



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

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RAND Report Analyzes Funding Alternatives to Fuel Tax

The pending federal transportation reauthorization bill provides Congress with an opportunity to consider new ways of funding the U.S. transportation system, including a shift from indirect fees such as fuel taxes....[click here](#) for more.

U.S./Canada Agree On Stimulus Project Procurement

The United States and Canada recently announced an agreement that will allow Canadian firms to seek contracts on American stimulus projects, and in return Canadian provinces....[click here](#) for more.

Owners Realizing Numerous Advantages of Utilizing BIM on Projects

Many projects are coming in at 10 percent lower than budgeted when architects and engineers create their drawings and specifications using BIM as a modeling tool....[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 Member Action Needed Now on Infrastructure Investments in Jobs Bill

ACEC members' grassroots engagement is needed to support ongoing lobbying efforts by ACEC and its coalition allies to pressure the Senate to create an infrastructure-based jobs bill modeled after legislation already passed by the House, which contains more than \$48 billion for transportation, water, energy, school renovation and housing projects.

The U.S. Senate is expected to begin consideration early next week of a \$15 billion package that includes a payroll tax holiday for certain new hires, expansion of the popular Build America Bonds program, and small business capital expensing.

The measure also contains a \$19.5 billion infusion into the Highway Trust Fund to support full reimbursement payments to states and extends the current authorization for federal highway and transit programs – set to expire at the end of the month – to December 31, 2010 to avoid any interruptions to state transportation programs.

ACEC members are encouraged to write to their Senators today to strongly advocate for new investments in transportation, water, energy and other critical infrastructure programs as part of the overall jobs agenda.

[Click here](#) for a sample letter to send to Senators. Members are encouraged to FAX letters to Senate offices—[click here](#) for a list of fax numbers

Convention to Provide Success Strategies for Member Firms in Troubled Economy

Strategies for helping Member Firms successfully navigate the uncertain economic landscape will be highlighted at the upcoming ACEC 2010 Annual Convention and Legislative Summit, April 25-28, at the Grand Hyatt Hotel in Washington, D.C.

With the theme *Engineering America's Recovery: New Opportunities*, the Convention features 25 specially selected business sessions that will focus on the most pressing management concerns facing Member Firms, such as transitioning from survival to growth, winning projects in the highly competitive marketplace, developing new business, and forecasting the big trends in the coming years.

Convention attendees will also hear about new opportunities in transportation, water and energy from federal officials from NASA, U.S. Army Corps of Engineers, General Services Administration, State Department, Depart-



Emmy Award-winner Ross Shafer will host the 44th Annual Engineering Excellence Awards Gala.

Just Published by ACEC!

Wired to...Clients

Get Inside Your Customers' Minds for Success in Business Development

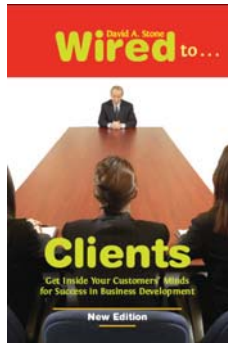
David A. Stone

Get the inside track on what your clients want from you.

Connecting with your clients on the technical level in a proposal or presentation isn't nearly enough. If you haven't also bonded with them on a personal level through your business development activities, there isn't a chance that you're going to win that job. *Wired to...Clients* gives you practical new insights and unique pathways to winning client confidence...and jobs.

Click here to view a full product description and place your order.

To see more great products available through the ACEC Bookstore, **click here**.



ACEC JOB BOARD

Let the ACEC Job Board Do the Work for You

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 Job Board offers you incredible value. ACEC Member Firms receive discounted rates. To receive an additional 15 percent discount on any posting or package in the month of February, just use the promotional code 15ALL at checkout.

We are a member of the Engineering & Science Career Network, so your job posting appears on 37 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.

ment of Veterans Affairs, Department of Energy, and other agencies.

Other Convention highlights include the 44th Annual Engineering Excellence Awards Gala—the “Academy Awards” of engineering—moderated by Emmy Award-winner Ross Shafer who will lead the celebration of the year's most accomplished engineering achievements.

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/Wisconsin First Again to Reach ACEC/PAC Fundraising Goal

For the fourth consecutive year, ACEC/Wisconsin is the first state organization to meet its annual ACEC/PAC fundraising goal.

ACEC/Wisconsin has a strong history of educating members on the value of ACEC's federal advocacy efforts, as well as making ACEC/PAC a priority among its goals. This year also marks the sixth consecutive year that Wisconsin has met its ACEC/PAC fundraising target.

“When your members understand just how much federal legislation impacts their firm, and they realize how effective ACEC is lobbying on their behalf, it's an easy sell,” said ACEC/PAC Champion Rajan Sheth, president and CEO of Mead & Hunt, Inc. in Madison, Wis. “It also helps that our Board of Directors has strongly encouraged all committee members to be active in the PAC at the state and the national level. With their support it gets easier every year.”

