



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

# Last Word

NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

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## ACEC NEWSLINE

### DOT has \$100 Billion Backlog of “High-Priority” Infrastructure Projects

Department of Transportation Secretary Ray LaHood recently announced that his department has a backlog of between \$80 billion and \$100 billion in high-priority infrastructure improvement projects that the department cannot afford to fund....[click here](#) for more.

### Projects Across United States Turn Landfill Gas Into Energy

Communities across the United States are converting methane gas emitted from landfills into energy through various projects. The U.S. Environmental Protection Agency (EPA) estimates that....[click here](#) for more.

### NYC School Focuses on Sustainability in Design of Building and Curriculum

The Rodeph Sholom School (RSS) in Manhattan wanted to furnish more usable space, and to this end it bought and converted an additional brownstone and expanded its campus....[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.



The Grand Hyatt Hotel in Washington, D.C. will host the ACEC 2010 Annual Convention and Legislative Summit. One of the leading hotels in the nation’s capital, the Grand Hyatt offers easy access to the city’s many attractions.

## ACEC Annual Convention To Address Critical Business Concerns

Business opportunities for engineering firms in both public and private markets will dominate the agenda at the upcoming ACEC 2010 Annual Convention and Legislative Summit, April 25-28 in Washington, D.C.

*Engineering America’s Recovery: New Opportunities* features presentations from NASA, U.S. Army Corps of Engineers, General Services Administration, State Department, Department of Veterans Affairs, Department of Energy, and other agencies.

In addition, more than two-dozen business practice sessions will address pressing management concerns as firms transition from survival to growth in the highly competitive marketplace.

CEO Roundtables—for firms of all sizes—provide a forum for leaders to discuss issues and concerns specific to their firms.

Political commentator Pat Buchanan of MSNBC, and Eleanor Clift, contributing editor of *Newsweek*, will debate political issues. Greg Ip, economics editor for *The Economist*, will forecast the economic recovery. A distinguished panel of CEOs from top Member Firms will address major challenges facing the industry.

Other Convention highlights include the Opening Dinner featuring the

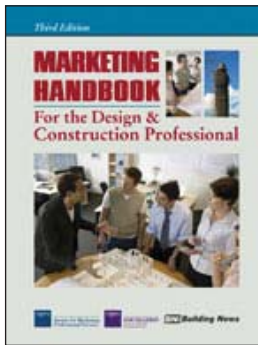
## Marketing Guides for Design Professionals

**Marketing Handbook for the Design & Construction Professional, Third Edition**

*BNI Books*

This all-new and thoroughly revised handbook covers every aspect of marketing in the design and construction industry from initial market research, to getting leads, to making presentations, to website development.

[Click here](#) to order.

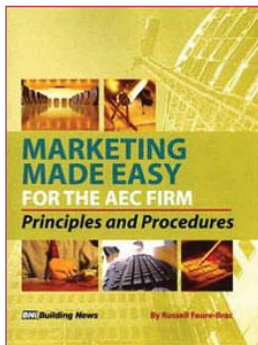


**Marketing Made Easy for the AEC Firm: Principles and Procedures**

*Russell Faure-Brac*

If you are a professional working in a technical or project management role for a design, contracting, or consulting firm, this book will help you win more clients. It clearly sets forth a step-by-step process for figuring out what clients need, devising ways to meet those needs and convincing prospective clients to hire you instead of the competition.

[Click here](#) to order.



To see more great products available through the ACEC Bookstore, [click here](#).

## Coalition Publication Sale

During March, all CASE, COPS, and CAMEE publications are 10 percent off regular price at the ACEC Bookstore. The discount is automatically applied—there is no coupon needed.

ACEC coalitions publish contracts, publications and tools with your structural engineering, mechanical engineering, and surveying needs in mind.

[Click here](#) to visit the Contracts/Forms/Guides section of the ACEC Bookstore to see the variety of CASE, COPS, and CAMEE products

world-renowned Capitol Steps comedy troupe; and the 44th Annual Engineering Excellence Awards Gala—the “Academy Awards” of engineering.

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 discount rates. Contact the Grand Hyatt Hotel directly at 202-582-1234 and reference ACEC.

