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ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES

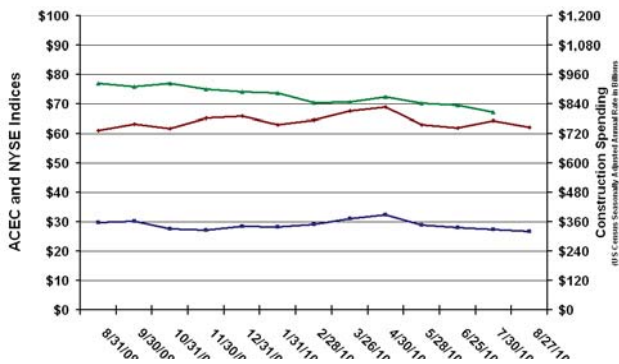
100 Years of Excellence

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.

Follow ACEC on Facebook

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

ACEC NewsLINE

Energy

USDA Awards \$1.2 Billion for Rural Electric Infrastructure

The U.S. Department of Agriculture has announced that 37 rural utilities and cooperatives in 20 states have been selected to receive guaranteed loans that will benefit more than 60,000 rural electric cooperative consumers by financing the construction and repair of almost 7,000 miles of distribution and transmissions lines...[click here](#) for more.

ACEC Calls for End to Deepwater Drilling Moratorium

ACEC President Dave Raymond has called for Interior Secretary Ken Salazar to lift the moratorium on deepwater drilling, citing the economic impact to the Gulf region and the need to maintain domestic energy supplies.

Raymond also urged Secretary Salazar to expedite a review of the existing 33 deepwater oil rigs to ensure their safety and integrity.

[Click here](#) to see Raymond's letter to the Secretary.

"We need to ensure that deepwater drilling is safe for workers and safe for the environment, but the moratorium remains a very blunt response that has caused severe economic hardship to the Gulf Coast region," said ACEC/LA Executive Director Dan Mobley.

South Carolina Achieves Annual ACEC/PAC Goal for Sixth Straight Year

ACEC/South Carolina became the fifth state organization to achieve its 2010 ACEC/PAC fundraising target, marking six consecutive years of success for the Palmetto State. The other states already making their ACEC/PAC fundraising goal this year are Wisconsin, Hawaii, Indiana and South Dakota.

"We knew it was important to raise money early in advance of Election Day," said South Carolina PAC Champion Peter Strub of TranSystems in Greenville, S.C. "Congressional candidates who truly understand our nation's infrastructure and energy problems need our help now."

[Click here](#) to see the progress of each state in achieving its ACEC/PAC goal for 2010. For more information about ACEC/PAC, contact Greg Knopp, gknopp@acec.org, or Elizabeth Coit, ecoit@acec.org.

Sustainability Takes Center Stage at ACEC Fall Conference

Learn about the latest developments in sustainable design and alternative energy at the ACEC 2010 Fall Conference in Puerto Rico, Oct. 17-20.

Land/Buildings

Prototype Home Melds Technologies to Cut Footprint

VKR Holding's Home for Life is the first prototype of Denmark's "Active House" concept, which encompasses a residence that is carbon neutral...[click here](#) for more.

Water

Despite Stimulus, Water Sector Funding Gap Widens

More than \$12 billion dollars in stimulus funding was allocated to the water sector 18 months ago...[click here](#) for more.

Transportation

Charlotte 20-Year Plan Incorporates Sustainable Design

Charlotte, N.C., is using sustainable urban design principles to transform farm routes...[click here](#) for more.

Other

Integrated Project Delivery Calls for New Approach to Design

Most design and construction projects have traditionally involved sequential transfer of paper-based documentation, but as this only works well in the ideal—and rare—situation where there is plenty of time to fully develop, evaluate, and revise each stage...[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

ACEC has scheduled several business sessions focusing on how engineering firms can profit in this dynamic area, including:

- *Sustainability: How Facility Owners and Engineering Firms Can Achieve the Triple Bottom Line*
- *Sustainability with BIM—Opportunities in New Markets*
- *Ground Source Heat Exchange—A Case Study in Alternative Energy Opportunities*

For more information on the Fall Conference, [click here](#).