Sheth praised the involvement of ACEC/Wisconsin President Stanley Sugden of Ruckert & Mielke in Waukesha, and Executive Director Carol Godiksen for their active roles and full support of the fundraising efforts.

“Congressional action on infrastructure issues drove it home for many engineers in the state,” said Godiksen. “It's clear we need to have an effective voice speaking loud and clear for us in Washington, D.C., and ACEC/PAC is that voice.”

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/Wisconsin ACEC/PAC Champion Rajan Sheth



ACEC/Wisconsin Executive Director Carol Godiksen

ACEC is Coordinating Member Firms' Volunteer Response to Haiti Earthquake

Nearly three dozen ACEC Member Firms have volunteered their services to help with the recovery and reconstruction efforts in earthquake-ravaged Haiti.

ACEC has forwarded this initial information to the U.S. Agency for International Development (USAID), which is coordinating U.S. relief efforts.

Member Firms interested in being part of this effort should click here.

ACEC JOB BOARD

Over 500 Searchable
Jobs Posted

Over 17,000 Searchable
Resumes Posted

Over 2,100 Registered
Employers

Last Five "Help Wanted" Open Positions:

Restoration Engineer—Seattle, WA

Sr. Civil Engineer—Waupun, WI

Project Environmental Engineer—
Columbus, OH

**Water Resources Engineer/Business
Leader**—Amherst, NY

Construction Manager-Federal—
Bellevue, WA

A Sampling of Posted Resumes:

Geotechnical Engineers—1,548

Water Resources/Wastewater
Engineers—1,866

Transportation—1,552

Civil Engineers—2,437

Structural Engineers—1,680

Environmental Engineers—1,585

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

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:

Economic Downturn Hits Veteran Engineer Salaries, ACEC Survey Finds

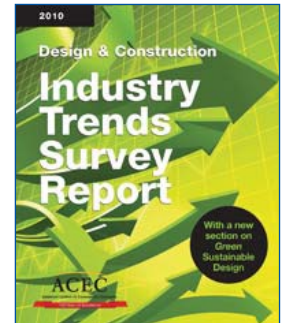
The average salaries that firms paid to experienced engineers fell in 2009, according to ACEC's 2010 Design & Construction Industry Trends Survey.

For engineers with 20 years of work experience, the median salary fell from \$85,000 in 2008 to \$80,000 in 2009. For engineers getting their PE, the median salary held steady at \$60,000.

Starting salaries actually climbed slightly, from \$46,000 in 2008 to \$47,000 in 2009.

More than nine out of 10 firms continue to give end-of-year bonuses to all employees. The median amount of the bonus in 2009 was 5 percent, which was the same percentage as 2008. For firms that did not award a set percentage, the median amount ranged from 2 to 14 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

Still Time for 2010 Green Infrastructure Course, Tour Registration... Hurry!

**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, 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, plus a unique private USACE project tour.

For agenda details, faculty information, and last-minute registration, [click here](#).

'Business for Engineers' Course: Get the Latest Ideas, Strategies to Succeed

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

March 10-13, Salt Lake City, UT

ACEC's *Business of Design Consulting: Managing for Success in a Climate of Change* is a comprehensive update on the primary functions of the successful A/E business... examined in the context of the challenging business climate of 2010 and beyond. The course will be presented March 10-13, Salt Lake City, UT.

Focusing on state-of-the-art best practices, the course updates critical operational areas of finance, marketing, risk management, contracts, leadership,



February

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

10—[**Insider's Guide to Developing and Defending Overhead Rates**](#) by Paul Haglund, Haglund Consulting

16—[**Recommended Practices for Engineering Expert Witnesses**](#) by Gary S. Brierley, Brierley Associates, LLC

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**](#)

business management, human resources, and information technology.

Course faculty are leading practitioners specializing in the A/E environment and teaching from experience:

- David Stone, Stone and Company, 35-year veteran in marketing and sales for the design and construction industry;
- Peggy Pound, The Pound Group, consultant to A/E firms in human resources and leadership development;
- David Cohen, Matheson Financial Advisors, who provides financial advisory services to the design industry;
- Paul Doherty, Satellier LLC, an authority on integration of technology and business with experience in architecture, construction and facility management sectors; and
- Laila Santana, Catlin, who joins the faculty with a background of providing risk management and loss prevention services to design professionals.

The program delivers bottom-line benefits for engineering firm executives, managers, and up-and-coming leadership—a solid investment for success in an intensely competitive environment.

[Click here](#) to register.

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

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.

- *FAR Compliance in a Time of Increased Government Oversight*
- *New Guidance for Successful Overhead Audits*

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](#).

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