



AMERICAN COUNCIL OF ENGINEERING COMPANIES

100 Years of Excellence

Last Word

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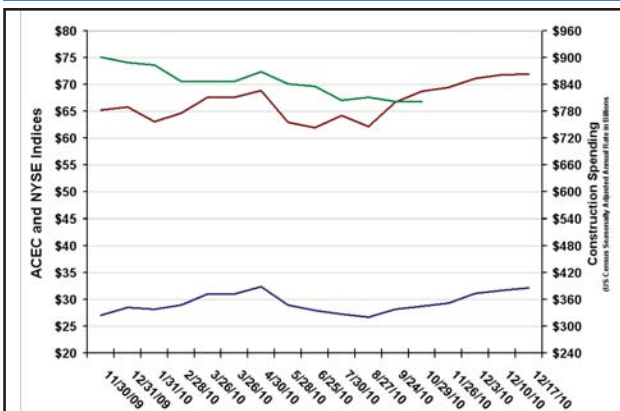
PUBLISHED BY THE AMERICAN COUNCIL OF ENGINEERING COMPANIES

ACEC RECENT HIGHLIGHTS

For recent ACEC news, click below:

- [ACEC with APWA/ASCE Launches Sustainable Infrastructure Institute](#)
- [ACEC Engages in California Public Union Fight and Maryland Tax Contest](#)
- [2011 ACEC Convention Offers Political Insights, Business Opportunities](#)
- [ACEC Defends QBS, Defeats Low-Bid Attempt at FHWA](#)

ACEC ENGINEERING INDEX



The ACEC Index compares the stock performance of ACEC's publicly held Member Firms (—) with the NYSE Composite Index (—) and Total U.S. Construction Spending (—).

ACEC NEWSLINE

Energy

Administration Proposes Broad Solar Energy Program

A new study released this week by the U.S. Secretaries of the Interior and Energy proposes the establishment of solar energy zones on public lands in six western states...[click here](#) for more.

Major Infrastructure Funding Programs Extended to March 2011

Unable to reach agreement on spending bills in the lame duck session, Congress approved legislation Wednesday to keep federal programs operating—including federal highway and transit programs under SAFETEA-LU— at current levels through March 4, 2011.

Congress also approved an extension of FAA programs and funding through March 31, 2011.

The newly elected House and Senate still must finalize appropriations for the 2011 fiscal year, which runs through September 30.

Congress Passes ACEC-Backed 9/11 Bill To Protect Structural Firms

Congress passed on Wednesday ACEC-supported liability protections for structural engineering firms that participated in the 9/11 recovery effort. The protections are included in a bill that will provide health care for individuals suffering health problems due to the 9/11 response effort.

More than 95 percent of first responders who sued New York City and Ground Zero contractors approved a settlement providing compensation for their illnesses. Included in the settlement was a requirement to drop their lawsuits. The current legislation will resolve the remaining lawsuits.

How To Fend Off State Agency Fee Reductions

With many state agencies requesting—even demanding—fee reductions for engineering services as a way to save money in the tight economy, how can engineering firms respond effectively and maintain key client relationships?

In ACEC's online seminar, *Responding to Requests for Discounts or Unilateral Fee Reductions*, January 20, 1:30 to 3:00 p.m., attorney P. Douglas Folk, Folk & Associates, P.C., outlines various ways to deal with clients on this issue.

Key concepts include:

- Legal challenges and liability risks agencies face in reducing compensation without corresponding reduction in scope of services.
- Impact of the Brooks Act on reductions in fees without a new selection and negotiation process.

Land/Buildings

How Good Is Cold-Formed Steel in an Earthquake?

Researchers at Johns Hopkins are studying the effect of seismic forces on cold-formed steel, which lately is commonly used in construction of commercial and industrial buildings...[click here](#) for more.

Water

Project to Restore California Delta Wins Federal Support

Federal and state officials recently announced that they support the construction of a massive structure around California's environmentally crippled delta to improve the reliability of fresh water delivery to farms and cities...[click here](#) for more.

