRH Architects & Engineers

22—[\*\*Streamlining the Organization Toward Profit and Efficiency\*\*](#) by Robert vanArsdall, XL Design Professional

October

20—[\*\*Lessons Learned in Implementing BIM and IPD in a 900-Person Multidisciplinary Firm\*\*](#) by Sean B. Smith, Gresham, Smith and Partners

November

10—[\*\*Risk Management Report Card: Would Your Firm Earn A, F or Incomplete?\*\*](#) panel led by Erin Austin and Jack Beemer, David Evans and Associates

12—[\*\*Follow Up! The \(Misunderstood\) Heart of Business Development and Positioning\*\*](#) by Lynne Waymon, Contacts Count

## Tip to Increase Your Membership ROI:

### Tip 3: Participate in Coalitions and Forums

ACEC's Coalitions and Forums give Member Firms the opportunity to leverage their memberships, providing valuable resources and relationships in several specialty areas.

When you participate in the Coalitions and Forums, you work with individuals from similarly focused firms to develop and share resources for information-sharing, best practices and networking.

ACEC has six Coalitions: Council of American Structural Engineers (CASE), Council of Professional Surveyors (COPS), Council of American Mechanical and Electrical Engineers (CAMEE), Land Development Coalition (LDC), Small Firm Council (SFC) and the Design Professionals Coalition (DPC). The Council also has six Forums: Education Forum, Finance Forum, Human Resources Forum, Information Technology Forum, Legal Counsel Forum and the Professional Sales and Marketing Forum.

"The business practices and risk management materials that we get from CASE have been very helpful to our practice," said Andrew Rauch, vice president and director of quality assurance at BKBM Engineers in Minneapolis. "Our active involvement in the Coalition has been one of the most rewarding experiences of our ACEC membership."

"We're involved in the Land Development Coalition because it focuses attention on the critical issues that we face," said Blake Murillo, CEO of Psomas. "We need to improve business conditions by advocating for the right legislation, working with our client organizations to better working and risk relationships and finally, to share best practices to improve our profession."

[Click here](#) to add staff members to your firm's ACEC roster. They will receive all the benefits of ACEC membership, including *Last Word*, our bi-monthly magazine, *Engineering Inc.*, and information about upcoming educational programs. For more information about ACEC Coalitions and Forums, [click here](#).

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### Session Proposals for 2010 ACEC Spring Convention Due by July 22

Proposals for session presentations at the ACEC 2010 Annual Convention and Legislative Summit, set for April 25-28, Washington, D.C., are now being accepted by the ACEC Institute for Business Management.

Sessions are to be 75-minutes on topics under any of nine tracks: business management and quality, finance, human resources, information technology, leadership, legal and risk management, business development, project management and project delivery.

Featuring a unique combination of educational programming, Capitol Hill visits, the Engineering Excellence Awards Gala, networking opportunities, tours and exhibits, the Annual Convention has historically attracted an impressive roster of design professionals with wide-ranging professional education interests.

Deadline for submissions is 5 p.m. EDT, July 22, 2009. For full descriptions of track topics, benefits of presenting, and the presentation entry form and requirements, [click here](#).

## **Navigating Wetlands Work Online Seminar Now Available On-Demand**

ACEC's recent online seminar *Navigating Wetlands Work: Engineering During a Time of Transition*, is now available for purchase and download from the ACEC Bookstore.

Led by Charles Smith, assistant for environmental, tribal and regulatory affairs, Office of Assistant Secretary of the Army (Civil Works), this 1-1/2 hour presentation examines a wide array of regulatory and permitting issues governing wetlands and waterways.

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

## **October BIM Course Demystifies the Promise and Risks of the Team Process**

*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 1-1/2 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 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](#).

## **Join Fellow Industry Finance Leaders at 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.

The American Council of Engineering Companies  
1015 15th St., NW, 8th Floor, Washington, DC 20005-2605  
Phone: 202-347-7474 • Fax: 202-898-0068  
[www.acec.org](http://www.acec.org) • E-mail: [acec@acec.org](mailto:acec@acec.org)  
Alan D. Crockett, Director, PR • Gerry Donohue, Editor/Designer

