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Last Word

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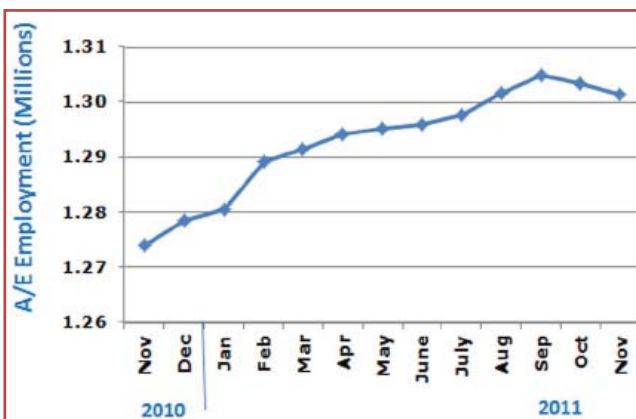
PUBLISHED BY THE AMERICAN COUNCIL OF ENGINEERING COMPANIES

ACEC RECENT HIGHLIGHTS

For recent ACEC news, click below:

- [Deep Cuts Averted in Federal Water Funding](#)
- [President Signs 3% Repeal into Law; ACEC's Raymond at Ceremony](#)
- [Congress Finalizes F.Y. 2012 Transportation Spending Plan](#)

ACEC A/E EMPLOYMENT



Total U.S. architectural and engineering employment fell 0.2 percent in November, the second consecutive monthly decline. (Seasonally adjusted data provided by Bureau of Labor Statistics.)

New Year's Letter to Members: Building Upon 2011 Successes, ACEC Pursues Dynamic Agenda in 2012

As we enter the challenging political environment of 2012, the Council is moving ahead with its aggressive, pro-business agenda.

Last year we achieved major legislative "wins"—repeal of the 3 percent withholding mandate, repeal of the onerous IRS 1099 filing mandate, and protection of federal highway and transit funding at current levels.

This year, we will be fighting for a long-term, fully funded surface transportation bill, water and wastewater infrastructure, a comprehensive energy bill, legislation to promote contracting out, regulatory reforms, and a new initiative to protect our Member Firms from unfair lawsuits.

The 2012 Annual Convention and Legislative Summit in Washington, D.C., April 15-18, will be critical for making our collective voice heard in Congress. The Convention will feature Capitol Hill visits, high-profile industry speakers, new project announcements from federal agencies, and a "teaming fair" for large and small firms to pursue partnering opportunities.

For further information on the 2012 Annual Convention, [click here](#). For information about any aspect of the Council's services, go to www.acec.org or contact the national staff using the guide below.

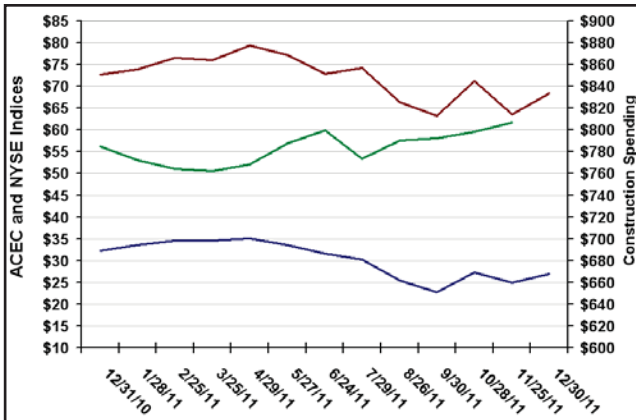


ACEC Chairman Terry Neimeyer (left) and ACEC President Dave Raymond

Terry Neimeyer
Chairman

Dave Raymond
President & CEO

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 (—).

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



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ACEC NEWSLINE

Energy

Colorado Deal Eases Activist, Industry Concerns on Fracking

Officials from the Colorado Oil and Gas Conservation Commission (COGCC) have reached a deal with environmental groups and industry members that will provide a broader disclosure of the chemicals used in hydraulic fracturing procedures, strengthen trade secret protection, and...[click here](#) for more.

Land/Buildings

Retrofits Forecast to be Fastest Growing Green Market Segment

Yudelson Associates' *Top Ten Green Building Mega Trends for 2012* predicts strong growth in green building for next year with even faster growth in green retrofits...[click here](#) for more.

Water

EPA Promotes Integrated Municipal Water Programs

The EPA will continue its promotion of green infrastructure usage and will work to create an integrated planning process to help municipal governments handle wastewater discharges and stormwater runoff...[click here](#) for more.

[Click here](#) for more NewsLine.

ACEC at Your Service: A Staff Guide

ACEC prides itself in its business services for members. Following is a guide to the Council's departments and staff, with brief descriptions of key services and complete contact information.

