



AMERICAN COUNCIL OF ENGINEERING COMPANIES

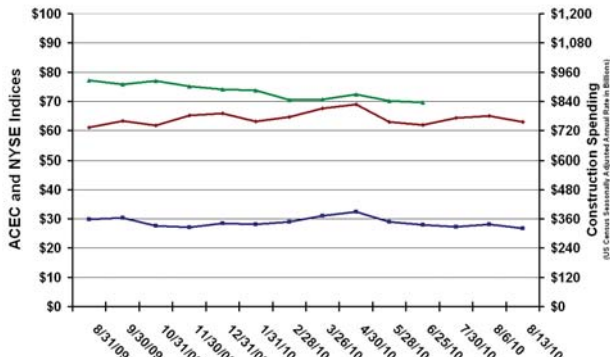
100 Years of Excellence

Last Word

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PUBLISHED BY THE AMERICAN COUNCIL OF ENGINEERING COMPANIES

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

DOE Selects 15 Projects to Develop Safe CO2 Storage Technologies

The U.S. Department of Energy (DOE) has announced the selection of 15 projects to develop technologies aimed at safely and economically storing carbon dioxide in geologic formations...[click here](#) for more.

Land/Buildings

Dutch Researchers Creating Building Material That Mimics Human Skin

Researchers at Reading University are trying to develop a new kind of hybrid building material that mimics biological skin and reduces a building's environmental impact...[click here](#) for more.

Create 3D Map of Any Building Just By Walking Through With New Backpack

University of California, Berkeley (UCB) researchers have developed a backpack that enables the user to

Advanced Strategies Underscore Fall Conference Bottom-Line Focus



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

The ACEC 2010 Fall Conference in Puerto Rico, Oct. 17-20, includes numerous programs providing valuable insights and strategies to maximize your firm's potential amid a turbulent economy.

Targeted business management sessions to improve Member Firms' future outlook include:

- *Beyond Strategic Planning—Leveraging Scenario Planning for Future Success*
- *Maintaining a Strategic Vision in Turbulent Times*
- *Financial Industry Outlook: How Financial Market Volatility Impacts Engineering Firm Success*

The Conference will also feature expert forecasts on the transportation, water and energy markets; several programs on ownership transition and M&A; and the popular CEO roundtables, where participants can address specific planning issues and concerns.

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

ACEC Calls for Increased Use of U.S. Engineering in Foreign Aid

ACEC International Committee members lobbied staff members of three Congressional committees in early August to increase international business opportunities for U.S. engineering firms.

In meetings with the Senate Committee on Foreign Relations, a subcommittee of the House Committee on Appropriations, and the House Committee on Foreign Affairs, ACEC members emphasized

create a three-dimensional (3D) map of any building just by walking through it...[click here](#) for more.

Water

Site, Municipality's Needs Drive Stormwater Management Strategies

Stormwater capture in the buildings sector comprises the practice of intercepting rainwater from roofs and sites and preventing its penetration of the municipal stormwater system...[click here](#) for more.

Transportation

FHWA Guidance Provides Insight on Forecasting for Project Development and NEPA

Travel and land-use forecasts are important in informing the purpose of and need for large-scale transportation and infrastructure projects by providing useful predictions for project managers and policy makers...[click here](#) for more.

FRA Receives 77 Applications for High-Speed Passenger Rail Funding Totaling \$8.5 Billion

A recent study suggested an alternative to the most recent procedures for reshaping the federal surface transportation program...[click here](#) for more.

[Click here](#) for more NewsLine.

ACEC JOB BOARD

“ACEC Online Job Board is... targeted to our industry.”

“We at Stanley Consultants feel the ACEC Online Job Board is one of the most effective tools to find new hires. Our Human Resources staff trust and respect it and it is targeted to our industry.”

Gregs Thomopulos, Chairman & CEO, Stanley Consultants, Inc.

Employers are increasingly looking to niche job boards for their recruiting needs because mass market job boards often don't have the right candidates. By using a niche job board, such as the [ACEC Job Board](#), you get direct access to a focused group of qualified engineering talent specific to your needs.

Save money and reach thousands of candidates. With over 500 posted A/E/C industry jobs and more than 25,000 candidate resumes, the ACEC Job Board's advanced search features produce effective, specific results for both job seekers and employers.

Save 20 percent on any posting or package by using the discount code TARGET at checkout.