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

## Highway Funding Crisis Temporarily Averted as Congress Extends Program



ACEC Director of Transportation Programs Matt Reiffer (third from left) briefed more than 120 members of ACEC/Oregon and ACEC/Washington on the impact of the temporary shut-down of the federal highway and transit program at a series of meetings earlier this week. ACEC/Oregon officers pictured (left-to-right) are: President Gayle Harley; Executive Director Alison Davis; Reiffer; ACEC Vice Chairman Ken Wightman; Secretary/Treasurer Kay Van Sickle; ACEC/PAC Champion Jack Beemer; and President-Elect Troy Bowers.

The Senate overcame the objections of a lone Senator this week and cleared legislation that temporarily restores funding to the states through the Highway Trust Fund.

ACEC lobbied intensely over the past week to avert a long-term shutdown of the nation’s surface transportation program.

House and Senate leaders had negotiated a short-term 30-day extension of the program. It was adopted in the House, but Senator Jim Bunning (R-KY) objected to the measure due to the lack of budget offsets.

Because the most recent extension of federal surface transportation programs expired last Sunday, Bunning’s actions shut down disbursements from the Highway Trust Fund to the states, forced the furlough of nearly 2,000 U.S. DOT employees, and held up projects throughout the country. Senate Democratic and Republican leaders negotiated a compromise with Bunning on Wednesday of this week, clearing the way for passage of the 30-day extension measure.

The House and Senate are working to finalize a long-term extension of the program through the end of the year, coupled with a \$19.5 billion restoration of interest earned by the Highway Trust Fund, which ACEC supports.

available.

For more information about ACEC coalitions, please contact David Bixby at [dbixby@acec.org](mailto:dbixby@acec.org).

## ACEC JOB BOARD

Over 550 Searchable  
Jobs Posted

Over 17,300 Searchable  
Resumes Posted

Over 2,100 Registered  
Employers

### Last Five "Help Wanted"

#### Open Positions:

**Senior Roadway Design Engineer**—  
Tallahassee, FL

**Bridge Designer**—Raleigh, NC

**Sr. Professional Engineer  
(Eco-Engineer)**—Tampa, FL

**Senior Engineer**—Bohemia, NY

**Military Project Manager**—Orange  
County, CA

#### A Sampling of Posted Resumes:

Geotechnical Engineers—1,558

Water Resources/Wastewater

Engineers—1,869

Transportation—1,560

Civil Engineers—2,448

Structural Engineers—1,687

Environmental Engineers—1,591

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

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

## ACEC JOB BOARD

### Nab March Savings on the ACEC Job Board

Get lucky this month in your search for new engineering talent with the ACEC Job Board. Your firm should be using the most comprehensive job board serving the engineering

## U.S. Senator Bob Menendez Champions Infrastructure Funding at ACEC Event



Sen. Robert Menendez (D-NJ) (left) and ACEC President Dave Raymond (center) share a conversation with Mary Peters, former U.S. Secretary of Transportation now with HDR, during a fundraiser this week at ACEC headquarters.



Jacobs Engineering Group Vice President Kevin McMahon (left) and Paul Yarossi, president of HNTB (right), chat with U.S. Senator Robert Menendez (D-NJ).

ACEC/PAC, Jacobs Engineering, CDM and HDR co-hosted a fundraising event for Senator Bob Menendez (D-NJ) at ACEC's headquarters in Washington, D.C. Three dozen industry leaders attended the event.

Menendez, who is also chairman of the Democratic Senatorial Campaign Committee, spoke at length about the importance of infrastructure investment and specifically emphasized his support for boosting the federal gas tax to finance a more robust six-year surface transportation program.

The New Jersey lawmaker also updated firm executives on the status of negotiations over health care reform bill. ACEC President Dave Raymond urged the Senator to consider key ACEC-backed reforms, including limits on medical malpractice liability and increased insurer competition across state lines.

So far this year, ACEC/PAC has also hosted fundraising events for Senators Sen. Richard Durbin (D-IL), and Sen. Olympia Snowe (R-ME). ACEC/PAC plans to host 55 events during the year, up from 51 in 2009.

industry for all your hiring needs. To make this pot of gold even better, save 15 percent on 30 and 60-day postings by using the promo code LUCKY2010 when you check out.

Why should you use ACEC's Job Board?

Member Firms receive discounted rates and 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 17,000 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 [ngoldman@acec.org](mailto:ngoldman@acec.org).

## ACEC EDUCATION

### Stay Competitive, Get Bottom-Line Topics Online

Whether it's an update on the multi-functional expertise you need to manage your business more successfully, first-hand reports on the newest technology tools, market insights from key government insiders, or necessary know-how to tap the bottom-line potential of new markets, ACEC's Institute for Business Management is your best resource.

