



AMERICAN COUNCIL OF ENGINEERING COMPANIES

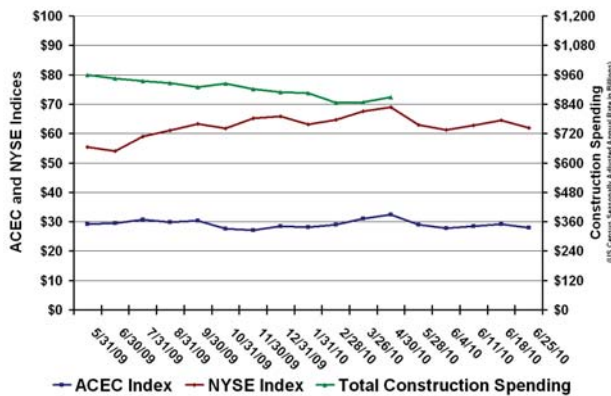
100 Years of Excellence

Last Word

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ACEC ENGINEERING INDEX



The ACEC Index tracks the stock performance of ACEC's publicly held Member Firms, as compared to the New York Stock Exchange Composite and Total U.S. Construction Spending.

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

ACEC NEWSLINE

Energy

Nation's Natural Gas Use to Double by 2050, MIT Study Says

Natural gas will increasingly meet America's energy needs over the next few decades, doubling its stake of the energy market to 40 percent, according to a new report from the Massachusetts Institute of Technology... [click here](#) for more.

Buildings/Land

Widespread Adoption of New Green Building Standard Anticipated

The new green building standard, *Standard for the Design of High-Performance Green Buildings Except Low-Rise Residential Buildings*, has had a difficult journey, but in January, after nearly four years of work, the American Society of Heating, Refrigerating and Air-conditioning Engineers (ASHRAE), the U.S. Green Building Council (USGBC) and the Illuminating Engi-

Scarborough, Altschuler, Yarema Lead All-Star Line-up of Conference Speakers



The El Conquistador Resort in Puerto Rico is the site of the 2010 ACEC Fall Conference, October 17-20.

A battery of leading industry and national experts will provide market information and critical insights on challenges facing engineering firms at the upcoming 2010 ACEC Fall Conference in Puerto Rico, October 17-20.

Featured speakers include:

- **"Morning Joe" Scarborough**, MSNBC, on national politics
- **Barry Worthington**, executive director of the U.S. Energy Association, on energy markets and opportunities
- **Geoffrey Yarema**, National Surface Transportation Infrastructure Financing Commission, on the future of transportation funding
- **Mick Morrissey**, Morrissey Goodale, on M&As and consolidation in the engineering industry
- **James Walsh**, CIO of AECOM, on leveraging intranets and social media
- **Daniel Altschuler**, former director of the Arecibo Radio Observatory in Puerto Rico, on life in the universe

For more information on the 2010 ACEC Fall Conference and to register, [click here](#).

ACEC members who register for the Conference by July 31 will save \$100 off the regular early bird rate—\$895 for the first member for each firm, and \$775 for each subsequent member from the same firm.

neering Society (IES) finally released the standard... [click here](#) for more.

USDOT/HUD Launch Collaborative Effort to Create Sustainable, Livable Communities

The U.S. Department of Transportation (DOT) and Housing and Urban Development (HUD) are working together on a collaborative effort intended to encourage the planning and development of more livable, sustainable communities...[click here](#) for more.

Transportation

States Embrace Roundabouts as Safer, Greener, Cheaper Alternative

The state of Delaware recently replaced several dangerous intersections, where cars frequently ran through stop signs, with roundabouts...[click here](#) for more.

FAA Has Obligated All \$1.1 Billion in Stimulus Funding

The U.S. Federal Aviation Administration (FAA) has issued \$1.1 billion in designated stimulus grants, and as of March 25, FAA's Frank SanMartin reported that 206 out of 360 projects committed to infrastructure needs were substantially complete...[click here](#) for more.

[Click here](#) for more NewsLine.

ACEC PUBLICATIONS

Strategic Online Marketing with these ACEC Bookstore Titles

Viral Explosions!

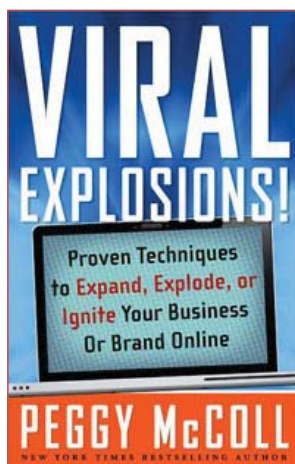
Proven Techniques to Expand, Explode, or Ignite Your Business or Brand Online

Peggy McColl

The author describes how she used online marketing to break through the clutter, capture a global customer base, and build her business.

Using many examples and stories, *Viral Explosions!* gives you:

- A specific, proven program that even those who aren't techno-savvy can follow and tailor to their own goals.
- The vital differences and similarities between offline and online marketing that every marketer needs to know to be successful.



