



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

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# Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS



## Senate Panel to Weigh National Infrastructure Bank

Senate Banking Committee Chairman Christopher Dodd (D-Conn.) recently announced that the Senate Banking Committee will hold a hearing in February on the creation of a national infrastructure bank.... [click here](#) for more.

## New Transit-Funding Rules Make Streetcars More Desirable

The Obama administration recently announced that it is revising rules on federal transit funding to send more money to streetcars, bus routes, and other projects that promote...[click here](#) for more.

## Wind Power Could Be 20-30 Percent of Eastern U.S. Grid

A study conducted by the Energy Department has determined that a reorganization of the power grid and a significant increase in costs could allow wind...[click here](#) for more.

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

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

## Find Key Services in ACEC Supplier's Directory

ACEC's enhanced Supplier's Directory is now online, providing access to companies offering the products and services Member Firms need to meet their operational goals.

To bookmark the Supplier's Directory and use it as an ACEC "yellow pages," [click here](#).

Learn how your company can appear in the ACEC Supplier's Directory by contacting Nina Goldman at [ngoldman@acec.org](mailto:ngoldman@acec.org) or 202-682-4325.

## Focus on Economy in State of the Union Speech Provides New Openings

President Obama's State of the Union speech this week refocused his administration's emphasis on economic recovery. Key ACEC priorities in infrastructure investment, energy, and tax relief were mentioned as components of a new jobs agenda.

"It was encouraging to hear the President talk about putting more dollars into infrastructure, investing in nuclear power, and other issues long advocated by the engineering industry," said ACEC President Dave Raymond.

"But what remains to be seen—and what ACEC is advocating—are the concrete measures that will enable engineering firms and other businesses to start growing again," added Raymond.

The President also renewed his call on Congress to complete work on a health care reform package. ACEC has advocated a series of measures to control costs, such as medical malpractice reform and interstate competition, which are not yet part of the President's program.

## ACEC Urges Member Action to Fight the Expansion of Frivolous Lawsuits

Two recently proposed bills in Congress could shatter vital safeguards against frivolous lawsuits. ACEC asks all Member Firms to contact their congressional delegation to urge opposition to both bills.

The two pieces of legislation—H.R. 4115 and S. 1504—would overturn two Supreme Court decisions: *Ashcroft v. Iqbal* and *Bell Atlantic Corp. v. Twombly*. In each, the Court ruled that plaintiffs should not be able to bring a lawsuit in federal court if there is no plausible basis for their claims.

Eliminating that basic threshold would open the floodgates to baseless lawsuits, increase litigation costs for large and small businesses, and divert resources from job creation and investment.

[Click here](#) for a sample letter for House members to urge their opposition to H.R. 4115 and S. 1504. [Click here](#) for a sample letter for Senators.

Members are encouraged to add firm-specific information to the sample letter, and then FAX the letter to House and Senate offices. [Click here](#) to find your congressional delegation's fax numbers.

## ACEC Urges Senate to Move Beyond "Shovel Ready" in New Jobs Bill

With Senate leaders working on a new bill designed to boost job creation, ACEC led an industry coalition this week calling for strengthening the states' ability to pursue more substantive improvement projects in transportation, water, energy and other infrastructure sectors.

## Valentine's Day Gifts at the ACEC Bookstore

Get free ground shipping on orders larger than \$40.00 now through February 14, 2010.

### Engineering Chocolates

Available in chemical engineering, civil engineering, electrical engineering, general engineering, industrial engineering, and mechanical engineering.



To order, [click here](#).

### Molecules of Love

To order, [click here](#).



### Engineers are Hot! Mug

To order, [click here](#).



### Mug of Chocolate

To order, [click here](#).



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

Specific components and funding levels of the Senate jobs package are still under development. An early draft proposal totaled \$82.5 billion, with funds for infrastructure, energy efficiency programs, small business tax credits and public services.

The coalition cautioned the Senate to move away from basic maintenance projects and to fund larger infrastructure improvements that will do more to create and sustain jobs.

"States should be given broad flexibility to tackle a wide range of infrastructure projects, with contracting deadlines and funding eligibility that take into account planning, design, procurement and construction," the coalition wrote.

"Such programs will engage a broad spectrum of engineers, equipment manufacturers, materials suppliers, contractors and other service providers that will enhance job creation as well as provide America with much-needed modernized infrastructure."

[Click here](#) for a copy of the letter.