Here's a look at upcoming topics:

#### March

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*

23—[\*\*Understanding the Economic Loss\*\*](#)

## ACEC/Michigan Petitions for Increased State Transportation Funding

ACEC/Michigan launched an aggressive petition drive to urge the state legislature to increase investment in infrastructure.

Michigan stands to lose \$450 million in federal transportation funds in F.Y. 2011, because its state legislature has not approved sufficient state matching funds, said ACEC/Michigan Executive Director Ron Brenke.

The Member Organization plans to gather 5,000 signatures by the March 15 deadline. "We're looking for support from firms' employees, family members, suppliers, clients...anyone who supports greater investment in our transportation infrastructure," said Brenke. "The signed petitions will be forwarded to members of the legislature to demonstrate public support for increasing funding."

ACEC/Michigan sent paper petitions to all Member Firms and created an online form to generate support from Michigan residents. Other transportation-focused organizations in the state, including the Michigan Chamber of Commerce and the County Road Association of Michigan have joined the effort.



ACEC/Michigan Executive Director Ron Brenke

## PAE's Scott Bevan Named One of the "New Faces of Engineering"

Scott Bevan, an associate at PAE Consulting Engineers in Portland, Ore., is one of 15 young engineers from across the nation recognized in a February 16 *USA Today* advertisement as one of the "New Faces of Engineering" during the annual National Engineer's Week.

Bevan is also one of five young Member Firm employees chosen by the ACEC Committee of Fellows to receive ACEC's "Young Professional of the Year" award, to be presented at the Fall Conference in Puerto Rico.

Other honorees for the Fellows award are: John Peronto, Thornton Tomasetti, Inc., Chicago, Ill.; Yurintzy Estrada, AECOM, New York City; Yvana Kuhn, AECOM, San Diego, Calif.; and Craig Reinsch, Olsson Associates, Lincoln, Neb.

Bevan became an associate after only 15 months at PAE Consulting and was soon managing MEP teams for projects worth more than \$100 million in construction costs, while helping PAE navigate the economic downturn and maintain its employee-focused culture. His often complex projects have included six LEED-targeted buildings and a 50,000-square-foot Net Zero Energy building featuring a 250 kW photovoltaic system.

For more information about the Young Professional of the Year award, [click here](#).



Scott Bevan, PAE Consulting

[Doctrine, Las Vegas and Beyond](#) by Richard Nakamura and Nick Wieczorek, Morris, Polich & Purdy LLP

24—[Limitation of Liability Clauses in Design Professional Agreements: A 2010 Update](#) by Beth Andrus, Skellenger Bender, P.S.

April

6—[Writing the 'Perfect' Cumulative Impact Analysis](#) by Owen Schmidt, Consultant

7—[The Impact of Hurricane Katrina on Floodplain Mapping/Management](#) by Josh Smith, FEMA and Michael Buckley, Dewberry

15—[Greenhouse Gas Reporting: How to Ensure Compliance With The New EPA Rule](#) by Mark vanSoestbergen, International Carbon Bank and Exchange

## 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](#)

## Sign Up Now For ACEC's 2010-2011 National Committees

ACEC members are encouraged to sign up for service on ACEC National committees. Participation on ACEC committees brings vitality to the Council and ensures that the issues and interests of members are brought into Council operations and public policy.

ACEC committee membership is open to all employees of ACEC member firms.

Most of ACEC's committees are "open" (i.e., sign up and you're on!). A few require appointment by the incoming ACEC chairman, and the terms of appointed committee members begin during the 2010 Annual Convention, April 25-28. If you are interested in one of the appointed committees, register your request below.

### Open Committees

Contract Documents Committee  
Environment & Energy Committee  
Federal Agencies & Procurement Advocacy Committee  
Institute for Business Management Committee  
International Committee  
Management Practices Committee  
Membership Committee  
Public Relations Committee  
Risk Management Committee  
Tax and Regulatory Affairs Committee  
Transportation Committee

### Appointed Committees

Engineering Excellence Awards Committee  
Planning Cabinet  
Bylaws & Procedures Committee  
Tellers Committee

[Click here](#) to view the committees. Click on committees of interest to see their goals and rosters. If you are interested in joining one or more of the committees, click on the link at the bottom of that page.