ACEC President Dave Raymond's door is always open to all members on all issues. He can be reached at 202-682-4379 or draymond@acec.org.



Corporate Secretary
Melissa Thompson
mthompson@acec.org
202-682-4304

Serves as Executive Assistant to the President and Corporate Secretary, responsible for matters pertaining to ACEC official records and governance, including the Executive Committee, Nominating Committee and Board of Directors.



Vice President, Operations and Membership
Mary Ann Emely
memely@acec.org
202-682-4300

Serves as "number two" to the President for implementation of initiatives and policies, leads the Membership and M.O. Services Department, and coordinates with states.



General Counsel
Charles Kim
ckim@acec.org
202-682-4344

Serves as General Counsel, Director of Policy, and staffs the Planning Cabinet, Risk Management Committee, Minuteman Fund, and Legal Counsel Forum, and is ACEC staff liaison to the ACEC Business Insurance Trust, Life/Health Insurance Trust, and Retirement Trust.

Government Affairs

ACEC's Government Affairs Department promotes passage of legislation and policies that enhance the business climate for the engineering industry.

Primary initiatives include: Contracting Out, QBS, Government Competition, and other Procurement Issues; Infrastructure Investment; Energy; Federal Markets; Private Market Issues; Liability Reform; Business and Tax Issues; State Legislative Issues; and ACEC/PAC (the industry's leading political action committee).



Vice President Government Affairs
Steven Hall

Key Department Contacts

Department Head, **Steve Hall**, shall@acec.org, 202-682-4309

Political Programs, **Greg Knopp**, gknopp@acec.org, 202-682-4314

ACEC JOB BOARD

Over 700 Job posted on ACEC Job Board

Latest Job openings:

Professional Civil Engineer/Design/Program Management Expertise, ILSI Engineering—New Orleans, Louisiana

Highway Engineer, Hardesty & Hanover, LLC—Doral, FL

Regional Manager of Transportation Services, WSP SELLS—Albany, NY

Oil & Gas/Energy, Matteson Partners—Nationwide

International Project Engineers, Lyon Associates, Inc.—International

ACEC JOB BOARD

Reach the Right Audience, with the Right Partner.

Do you want to SAVE MONEY and SAVE TIME, and still attract the top engineering talent?

If your answer is **YES**, you are in the right place.

Welcome to the **ACEC Job Board!**

SPECIAL NEW YEAR'S RATE

Purchase a single posting or package in this month, your firm will receive a 20 percent discount. Just enter the promotional code **20OFF** at checkout. This offer is valid until January 31st, 2012. Don't miss out!

Transportation, **Matt Reiffer**, mreiffer@acec.org, 202-682-4308

Transportation, **Vivian Moeglein**, vmoglein@acec.org, 202-682-4369

Federal Agencies & International, **Mark Steiner**, msteiner@acec.org, 202-682-4343

Environment and Energy Programs, **Diane Shea**, dshea@acec.org, 202-682-4354

Tax and Regulatory Affairs, **Katharine Mottley**, kmottley@acec.org, 202-682-4306

ACEC/PAC, **Elizabeth Coit**, ecoit@acec.org, 202-682-4322



**Executive Director,
Political Programs**
Greg Knopp

Institute for Business Management

ACEC's Institute for Business Management—encompassing all ACEC educational programs—provides comprehensive business practice resources for the engineering industry.

The Institute offers seminars in eight curriculum tracks: Marketing, Business Management and Quality, Risk Management and Contracts, Human Resources, Information Technology, Project Delivery and Management, Finance, and Leadership.

Leadership programs include the Business of Design Consulting seminar and the Senior Executives Institute. Other resources are practice publications/manuals/surveys, contract documents, Registered Continuing Education Program (RCEP), and member discount programs.

The Department also supports the programs of ACEC's coalitions and forums.

Key Department Contacts

Department Head, **Jeffrey Beard**, jbeard@acec.org, 202-682-4349

Institute Programs, **Deirdre McKenna**, dmckenna@acec.org, 202-682-4328

Education Programs, **Andrew Fort**, afort@acec.org, 202-682-4330

Contracts and Risk Management, **Edward Bajer**, ebajer@acec.org, 202-682-4342

Publications and Discount Programs, **Mary Jaffe**, mjaffe@acec.org, 202-682-4318

Marketing, **Holly Hemphill**, hhemphill@acec.org, 202-682-4335

Registered Continuing Education Program, **Maria Buscemi**, muscemi@acec.org, 202-682-4323

