



Last Word

Vol. XXXI, Number 5 • February 4, 2010

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

ACEC NEWSLINE

Oberstar Warns That Highway Trust Fund Faces Funding Crisis

House Transportation Infrastructure Committee Chairman James Oberstar, D-Minn., warns that the highway trust fund will run into another funding crisis this August.... [click here](#) for more.

Study Forecasts Growth in Commercial Construction in 2010

Reed Construction Data recently announced that the volume of nonresidential building construction is expected to grow over the next year.... [click here](#) for more.

Economic Downturn Challenges Engineering Firms' Business Models

Predicting the future has never been harder for engineering firms, but Smith Seckman Reid CEO Rob Barrick writes that adequate preparation can yield long-term dividends.... [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 or 202-682-4325.

ACEC Works With USAID on Haiti Relief and Reconstruction Assistance

ACEC is assisting the U.S. Agency for International Development (USAID) in its Haiti relief and reconstruction effort by assembling a group of Member Firms willing to volunteer their services in the earthquake-ravaged nation.

Member Firms interested in being part of this effort should [click here](#).

Immediately following the earthquake, ACEC President Dave Raymond contacted USAID Administrator Rajiv Shah to offer the engineering industry's assistance in addressing the island nation's relief and recovery needs.

"Many ACEC Member Firms have called our office in Washington, D.C. volunteering their services, and USAID has asked us to organize these offers and work closely with federal officials," said Raymond.

Principals of all ACEC Member Firms have been solicited by email to join this effort.

For those wishing to make monetary contributions to the Haiti relief effort, USAID recommends either the [Clinton Bush Haiti Fund](#) or the [American Red Cross](#).

ACEC/PAC Takes A Lead Position Among Industry PACs

Anticipating a highly competitive election year, ACEC/PAC continues to solidify its place among the nation's largest political organizations, giving the Council an effective voice on issues of critical importance to the industry.

Federal Political Action Committees	2009 Receipts
ACEC	\$573,249
Associated General Contractors	\$487,337
National Sand, Stone, & Gravel Association	\$350,076
American Road & Transportation Builders Assn.	\$142,045
American Institute of Architects	\$104,642
National Society of Professional Engineers	\$ 7,623

ACEC state Member Organizations have gotten off to a strong start in their 2010 ACEC/PAC fundraising efforts (see story below.)

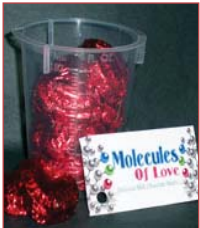
Great Valentine's Day Gifts at the ACEC Bookstore

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

Engineering Chocolates

Available in chemical, civil, electrical, general, industrial, 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.

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

Obama Administration's 2011 Budget Holds Tight Line on Infrastructure Spending

President Obama's 2011 budget proposal released this week would hold steady or impose modest funding reductions on scores of major federal infrastructure programs, while also setting aside \$100 billion for a new jobs bill.

"The Administration's new emphasis on controlling spending cannot come at the expense of critical investments that have to be made," said ACEC President Dave Raymond. "The effort to create jobs and economic growth will be severely undercut if we underfund the very infrastructure programs that have been most effective in putting people to work."

Raymond emphasized that ACEC will be working with its allies in Congress in the coming weeks to ensure that key programs are properly funded as Congress begins its own budget and appropriations process.

Funding for critical transportation programs would remain almost constant compared to 2010 levels with \$42.1 billion allocated for highways, a decrease of \$687 million from 2010. Transit would receive a 0.06 percent boost to \$10.8 billion, while airport construction grants would remain at the 2010 level of \$3.5 billion.

The budget proposal includes \$4 billion to support a new national infrastructure investment fund that would provide grants and credit assistance for major surface transportation projects—highways, tunnels, and bridges; commuter, passenger and freight rail; airports; and seaports and other maritime infrastructure.

Slight Decreases in Water, Wastewater Infrastructure Funding Proposed

Federal funding for water and wastewater projects would see modest reductions with \$2 billion allocated for wastewater, as compared to \$2.1 billion for 2010, and \$1.3 billion for drinking water, down from the current year's \$1.4 billion total. The Superfund remedial program would be flat-funded at \$605.4 million.

