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# Last Word

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## 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 climbed 0.5 percent in December to its highest level since June, 2009. (Seasonally adjusted data provided by Bureau of Labor Statistics.)

## House Committee to Unveil 5-Year Transportation Bill Next Week

House Transportation & Infrastructure Committee Chairman John Mica (R-FL) will introduce a five-year, \$260 billion long-term surface transportation bill early next week, maintaining current funding levels for highways and transit programs. He expects the full House to consider the bill in mid-February.

In a briefing with ACEC and other stakeholder groups, Mica's staff said the bill will be financed in part by revenues from expanded oil and gas production on federal lands.

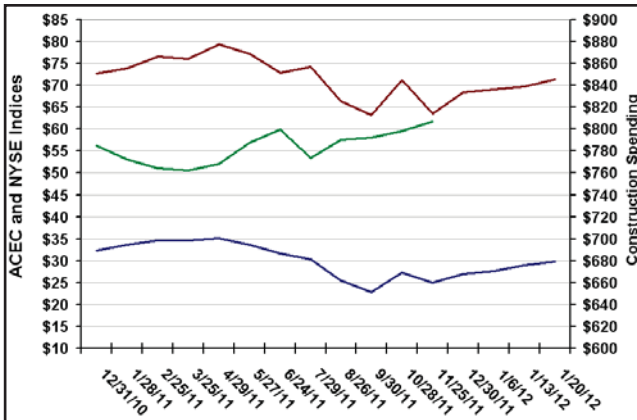
Consistent with Council recommendations, the bill will consolidate or eliminate numerous transportation programs, give the states more flexibility, and streamline the project delivery process. The bill will also expand the TIFIA financing program and capitalize state infrastructure banks to leverage more private sector investment.

## Tap into Federal Contracting Market at Annual Convention Teaming Fair



More than 25 of the nation's top engineering firms, including AECOM, URS Corporation, and Gannett-Fleming, will participate in the upcoming "Teaming Fair" at the ACEC Annual Convention in Washington, D.C., April 15-18.

## 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

#### DOE to Spur Manufacture of Small Modular Nuclear Reactors

The Department of Energy recently announced that the draft version of the Funding Opportunity Announcement (FOA) will allow the department to create cost-sharing agreements with private industry to begin designing, manufacturing, and licensing for small modular nuclear reactors...[click here](#) for more.

### Land/Buildings

#### Earthquake Protection through "Self-Destruction by Design"

Engineers need to protect occupants with earthquake building codes, but there is no rule that buildings should withstand earthquakes of any particular magnitude...[click here](#) for more.

### Other

#### U.S. Council of Mayors Calls for Infrastructure Spending

The U.S. Conference of Mayors has released a new report describing the economic beat down American cities endured at the hands of the Great Recession...[click here](#) for more.

[Click here](#) for more NewsLine.

The large firms will interview small firms about subcontracting opportunities on federal contracts.

To register for the Annual Convention, [click here](#). For more information on the "Teaming Fair," contact Mark Steiner at [msteiner@acec.org](mailto:msteiner@acec.org).

## House Clears FAA Extension as Long-Term Deal Nears

As the House passed legislation this week to continue funding for airport construction, congressional leaders reached agreement on union elections, which had been a major obstacle to passing a multi-year program.

With the union issue resolved, ACEC will continue to work with congressional leaders to clear up any outstanding differences between the current House and Senate bills, including advocating for the highest possible funding levels for the Airport Improvement Program.

"This is encouraging news, and could result in Congress clearing the first real jobs bill of 2012," said ACEC President Dave Raymond.

## FAPA Committee Calls for Increased Outsourcing during Hill Meetings

ACEC's Federal Agencies and Procurement Advocacy Committee (FAPA) urged for more controls on insourcing and on competition by federal agencies during a series of meetings last week with House and Senate committees on government oversight, small business, and energy and water appropriations.