Seminar Registration, **La'Creshea Makonnen**, lmakonnen@acec.org, 202-682-4338

Coalitions, **Heather Talbert**, htalbert@acec.org, 202-682-4377

Coalitions, **Kerri McGovern**, kmcgovern@acec.org, 202-682-4332



**VP, Institute for
Business
Management**
Jeffrey L. Beard




**Deputy Director,
Institute for
Business
Management**
Deirdre McKenna



**Director,
Coalitions**
Heather Talbert

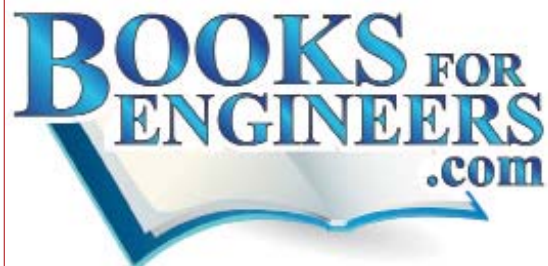
Please visit us at www.acec.org/jobbank or contact Nina Goldman at 202-682-4325 (ngoldman@acec.org) if you have any questions.



Follow us on  for the latest news and hot deals.

ACEC PUBLICATIONS

Get Wired to...Clients in 2012



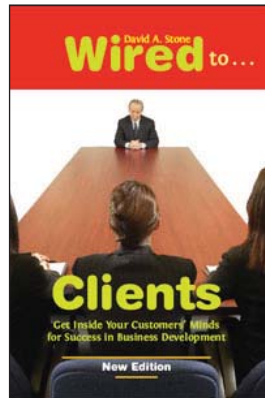
Wired to...Clients
Get Inside Your Customers' Minds for Success in Business Development

David A. Stone
ACEC

Connecting with your clients on the technical level in a proposal or presentation isn't nearly enough. The personal, one-to-one connection is vital because at the end of the day, the only thing the client has to go on is the certain sense that "Because I know you, I believe you. I've got confidence that you will look after me."

That kind of confidence does not come out of a brochure or a written proposal. In this follow-up to his highly regarded previous book *Wired!*, marketing advisor and author David Stone gets specific with the why and how of building trust-based relationships.

To order, [click here](#).



Membership and M.O. Services

ACEC's Membership Department is responsible for the Council's recruitment and retention programs, the membership database, as well as general liaison with members to facilitate services.

The Department works in close collaboration with State Organization staff. It offers a Membership Incentive Program and Membership Recruiter cost-sharing program.

Key Department Contacts

Department Head, **Mary Ann Emely**, mememly@acec.org, 202-682-3000

Membership Recruitment, **Leo Hoch**, lhoch@acec.org, 202-682-4341

Membership & Customer Records, **Doris V. Dent**, ddent@acec.org, 202-682-4324

Membership & Customer Records, **Kathleen O. Murphy** kmurphy@acec.org, 202-682-4307

Sales & Member Services, **Nina Goldman**, ngoldman@acec.org, 202-682-4325



**Director,
Membership
Recruitment**
Leo Hoch

Communications

The Communications and Media Department is responsible for *Engineering Inc.*, *Last Word*, ACEC website, media coverage, ACEC's Engineering Excellence Awards, ACEC's Scholarship programs and other awards programs.

Engineering Inc.—ACEC's award-winning bi-monthly magazine—features in-depth articles on advocacy, business trends, Member Firm accomplishments and industry news, and targets an external audience as well as Council members

Last Word—ACEC's award-winning weekly newsletter—is the Council's primary communications vehicle with Member Firms providing succinct coverage of the latest legislative, business, industry and Council news.

Engineering Excellence Awards—The annual Engineering Excellence Awards (EEA) program—"the Academy Awards of the engineering industry"—honors the year's most outstanding engineering accomplishments.

Key Department Contacts

Department Head, **Alan D. Crockett**, acrockett@acec.org, 202-682-4301

Engineering Inc., **Andrea Keeney**, akeeney@acec.org, 202-682-4347

Last Word, **Gerry Donohue**, gdonohue@acec.org, 202-682-4313

EEA and Scholarship Programs, **Daisy Nappier**, dnappier@acec.org, 202-682-4340



**Director,
Communications
and Media**
Alan D. Crockett

BIM and the Engineer, USACE Outlook in Online Seminars

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

2012

January

18—*Ethical Decision-Making for PEs: Today's Standards and Benefits*, by Gerard P. Cavaluzzi, Vice President and Counsel, ARCADIS U.S., Inc. Professional ethics, the ACEC Professional and Ethical Conduct Guidelines and the benefits for engineers of applying these practices.

24—*BIM and the Engineer*, by David J. Odeh, Principal, Odeh Engineers, Inc. How to make your adoption of BIM justify the investment costs.

25—*2011 Year in Review: Legal Issues for Engineers*, by James Lee, Lee & McShane Legal decisions of importance plus update on often-recurring legal issues in your engineering practice.