The Dept. of Agriculture budget would include funding for rural water and wastewater projects, and the grant and loan program would be flat-funded at \$1.6 billion. Direct loans would increase slightly while grants would sustain a modest cut.

The Department of Energy's State Energy Program, which funds energy efficiency and renewable energy programs, would receive an increase of \$25 million above this year's \$50 million. The Energy Efficiency & Conservation Block Grant program, which had \$3.2 billion of funding in the Recovery Act would receive no regular appropriations.

The Environmental Management program which is responsible for cleanup of the nation's nuclear weapons production process would be flat-funded at \$6 billion and the National Nuclear Security Administration's (NNSA) nuclear weapons programs would receive \$7 billion.

Corps of Engineers, DOD Construction Funding Cut

The Corps would sustain an overall 10 percent cut in its budget, from \$5.4 billion to \$4.9 billion. The operating and maintenance budget would be cut by \$39 million, to a proposed \$2.4 billion. The construction budget would also be reduced to \$1.7 billion from the current \$2 billion.

The Defense Department budget would increase in 2011 to \$703.3 billion, but funding for military construction would decrease by \$4.1 billion,

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 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 JOB BOARD

Over 500 Searchable
Jobs Posted

Over 16,700 Searchable
Resumes Posted

Over 2,075 Registered
Employers

Last Five "Help Wanted"
Open Positions:

Bridge PM/Engineer—Buffalo, NY

**Virginia Transportation Marketing
Manager**—Alexandria, VA

Great Lakes Regional Rail Manager—
Chicago, IL

Project Manager—Lawrence, KS
Electrical Engineer—Rapid City, SD

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,544**

Water Resources/Wastewater

Engineers—**1,862**

Transportation—**1,549**

Civil Engineers—**2,432**

Structural Engineers—**1,678**

Environmental Engineers—**1,580**

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

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

to \$16.9 billion. Veterans Affairs' budget was increased by \$4.2 billion to \$60.3 billion, with \$2.5 billion for VA Medical Centers' construction and improvements.

President's Budget Proposal Includes Key Tax Changes

President Obama has proposed a number of significant tax changes and extensions in his 2011 federal budget.

Expiring tax provisions that reduced tax brackets for middle income taxpayers would be extended, but the two top rates would increase to 36 percent and 39.6 percent. This is a policy shift that could negatively affect businesses organized as S corporations and partnerships.

The budget proposal would also reinstate the Superfund excise tax and corporate environmental income tax, and permanently extend the R&D tax credit. Bonus depreciation and the increase in Sec. 179 small business expensing would be extended for the 2010 tax year.

New York, Hawaii, and Wisconsin Get ACEC/PAC Off to Fast Start for 2010

As the federal election season officially got under way Tuesday with the nation's first congressional primary in Illinois, ACEC/PAC got a big boost with impressive fundraising efforts in Hawaii, New York and Wisconsin.

ACEC/New York raised \$10,000 at their annual Winter Conference, selling 30 ACEC/PAC Sweepstakes tickets and raising another \$4,000 in auction items.

PAC Champion Michael Della Rocca of Halcrow Engineers, P.C. in New York and ACEC/New York President Bob Radley of TY Lin International/FRA in Rochester credited the surge to widespread support from the state association leadership to promote ACEC/PAC to its members. Said Radley, "When folks see the personal commitment to the program by the Executive Committee, the Board and staff—we already have five contributors at the \$1,000 level—it delivers a powerful message." ACEC/Hawaii has already raised 40 percent of their annual goal this year. The funds were raised through the efforts of PAC Champion David Bills of Bills Engineering Inc. in Honolulu and Executive Director Ginny Wright, who organized the third annual ACEC/PAC silent auction at their annual Engineering Excellence Awards Banquet.

"The response from our members has been terrific," said Bills. "They understand how important ACEC/PAC is to our lobbying efforts, and the auction makes it fun for everyone. It's a nice win-win."

