



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

### U.S. Stimulus Puts Bullet Trains on the Fast Track

The \$13 billion for high-speed rail (HSR) in the administration's stimulus bill is putting bullet trains in the spotlight again, with states ....[click here](#) for more.

### Interior Department Allocates \$134.3 Million for Western Water Reclamation

The U.S. Department of the Interior's Bureau of Reclamation has identified 27 water reclamation and reuse projects that will share....[click here](#) for more.

### Engineers Study Heat's Impact on Integral Bridge Designs

Engineers at Kansas State University's (KSU's) University Transportation Center have been studying how different soil conditions and....[click here](#) for more.

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

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

## EJCDC Document Sale Ends on July 31

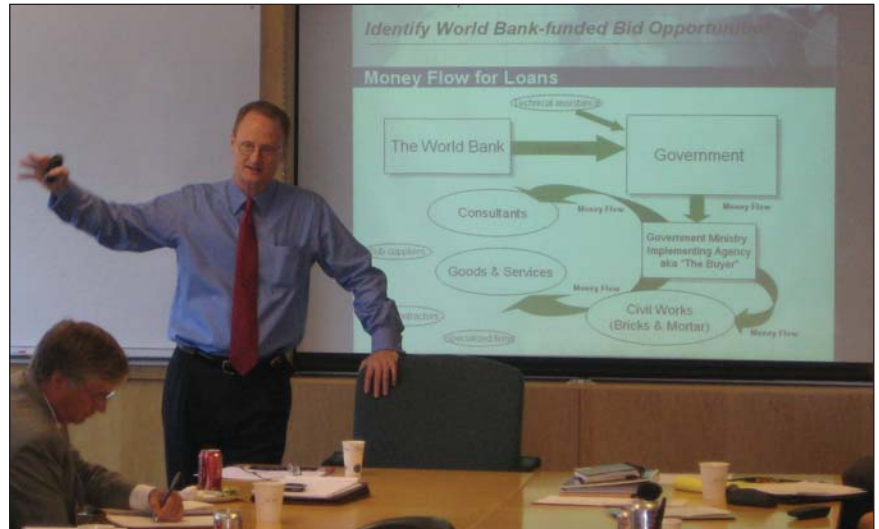
Through July 31, 2009, all EJCDC documents are 10 percent off regular price.

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.

## U.S. Trade Official Optimistic About International Opportunities for Firms



David Fulton of the U.S. Trade Advocacy Office at the World Bank briefed the ACEC International Committee about expanding business opportunities for U.S. engineering firms through the World Bank's procurement process.

International business opportunities abound for U.S. engineering firms through the World Bank and other multi-lateral banks, David Fulton of the U.S. Trade Advocacy Center at the World Bank told the ACEC International Committee at a recent meeting.

"There's a very strong demand for what you do," said Fulton. "U.S. engineering firms do very well at the World Bank. Over the past two years, firms from the United States have won more consulting contracts on World Bank projects than from any other country."

More than 25 committee members attended the meeting at ACEC's national headquarters.

Fulton focused on how U.S. engineering firms can identify and win international opportunities and provided instructions on how to locate and use publicly available information to identify projects years ahead of when solicitations come out.

Fulton also told the committee that the World Bank and other multi-lateral banks are significantly stepping up their lending in response to the global financial slowdown.

"These banks will be pushing more money out the door than ever before," he said. "And a lot of that money will be going toward designing and building infrastructure."

## 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).

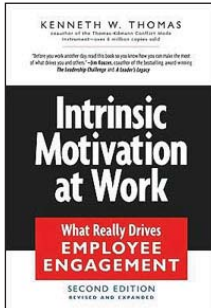
## Improve Motivation with the ACEC Bookstore

***Intrinsic Motivation at Work, 2nd Edition***

***What Really Drives Employee Engagement***

*Kenneth W. Thomas*

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



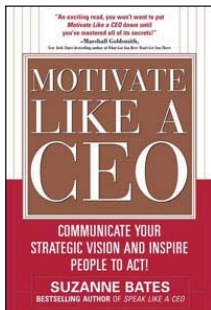
[Click here](#) to order.

***Motivate Like a CEO***

***Communicate Your Strategic Vision and Inspire People to Act!***

*Suzanne Bates*

Author Suzanne Bates explains how you can become a powerful force of influence within your organization and position your company for greatness. You'll learn how to translate simple, effective concepts into brilliant execution; get people working together on the highest priorities; and align warring factions to channel energy into the efforts that make your company profitable.



[Click here](#) to order.

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

## ACEC Member Action Needed on Six-Year Transportation Reauthorization Program

ACEC members need to continue to push Congress to act on a new six-year transportation program this year.

[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 and FAX letters to House and Senate offices.

The House Transportation & Infrastructure Committee is moving forward with a six-year bill this month, despite the Obama Administration's calls to postpone consideration and extend current funding for 18 months.

ACEC strongly opposes any such delay. The Council has joined 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.