ACEC/PAC, ACEC/Pennsylvania Raise Funds for Rep. Schwartz's Campaign



ACEC/PAC and ACEC/Pennsylvania hosted a fundraiser last week for Rep. Allyson Schwartz (D-PA), who sits on both the House Committee on Ways and Means and the Budget Committee. Pictured from left to right are: Stacey McPeak and Eric Flicker, both with Pennoni Associates; Rep. Schwartz; Chuck Pennoni, Chairman of Pennoni Associates; and Andy Hilt, executive director of ACEC/Pennsylvania.

Evaluate Your Firm's Financials for Key Measures and Actionable Data

ACEC's newest course, *Essentials of A/E Financial Management and Firm Valuation*, Nov. 4-5, Phoenix, will equip you with the interpretive skills, understanding and savvy to maximize the use and value of your project and firm financials.

David Cohen, finance expert and principal, Matheson Financial Advisors, Inc., will help participants extract and apply key financial measures such as break-even overhead rate, target billing multiplier and labor utilization percentage; examine various performance, liquidity and leverage ratios; and benchmark these results to improve shareholder value.

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

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 525 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.

ACEC JOB BOARD

Over 550 Searchable
Jobs Posted

Over 25,000 Searchable
Resumes Posted

Over 2,200 Registered
Employers

Last Five "Help Wanted"

Open Positions:

Senior Highway/Roadway Project Manager—
Baton Rouge, LA

Geotechnical Engineer (12+ yrs exp)—
Cambridge, MA

Water Resources Engineer—Rochester, MN

Environmental Project Manager-Geologist—
Austin, TX

Bridge Engineer—St. Paul, MN

A Sampling of Posted Resumes:

Geotechnical Engineers—**1,222**

Water Resources/Wastewater Engineers—**1,759**

Transportation—**1,516**

Civil Engineers—**2,412**

Structural Engineers—**1,645**

Environmental Engineers—**1,593**

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

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

INSTITUTE FOR BUSINESS MANAGEMENT

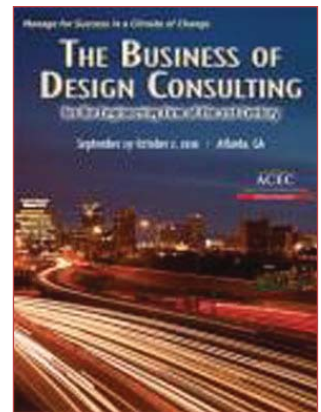
New A/E Business Strategies Featured in Updated BDC Course

September 29-October 2, Atlanta, GA

The Business of Design Consulting is ACEC's bottom-line focused A/E management course, providing a comprehensive, practical update of the know-how necessary to succeed in today's challenging business environment.

Set for Sept. 29-Oct. 2 in Atlanta, Ga., the course covers key operational areas of finance, marketing, risk management, contracts, leadership, business management, human resources, and information technology.

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



For Your Firm, Your Clients, Yourself: Expert Witness Training a Big Value

November 11-12, Orlando, FL

Litigation is a serious fact-of-life in the A/E industry. Though key staff may be highly qualified as engineers, firms need professionals who are comfortable with courtroom procedures to serve the firm (or 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

Participants will receive a certificate of course completion and will have taken an important first step towards applying for the professional designation of Engineer Expert Witness (EXWSM).

Course faculty represent all courtroom perspectives: Duncan G. Cameron of Donovan Hatem—attorney; Guy Vaillancourt of 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 on your firm's behalf.

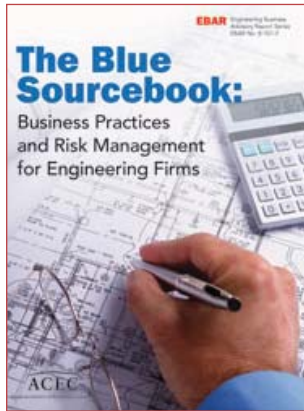
[Click here](#) for details and to register.



Timely Reports Address Major Issues for Engineering Firms

Engineering Business Advisory Reports (EBARs) address key issues confronting engineering companies in today's economy. They provide insights into handling day-to-day business issues of concern to A/E firm management. The EBARs are available as digital downloads or printed copies.