ACEC/Wisconsin is already closing in on its 2010 annual goal. ACEC/PAC Champion Rajan Sheth, President and CEO of Mead & Hunt, Inc. in Madison, Wis., said that this year's effort has been a relatively easy sell. "Our members know the value of their political involvement, they know that we are going to make goal, and that they are appreciated for their participation in the effort. It's no longer a question of whether folks will purchase a sweepstakes ticket, but how many."

For more information on ACEC/PAC, contact Greg Knopp, executive director, political affairs at gknopp@acec.org or Elizabeth Coit, PAC director at ecoit@acec.org.



ACEC/New York
President Bob Radley



ACEC/Hawaii PAC
Champion David Bills



ACEC/Wisconsin PAC
Champion Rajan Sheth

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

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

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

9—**Lean Design & Construction: Defining the Three Opportunities of Management-Based Project Delivery** by Gregory Howell, Lean Construction Institute

New Cyber Engineering Workshop Added To Annual Convention Lineup

Chief information officers from four of the ENR Top 500 design firms will discuss important IT management strategies in a just-added workshop at the upcoming 2010 Annual Convention, April 25-28, at the Grand Hyatt Hotel in Washington, D.C.

The Bentley Systems-sponsored workshop—*What's Driving The ENR 500 CIOs*—begins Tuesday, April 27 and will address several critical IT administration issues such as: managing the extended enterprise, remote offices and cloud computing; retaining and protecting intellectual property rights including BIM, project management software issues and ownership of digital designs; and future IT technology.

Participants are: James Walsh, chief technology officer, AECOM; Cora Carmody, senior vice president, information technology, Jacobs Engineering; Janerie Wheeler, vice president, information services & technology, Malcolm Pirnie; and John Marinello, chief information officer, WSP Flack + Kurtz.

The workshop program kicks-off with a special networking dinner on Tuesday, April 27, followed on Wednesday, April 28 by a breakfast, a four-and-one-half hour session, and a networking lunch.

A full Convention registration includes the entire CIO program, except the networking dinner, which is available for an additional fee. Participants may also register only for the workshop.

[Click here](#) for complete Convention registration information. Remember, Washington, D.C. is a popular destination in the spring so make your hotel reservations early at ACEC's specially negotiated discounted rates. Contact the Grand Hyatt Hotel directly at 202-582-1234 and reference ACEC.

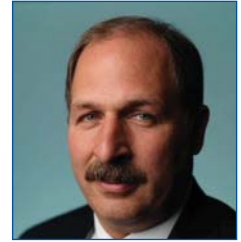
For more information, contact meetings@acec.org or call 202-347-7474.

ACEC Survey Finds Engineering Firms Are Weathering Recession

Despite the severe economic downturn, engineering firms more than held their own in 2009, according to the just published 2010 Design & Construction Industry Trends Survey Report.

Firms responding to the survey actually reported an increase in revenues last year, with the median firm grossing \$4.4 million in 2009, up from \$4.3 million in 2008. The median pre-tax profit fell, however, from 10 percent in 2008 to 8.4 percent in 2009.

More than half the firms did not meet their finan-



James Walsh
AECOM



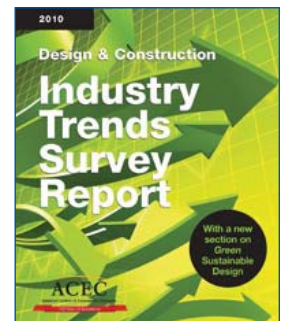
Cora Carmody
Jacobs Engineering



Janerie Wheeler
Malcolm Pirnie



John Marinello
WSP Flack & Kurtz



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](#)

cial goals in 2009, which marked a significant change from 2008 when nearly 60 percent of the respondents met or exceeded their goals.

Among the respondents, more than one-third of their pre-tax profit came from planning and studies work and 22 percent came from management consulting. Other key profit centers were design engineering (18 percent), program management (14 percent), and construction engineering/inspection (5 percent).

This and other pertinent industry data are now available in the just-released *2010 Design & Construction Industry Trends Survey*—a comprehensive statistical analysis of current engineering firm operations, including projections on the future marketplace. To purchase a copy, [click here](#).

