



Last Word

Vol. XXXI, Number 3 • January 21, 2010

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

ACEC NEWSLINE

Administration Shifts Transportation Policy Focus to Livability

In a drastic change from existing policy, U.S. Transportation Secretary Ray LaHood recently proposed that new funding guidelines for major transit projects be based on livability issues...[click here](#) for more.

White House, Congress Working on \$400B-\$500B Transportation Bill

The Obama administration and Congress are working on a multi-year transportation bill that is expected to cost between \$400 billion to \$500 billion...[click here](#) for more.

State Tax Revenue Collapse Threatens Public Construction

Contractors and suppliers looking to land public construction projects will face an uncertain market in 2010, ranging from very strong to devastatingly weak...[click here](#) for more.

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

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

Quick Fire Survey Results

Has the down economy forced any job cuts in your firm?

Yes: 76%

No: 24%

Did the federal stimulus package passed in 2009 create any new jobs within your firm?

No: 93%

Yes: 7%

Emerging Business Opportunities Focus of Upcoming ACEC Annual Convention

New opportunities in transportation, water and energy; innovative strategies for firm management and growth; and a stellar lineup of speakers highlight a jam-packed agenda at the upcoming ACEC Annual Convention—the engineering industry’s premier legislative event—April 25-28, at the Grand Hyatt Hotel in Washington, D.C.

With the theme *Engineering America’s Recovery: New Opportunities*, Convention attendees will learn of business prospects from a multitude of federal officials including NASA; U.S. Army Corps of Engineers; General Services Administration; State Department; Department of Veterans Affairs and Department of Energy.

The Convention also includes the popular CEO Roundtables and 25 specially selected business management sessions to help firms survive and thrive in a challenging economy.

Convention speakers include Pat Buchanan, analyst for MSNBC, and Eleanor Clift, contributing editor of *Newsweek*, who will provide a spirited debate on the political climate. Greg Ip, economics editor for *The Economist*, will analyze where the economy is headed and CEOs from Member Firms will discuss challenges for the industry.

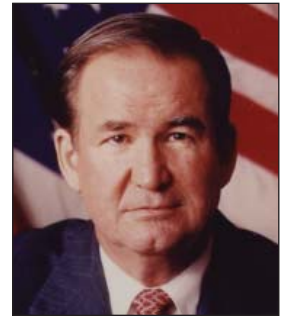
Other Convention highlights include the Opening Reception and Dinner featuring the Capitol Steps comedy troupe; and the 44th Annual Engineering Excellence Awards Gala—the “Academy Awards” of engineering—which will celebrate major engineering achievements from throughout the nation and the world.

[Click here](#) for Convention registration information. Register by January 31 and receive 2009 registration rates. Washington D.C. is a popular destination in the spring so make your hotel reservations early! Contact the Grand Hyatt Hotel directly at 202-582-1234 and reference ACEC.

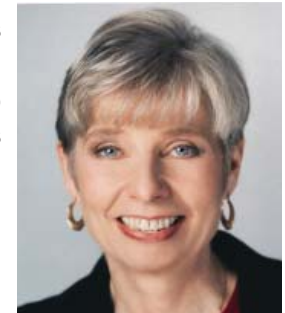
For information, contact meetings@acec.org or call 202-347-7474.

Capitol Club Provides Critical Boost to ACEC Advocacy Program

ACEC’s growing national political presence has been bolstered in recent years by industry leaders who give the maximum allowable contribution of \$5,000 to ACEC/PAC each year.