ACEC Achieving Success Against S Corporation Tax Increase in Senate

ACEC and its coalition and Senate allies have been successful in recent weeks in turning back a proposed tax increase that would have affected many A/E firms organized as S corporations.

The tax provision was included in the American Jobs and Closing Tax Loopholes Act of 2010 (H.R. 4213), which the Senate has dropped from consideration after three failed attempts at passage.

The increase would have applied payroll taxes to S corporation distributions in cases where (1) an S corporation is engaged in a professional services business where 80 percent or more of the gross income of the business is attributable to the service of three or fewer shareholders, or (2) a professional services S corporation is a partner in a partnership.

While these provisions would have affected smaller firms, ACEC had earlier eliminated broader language that applied to large, as well as small, S corporations. Council President Dave Raymond emphasized the importance of the Council's continuing vigilance on this matter, as the tax provision could re-emerge in future legislation.

"If it does, we'll nip it in the bud," he said.

ACEC/Indiana Reaches Annual ACEC/PAC Goal For 8th Straight Year

ACEC/Indiana met its 2010 ACEC/PAC fundraising goal this week, becoming the third state organization to meet its annual goal this year.

"I really credit the ACEC/Indiana Board Members and staff who pushed ACEC/PAC to our membership," said PAC Champion Phil Beer of USI Consultants. "Having this commitment from our leadership, together with an engaged membership that understands the importance of our advocacy program makes all the difference."

The Hoosier State has met and often exceeded its PAC goal every year since the ACEC/PAC Champions first adopted goals in 2003.

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



ACEC/Indiana PAC Champion Phil Beer

Congress Set to Approve One-Month Aviation Funding Extension

The House and Senate are poised to approve a one-month extension of expiring federal aviation programs and airport funding this week, as negotiators finalize a long-term reauthorization bill.

ACEC strongly supports a key issue in the negotiations—a House approved increase in passenger facility charges, which could raise an additional \$1.1 billion per year to support airport development and expansion projects.

The most contentious issue is a provision to make it easier for labor unions to organize workers at FedEx. A filibuster has been threatened in the Senate over the House bill language.

- The critical steps needed to build a global customer base, generate additional revenue, and foster customer loyalty...without having to leave the comfort of your home.

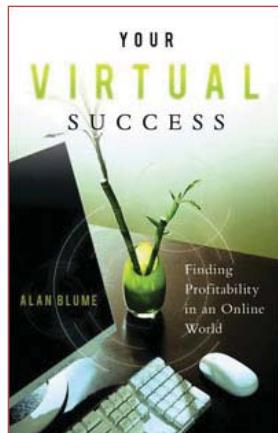
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Finding Profitability in an Online World

Alan Blume

The more virtual your business, the more flexible the hours, the lower the overhead, and the greater the profit potential. *Your Virtual Success* will help a cash-poor entrepreneur, a small business scrambling for expansion capital, an existing business seeking to improve profits, or an independent professional in any service business.



To order, [click here](#).

[Click here](#) to see all of the publications and merchandise available at the ACEC Bookstore.

Save 10% on Industry-Specific Contract Documents

Save 10 percent off the regular price of all EJCDC documents through July 31, 2010. The discount has already been applied throughout our website—no coupon or code needed.

EJCDC Contract Documents are prepared by experienced engineering design and construction professionals, owners, contractors, professional liability and risk management experts, and legal counsel.

EJCDC Contract Documents offer many benefits:

- Created and peer-reviewed by experienced industry experts
- Reduced conflicts and litigation
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The Engineers Joint Contract Documents Committee (EJCDC) is a joint venture of the American Council of



INSTITUTE FOR BUSINESS MANAGEMENT

Webinars Analyze Economic Forecasts and How Firms Can Profit

ACEC business webinars provide critical business information for Member Firms navigating current market challenges and seeking new business opportunities.

Here's a look at upcoming topics:

July

13—**Short Term Economic Outlook—Will Financial Reform Help Your Business** by Greg Ip, *The Economist*

20—**Systematic Client Feedback: How to Get It, Use It, and Benefit From It** by Mike Phillips, *DesignFacilitator*

See below for additional descriptions and registration information for these courses.

Economist Editor to Dissect Financial Reform Effect on Business

July 13, 1:30-3 p.m.

ACEC Spring Convention keynote speaker Greg Ip, U. S. economics editor, *The Economist*, expands and updates his well-received convention address with an informative online seminar, *Short Term Economic Outlook—Will Financial Reform Help Your Business?*

Ip will discuss why the recovery is likely to be muted, and how the composition of growth—with less consumption and more exports—will differ from recent history. He will also lay out the prospects for economic policy and provide the economic outlook for engineering firms.

[Click here](#) for more information and to register.

Client Feedback 'Invaluable': Make It Key Part of Firm Practices

July 20, 1:30-3 p.m.