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

that the federal government should increase the focus on infrastructure building in foreign aid and require the use of licensed professionals and QBS for U.S.-funded infrastructure projects.

“Greater emphasis on the use of American engineering firms, as well as QBS, will enhance oversight and the long-term investment of taxpayer dollars overseas,” said Committee Member Ryan Linthicum, senior associate at Langan Engineering & Environmental Services in Arlington, Va.

To access ACEC's International Committee web page, [click here](#). For more information on the committee, contact Mark Steiner, senior policy advisor, at msteiner@acec.org or 202-347-7474.

Environment and Energy Committee Examines Natural Gas, Renewables

Public- and private-sector energy experts—including officials from Columbia University, Long Island Power Authority, and the New York City Department of Design and Construction—discussed the strong market outlook for natural gas and other energy issues during an ACEC Environment and Energy Committee meeting on Long Island.

Topics included: Implementation strategies for moving toward more sustainable transportation fuels; local governments efforts to adapt their infrastructure for rising water levels and extreme weather events; utilities testing a mix of energy producing sources; recent developments in geothermal technology; and how health facilities are reducing their energy demands.

“This was a great meeting, particularly with the emphasis on natural gas and other energy issues,” said Mike Cline, committee chairman and vice president of Hannum, Wagle & Cline in Indianapolis. “We gained market insights that we can put to use right now.”

For more information on this meeting, or to join the Environment and Energy Committee, contact Diane Shea, director of environmental & energy program advocacy at 202-347-7474 or dshea@acec.org.

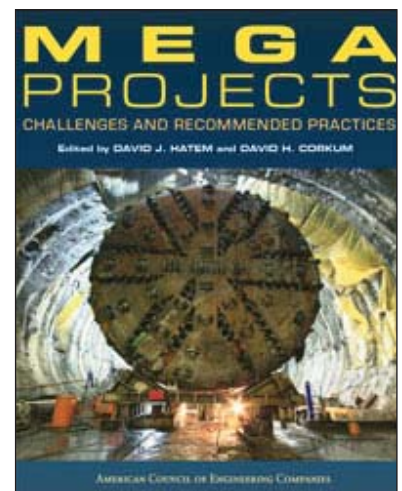
New ACEC Megaprojects Book Centers on Planning and Liability Issues

From the Transcontinental Railroad to the “Chunnel,” megaprojects stimulate economies, inspire innovation, and establish engineering legacies that last for generations. At the same time, many have failed to meet benefit and cost expectations.

In the just-released *Megaprojects: Challenges and Recommended Practices*, editors David Hatem and David Corkum address the problems that plague many of these huge public infrastructure projects and offer concrete, practical solutions.

Bringing together the diverse perspectives of dozens of past and current megaproject participants, the editors provide a comprehensive guide to successfully dealing with the unique planning, management, and liability issues of megaprojects.

For more information and to order, [click here](#).



ACEC JOB BOARD

Over 550 Searchable
Jobs Posted

Over 25,000 Searchable
Resumes Posted

Over 2,150 Registered
Employers

Last Five "Help Wanted"
Open Positions:

Mechanical Engineer, Energy—Metro New York

Geotechnician/Engineer (mid-level)—
Albuquerque, NM

Structural Building Project Engineer—
Federal Way, WA

Sr. Project Manager—Toledo, OH

Structural Port & Project Marine Engineer—
Houston, TX

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,219**

Water Resources/Wastewater Engineers—**1,756**

Transportation—**1,515**

Civil Engineers—**2,408**

Structural Engineers—**1,644**

Environmental Engineers—**1,592**

View These Resumes and Jobs
on ACEC's Job Board

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

ACEC/PAC Heavily Engaged as Election Day Looms



ACEC/Delaware hosted a fundraiser recently for Senate candidate Rep. Mike Castle (R-DE). Pictured from left to right are PAC Champion Ted Williams of Landmark Engineering in New Castle, Tim Anderson of Karins and Associates in Newark, Rep. Castle and ACEC/Delaware President Ted Januszka of Pennoni Associates in Wilmington.

ACEC members around the country are raising money for ACEC/PAC and hosting events for key lawmakers as the competitive election season heats up.

Members in Delaware and North Carolina rallied support for Congressman Mike Castle (R-DE), who is running for the Senate, and Congressman Bob Etheridge (D-NC), who sits on the tax-writing House Ways and Means Committee.