MSNBC Analyst Pat Buchanan



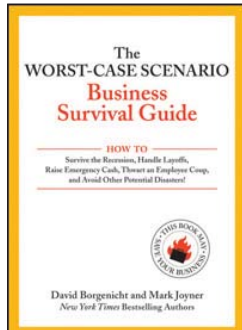
Newsweek Contributing Editor Eleanor Clift

Creative Problem Solving at the ACEC Bookstore

The Worst-Case Scenario Business Survival Guide

How to Survive the Recession, Handle Layoffs, Raise Emergency Cash, Thwart an Employee Coup, and Avoid Other Potential Disasters

David Borgenicht, Mark Joyner



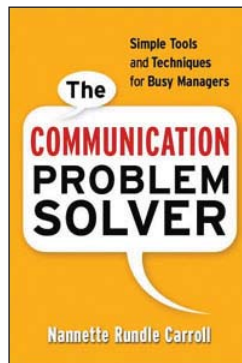
Find solutions for the most dangerous and deadly situations your business will ever encounter—whether those crises relate to finance, human resources, strategy, sales and marketing, or the executive suite.

To order, [click here](#).

The Communication Problem Solver

Simple Tools and Techniques for Busy Managers

Nannette Rundle Carroll



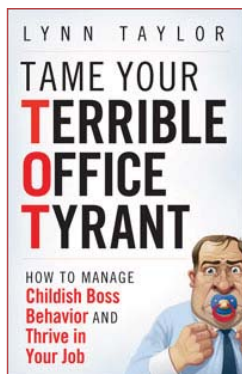
When what you've got is a failure to communicate, business breaks down. Here's a process managers can use to connect with their people.

To order, [click here](#).

Tame Your Terrible Office Tyrant

How to Manage Childish Boss Behavior and Thrive in Your Job

Lynn Taylor



An indispensable guide to dealing with challenging, childish boss behavior and building a great career.

To order, [click here](#).

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



Tom Collins

The late Ralph Peterson, who was chairman-emeritus of CH2M Hill, was the first member of ACEC's Capitol Club, and a number of industry leaders have followed Peterson's lead since the Club's establishment two years ago.



Dan DeYoung

"No other organization in our industry is really equipped to deal with the national issues

facing us like ACEC," said Tom Collins of Collins Engineering, Inc. in Chicago. "The political program is critical to ACEC's success, which is why I made the commitment to join the Capitol Club. As industry leaders, if we're going to make a difference, we'd better lead by example."

Former ACEC Chairman Dan DeYoung of DJG, Inc. in Williamsburg, Va. concurred: "If you're interested in improving our business climate, there really is no alternative to ACEC and ACEC/PAC. It's the best way to have an impact on the legislation that affects our industry."

Other members of the Capitol Club include W. Harold Cannon, president of Cannon & Cannon, Inc., Knoxville, Tenn.; former ACEC Chairman John Hennessy, principal of Hennessy & Williamson in New York City; and Kenneth Smith, president and CEO of T. Baker Smith, Inc. in Houma, La.

For more information on ACEC/PAC and the Capitol Club, contact either Greg Knopp, executive director of political affairs, at gknopp@acec.org or Elizabeth Coit, PAC director, at ecoit@acec.org or at 202-347-7474.



W. Harold Cannon



John Hennessy



Kenneth Smith

Federal Agency Officials Brief ACEC On Sustainability Programs and Plans



Lloyd Siegel (center) of the Department of Veterans Affairs stressed to ACEC's FAPA Committee the need for designer innovation in the delivery of new health care facilities.

Senior officials from GSA, DOD, VA, and EPA met with ACEC's Federal Agencies and Procurement Advocacy Committee (FAPA) last week to dis-

ACEC JOB BOARD

Over 375 Searchable
Jobs Posted

Over 16,500 Searchable
Resumes Posted

Over 2,050 Registered
Employers

Last Five "Help Wanted"

Open Positions:

Senior Roadway Design Engineer, PE—
Tallahassee, FL

Design Engineer, Structures—
Columbia, SC

Structural Engineer—New York, N.Y.

Assistant Bridge Inspector—
Brandon, FL

Structural Engineer, Marine Structures
15+ years—New York Metro Area

A Sampling of Posted Resumes:

Geotechnical Engineers—1,530

Water Resources/Wastewater

Engineers—1,855

Transportation—1,542

Civil Engineers—2,429

Structural Engineers—1,671

Environmental Engineers—1,576

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

ACEC JOB BOARD

Let the ACEC Job Board Work for Your Firm

Does your firm need to recruit qualified engineers? Have you tried big websites with minimal success? Now is the time to add the [ACEC Job Board](#) to your recruiting mix.