Transportation

Forum Calls for Federal Infrastructure Investment

At a recent policy forum held by Building America's Future's Educational Fund, various officials stressed the need for investment in smart infrastructure to boost the country's competitiveness, create jobs, improve public safety, and improve quality of life...[click here](#) for more.

National Infrastructure Bank Enjoys Bi-Partisan Support

While the new Republican-led House of Representatives will result in much change for transportation policy, both Republicans and Democrats agree on the idea of creating a National Infrastructure Bank (NIB)...[click here](#) for more.

[Click here](#) for more NewsLine.

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

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ACEC JOB BOARD

Catch Big Holiday Savings on the ACEC Job Board

Stock up for your 2011 recruiting and enjoy 15 percent savings on the [ACEC Job Board](#). Just enter the promotional code HOLIDAYSAVE to receive your discount.

As a niche job site, the ACEC Job Board gives you direct access to a focused group of qualified engineering talent specific to your needs.

- Restrictions imposed by federal funding agencies on reductions in fees, including the application of Federal Acquisition Regulations.
- Strategies for responding to discount requests or unilateral reductions.

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

Four More States Cross Finish Line, ACEC/PAC Year-End Drive in High Gear



ACEC/Illinois PAC
Co-Champion Phil Houser



ACEC/Illinois PAC
Co-Champion Darcie Gabrisko



ACEC/Nebraska PAC
Champion Mike McMeekin

No state in the country raised more money for ACEC/PAC this year than Illinois. The state effort, led by PAC Champions Darcie Gabrisko of Strand Associates in Joliet and Phil Houser of the Farnsworth Group in Bloomington, was straightforward: "We explained we're not giving to charity here," said Houser. "We're investing in our industry and our own future."

ACEC/Nebraska has reached its PAC fundraising goal for seven years in a row. "There is no mystery to our record of making goal," said PAC Champion Mike McMeekin of Lamp, Rynearson & Associates in Omaha. "When you educate your colleagues on the risk for their firm and our business, the need to support this political program is obvious."

ACEC/Arkansas Champions Jerry Martin of Engineering Services in Springdale and Carl Yates of McGoodwin, Williams & Yates in Fayetteville, guided the state to its fourth consecutive year at goal. "There's too much at stake right now," said Yates. "If you make the ask, engineers will respond with support."

This was also the fourth year in a row that ACEC/Idaho achieved its PAC goal. The primary reasons for that success, said PAC Champion Mike Merhar of Terracon Consultants in Boise, is "awareness by ACEC members in the state about federal issues that directly affect their bottom lines, and strong support by the state's leadership."

[Click here](#) to learn more about ACEC/PAC



ACEC/Arkansas PAC
Co-Champion Jerry Martin



ACEC/Arkansas PAC
Co-Champion Carl Yates



ACEC/Idaho PAC
Champion Mike Merhar

The Job Board is a member of the Engineering & Science Career Network, so your job posting appears on 39 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 29,000 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 write ngoldman@acec.org.

ACEC JOB BOARD

**Over 550 Searchable
Jobs Posted**

**Over 29,000 Searchable
Resumes Posted**

**Over 2,250 Registered
Employers**

**Last Five "Help Wanted"
Open Positions:**

Project Manager-Water Resources—
Framingham, MA

**Department Manager-State Government
Facilities**—Madison, WI

Senior Structural Engineer—Cambridge, MA

Regional Manager—Auburn, CA

Sr. Airport Engineer—Bismarck, ND

A Sampling of Posted Resumes:

Mechanical/Electrical—**7,864**

Transportation—**1,569**

Environmental Engineers—**1,557**

Civil Engineers—**5,228**

Structural Engineers—**1,821**

Water/Wastewater—**711**

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

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

Engineering Inc. Calls for Mega Projects

ACEC will highlight four Member Firms and their mega projects in the March/April 2011 issue of *Engineering Inc.*

On-going or recently completed projects that are uniquely expansive in size, complexity and cost would be of interest to *Engineering Inc.* readers. They should be submitted with the following information to Andrea Keeney, staff editor, at akeeney@acec.org, by Monday, January 10, 2011:

- Project name and location (Submit only one project)
- One-page project overview, including any unique aspects
- Name, title and phone number of the Member Firm executive who will be interviewed regarding the original project goals, challenges and solutions.