ACEC/Pennsylvania members are coordinating upcoming events to support Rep. Allyson Schwartz (D-PA) and Pat Meehan (R), who is campaigning for an open congressional seat.

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. To see the progress of each state in achieving its ACEC/PAC goal for 2010 and information on the PAC Champion(s) leading the state fundraising effort, [click here](#).



ACEC/North Carolina members hosted a fundraiser for Congressman Bob Etheridge (R-NC). Pictured from left are past PAC Champion Mike Ray of KCI Technologies in Raleigh, Rep. Etheridge, and past State President Bryan Odom of W.K. Dickson & Co. in Raleigh.

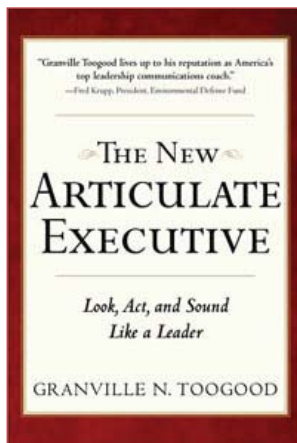
Communicate Like a Born Leader with ACEC Resources

NEW!

The New Articulate Executive

Look, Act and Sound Like a Leader

Granville N. Toogood

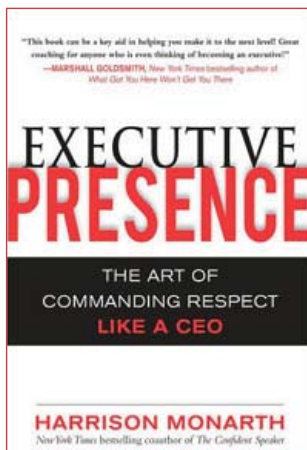


To order, [click here](#).

Executive Presence

The Art of Commanding Respect Like a CEO

Harrison Monarth

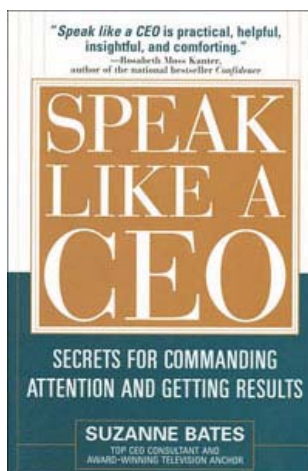


To order, [click here](#).

Speak Like a CEO

Secrets for Commanding Attention and Getting Results

Suzanne Bates



To order, [click here](#).

Add Courtroom Know-how, Provide Expert Witness Services

November 11-12, Orlando, FL

Litigation for dispute resolution is an ongoing and serious fact-of-life in the A/E industry—for clients and, all-too-often, for A/E firms. Though your key staff may be highly qualified as engineers, only the professional who is comfortable with courtroom process and procedures should serve your firm (or your clients) as an expert witness.

Applying Expertise as an Engineering Expert Witness, ACEC's one-of-a-kind 1½-day course is being offered November 11-12, in Orlando, to prepare participants for legal service with recognition and a Certificate of course completion.

In addition, attendees completing this course who wish to further enhance their professional credentials will have taken important first steps towards applying for the professional designation of Engineer Expert Witness (EXWSM).

Course faculty represent all courtroom perspectives: Duncan G. Cameron, Donovan Hatem—attorney; Guy Vaillancourt, Woodard & Curran—expert witness; and Arthur Bergman, New Jersey Superior Court Judge—judicial.

The presenters will cover 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, agreement and compensation for taking on an outside assignment, and other areas of expertise necessary for offering legal service as an added client service or in your firm's behalf.

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



How to Write Proposals That Will Win You New Business

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

In today's fiercely competitive market, your firm must strategize, write and present the most powerful, persuasive proposal possible to win business. That's almost impossible without the 'perfect' written proposal.

Clare Ross, The Clare Ross Organization, explains the why and how of creating a proposal that is solid, cost-effective and appealing. Key points include:

- What are the essentials of a good proposal?
- What are the key points of content the decision-maker wants to see?
- What's the best way to organize the content?

Save 25% on Industry Trends Survey Through August 31

The *2010 Design & Construction Industry Trends Survey Report* is the only national A/E/C annual survey asking all of the incisive questions and resulting in a compendium of up-to-date information to help firms make sound management decisions.