The ACEC Job Board offers you incredible value. To receive a 15 percent discount on any posting or package, just use the promotional code 15ALL during checkout.

We are a member of the [Engineering & Sci-](#)

ence Society of America (ES&S). We can help you discuss the growing requirements for "sustainability" in federal buildings and infrastructure.

Lloyd Siegel, director of VA's Strategic Management Office, described his agency's Program for Healthcare Delivery in 21st Century Building Environments. Bucky Green, chief of EPA's Sustainable Facilities Practices Branch, presented the EPA's program for implementing all of the emerging federal facility environmental performance requirements, including the executive order calling for significantly reducing greenhouse gas emissions.

Lance Davis of GSA's Office of Federal High-Performance Green Buildings discussed his agency's program for in-house compliance with energy, water, environmental, and other integrated design requirements, and Lt. Col. Barton Barnhart, lead for infrastructure sustainability in the Office of the Under Secretary of Defense, described DOD's efforts to deal with sustainability.

"Hearing first hand the challenges being faced by federal agencies and understanding how they are dealing with them provides real insight into how the engineering industry can contribute," said Jeff Lookup, vice president of KCI Technologies Inc. in Baltimore, Md. "These committee meetings allow us to see the future and plan accordingly."

The FAPA Committee is open to all ACEC members and is invaluable to firms that work for federal agencies. To learn more about the committee, contact Mark Steiner at msteiner@acec.org.

QBS Tops "Lowest Bid" in Providing Lower Cost, Better Projects, National Study Shows

A nationwide university study confirms what ACEC has long asserted—that Qualifications-Based Selection (QBS) achieves lower construction costs and better project results.

The quantitative study—*An Analysis of Issues Pertaining to Qualifications-Based Selection*—was conducted jointly by the University of Colorado and Georgia Institute of Technology, and co-sponsored by ACEC and the American Public Works Association (APWA).

Key findings include that while the industry average for construction cost growth (total cost of change orders as a percentage of the final construction cost) is about 10 percent, on QBS projects it was only 3 percent. Construction schedule growth was also lower on QBS projects.

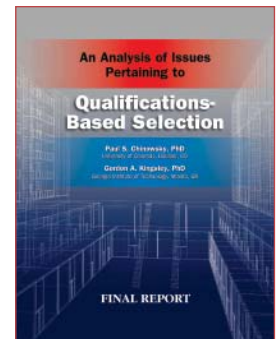
Among the QBS projects in the study, 94 percent of the design firms and 93 percent of the owners had a high or very high perception of the projects' success.

"This nationwide study of Qualifications-Based Selection once again validates what has been known for some time and what the Brooks Act enshrined—namely that QBS saves money, leads to better project outcomes and more satisfied clients," ACEC President Dave Raymond said.

To obtain copies of *An Analysis of Issues Pertaining to Qualifications-Based Selection*, contact Mary Jaffe at mjaffe@acec.org or 202-347-7474.

ACEC Offers Reconstruction Assistance to USAID's Efforts in Haiti

In the wake of the devastating earthquake in Haiti, ACEC has offered to assist the U.S. Agency for International Development (USAID) in its



ence [Career Network](#), so your job posting appears on 35 industry job sites, at no additional charge. Your firm will have exposure to thousands more job seekers and access to our resume database with more than 16,500 searchable candidate resumes.

The [ACEC Job Board](#) is your source for new employees. For more information, please contact Nina Goldman at 202-682-4325 or write ngoldman@acec.org.

ACEC EDUCATION

Get Insider's Perspective on 2010's Biggest Topics

Whether it's an update on the multi-functional expertise you need to manage more successfully, first-hand reports on the newest A/E/C technology tools, health care legislation insights from key government insiders, or knowledge you need to tap the bottom-line potential of new markets, ACEC's Institute for Business Management is your best resource.