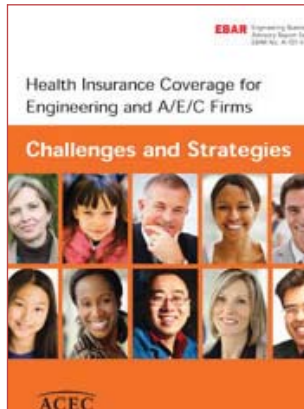
The Blue Sourcebook: Business Practices and Risk Management for Engineering Firms



To order print copy, [click here](#).

To download pdf, [click here](#).

Health Insurance Coverage for Engineering and A/E/C Firms



To order print copy, [click here](#).

To download pdf, [click here](#).

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

Defend Overhead Rates; BIM for Bosses in Online Seminars

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:

Be Ready: Changes Coming in Federal Procurement—Get Inside Details

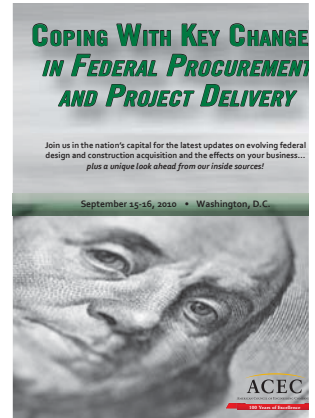
September 15-16, Washington, D.C.

With the federal government in the midst of implementing the most far-reaching procurement reforms in a decade, ACEC presents a review of likely 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.

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



Increase Efficiency, Collaboration with Digital Signatures

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

Digital signatures replace slow and expensive paper-based approval and submission processes with fast, efficient and fully electronic ones.

Learn about the advantages and challenges of this important technology in the ACEC online seminar *Enhancing Efficiency and Collaboration with Digital Signatures*.

Sam Aviram of ARX will describe the latest developments in digital signatures, as well as compliance and security issues and integration options. Chris Krafft of Black & Veatch will discuss how his firm has moved to electronic processes with digital signatures.

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

Project Management Seminar is Primer of Practical Instructions, Techniques

September 14, 1:30-3 p.m.

Author, educator and architect William Ramroth presents an introductory overview of project management for design professionals.

The online seminar is a primer of practical advice, instructions and techniques based on Ramroth's book of the same title. Topics will cover every aspect of project management, including:

- The importance of project management

September

8—*Enhancing Efficiency and Collaboration with Digital Signatures*, by Sam Aviram, 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.'

6—*R&D Tax Credit and Your Bottom Line* by Larry Nealy, Axiom Solutions

Might your 'day-to-day' activity qualify for Tax Credit?

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

First seminar in CASE fall program.

12—*Insider's Guide to Developing and Defending Overhead Rates*, by Paul Haglund, Paul Haglund Consulting

Be ready for increased government client scrutiny.

13—*Project Partnering: Principles, Techniques, and Benefits*, by Gary Bates, Roenker Bates Group

Project Partnering' \$uccess for design professionals.

- Characteristics of a good project manager
- Organization of multi-disciplinary design teams
- Planning the project
- Project budget, schedule, and quality control
- Client management
- Project management rules of thumb

[Click here](#) to register.

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

IT Forum, September 13-14, Chicago

Finance Forum, September 13-14, Chicago

HR Forum, October 7-8, Cambridge, Mass.

Sales and Marketing Forum, October 17, Puerto Rico

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. The Finance Forum has reached maximum capacity, and registration is closed.

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.

Last-Minute Registration for Sept. 7-Oct. 29 USGBC LEED Prep 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.

14—Understanding and Using AIA C401 Standard Form of Agreement Between Architect and Consultant: Deconstructing AIA B101, by Bill Geisen, GraydonHead

Second in CASE fall seminar series.

28—Understanding and Using AIA C401 Standard Form of Agreement Between Architect and Consultant: Uses and Modifications, by Bill Geisen, GraydonHead

Third in CASE fall seminar series.

November

2—Effective Use of Government Contracts to Optimize Liability Protection by Ray Biagini, Esq., and Herbert Fenster, Esq., McKenna Long & Aldridge LLP

High potential consequence activities require extra special vigilance.

11—Retirement Plans—Which Plan is the Best Fit for Your Firm? By Robert Kuna, Wachovia Securities

Fourth in CASE fall seminar series.

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.

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**](#)

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](#).

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