During a meeting with the Small Business Committee staff, FAPA members also outlined ACEC's recommendations for the upcoming Small Business Size Standard rule and called for improved acquisition planning and small business programs.

In a separate conference with the U.S. Army Corps of Engineers, FAPA members voiced concerns over insourcing and recent increases in the Corps' engineering staff.

For additional information contact Mark Steiner at [msteiner@acec.org](mailto:msteiner@acec.org).

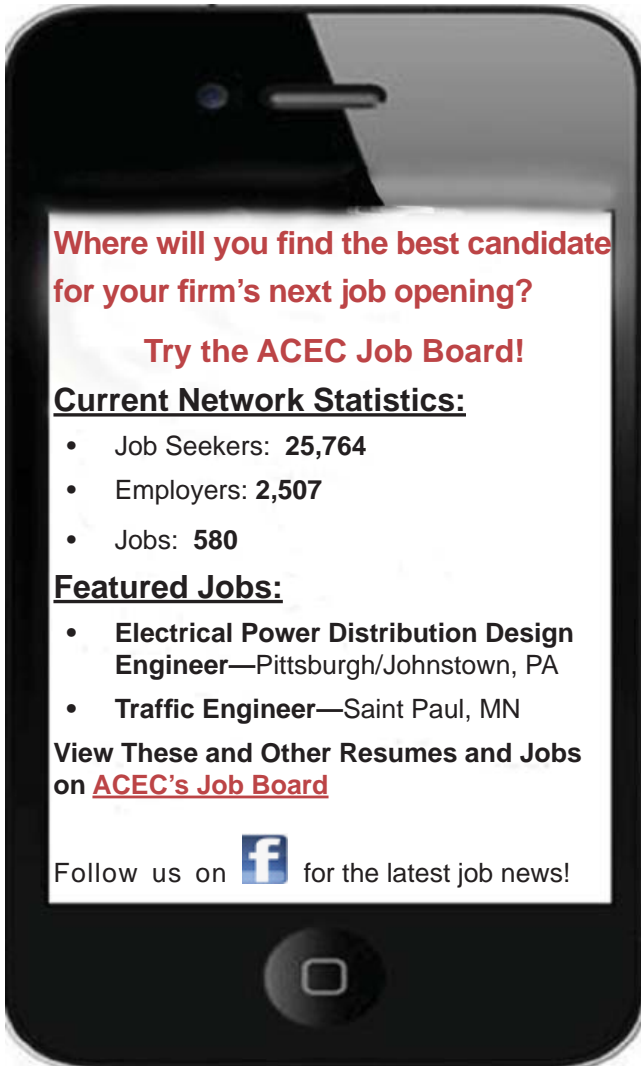
## Using Client Research Findings to Boost Your Bottom Line

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

In *Know What Drives Your Clients—Make Your Firm Invaluable*, Rich Friedman, Friedman & Partners, will explore four types of client research tools: client/prospect perception studies, continuous client monitoring, project satisfaction surveys/interviews, and reference validation.

Friedman will answer key questions relevant to effective research practices including: When should firms employ each of the four research tools? How can firms leverage the data yielded in real time to address problems and seize opportunities? How can firms use the data to modify their positioning and business development strategies, as well as their project delivery process?

[Click here](#) to register.



**Be the First to Advertise Your Job Openings on the ACEC Job Board**

**Winter Special Promotion!**

Purchase a 30-day or 60-day job posting, and your firm will receive a \$70 discount. Enter the promote code: **WINTER70**

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

**Avoid Wage and Hour Issues; Get the Latest on Employee Designations**

**February 15, 1:30-3 p.m.**

Wage and hour issues—including who is entitled to receive overtime premium pay, as well as definitions of mandatory meal and rest periods—have become the basis for a growing number of lawsuits nationwide, including large class action and representative lawsuits.