Some of the trends in the *2010 Design & Construction Industry Trends Survey Report* include:

- Infrastructure Funding Needs
- (New) Sustainability as a Factor in Design and Construction
- Costs of Health care as Increasing Percentage of Labor Costs
- BIM (Building Information Modeling) Process and Software Adoption
- Outsourced Functions
- Training Needs by Rank for Engineering Firm Employees

The report also includes sections explaining economic, social, and political drivers behind expanding markets, and offers a unique window into firm finance and operations, employment and training, project management, design software, and business performance. All information is broken down by firm size, location and market focus.

Available in two formats.

For downloadable copy, [click here](#).

For printed copy, [click here](#).

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

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**](#)

- How can you create a compelling value proposition that the decision-maker won't miss?
- What are the best ways to differentiate yourself from your competition?
- How can you write your proposals faster?

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

ACEC Business Insurance Trust Webinar Addresses Liability Issues

Did you know the average jury verdict in wrongful termination cases is over \$1.1 million in 2010 dollars, and companies lose 64 percent of those cases?

Or that awards against firms in about three quarters of all age discrimination and sex discrimination cases exceed \$184,000 in 2010 dollars?

What would happen if these types of judgments were placed on your firm? Where would you turn for help with the costs of defending your firm against related accusations?

Find out at a FREE 45-minute live webinar hosted by the ACEC Business Insurance Trust (BIT) at 3:30 p.m. (EST) on Wednesday, August 25.

Designed for CEO's, COO's, CHRO's and CFO's and others involved in the insurance decision process, the webinar will feature insights by Sandy Boillot, ACEC BIT Program Manager, Marsh US Consumer; Jeff Connelly, ACEC BIT Sales Leader, Marsh US Consumer, and Erin Parkinson, Midwest Regional Manager, The Hartford.

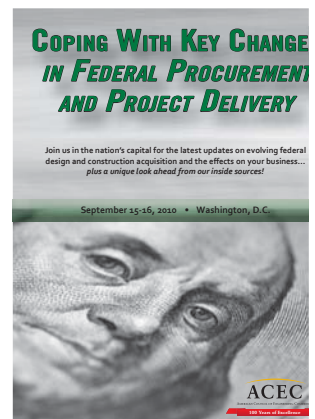
[Click here](#) to register online now.

Learn the Coming Changes in Federal Procurement; Best Price Thru Aug. 20

September 15-16, Washington, D.C.

With the federal government in the midst of implementing the most 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. This 1½-day course is of vital importance to firms pursuing federal work, as well as those contemplating entry into this market.

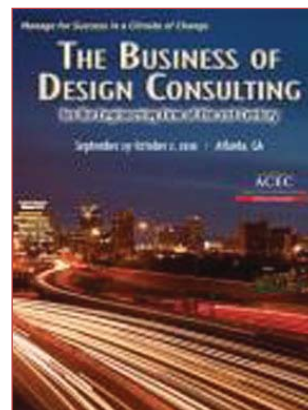
The advance registration discount is extended through August 20. [Click here](#) for agenda and to register.

Sharpen A/E Business Skills: ‘What They Don’t Teach in Engineering School’

September 29-October 2, Atlanta, GA

The Business of Design Consulting is ACEC’s bottom-line focused A/E business management course—a comprehensive, practical update of the elements that drive the successful firm in today’s challenging business reality.

The final 2010 presentation of the course is set for Sept. 29-Oct. 2, Atlanta, Ga., and will examine best-practices in key operational areas of finance, marketing, risk management, contracts, leadership, business management, human resources, and information technology.



Created for firm owners, principals, executives and managers, this on-target management program is a solid investment for success.

According to David Stone of Stone & Company, who will present the marketing and business development segment of the agenda, “There’s more than enough business out there for your firm.” Stone will identify the key elements of the “win business” equation in today’s fast-moving electronic communications age, integrating the fundamentals of marketing outreach with the realistic brand-building potential of e-mail and the Internet.

[Click here](#) for details, access to the course brochure, and to register at the best-price early bird rate.

Increasing Efficiency, Collaboration With Digital Signatures

September 8, 1:30-3 p.m.

At ACEC’s 2010 Annual Convention, Len Rodman, chairman, president and CEO of Black & Veatch, described how A/E/C firms are facing pressure as clients demand better quality and faster delivery at lower costs—while not taking on any of the liability. Digital signatures can help relieve some of that pressure by enabling the replacement of slow and expensive paper-based approval and submission processes with fast, efficient, and fully electronic ones.

