



AMERICAN COUNCIL OF ENGINEERING COMPANIES

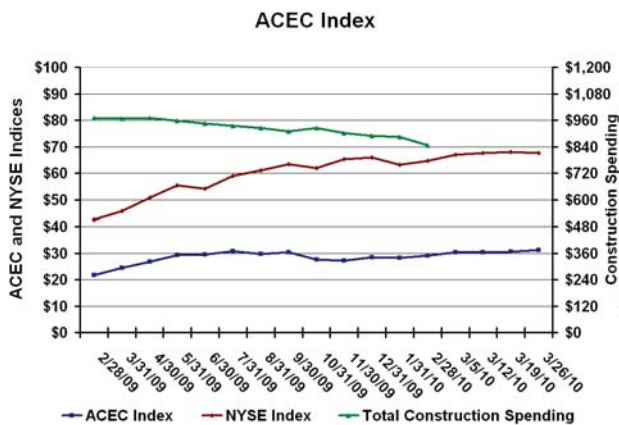
100 Years of Excellence

Last Word

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NAMED BEST WEEKLY ELECTRONIC NEWSLETTER BY ASSOCIATION TRENDS

ACEC INDEX



The ACEC Index tracks the stock performance of ACEC's publicly held Member Firms. To provide context, the stock performance of all companies on the New York Stock Exchange and total U.S. Construction Spending are also included.

ACEC NEWSLINE

Energy

Putting Solar Technologies to the Test

Chevron Corp. has transformed an 8-acre site near Bakersfield, Calif.—where a massive refinery once churned out gasoline and asphalt—into a giant test facility with 7,700 solar panels...[click here](#) for more.

Interior, Energy and Army Corps of Engineers to Cooperate on Hydropower

The Department of the Interior and the Department of Energy will work with the Army Corps of Engineers to more closely align priorities...[click here](#) for more.

Buildings/Land

Health Care Reform Could Boost Medical Sector Construction

The health care overhaul has sparked expectations that demand for medical office space will get a boost with the qualification of 32 million new people for health insurance...[click here](#) for more.

Prospects Brighter For Highway Bill; Convention Lobbying Imperative

Senate committee action and renewed coordination between House and Senate leaders have improved prospects that Congress will pass a new six-year highway and transit program to replace SAFETEA-LU in 2010.

ACEC's lobbying campaign during the upcoming ACEC Annual Convention will focus on an economic recovery agenda built around a new transportation program, as well as tax issues and protecting contracting out.

Senate Environment & Public Works Committee Chairman Barbara Boxer (D-CA) said that she will draft a "transformational" authorization bill over the coming weeks and move the bill to the Senate floor later this year. Boxer also said that she will use the \$450 billion six-year bill developed by House Transportation and Infrastructure Committee Chairman Jim Oberstar (D-MN) as her starting point.

ACEC Transportation Committee Chairman David Oates of Oates Associates in Illinois said, "This is one of a number of initiatives before Congress that could dramatically improve the economy and our industry—we need to deliver this message very strongly at the national Convention at the end of April."

Member Firms' "Bottom Line" is Annual Convention's Top Priority

From speakers addressing business needs to an intense lobbying campaign to advocate for the industry's interests, the upcoming ACEC 2010 Convention in Washington, D.C., April 25-28, is a "big opportunity that shouldn't be missed," said ACEC Chairman Tim Psomas.

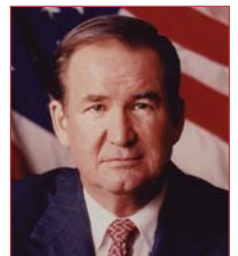
Register for the Convention by April 2 and save \$80 on the registration fee. Save an additional \$100 on a second registration from the same firm.

The Convention features a broad spectrum of opportunities for attendees to build and improve their practices:

- Briefings by procurement officials from the U.S. Army Corps of Engineers, General Services Administration, State Department, Department of Veterans Affairs, U.S. AID, and others.