In an invaluable new webinar, *Wage and Hour Issues in Today's A/E Industry*, Eli Gould, MBV Law, will explain in detail the current exempt and non-exempt designations for employees, cover the various exemptions that may be available to A/E employers, explore some of the exempt/non-exempt issues prevalent in the A/E industry, discuss ways to lessen your firm's risk in the event of a lawsuit, and address specific questions on wage and hour issues.

[Click here](#) to register.

**Learn the Secrets to Keeping Your Clients for Life**

**February 21, 1:30-3 p.m.**

You've heard it many times before—landing a new client costs 10, 25, even 100 times more than keeping an old one. So keeping your clients happy in a long-term relationship is just good business—higher profits, lower overheads, less stress and the peace of mind of a continuing supply of profitable work.

In the idea-packed *Keeping Clients for Life* webinar, David Stone, Stone and Company, examines why clients leave and provides tried-and-true techniques for strengthening your client service practices and keeping your client relationships strong.

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

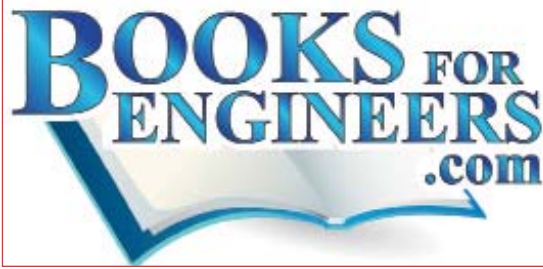
**Get the First Look at the U.S. Army Corps' 2012 Marketplace**

**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.



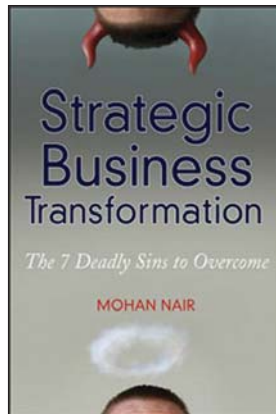
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# Learn the Ins and Outs of Hazardous Waste Expert Witness Testimony

February 28, 1:30-3 p.m.

Acting as a trial expert witness in hazardous waste lawsuits presents unique challenges in addition to the normal expertise and courtroom skills required.

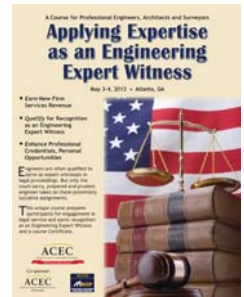
In this webinar, *What You Need to Know as a Successful Hazardous Materials and Forensics Expert Witness*, Richard Hughto, a consultant and a highly experienced expert witness on the fate and transport of contaminants, remediation, and professional liability in the hazardous materials industry identifies the necessary credentials, experience, and personal characteristics for an expert witness. Hughto will also explore the unique role of forensic analysis.

[Click here](#) to register.

# Use Your Engineering Know-how in Court...as an Expert Witness

May 3-4, Atlanta, GA

Whether to serve as an expert for your own firm's benefit or to add another service in your firm's business portfolio, ACEC's *Applying Expertise as an Engineering Expert Witness* course is the one-of-a-kind learning experience that will prepare you for courtroom challenges. This focused 1½-day course takes you step-by-step through the qualifications, ramifications, and expectations of testifying.



For engineers, architects and surveyors interested in gaining credentials and confidence for legal service engagements, this is a don't-miss opportunity. Co-sponsored by ACEC of Georgia.

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

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

## Know Your Clients, USACE Outlook in Online Seminars

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

### 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.

**21—*Keeping Clients for Life***, by David Stone, Stone & Company

It's far more cost-effective to keep your clients: why they leave and new ideas for keeping them on your roster.

**23—*U.S. Army Corps of Engineers' 2012 Programmatic Outlook***, by Bruce Ware, 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 Hughto, consultant

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

### March

**8—*Shop Drawings and Submittals: Navigating the Minefield and Minimizing Your Exposure***, by Kevin O'Beirne, ARCADIS U.S., Inc.

Fraught with liability and often not well-understood: clarifying the responsibilities and limits of authority of the entities involved in reviews.