"Congress needs to move on this now, not 18 months from now," said ACEC President Dave Raymond. "A robust transportation infrastructure bill would be a true economic stimulus package for the country."

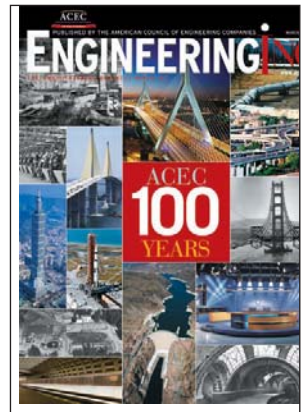
## Let 100 Years of Industry Excellence Boost Your Marketing Efforts

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 100th-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 important role in the nation's development over the past century.

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

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



## Vicente Fox, Education Programs, Drawing Spur ACEC Conference Registrations

Registrations for the upcoming ACEC Fall Conference, October 7-10, in Palm Springs, Calif. have surged ahead of last year's pace.

Vicente Fox, the former president of Mexico, will offer the Conference's keynote address. Fox is a leading voice on the global business environment and on the relationship between the United States and Mexico.

With the theme of "Engineering America's Recovery," the Conference will feature dozens of programs addressing the key industry trends, markets, and business practices in this challenging economy.

As an incentive to spur registrations, ACEC held a drawing for a 3.5-karat blue topaz necklace among early registrants. Tim Vig, president of USKH, Inc. in Anchorage, Alaska, was the lucky winner of the necklace, which was donated by William Jeffrey's Jewelers and valued at \$1,250.

[Click here](#) for information and to register for the Fall Conference.

## ACEC JOB BOARD

Over 425 Searchable  
Jobs Posted

Over 16,900 Searchable  
Resumes Posted

Over 2,000 Registered  
Employers

### Last Five "Help Wanted"

#### Open Positions:

**Mechanical Systems Design Engineer**—  
Columbus, OH

**Geotechnical Group Manager**—  
Pleasanton, CA

**Hydraulic Engineer**—St. Louis, MO

**Sr. Structural Engineer**—McHenry, IL

**VP of Surface Transportation and  
Infrastructure**—Negotiable location

#### A Sampling of Posted Resumes:

Geotechnical Engineers—1,133

Water Resources/Wastewater

Engineers—1,719

Transportation—1,475

Civil Engineers—2,364

Structural Engineers—1,697

Environmental Engineers—1,544

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

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

## ACEC JOB BOARD

### Plan ahead with the ACEC Job Board

Start planning for the fall hiring season. 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 JULY15 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

## Tips to Increase Your Membership ROI

### Tip #4: Get Involved at the State Level

Much of the legislation and regulation that affects your business occurs at the state and local level. By encouraging members of your firm to actively participate in your state and regional ACEC Member Organization, you ensure that your voice will be heard in your statehouse or County Council chamber.

Your M.O. also provides the catalyst for you and your staff to develop key business relationships. Through business meetings, educational events and committees, you have frequent opportunities to meet with state and local officials and with other professionals in your state.

"As a longtime Member Firm of ACEC/Georgia, we have benefited greatly from involvement in the programs, committees and leadership of ACEC," said Doris Willmer of Willmer Engineering, Inc. in Atlanta. "Networking with other member firms and associate members, targeted monthly meetings, seminars and forums are all reasons why our membership in ACEC/Georgia remains a valuable investment to us."

"ACEC/California represents the full spectrum of large to small firms by having a voice in a sometimes overwhelming and ever-changing legislative environment," said Bill Green of RBF Consulting in Temecula. "I have been involved with the organization for over 25 years and it has provided a forum for me to interact with the brightest and best in our profession."

Get more employees of your firm involved. [Click here](#) to add their name to your firm's ACEC roster. They will receive all the benefits of ACEC membership, and be updated on important engineering issues.

To get involved at the state or local level, contact the executive director in your state Member Organization. [Click here](#) for the link to your state Member Organization.

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### Knowledge to Share? Submit Proposals for 2010 Spring Convention by July 22

Proposals for session presentations at the ACEC 2010 Annual Convention and Legislative Summit, set for April 25-28, 2010 in 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.

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

### It's Not Too Early: Register for Fall Online Seminars

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 embrace the 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.

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

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 Examines Promise, Risks of Innovative Integrated 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](#).

## Business of Design Consulting Offers Basics Tune-Up and Newest Tactics

***The Business of Design Consulting: Managing for Success in a Climate of Change***

**October 21-24, St. Louis, MO**

ACEC's *Business of Design Consulting: Managing for Success in a Climate of Change* is a unique and comprehensive update of the elements and functions of the successful A/E business...in the context of a challenging business environment.

Content covers the eight key areas of business management, finance, marketing, risk management, contracts, leadership, human resources, and information technology—plus real-world technical examples presented by leading practitioners in the A/E workplace.

Created for owners, principals, executives, and managers of A/E firms, this state-of-the-art look at the key components of your operation is a cost-effective investment for succeeding in a more competitive than ever environment.

For details and to register at the early bird price, [click here](#).

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

## A/E Industry Finance Forum Set for 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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