Here's what's coming up:

February

3—[***2010 Industry Trends' Hot Markets: Sustainability, Health Care, Water Projects***](#) by Ron Ewing, Dewberry, and Terry Bennett, Autodesk

10—[***Engineering the Smart Grid—New Opportunities for Engineering Firms***](#) by Richard Zambuni, Bentley Systems, and Juan Torres, Iberdrola Engineering and Construction

24—[***Why Should M/E/P Design Firms Be Using BIM?***](#) By R. Robert Bell, Sparling

March

2—[***The 8 Networking Competencies: What Engineers Need to Know About Building Social Capital and Attracting Clients***](#) by Lynne Waymon, Waymon & Associates

recovery efforts.

“On behalf of the American Council of Engineering Companies and our thousands of Member Firms covering the full range of infrastructure, environmental, and facilities services, I would like to offer our resources to assist your agency with Haitian relief and recovery,” ACEC President Dave Raymond wrote in a letter to USAID Administrator Rajiv Shah.

USAID is currently focused on emergency relief, but the agency is already looking ahead.

“As we start getting organized to carry out assessments and program planning for the reconstruction efforts, we will get back to you,” said Jessica Rosen Tulodo, acting team leader for USAID's Urban Programs & Engineering Services.

“We very much value the support of ACEC and expect there will be considerable support coming from your members in the days, months, and years ahead that it is going to take to reconstruct Port-au-Prince.”

For Member Firms or individuals looking to make monetary contributions to the Haiti relief efforts, USAID recommends either the [Clinton Bush Haiti Fund](#) or the [American Red Cross](#).

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

NOLA Green Course Includes Storm Barrier Visit; Early-bird Pricing Through Jan. 26

Green Infrastructure and Sustainable Communities: Opportunities in New Markets

Feb. 23-26, New Orleans

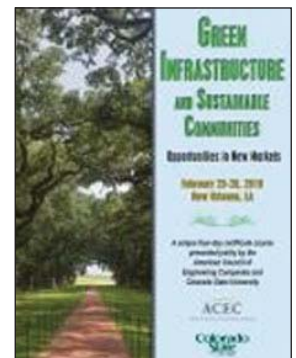
Participants in ACEC's Feb. 23-26 *Green Infrastructure and Sustainable Communities: Opportunities in New Markets* course will be guests of the U.S. Army Corps of Engineers for a private briefing and special boat tour of the new \$1.3 billion Inner Harbor Navigation Canal Lake Borgne Storm Surge Barrier. The state-of-the-art structure is designed to bring the Greater New Orleans Hurricane and Storm Damage Risk Reduction System to 100-year levels of protection by the 2011 hurricane season.

The four-day *Green Infrastructure and Sustainable Communities* course takes an in-depth look at the challenges of going into green markets, through recent examples of sustainable transportation, buildings, and water projects.

The unique faculty mix of leading practitioners, academics and government experts will present a diverse curriculum that examines key environmental planning and design processes and showcases applications of sustainable engineering.

Topics to be covered in the in-depth course include:

- Sustainability as Business Strategy
- The Business Case for Delivering Sustainable Projects
- Conducting Sustainability Audits and Assessments for Clients
- Use of Life Cycle Assessment (LCA) and Costing
- Risk Management for Sustainable Projects



Download AASHTO Audit Guide Online Seminars

ACEC's popular series of online seminars detailing AASHTO's *New Uniform Audit and Accounting Guide* are now available for purchase and download on-demand through the ACEC Bookstore.

To order, click on the seminar title of interest:

- [New State DOT Compensation and Audit Rules That Will Affect Your Bottom Line](#)
- [New Rules on Allowable and Reasonable Compensation](#)
- [FAR Compliance in a Time of Increased Government Oversight](#)
- [New Guidance for Successful Overhead Audits](#)

- Application of BIM Software in Sustainability
- Sustainable Urban Water Management, Transportation Projects, Buildings.