February

14—*Know What Drives Your Clients—Make Your Firm Invaluable* by Rich Friedman, Friedman & Partners Ask the right questions of the right people at the right time to maximize vital research ROI.

15—*Wage and Hour Issues in Today's A/E Industry*, by Eli Gould, MBV Law Avoid wage and hour issue lawsuits with a clear look at current employee designations.

23—*U.S. Army Corps of Engineers' 2012 Programmatic Outlook*, by Bruce R. Ware, IV, P.E., U.S. Army Corps of Engineers Engineering and Construction Division Status update of the USACE marketplace, including changes in how A/E services are procured and reflecting the impacts of fluctuating appropriations, new legislation, and changing regulations.

28—*What You Need to Know as a Successful Hazardous Materials and Forensics Expert Witness*, by Richard J. Hughto, Consultant

A look at the unique forensics challenges and necessary courtroom attributes for acting as a trial expert in hazardous waste lawsuits.

Finance & Administration

ACEC's Finance and Administration Department is responsible for financial planning and management of ACEC programs. It also provides administration, staff support and Human Resource functions that enable smooth day-to-day operations at ACEC.

Key Department Contacts

Department Head, **Kim Pham**, kpham@acec.org, 202-682-4339

Finance, **Barry Doyle**, bdoyle@acec.org, 202-682-4346

Human Resources, **Karen George**, kgeorge@acec.org, 202-682-4305

Administration, **Steve Lim**, slim@acec.org, 202-682-4355

Accounting, **Aria Salaka**, asalaka@acec.org, 202-682-4331

Printing and Shipping, **Antonius Binantoro**, abinantoro@acec.org, 202-682-4315

Receptionist, **Regina Hockaday**, rhockaday@acec.org, 202-247-7474



Chief Financial Officer
Kim Pham

Meetings & Conventions

ACEC's Meetings and Conventions Department implements world-class events, offering ACEC members an attractive environment for their educational programs, governance meetings, and networking.

National meetings include the Annual Convention and the Fall Conference, and the Engineering Excellence Awards Gala.

Meetings and Conventions also manages the logistics of dozens of ACEC stand-alone educational seminars throughout the United States.

Key Department Contacts

Department Head, **Michael Pramstaller**, mpramstaller@acec.org, 202-682-4334

Meetings & Conventions, **Krysta Perrault**, kperrault@acec.org, 202-682-4353

Meetings & Conventions, **Jessica Torrero**, jtorrero@acec.org, 202-682-4316



Director, Meetings and Conventions
Michael Pramstaller

Webinar Outlines Professional and Personal Benefits of Business Ethics

January 18, 1:30-3 p.m.

Focusing on ethics from the individual engineer's perspective, this timely webinar will assist participants in their daily professional and personal decision-making.

In *Ethical Decision-Making for PEs: Today's Standards and Benefits*, Gerard Cavaluzzi, vice president and division counsel,

ARCADIS U.S., Inc., will review the ACEC Professional and Ethical Conduct Guidelines and outline the beneficial results achieved when applying engineering industry ethical practices.

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

BIM and ROI: A Hard Look at the Business Realities

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

Adopting Building Information Modeling (BIM) often requires substantial capital, training, and workflow disruption, but are firms getting a real return on investment?

In [BIM and the Engineer](#), David Odeh, Principal, Odeh Engineers, Inc., uses real-world project outcomes to explore this question. The webinar provides a serious examination and frank discussion of the business realities of this new tool.

Odeh also examines the planning and project communication tools that contribute to the successful adoption of BIM.

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

Updating Your Recurring Engineering Legal Issues; Reviewing 2011

January 25, 2012, 1:30-3 p.m.

In this timely webinar, James Lee of the law firm Lee & McShane, highlights recent legal decisions of importance to engineers and updates often-recurring legal issues.

The webinar addresses the engineer's obligations involving site safety, the Americans with Disabilities Act, and the standard of care. Discussion will also focus on typical business concerns such as corporate organization, copyright protection, and contract negotiation.

[Click here](#) to register.

Get the First Look at the U.S. Army Corps 2012 Marketplace

February 23, 1:30-3 p.m.

ACEC presents *U.S. Army Corps of Engineers' 2012 Programmatic Outlook*, a timely webinar on the latest status of the U.S. Army Corps of Engineers (USACE) marketplace.

Bruce Ware of the USACE Engineering and Construction Division will provide an update on changes in how A/E services are procured and the impact of fluctuating appropriations, new legislation, and changing regulations.

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

The American Council of Engineering Companies
1015 15th St., NW, 8th Floor, Washington, DC 20005-2605
Phone: 202-347-7474 • Fax: 202-898-0068
www.acec.org • E-mail: acec@acec.org
Alan D. Crockett, Director, PR • Gerry Donohue, Editor/Designer