Selected firms will need to submit high-resolution color photo(s) of their project and the interviewed executive. For more information, contact Andrea Keeney at akeeney@acec.org.

Nominate Service Providers for New Peer-to-Peer Resource Guide

If you have a professional service provider that gives exceptional service in the accounting/financial, marketing/communications, IT, or business management service areas, recommend them to other ACEC members by submitting them to the new Peer-to-Peer Resource Guides.

The Guides will be published in special 2011 issues of *Engineering Inc.* magazine.

[Click here](#) to access the Peer-to-Peer Resource Guide Nomination Form. You may recommend more than one provider in any of the four categories.

For more information, contact Andrea Keeney at akeeney@acec.org.

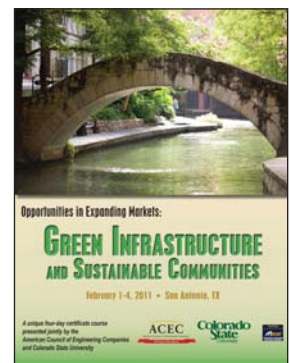
Green Infrastructure Course Outlines Sustainability Market Opportunities

February 1-4, 2011, San Antonio

Green Infrastructure and Sustainable Communities: Opportunities in Expanding Markets, Feb. 1-4, San Antonio, will provide the latest insider insights on prospects in the rapidly growing sustainability market.

Topics include profit opportunities in sustainable development; the latest on sustainable legislation, regulations and standards; sustainable infrastructure rating systems including the new ACEC/APWA/ASCE system coming in 2011; BIM utilization in sustainable projects; identifying future projects through sustainability audits; and applying life-cycle costing and analysis to proposed projects and programs. The four-day certificate course program also includes a field trip looking at the engineering of the San Antonio Riverwalk.

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



EJCDC Contract Documents on Sale Through End of 2010

Save 10 percent off the regular price of all EJCDC documents through December 31, 2010. The discount has already been applied throughout the 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
- Balanced and fair provisions
- User-friendly and easily customizable (provided in MS Word)

The Engineers Joint Contract Documents Committee (EJCDC) is a joint venture of 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.

Learn How to Refuse Fee Reductions in Online Seminars

ACEC 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:

January

20—*Responding to Requests for Discounts or Unilateral Fee Reductions*, by Douglas Folk, Folk & Associates

Prepare for LEED Green Associate Credential With On-Demand Course

Green Buildings and Preparing for the LEED Green Associate exam is a first step towards achieving the Green Building Certification Institute's (GBCI) LEED Green Associate professional credential.

In partnership with the U.S. Green Building Council, ACEC again offers this unique online course on the sustainable building concepts that are fundamental to all LEED Rating Systems.

The 32-hour course is "live" online 24/7 beginning January 31, 2011 and is accessible to registrants at their convenience through March 27, 2011. ACEC members may register for the course at a special discounted price. For complete details on course content and to register, [click here](#).

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Alan D. Crockett, Director, PR • Gerry Donohue, Editor/Designer

Know legalities, weigh options before refusing fee discount requests.

26—*Engineering Opportunities in the Upcoming Urban Water Crises*, by Jerry Yudelson, Yudelson Associates

Create future water abundance, profit from new opportunities.

February

2—*Wired to Clients—Insights on Getting Inside Your Customers' Minds for Success in Business Development*, by David Stone, Stone and Company

Get new insights, win client confidence and jobs.

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

Gain a realistic picture of what to expect and what not to once BIM is up and running.

16—*An Inside View of Programs and Funding of Rural Development, USDA*, by Ben Shuman, USDA

Learn how RD money is distributed, opportunities available for engineering services.