In *Enhancing Efficiency and Collaboration with Digital Signatures*, presented online on Sept. 8, Boaz Lantsman, ARX, will explore digital

signature technology, compliance and security issues, and integration options as well as how digital signatures will:

- Improve collaboration and quality by enabling geographically dispersed engineers to digitally sign and seal documents that are secured from change, thereby binding the liability to its source
- Enable faster project delivery and increased agility to changing client demands
- Eliminate costs of printing, routing, archiving, etc.

Chris Krafft will share Black & Veatch's experience of moving to electronic processes with digital signatures.

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

IT, Finance, HR, Sales & Marketing Forums Set Fall Meetings

IT Forum, September 13-14

Finance Forum, September 13-14

HR Forum, October 7-8

Sales and Marketing Forum, October 17

The fall calendar of meetings for ACEC's popular specialty forums has added the Sales and Marketing Forum, which will convene October 17, during the ACEC 2010 Fall Conference in Puerto Rico.

The **Information Technology Forum** will review critical technology and bottom-line issues including: Rapidly changing consumer technology; UC/PBX hosted vs. on-site; selective outsourcing relative to cost; PM technologies; data life-cycle management; data aging and retention; e-discovery; pros and cons of network structure; how to align IT business goals; and communicating IT projects and priorities in the context and language of business. [Click here](#) to register.

The **Finance Forum** agenda includes: Changes in the *AASHTO Uniform Audit and Accounting Guide* as they affect how engineering firms are compensated and audited; lifeline/key performance indicators; ACEC's *Industry Trends Survey*; roundtable discussions on banking criteria, investment choices, the paperless office; and sharing lessons learned/horror stories since the group's 2009 meeting. [Click here](#) to register.

The **HR Forum** agenda is being finalized, with the focus on updating issues of current interest, including employee communication and retention; legal, medical and benefits discussions; and recognition and rewards practices. [Click here](#) to register.

The **Sales and Marketing Forum** meets on October 17 during the ACEC 2010 Fall Conference in Puerto Rico. Conference registrants can attend at no additional fee or participants can register only for the Forum. A/E industry marketing maven David Stone will walk attendees through a self-appraisal of their overall marketing function, and introduce new ideas for re-purposing and re-energizing sales efforts firm-wide to step-up to today's intensely competitive environment. [Click here](#) to register.

Register Now for Sept. 7-Oct. 29 USGBC LEED Preparation Course

In partnership with the U.S. Green Building Council, ACEC will offer an online course to prepare participants to take the LEED Green Associate Exam.

Green Buildings and Preparing for the LEED Green Associate Exam is a 32-hour course that will be “live” online from Sept. 7-Oct. 29. Registrants can access the course 24/7 at their convenience.

The curriculum covers LEED across building types and rating systems, using real project case studies to highlight key concepts and strategies. After completing the course, participants can apply to take the LEED Green Associate Exam.

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

Register Fast, Fine-Tune Leadership Skills With September SEI

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.

Online Seminars Tackle Project Management, BIM for Bosses

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

Here’s a look at upcoming topics:

September

8—*Enhancing Efficiency and Collaboration with Digital Signatures*, by Boaz Lantsman, ARX, and Chris Krafft, Black and Veatch

Fulfilling ‘better quality and faster delivery at lower costs’ demands means adopting new technologies.

14—*Project Management for Design Professionals*, by Bill Ramroth, Jr.

Start right, finish strong... here's how, A-Z.

15—*Wired to Clients—Insights on Getting Inside Your Customers' Minds*, by David Stone, Stone & Company

Trust-based relationships: why they're crucial, how to build them.

21—*What is the Right Value for Your Firm?* by David Cohen, Matheson Financial Advisors

Firm internal/external sale in your future? Start building more shareholder value now.

23—*Private Partnerships for Public Needs: PPPs and Surface Transportation* by Jim Hatter, Federal Highway Administration

PPPs gaining favor with DOTs: models, risk transfer, finance tools explained.

28—*BIM for Bosses*, by Eric Wing, C&S Companies

A realistic view of benefits, end goals, implementation processes.

October

5—*How to Write the 'Perfect' NEPA Cumulative Impact Analysis*, by Owen Schmidt, former Senior Counsel, USDA

Understanding the necessary and that which can be left out to get to 'perfect.'

7—*Survival and Success: Essential Project Management Practices for Sub-Consultant Structural Engineers*, by Scott Braley, Braley Consulting

First seminar in CASE fall program.

November

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

Ten usable criteria for monitoring your firm's ongoing performance.

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