## Annual Convention to Provide Valuable Opportunities in Energy Efficiency Market

The energy efficiency and renewable energy market is one of several business opportunity sessions to be presented at the upcoming Annual Convention, April 25-28, at the Grand Hyatt Hotel in Washington, D.C.

Federal agencies have been directed by executive orders and statutes to dramatically reduce energy use over the next several years. In the session titled *Federal Agency Business Opportunities in Energy Efficiency and Renewables*, two federal officials and an industry analyst will provide important insights on opportunities in this growing market.



The Capitol Steps comedy troupe will poke good-natured fun at our elected representatives and political process.

The Convention also features the Capitol Steps comedy troupe, which will entertain at the Opening Reception and Dinner; the 44th Annual Engineering Excellence Awards Gala—the "Academy Awards" of engineering—hosted by Emmy Award-Winner Ross Shafer; a stellar lineup of speakers; and exciting social activities.

[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 more information, contact [meetings@acec.org](mailto:meetings@acec.org) or call 202-347-7474.

## Industry Trends Survey Projects Nearly Flat Firm Revenue Growth in 2010

ACEC Member Firms responding for the *2010 Design & Construction Industry Trends Survey Report* projected average revenue growth of less than 2 percent for 2010.

On those revenues, the respondents forecast average net profit before taxes of 10.55 percent—a drop of more than 50 percent from their year-ago forecast.

## ACEC JOB BOARD

Over 450 Searchable  
Jobs Posted

Over 16,600 Searchable  
Resumes Posted

Over 2,050 Registered  
Employers

Last Five "Help Wanted"

Open Positions:

**BIM Supervisor**—Federal Way, WA

**Engineer VI, Structural**—  
Sonoma or Marin Co., CA

**Sr. Electrical Project Engineer**—  
Johnstown, PA

**Designer**—Columbia, SC

**Sr. Roadway Design Engineer**—  
Tallahassee, FL

A Sampling of Posted Resumes:

Geotechnical Engineers—1,532

Water Resources/Wastewater  
Engineers—1,858

Transportation—1,544

Civil Engineers—2,429

Structural Engineers—1,674

Environmental Engineers—1,577

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.

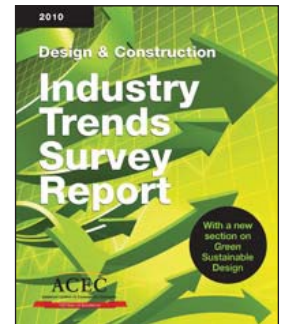
The ACEC Job Board offers you incredible value. To receive a 15 percent discount on any posting or package, just use the promotional code 15ALL during checkout.

We are a member of the [Engineering & Science Career Network](#), so your job posting

The survey respondents projected limited revenue growth in the Energy/Power (5.14 percent) and Transportation (3.26) sectors and forecast declines in the Buildings (-4.77 percent), Environmental (-4.06 percent), Residential (-3.94 percent), Industrial and Process (-2 percent) and Water/Wastewater (-0.7 percent) sectors.

The primary strategies firms plan to use to boost their profit margins in these difficult economic times include: work more efficiently; shift to more profitable market sectors; and implement or improve quality management system. At the bottom of the list were reduce staff; and out-source to foreign sources.

The only source of comprehensive firm data in the engineering industry, the *2010 Industry Trends Survey Report* is a treasure trove of information that Member Firms can use to make sound management decisions and plan their long-term direction. To purchase a copy, [click here](#).



### Landmark Supreme Court Case Opens Door to Corporate Funding of Election Ads

On January 21, the U.S. Supreme Court ruled in the case of *Citizens United v. Federal Election Commission* that corporations have the same right to engage in independent political speech as individuals. The case has a number of major ramifications for how corporations can spend their money to influence federal elections. The decision permits corporations to make unlimited independent expenditures to advocate the election or defeat of specific federal candidates. The case is also noteworthy for the restrictions that it keeps intact. For example:

- The ban on corporate and union contributions to candidates and political parties is still in effect. Corporate donations still cannot be made directly to a federal candidate or a federal political party committee.
- Corporations still cannot coordinate their campaign spending with a candidate, political party committee, or their agents.
- Federal law governing the operation of PACS remains unchanged.
- State and local campaign finance laws in connection with contributions to state and local candidates must, at present, continue to be followed.

ACEC has been in close communication with the law firms of Pillsbury and Wiley, Rein on the legal interpretation of the Citizens United decision. For more detailed information on this case, [click here](#) to access Wiley, Rein's *Election News Alert* and [click here](#) to read Pillsbury's *Client Alert*.