Newsweek Contributing Editor Eleanor Clift



MSNBC Analyst Pat Buchanan

Water

Green Engineering Brings Big Changes to Water and Wastewater Management

Government and private-sector interests are continuing to seek new, more sustainable and cost-effective ways to address water quality and waste management... [click here](#) for more.

Transportation

Build America Bonds Called One of the "Biggest Successes" of Stimulus Program

On March 24, the U.S. House of Representatives passed a bill to extend the duration of Build America Bonds (BABs) for three years... [click here](#) for more.

Utah's Pioneer Crossing Project Features New Diverging Diamond Interchange

The centerpiece of the \$180 million Pioneer Crossing Project in American Fork, Utah, will be its interchange with I-15, which will be the second diverging diamond interchange (DDI) in the United States... [click here](#) for more.

Other

Geoengineering Strategy Discussions Come into the Mainstream

Climate change from global warming is exceeding predictive models, forcing many influential researchers to fundamentally rethink their response strategies... [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.

- More than two dozen educational programs presenting strategies for success in the new economy.
- Panel featuring the CEOs of Black & Veatch, MWH Global, and Parsons Brinckerhoff discussing challenges to the industry.
- Political insights from Patrick Buchanan and Eleanor Clift and an economic forecast from *The Economist's* Greg Ip.
- CEO Roundtables where CEOs of similar-sized Member Firms share problems and solutions.
- Engineering Excellence Awards Gala, celebrating the major engineering achievements of the past year.

[Click here](#) for information and to register for the Convention. To make hotel reservations at the Grand Hyatt Hotel, call 202-582-1234.

ACEC Urges California Supreme Court to Review Major Indemnification Case

ACEC has joined ACEC/California in urging the California Supreme Court to review a state appellate court decision in the case of *UDC-Universal v. CH2M Hill*, ordering a design firm to pay the legal fees of a client after that client was sued by a third party.

"The legal ruling in UDC imposes liability on design professionals in the complete absence of negligence, and it is imperative that we fight it," said Paul Meyer, executive director of ACEC/California. "We are grateful to ACEC for the Minuteman funding it has provided, as well as its ongoing assistance with our legal and legislative efforts to reverse this decision."

ACEC has provided Minuteman Fund assistance to ACEC/California to support legal and legislative efforts to overturn the decision, and will strongly support an amicus brief fighting this unfair ruling if the High Court hears the case.

Learn How to Write the Perfect NEPA Cumulative Impact Analysis

One of the biggest challenges in preparing a cumulative impact analysis for a federal project under the National Environmental Policy Act (NEPA) is that there is no standard way to do it.

In the upcoming online seminar, *Writing the 'Perfect' NEPA Cumulative Impact Analysis*, on April 6, 1:30-3 p.m., ACEC will lay out the best way.

While they may be insignificant by themselves, cumulative impacts build up over time, from one or more sources, and can result in the degradation of important resources. Because federal projects cause or are affected by cumulative impacts, the federal government requires that these impacts be assessed in the documents.

Owen Schmidt, former senior counsel with USDA in Oregon and Washington, will demonstrate a six-part model cumulative impact analysis that accounts for "all that science can tell us, all that the law requires, and the rules for when to cut it off safely... both the necessary, and that which can be left out to get to perfect."

To register for seminar, [click here](#).

Save 10 Percent at the ACEC Bookstore Through April 4

Shop the ACEC Bookstore now for great deals on our publications and merchandise. Get 10 percent off all products—except EJCDC documents—at the ACEC Bookstore through Sunday, April 4, 2010. Enter Source Code *AprilTen* at checkout to receive the discount.

To see all the great products at the ACEC Bookstore, [click here](#).