ACEC INSTITUTE FOR BUSINESS MANAGEMENT

Update Functional A/E Business Know-How; Best Price Through Feb. 9

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.”

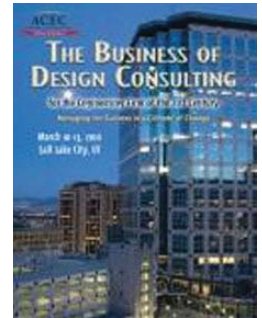
The course, which will be presented March 10-13, Salt Lake City, UT, will update practices in critical operational areas of finance, marketing, risk management, contracts, leadership, business management, human resources, and information technology.

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 the key elements of the “win business” equation in our fast-moving electronic communications age by integrating the fundamentals 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](#).

[Click here](#) to register at the best-price early-bird rate by Feb. 9 and save.



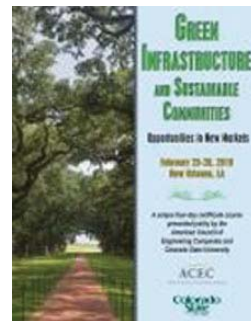
Explore Market Growth Under EPA Regs, Green Rating Systems, Plus NOLA Tour

Green Infrastructure and Sustainable Communities: Opportunities in New Markets

Feb. 23-26, New Orleans

From life-cycle analysis to sustainability audits, the comprehensive

agenda of ACEC's *Green Infrastructure and Sustainable Communities* course, Feb. 23-26, New Orleans, features a wealth of practical detail for meeting the challenges of going green, and an in-depth look into the tools and techniques of sustainable engineering. Participants will gain an understanding of the market growth due to EPA greenhouse gas regulations, and an explanation and analysis of the plusses and minuses of current sustainable project rating systems.



Engineers teaching the course are experienced veterans in water systems and transportation projects, and in anticipation of the changing scope and scale in the pursuit of sustainability, will offer case studies on urban water management and context-sensitive design for transportation projects.

Course participants will also be special guests for a private briefing and special boat tour of the U.S. Army Corps of Engineers' \$1.3 billion Inner Harbor Navigation Canal Lake Borgne Storm Surge Barrier as part of an area green projects afternoon field trip.

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

To register, [click here](#).

BIM for M/E/P Design Firms? Get Clear-Eyed Look at Challenges, Benefits

Why Should M/E/P Design Firms be Using BIM?

February 24, 1:30-3 p.m.

M/E/P design firms have not jumped on the BIM bandwagon as rapidly as other sectors of the industry. R. Robert Bell, Sparling, looks at why adoption of BIM has lagged and why M/E/P firms should be moving forward into BIM.

Questions answered will include:

- What is the promise and the reality of BIM for M/E/P firms?
- What are the challenges M/E/P firms face in implementing BIM?
- What is BIM going to cost an M/E/P design firm?
- How does BIM change the design process?
- Is now the time to implement BIM?
- Is there a "next level" for M/E/P design firms and BIM?

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

Succeeding With Integrated Project Delivery—Contracts, Models, Pitfalls

Fundamentals of Implementing the Integrated Project Delivery Process

February 23, 1:30-3 p.m.

Integrated project delivery (IPD) is a collaborative effort designed to eliminate waste, cut costs and improve productivity—results much sought by the industry. Delivery team members share decision-making and risks and rewards, and how the impact of IPD differs in the public and private sectors. Parties in a project want the finished structure on-time, on-budget, and with a satisfied owner, but few firms have mastered the IPD process to produce such ideal results.

Kenneth W. Cobleigh and Markku Allison, American Institute of Architects, will explore the value of IPD from various stakeholders' perspectives, possible models for IPD, advocating for the use of IPD, and the pitfalls to avoid. An ideal introduction for the early career engineer and smaller firms, this seminar defines IPD, starting with the all-important basis for achieving successful IPD projects: the right contract framework.

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

Commissioning Services Market...Is It Right for Your Firm?

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](#).

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.

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](#).

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