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### NOLA Green Course Highlights Multi-Market Opportunities; Early-Bird Extended to Jan. 29

*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

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](mailto: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

16—**[Infrastructure Megaprojects in Qatar: An Inside Look at New Market Opportunities](#)** by Dao M. Le, Senior Commercial Officer, US Embassy, Doha, Qatar

18—**[Commissioning: A Market Growing in Size, Impact and Professionalism](#)** by Michael King, ARCOM; Earle Kennett, NIBS; Patrick Prendergast, GBA/ViroCon, Inc.

23—**[Fundamentals of Implementing the Integrated Project Delivery Process](#)** by Kenneth W. Cobleigh and Markku Allison, American Institute of Architects

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
- 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](#).

### Manage Most Effectively with "Business for Engineers" Course, March 10-13

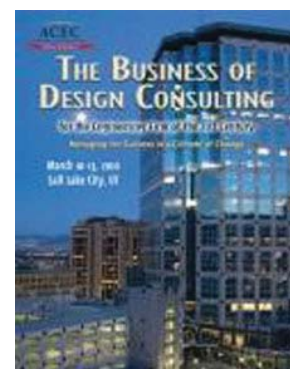
***The Business of Design Consulting: Managing for Success in a Climate of Change***

March 10-13, Salt Lake City, UT

ACEC's highly regarded A/E industry business management course is a comprehensive update on the elements and functions of the successful firm—focusing on "things they don't teach in engineering school."

The course, which will be presented March 10-13, Salt Lake City, UT, will update practices in critical operational areas of finance, marketing, risk management, contracts, leadership, business management, human resources, and information technology.

Presenting the marketing & business development segment of the agenda, David Stone, Stone & Company, notes that in today's marketplace, "while work is slower, there's more than enough out there for your firm... and we'll show you how to win it." Stone will identify and talk through the key elements of the "win business" equation in our fast-moving electronic communications age by integrating the fundamentals



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

18—[\*\*DOE Energy Efficiency Block Grant Funding: Market Opportunities in a \\$3 Billion Program\*\*](#) by Mark Johnson, U.S. Department of Energy

## Download AASHTO Audit Guide Online Seminars

ACEC's popular series of online seminars detailing the new AASHTO *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\*\*](#)

of marketing outreach with the realistic brand-building potential of e-mail and the Internet.

Created for firm owners, principals, executives, and managers, this on-target update of management priorities is a solid investment for success.

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

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

## Qatar Megaprojects: An Inside Look at New Market, Steps for Getting Involved

*Infrastructure Megaprojects in Qatar: An Inside Look at New Market Opportunities*

Feb. 16, 1-2:30 p.m. ET (Note special time)

The Persian Gulf nation of Qatar is budgeting nearly \$25 billion through 2014 to significantly upgrade its infrastructure through a series of megaprojects that include an airport expansion, a new container port, a causeway linking Qatar and the nearby island state of Bahrain, railroad expansion, new highways, and a massive urban revitalization project.

Dao M. Le, senior commercial officer, U.S. Embassy in Qatar, and speakers from the Qatari Public Works Authority and senior officials in charge of these projects, will brief participants with detailed information, projected timelines for development, and the next steps for U.S. design firms interested in getting involved.

This online event is a unique opportunity for firms considering work in the Persian Gulf region.

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

## Online Seminar Uncovers Engineering Opportunities in the Smart Grid

*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-oper-

ators 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 2010 Industry Trends Survey Report, 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 the pages of ACEC's just published *2010 Design & Construction Industry Trends Survey Report*.

The comprehensive study predicts 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.

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.

## **Commissioning Services Market: Here's the Who, What, Where and Why**

*Commissioning: A Market Growing in Size, Impact and Professionalism*

**Feb. 18, 1:30-3 p.m.**

More and more owners are asking for Commissioning.

This online seminar presents an overview of the Commissioning process including specific markets where Commissioning is used. Michael King, ARCOM; Earle Kennett, NIBS; and Patrick Prendergast, GBA/ViroCon Inc., will describe the process from concept to delivery, answering the key questions, including:

- Who should provide these services and why? Design A/E, Contractor, or Independent?
- What standards are being referenced or appropriate for the project?

- What building systems should be commissioned?
- What do you need to include in an RFQ or RFP for Commissioning?
- What's the Commissioning process for a project?
- Contract Agreements and Project Issues—E&O Liability; Means & Methods; Job Site Safety; Schedule, etc.
- What's the impact on the design team's scope of services?
- What's the typical cost/savings for Commissioning services?

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

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