Creating systems to obtain, monitor and utilize client feedback can help design firms reduce mistakes and project liability, reduce wasted time and effort, and increase firm profitability and client satisfaction.

Mike Phillips, *DesignFacilitator*, presents *Systematic Client Feedback: How to Get It, Use It, and Benefit From It*, a practical online seminar that walks participants through a unique and quantifiable system for collecting feedback from your clients. His system is based on ten criteria that produce useable results and a continuous means of monitoring firm performance to keep it at the highest levels.

[Click here](#) for more information and to register.

D.C. Seminar Provides Insider's View on Changes in Federal Procurement

September 15-16, Washington, D.C.

With the federal government in the midst of implementing the most

Engineering Companies (ACEC), the National Society of Professional Engineers/Professional Engineers in Private Practice (NSPE/PEPP), the American Society of Civil Engineers - Construction Institute (ASCE-CI), and the Associated General Contractors of America (AGC).

EJCDC has existed since 1975 to develop and update fair and objective standard documents that represent the latest and best thinking in contractual relations between all parties involved in engineering design and construction projects. EJCDC represents a major portion of the professional groups engaged in the practice of providing engineering and construction services for the constructed project.

[Click here](#) to browse all EJCDC Documents available through the ACEC Bookstore.

ACEC JOB BOARD

Over 500 Searchable
Jobs Posted

Over 22,000 Searchable
Resumes Posted

Over 2,150 Registered
Employers

Last Five "Help Wanted" Open Positions:

Chief Operating Officer—San Diego, CA

Project Engineer-Structural/Tunnels—
Phoenix, AZ

Bridge Engineer—St. Paul, MN

IT Manager—Chicago, IL

Bridge CAD Technician—St. Louis, MO

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,655**

Water Resources/Wastewater Engineers—**1,951**

Transportation—**1,656**

Civil Engineers—**2,528**

Structural Engineers—**1,764**

Environmental Engineers—**1,708**

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

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

far-reaching procurement reforms in a decade, ACEC presents a unique exploration into the probable and potential changes.

Coping With Key Changes in Federal Procurement and Project Delivery will analyze new public safety and security requirements, contractor disclosure rules, performance-based contracting, measurable contract performance standards and the outsourcing versus in-sourcing debate—from the perspectives of both government sources and ACEC's own procurement experts.

This one-of-a-kind course includes speakers from federal agencies, as well as contracting and legal experts who focus daily on public acquisition and federal markets. For firms pursuing federal work, as well as those contemplating entry into this market, this 1½-day course is of vital importance. [Click](#) here for agenda and to register.

CFO/CIO Peer-to-Peer Networking Forums Set for Chicago in September

IT Forum, September 13-14

Finance Forum, September 13-14

ACEC's popular specialty forums for non-engineering professionals are 1½-day workshops structured to facilitate information sharing and networking among peers in an interactive roundtable format.

At the Information Technology (IT) Forum, Sept. 13-14, Chicago, participants will discuss topics such as budgeting and planning, system security, telecommunications and staffing, IT best practices and role of the IT manager. [Click here](#) to register at advance best price.

The Finance Forum will meet Sept. 13-14, Chicago to address several finance issues, including the Fair Labor Standards Act, Federal Acquisition Regulations, ownership transition, training requirements, incentive compensation, best practices, and role of the CFO. [Click here](#) to register at advance best price.

SEI Challenges A/E Leaders; Class 16 Starts in September

In the course of five separate five-day sessions over an 18-month timeframe, ACEC's Senior Executives Institute (SEI) participants acquire new tools and high-level skills and insights to prosper in our changed—and challenging—A/E/C business environment.

Since its inception, SEI has attracted public and private sector engineers and architects from firms of all sizes, locations, and practice specialties, who are drawn to a highly interactive, energetic, exploratory and challenging learning opportunity. Class 16 begins in September 2010.

Course size is limited, and registrations for Class 16 are being accepted. Executives with at least five years' experience managing professional design programs or businesses are invited to register for this highly regarded leadership building opportunity.

For an overview of the full SEI program and to register, visit the [ACEC SEI website](#). To inquire, contact Deirdre McKenna at dmckenna@acec.org.

ACEC JOB BOARD

Last Chance to Save 25% on the ACEC Job Board

Don't miss your chance to recruit the best and brightest engineers and save money for your firm. The ACEC Job Board's 25 percent discount has been extended to July 2nd. Just enter the code 20JUNE to claim your savings.

The ACEC Job Board is a founding member of the Engineering & Science Career Network, and we are growing. Now your job postings appear on 37 association job sites, for the price of one.

No other recruitment tool can penetrate the association niche like ACEC's Job Board. With more than 22,000 searchable candidate resumes, the ACEC Job Board's advanced search features produce effective, specific results for both job seekers and employers.

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.

ACEC EDUCATION

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*](#)

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