ACEC JOB BOARD

Over 525 Searchable
Jobs Posted

Over 18,000 Searchable
Resumes Posted

Over 2,100 Registered
Employers

Last Five "Help Wanted"

Open Positions:

Project Civil Engineer—Manchester, NH

Environmental Site Assessment, Sr. Level—
San Diego, CA

Engineers and Scientists (All Levels)—Northern
Midwest

Sr. Project Manager (Structural Engineer)—
Augusta, ME

Project Civil Engineer—Cambridge, MA

A Sampling of Posted Resumes:

Geotechnical Engineers—1,575

Water Resources/Wastewater

Engineers—1,904

Transportation—1,577

Civil Engineers—2,472

Structural Engineers—1,709

Environmental Engineers—1,644

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

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

Promote Your EEA Achievements in *Engineering Inc.*; Save 15 Percent

Maximize the benefits of winning or being a finalist in this year's Engineering Excellence Awards (EEA) by promoting your firm's success with an ad in the May/June issue of *Engineering Inc.*

The EEA are the biggest, most well-known awards in the engineering industry. An *Engineering Inc.* ad featuring your EEA project will highlight your firm's innovation and quality and expand your business opportunities with both clients and potential partners.

With the annual EEA competition the primary focus, the May/June *Engineering Inc.* is the most popular issue of the year and has the highest pass-along rate.

As a special incentive, EEA winners and finalists can save 15 percent on ad space in the May/June issue of *Engineering Inc.* Additionally, you can highlight your ad with a special winner seal to recognize your achievement.

For more information and to place an ad, contact Nina Goldman at 202-347-7474 or ngoldman@acec.org.

INSTITUTE FOR BUSINESS MANAGEMENT

Dealing With NEPA Cumulative Impact Challenges? Get Time-Saving Insights

Writing the 'Perfect' NEPA Cumulative Impact Analysis

April 6, 1:30-3 p.m.

The single most difficult challenge for those who prepare or review environmental documents under the National Environmental Policy Act (NEPA) may well be the so-called "cumulative impact."

With a background of 32 years with USDA in Oregon and Washington, online seminar presenter Owen Schmidt will talk through and demonstrate a six-part model cumulative impact analysis that accounts for "all that science can tell us, all that the law requires, and the rules for when to cut it off safely... both the necessary, and that which can be left out to get to perfect."

Major themes include actions that must be included in the analysis, actions that may safely be left out, sorting out the connected-cumulative-similar actions problem, sorting out the direct-indirect-cumulative impacts problem, plus all of the legally recognized reasons an environmental consequence might not be reasonably foreseeable.

This online seminar is a must for anyone who writes or reviews NEPA documents, or works on federal and federally funded projects that are subject to NEPA documentation.

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

Use the Job Board to Invest in Your Organization

Hiring the right people is the key to your success. Bringing qualified engineering industry candidates to your team will strengthen your organization and provide you with the talent you need. The [ACEC Job Board](#) will help you find the perfect candidates and save you money.

Purchase any job posting or package today and enter the discount code APRIL15 at checkout to receive a 15 percent discount on your purchase. Hurry, this discount is only available in April.

While you have an active job posting, you will also have access to our searchable resume database, containing more than 18,000 job seekers. Not only do Member Firms receive discounted rates, but we are a member of the [Engineering & Science Career Network](#), so your job posting appears on 37 industry job sites, at no additional charge.

Visit the [ACEC Job Board](#) to create an account and post your job today.

For more information, contact Nina Goldman at 202-682-4325 or write ngoldman@acec.org.

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:

April

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

7—[Floodplain Risk Mapping—Nationwide Changes Since Katrina](#) by Josh Smith, FEMA and Michael Buckley, Dewberry

Find Out How Floodplain Risk MAP Changes Impact A/E Firms

Floodplain Risk Mapping—Nationwide Changes Since Katrina

April 7, 1:30-3 p.m.

Hurricane Katrina was a catalyst for change to the National Floodplain Insurance Program (NFIP). This online seminar examines in detail the NFIP program itself, and the effects of those changes in floodplain risk mapping, assessment, and planning (Risk MAP).

Josh Smith, FEMA, and Michael E. Buckley, Dewberry, will discuss floodplain mapping since Katrina, and the impact of changes for A/Es, including:

- Floodplain mapping effects on A/Es through EO11988, LOMCs, NAI, post-disaster grants
- How did Katrina affect it?
- An inside look at high-level issues, including an overview of Risk MAP
- What might be next with Risk MAP?