Questions about the committee appointment process? Contact Mary Ann Emely, ACEC Vice President of Operations & Membership at [memely@acec.org](mailto:memely@acec.org), or 202-682-4300.

## ACEC INSTITUTE FOR BUSINESS MANAGEMENT

### Catch 'Red Flags,' Hone Negotiating Skills and Achieve Best-Possible Deals

*Closing the Deal With A/E/C Contracts: Recognize Pitfalls, Negotiate Winners*

May 20-21, San Francisco

Identify and demystify "red-flag contract provisions," acquire the skills and principles of toe-to-toe negotiating to maintain professional standards and protect your business. Learn the differences between custom contracts and model contracts, the pitfalls, and how to negotiate to win-win agreements.

*Closing the Deal With A/E/C Contracts: Recognize Pitfalls, Negotiate Winners* is an in-depth course designed to meet the contract needs of engineers, architects, contractors, project managers, contracting officers, specifiers, and those responsible for procuring construction or design services.



Presented by a faculty of experts with years of industry experience, the course will update attendees' knowledge in critical contract areas including:

- Controversial contract provisions, from every angle
- The elements of good negotiating and errors to avoid
- The latest revisions to the most-used contracts
- Recent court rulings involving construction contracts
- Protecting the bottom-line: how profits can be won or lost in negotiations

To view the course brochure, faculty bios and agenda, [click here](#).

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

## Lean Design and Construction: Defining the Differences

*Lean Design & Construction: Defining the Three Opportunities of Management-Based Project Delivery*

**March 9, 1:30-3 p.m.**

At its core, Lean Project Delivery is a production management-based approach that differs from typical project management practices in three linked areas of opportunity. In this informative online seminar, Gregory Howell, Lean Construction Institute, defines these as (1) Impeccable Coordination—creation of predictable workflow within and across trades and disciplines; (2) Projects as Production Systems—possibilities of changing the structure of work in both design and construction; and (3) Project as Collective Enterprise—alignment of financial incentives with the goal of project-wide optimization.

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

## Setting Overhead Rates for Revenue, Profit

*Insider's Guide to Developing and Defending Overhead Rates*

**March 10, 1:30-3 p.m.**

Does your firm have procedures to properly establish your overhead? Are you successfully defending your rates with government clients? Engineering firms use overhead rates to help set pricing and to understand their own operations, and government clients (federal, state and local) are paying close attention. As a result, overhead rates are more critical than ever to revenue and profit.

Financial manager Paul Haglund covers the mechanics of developing and using client-approved overhead (indirect cost) rates from your firm's

accounting records, plus other overhead issues including:

1. Setting up the direct labor base and indirect cost pool
2. What if you need separate “field” or “project” rates?
3. Recognizing “non-allowable” costs
4. Special handling for time records (time transfers, unpaid overtime, etc.)
5. Getting approved overhead rates from state or federal agencies
6. Avoiding expensive “swings” in annual overhead rates

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

## **Expert Witness Service: Preparation and Focus**

*Recommended Practices for Engineering Expert Witnesses*

**March 16, 1:30-3 p.m.**

What does it mean to be an “expert witness” in lawsuits involving the standard of care for civil engineering projects? Gary S. Brierley, Brierley Associates, LLC, discusses some key topics including ethical considerations, qualified requirements, work products, objectivity vs. advocacy, how to prepare an expert report and how to prepare for a deposition.

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

## **\$3 Billion DOE Grants: Get Insider Details**

*DOE Energy Efficiency Block Grant Funding: Market Opportunities in a \$3 Billion Program*

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

The American Recovery and Reinvestment Act (ARRA) provided nearly \$3 billion for the Department of Energy’s new Energy Efficiency and Conservation Block Grant (EECBG) program. The program provides grants to eligible cities and counties for a wide variety of projects to reduce energy use and fossil fuel emissions, and for improvements in energy efficiency.

DOE has already awarded more than 1,700 EECBG grants—ranging from energy efficiency and conservation plans to energy audits and conservation-oriented transportation programs—and many more are in the pipeline. This online seminar will help you position your firm to take advantage of this expanding sector.

Mark Johnson, the EECBG lead for the Department of Energy presents an inside look at the Program in a timely online seminar. He’ll walk through the program, outlining details of how a community applies for funding, what type of projects are eligible, reporting requirements, and other critical information.

To register, [click here](#).

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