The afternoon field trip will also stop at the 9th Ward's Field of Dreams project, which includes sustainable athletic fields and related infrastructure that were funded by contributions to replace facilities destroyed by Hurricane Katrina.

[Click here](#) for the course brochure with full agenda and faculty details.

To register at the lowest advance price, [click here](#).

Update Your A/E Business Survival Skills for the 2010 Business Environment

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

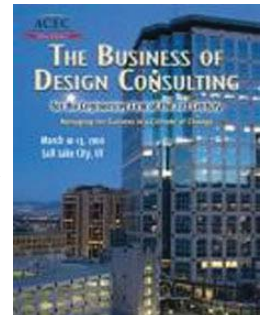
March 10-13, Salt Lake City, UT

ACEC's highly regarded course is a comprehensive update on the elements and functions of the successful A/E business, focusing on "things they don't teach in engineering school." The course will be presented March 10-13 in Salt Lake City, UT.

The Business of Design Consulting: Managing for Success in a Climate of Change takes participants through an in-depth exploration of hands-on management practices in the context of a challenging business environment. Created for firm owners, principals, executives, and managers, this course is a timely, focused update in eight primary functional areas: finance, marketing, risk management, contracts, leadership, business management, human resources, and information technology, and a solid investment for success in an intensely competitive 2010 and the decade beyond.

For the full agenda and faculty information, [click here](#).

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



Engineering the Smart Grid: New Opportunities for Engineering Companies

Engineering the Smart Grid: New Opportunities for Engineering Companies

Feb. 10, 1:30-3 p.m.

The Smart Grid is changing everything for energy utilities.

This timely online seminar examines one of the industry's hottest topics—the Smart Grid. What's hype and what isn't? How and where the Smart Grid will benefit engineering and utilities stakeholder groups?

Participants will learn how the Smart Grid is creating opportunities for engineering firms to team with energy utility owner-operators in re-engineering the grid to meet 21st century needs, through new and more efficient ways to build it more quickly, more efficiently and at lower cost.

Presenters Richard Zambuni, Bentley Systems, and Juan Torres, Iberdrola Engineering and Construction, will present the engineering and

the utilities perspectives on the subject. Torres will outline his firm's vision of the Smart Grid and show how it has impacted their approach to substation design and other projects.

Participants in this interactive seminar will:

- Learn about the Smart Grid—hype or reality?
- Examine the physical infrastructure from “source to switch”
- Gain information to leverage Smart Grid funding from owner-operators and governments (Note the Administration's commitment of \$4.5 billion to Smart Grid projects)
- Hear how an international engineering company is taking advantage of Smart Grid opportunities
- Learn how new workflows and new information modeling technology will help engineers in delivering the Smart Grid more efficiently

Engineering firms and consultants working with energy utilities and in environmental sectors will find this seminar of particular value.

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

Get Online Sneak Peek at *Industry Trends Survey Results, 2010 Expectations*

2010 Industry Trends' Hot Markets: Sustainability, Health Care, Water Projects

February 3, 1:30-3 p.m.

Ron Ewing, Dewberry, and Terry Bennett, AutoDesk, present an early look at the important statistics and industry expectations from ACEC's upcoming *2010 Design & Construction Industry Trends Survey Report*.

The comprehensive study predicts that growth market opportunities for 2010 are particularly strong in several areas, led by green infrastructure and health care facilities.

This online seminar delves into what's hot and what's not as reported by survey respondent firms.

Soon to be available for purchase in both print and downloadable versions, the 2010 Report, which was co-sponsored by Autodesk, cites emerging market demands that are driving the need for projects in specific market sectors, and reveals firms' aggregate responses to current business challenges, from flattening salaries to innovative company practices to boost efficiency to BIM adoption and more.

[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 • E-mail: acec@acec.org
Alan D. Crockett, Director, PR • Gerry Donohue, Editor/Designer