This online seminar provides a unique and important update on NFIP for mid-level engineers and project managers.

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

Add Expert Witness Services to Portfolio With Courtroom Know-how

Applying Expertise as an Engineering Expert Witness

June 10-11, Denver, CO

Adding new services that capitalize on your firm's existing expertise is a solid business strategy, and though your key staff may well be qualified, only the court-savvy engineer should take on potentially lucrative assignments as an expert witness in legal proceedings.

Applying Expertise as an Engineering Expert Witness, ACEC's unique 1½-day course, will be presented June 10-11 in Denver, CO, to prepare participants for legal service with recognition and a certificate of course completion.

The course is designed for professional engineers, architects and surveyors interested in earning credentials for legal service engagements professionally or as an added client service. Discussion will include deposition behavior, permissible out-of-court statements, ethics, pre-courtroom testimony preparation, courtroom demeanor, how to maintain credibility, the differences between a fact witness and an expert witness, plus the agreement and compensation for taking on an assignment.

Attendees completing this course who wish to further enhance



13—**U.S. Water Demand, Supply and Allocation: Trends and Outlook 2010 to 2030** by Ben Dziegielewski, Professor of Water Resources, Southern Illinois University

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

May

4—**Executive Compensation in the New Economy—Back to Basics** by Kathryn Sprankle, Sprankle Leadership

11—**Make-or-Break Indemnification Provisions: Managing the Risk** by Kent Holland, Construction-Risk.com LLC

12—**Fundamentals of Implementing the Integrated Project Delivery Process** by Kenneth W. Cobleigh and Markku Allison, American Institute of Architects

18—**Developing Future Leaders: Best Practices and Lessons Learned for Growing 20-35-year-olds in Leaner Times** by Mike Baker, David Evans and Associates, Inc.; Geordie Aitken, Aitken Leadership Group

19—**FTC's ID Theft 'Red Flags Rule:' Will Your Firm Comply by June 1?** by Thomas A. Cohn, Esq., Venable LLP

25—**Commissioning: A Market Growing in Size, Impact and Professionalism** by Michael King, AR-COM; Earle Kennett, NIBS; Patrick Prendergast, GBA/ViroCon Inc.

26—**Ethics in Engineering: Theory and Real World Cases** by Steve Henn, SmartPros

June

8—**2009 A/E/C Court Cases: Lessons Learned** by J. Kent Holland, ConstructionRisk.com LLC, and Lauren McLaughlin, BrigliaMcLaughlin PLLC

their professional credentials will have taken important first steps towards applying for the professional designation of Engineer Expert Witness (EXWSM)

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

A/E/C Contracts: Recognize, Negotiate Current 'Red-Flag' Provisions

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 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](#).

Provide Services for 10,000 Facilities Under Greenhouse Gas Reporting Rule

Greenhouse Gas Reporting: How to Ensure Compliance with New EPA Rule

April 15, 1:30-3 p.m.

In September 2009, the Environmental Protection Agency issued its final rule on the mandatory reporting of greenhouse gases (GHG) affecting approximately 10,000 facilities in the U.S. These largest emitters are required to have collected data since January 2010, for final reporting to EPA by March 31, 2011. Failure to report—or incorrect reporting—could potentially incur criminal penalties, injunctions, and thousands of dollars in civil and administrative penalties per day, per violation.

Mark vanSoestbergen, founder of the International Carbon Bank and Exchange, and recognized expert on GHG, conducts an online seminar to provide the information firms need to be in compliance with the new EPA Rule, including:

- Businesses covered by the new rule

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***](#)

- How to comply with the reporting standard
- The types of GHGs, and their sources
- Tips for formulating a strategic GHG reduction plan
- Best practices for reducing GHGs
- Timelines for reporting GHGs
- What you need to know about downstream and upstream sources, and how to report them
- How to file reports electronically and gain EPA verification of emissions data
- Ways the mandatory reporting rule overlaps with state and local reporting obligations

This unique online seminar is an opportunity to inform and update clients and potential clients whose facilities may be included in the EPA reporting requirements.

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

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